



BLUE RIBBON
TRANSPORT

TO THE POINT. HIGH SERVICE LOGISTICS.

CASE STUDY #1: Caito Foods–Inbound Intermodal

Challenge

Caito Foods (CFS) is the nation's premier distributor of fresh fruits and vegetables located in Indianapolis, IN. Previous to 2015, CFS had not been able to successfully implement an Intermodal program and thus were missing out on the inherent cost benefit environmental impact and capacity gains that come with having a defined program.

How BRT Helped

Blue Ribbon Transport (BRT), Outsource partner to CFS, engaged the buying department and receiving to assess the parameters necessary to create an Intermodal program. Collaboratively BRT and CFS agreed to pick a small handful of buyers, commodities and lanes to take to market with a commitment of 10 loads per week to convert from over the road truck to Intermodal. The business was then collaboratively taken out to bid to multiple Intermodal providers before selecting one provider to manage the program. BRT then worked hand in hand with the buying group, receiving department and provider to implement the changes necessary to go live in March of 2015

Result

In the first 9 months of the program CFS saved significant money by conversion of Truck to Intermodal. In addition, freeing up 10 trucks per week that were hauling the Intermodal loads before conversion, allowed CFS to better level their relationships with the trucking companies to ensure their seasonal spikes in volume did not result in spikes in rates. In addition, because BRT was able to secure expedited rail service, the Intermodal on time percentage was better than over the road truck for the year.

Leading into 2016, BRT worked with the entire Caito buyer team to identify which commodities were on hand at all times in the warehouse. Once identified, BRT worked with CFS to change the buying process to buy these commodities proactively and put them on Intermodal rather than buying them based on client orders. This allows the program to expand further. In March of 2016 CFS will expand to 22 loads and additional savings.