



OUR GOVERNMENT CONTRACTING EXPERTISE IS YOUR COMPETITIVE EDGE.

Focus on Client Success



In 1992 as the Automotive Industry began to recognize the value of outsourcing non-core functions to companies with inherent expertise, Logistics Insight Corporation Inc. - LINC was started in Warren, MI with ten employees, 20 trucks, and 1,000 square feet of space to support the changing requirements.

LINC has since been acquired by Universal and over the past 23 years they have diversified their marketing strategy from 100% automotive, to 31% automotive, 22% metals, 10% energy, 8% consumer goods, and 29% other. Their organization has grown significantly to 1,600 employees, 4,300 trucks, and 4.5 million square feet of warehousing & material support operations in the U.S., Mexico, Canada, and South America thus making them a leading asset-light supply chain logistics solution provider.

Universal offers a comprehensive solutions suite including value-added, transportation, intermodal, air, ocean and custom brokerage services throughout the United States, Canada, South America and Mexico through their family of companies, and identify the best solutions that maximize results for each individual customer rather than offering and selling a predetermined strategy with a one-size-fits-all belief.

In 2008, looking to diversify their business more into government contracting they learned about the Macomb Regional Procurement Technical Assistance Center. Over the years they attended various government contracting training events, sought the assistance and guidance of procurement counselors, and received Bid Match services.

“The entire staff at the Macomb Regional PTAC office is extremely professional, knowledgeable and accessible - which are all critical elements in a true strategic partnership,” commented Scott Kram, Director Supply Chain Business Development – Aerospace, Defense & Alternative Energy

Vehicles. “Our partners at the Macomb Regional PTAC have always had a “wide open door policy” when it comes to engaging, assisting, and enabling our organization to be successful in our pursuit of opportunities.”

In September 2014, Universal responded to an Opportunity Alert from Macomb Regional PTAC Project Specialist, Dorine Vanderzyppe for a 3rd Party Warehouse Relocation from a local Prime Defense Contractor who was considering the relocation of their current on-site warehouse to an off-site location.

On May 7, 2015 the Prime Defense Contractor notified them that they were selected to receive the subcontract award. They will be operating a logistics center providing material management support to include daily pulls and deliveries to support the customer’s prototype operations, as well as 24 hour on-line visibility to the customer’s inventory and availability for emergency/off-hours deliveries.

“This subcontract award represents a nice piece of business for our organization, and we are extremely honored to be providing logistics services to our customer in ultimate support of our troops,” remarked Kram.

The Macomb Regional PTAC would like to take this opportunity to congratulate Universal on their new award and continued success in their future endeavors!

To learn more about Universal, please visit their website at www.goutsi.com or call (586) 467-1457.



~Kathy Stockman| Operations Coordinator