



FOOD SAFETY SPED TO RESTAURANTS via CROSS-DOCK PROGRAM

ECOLAB, the global leader in cleaning, sanitizing, food safety, and infection prevention products and services was looking to reduce its distribution costs. Based on the successes it had achieved over a 10 year period with Columbian's pool distribution program, Ecolab recently chose to expand its use of the service to driven additional distribution cost savings.

POOL DISTRIBUTION is a transportation service aimed at lowering costs over the use of traditional LTL and at the same time improving customer service levels. The typical Pool Distribution program has a line-haul, cross-dock, local delivery configuration with the goal of moving product as close to the customer as possible in the line-haul truckload portion of the move.

Columbian Pool Distribution programs are **customized** for each client. **INFORMATION TECHNOLOGY** plays a big part in the process with EDI transmissions providing communication links, TM software providing load configuration and route optimization, WMS providing label support and track and trace capability, and GPS providing current location information to the customer support center.

The process starts each day with ECOLAB determining the orders they have available and the bulk quantities they will pick to support those orders. Order information is transmitted ahead to Columbian's cross-docks. Columbian makes the truckload pick up at ECOLAB and in this case the line-haul truck makes a multi-stop delivery to the cross-docks. While Columbian's transportation support is optimizing delivery routes, warehouseman at the cross-dock are assembling orders from the bulk stock that just

arrived. With shipments loaded Colombian trucks travel the final mile making delivery and then the information loop is closed with delivery confirmations communicated.

Scott Wheeler, Vice President of North American Logistics Global Supply Chain for Ecolab, had this to say. “We are truly lucky to work with the professional team at Colombian. Ecolab appreciates the efforts put forth day in and day out to maintain a high level of service. We found in Colombian a strategic partner that understands our business and puts our best interest as their primary focus. The type of service that we receive from Colombian is what sets them apart from the rest. We look forward to continuing this partnership for years to come.”

CROSS DOCKING BENEFITS:

- Cross-docking can save between 10 and 25% over the cost of traditional LTL.
- Picking labor can be saved at the distribution center by picking bulk rather than individual orders.
- Cross-docking may be used to eliminate a warehouse location along with the higher costs of operation and inventory carrying cost.
- Cross-docking can more readily support customer specific deliver requirements. Possibly the need for a lift-gate delivery, a refrigerated delivery or a just-in-time delivery window.
- Because of reduced handling and faster turnarounds cross-dock programs are known to reduce inventory shrinkage and pilferage.

Colombian’s **cross-dock programs** include: pool distribution for the candy industry, the tobacco industry, delivery support for private truck fleets, delivery support to other transportation companies, and trans-load programs moving products from rail to truck and truck to rail.