

Milk on the Mooove

Getting dairy
products to
market with
integrated
solutions

A highly-regarded exporter of fresh dairy products needed a cost-effective shipping method with flexible and customizable logistical solutions.

Their products needed to reach the market faster than ever to maximize shelf life and meet customer demand.

We had a plan...





The Challenge

The company's current supply chain partner incorporated inefficient integration between their freight forwarder and drayage provider. Additionally, the freight forwarder did not have long established and meaningful relationships with carriers to establish competitive contract pricing. This decreased the flexibility of their supply chain and increased problematic and stressful situations. They faced a bottleneck and this restricted their opportunity to grow.

Their freight forwarder created a more expensive service that was inflexible around the unique needs of the dairy exporter. The shelf life of their products was reduced and the prospect of expanding into new markets was restricted.

Opportunity

Without an exceptional cold chain network and a thorough understanding of the food & beverage sector, the dairy farm exporter was bombarded with unnecessary demurrage fees, missing gates (which consequently rolled their shipments to the next week), and vessel delays in transit. These problems persisted and little to no measureable effort was made to offer personalized solutions needed to revamp, revitalize, and streamline the flow of products from one end of the supply chain to the other.

U.S. EXPORT DAIRY



VOLUMES REACHED AN ALL TIME HIGH IN 2017 OF

4.28

**MILLION
LBS.**





The Solution

Service Alignment – We own our own trucks and our highly trained and certified employee drivers help us manage many of the drayage issues that can occur in and around the LA port areas. This can save thousands in unnecessary costs that occur when your freight and drayage providers are not perfectly aligned.

Transit Time - As a Non-Vessel Operating Common Carrier (NVOCC) with relationships and access to contracts across all the major steamship lines, we provided the pricing, capacity, and accountability to resolve inefficiencies throughout the supply chain.

Our network enables us to offer flexibility and almost limitless shipping capacity in order to get your product to the market on time and intact. We get perishable products to the gate with time to spare. Cutoff times can be extended to accommodate rushed shipments to ensure your goods makes it to its destination on time and intact.

COMPANY OWNED ASSETS



As an asset based company we offer the flexibility and the array of services you need to support your cold chain needs.

INDUSTRY KNOWLEDGE



We navigate the complexities of the cold chain for you, so you can focus more on your business growth.

VALUED PARTNERSHIP



We go the extra mile for our customers and will customize your service needs to benefit your business in the most cost effective way.



The Results

We know how critical it is to quickly deliver temperature sensitive commodities to their intended destination. Our customized solution provided the flexibility to the sensitive shipping requirements our customer desperately needed. Following implementation, their market share grew and this paved the way for expansion into new global markets where the appetite for safe dairy products grows each year. We are recognized as a leading provider of integrated reefer services which allows us to offer the "Cool+ service" to help your business grow and prosper. Enjoy the benefits of having access to a fully integrated reefer service with a performance guarantee you can count on. Contact us today to learn how we can be your trusted supply chain partner.

- Guaranteed equipment and vessel space
- Fresh and secure temperature sensitive commodities
- Integrated Freight Forwarding & Drayage



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