

## 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