

Candy Companies Collaborate to Save on Final-Mile Delivery

SITUATION

Candy is a short-shelf-life product that needs to get from production to store quickly in a climate-controlled supply chain. Most retail replenishment orders for candy require the use of higher cost, less-than-truckload (LTL) freight for final-mile delivery. As a result, confectionery companies struggle to meet daily retail replenishment requirements, while still keeping a rein on freight costs. Weber Logistics' pool distribution solution solves this dilemma. The company operates the largest temperature-controlled LTL freight network in the Western U.S. At its climate-controlled warehouses, Weber receives truckload (TL) shipments from multiple candy manufacturers, sorts products based on retailer orders and ships multi-vendor, consolidated TL shipments to meet retailers' requested arrival dates.



KEYS TO SUCCESS

- **Experience.** Weber has served the confectionery industry since 1980 and understands the unique temperature and humidity requirements for storage and shipping.
- **Broad program participation.** Freight consolidation programs work best when there are many like shippers going to the same retailers. Participants pay only for their share of a lower-cost TL shipment.
- **Region-wide distribution.** Product is sorted at one of three freight service centers – Southern California, Northern California or Phoenix – and delivered throughout the 11-state Western region.
- **Single-source cold chain solution.** Weber integrates temperature-controlled warehousing and transportation services so companies don't have to build this infrastructure or piece together multiple providers.

RESULTS

By consolidating shipments, these candy companies get product to the shelf faster and can beat the high cost of temperature-controlled, final-mile delivery.



"The solution not only saves significantly over non-consolidated LTL, but we're also reducing truck miles."

Logistics Manager
Ferreo Candy



ACCOUNT CHARACTERISTICS

- 17 program participants include 14 confectionery companies, large and small, and several logistics companies
- Ship 175,000 to 200,000 pounds of candy per month
- Strict requirements for temperature range monitoring