

CASE STUDY

AGROPUR

masters freight rates
for better cost control



About the customer

Founded in 1938, Agropur is a North American dairy cooperative that processes more than 15 billion pounds of milk per year, at 30 plants across North America. It's a major supplier of products to the retail, food service and industrial sectors and also offers an impressive roster of brands to consumers. With sales of more than \$6 billion USD in 2023, Agropur is a source of pride to its nearly 3,000 members and 7,500 employees.

Agropur's US Operations manufacture more than 1 billion pounds of cheese each year. Agropur is also one of North America's largest producers of whey protein and a leading global supplier of dairy ingredients. Agropur's ingredients team provides customers with vast expertise in health, wellness and functional applications. They can help customers improve flavor and texture, extend shelf life, enhance nutrition, streamline production processes and more.



“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

Challenges

- ▶ 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.



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Management Platform!**

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