

CASE STUDY

AGROPUR

masters freight rates
for better cost control



About the customer

Agropur Cooperative is a North American dairy industry leader founded in 1938. The Cooperative processes more than 13 billion pounds of milk per year at its 39 plants across North America and has an impressive roster of brands and products. With sales of nearly \$6.0 billion in 2016, the Cooperative is a source of pride to its 3,345 members and 8,000 employees. Agropur Inc. is a subsidiary of Agropur Cooperative.

Part of this Cooperative is Agropur Ingredients, which is a global supplier of ingredients and services, developed to help its partners succeed in food, beverage and nutritional industries. Whether sourcing ingredients or offering finished products, Agropur Ingredients has vast expertise in health, wellness and functional applications. From flavor to texture, shelf life, processing, nutrient enhancement and technical expertise, Agropur Ingredients has a solution for every customer.



“Transporeon offered a service we were in desperate need of, for a good price. It has greatly improved our processes and reduced our capacity risk, even in this current challenging environment.”

Sean Smith,
Supply Chain Director
Agropur

The challenge

- ▶ Manual methods of requesting and analyzing freight rates prevented the company from performing large-scale RFPs, resulting in a disconnected process in which carriers were dictating rates on a shipment-by-shipment basis.
- ▶ Inefficient freight assignment system, which required logistics coordinators to execute shipments using time-consuming phone, email and fax communication.
- ▶ Uncontrolled dock scheduling process, coupled with limited time and personnel resources made deliveries difficult to predict.



The solution

- ▶ **Freight Procurement** for a seamless bid process coupled with **Rate Management** for more control over rates, translating into massive cost savings.
- ▶ Fully automated **Transport Execution** to streamline freight assignment using the agreed-upon rates from the RFP process.
- ▶ Efficient **Time Slot Management** process allows carriers to schedule and maintain their own appointments.

The results

Cost control

Significant freight cost savings from using consistent rate structures.

Supply chain efficiency

Improved processes using optimization tools built to streamline logistics.

Stronger carrier relationships

Expectations are managed with a framework for bidding and better understanding rates.

Be a part of the largest logistics network by
connecting with Transporeon's Transportation
Management Platform!

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