

Transportation & Logistics Council Working Together to Save \$\$\$

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Nestle Purina PetCare

Working Together to Save Money

- Who are we: Nestle Purina PetCare Co.

Transportation Key Focus Areas

- Philosophy: How to approach the business and our carriers.
- Operations: Remove the roadblocks and accommodate where you can.
- Driver Perks: Recognition of their value and challenges.
- Systems: Tools that enable performance and minimize Customer Compliance Programs.
- Questions.

Purina makes some of the most popular and trusted pet care brands in the U.S.

Category Leadership:

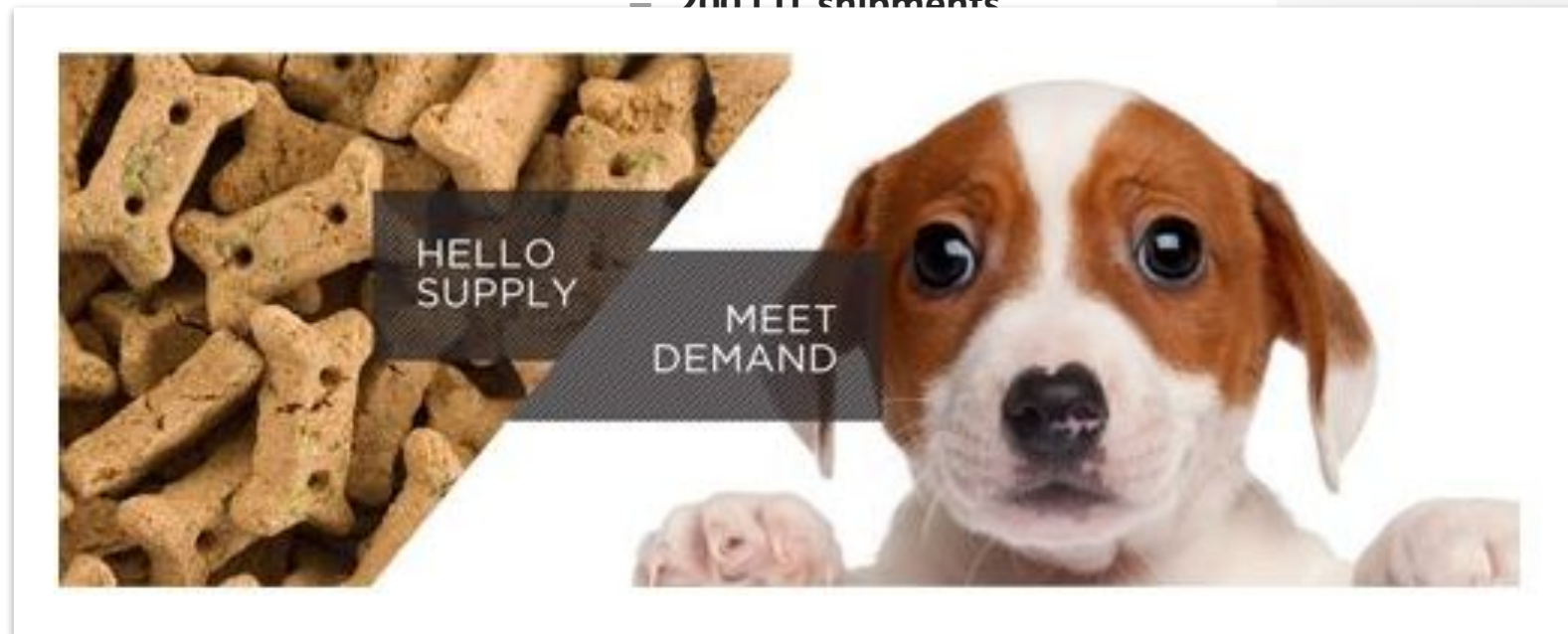
- Dry Dog
- Wet Dog
- Dry Cat
- Wet Cat
- Dog and Cat Snacks
- Litter

More than 50 million dogs and 66 million cats are fed Purina every year!



Volume and Spend

- **Approximate annual freight spend of \$350,000,000**
 - **3900 shipments a Day**
 - 800 Full truckload / Intermodal
 - 2900 parcel shipments
 - 200 LTL shipments



Philosophy – A Quality Partnership with our Carriers

- Forge long-term relationships that will weather the business cycles.
 - Any size of carrier can work.
 - It's your business to lose.
- Approach with:
 - Favorable Payment Terms – 15 days.
 - ACH / ERS
 - No regular bid cycle & evergreen contracts.
- Coach our customers:
 - Voice of the Industry.
 - Consignee of Choice.
 - Advocacy of working appointment times.



Operations – Look for the Win-Win

- 24/7/365 Drop Lots; 90% Drop Trailer for picking up and 70% Drop Trailer on Customers Delivery.
- Capture the capacity = Zero Deadhead. If you are bringing supplies into us, you need to be hauling outbound for us.
- Reverse Logistics program upgraded to enable faster decisions.
- Pre-set Delivery Appointments at our Customers.
- Carrier weight exceptions can be granted.
- Transits are calculated 500 miles per day.



Driver Perks – It's a ruff... job.

- We recognize the relationship that the driver & carrier has with being the 1st point of contact with our customer!

Can we make their job easier or say, purrfect?

- Safety Blitz – On-site partnering with Carriers, Drivers, Enforcement, Maintenance Depts.
- Truck Driver Appreciation Week (Gifts, Cookouts, & Vending)
- Access to freight 24/7/365 – Weekend Freight
- Allow DOT Breaks On-site.
- On-site Truck Scales.



**We Are Better
Together**

Systems – they save us \$

- FourKites – Predictive On-Time Monitoring
 - Avoidance of charges from Vendor Compliance Programs
- PINC – Yard Management 2018 & 19 (Carrier Interface)
- TMS Integration – Control Tower 2019
- Big Data:
 - Power BI
 - Promotion overlays
 - EOQ Projections
 - Weather Trends



Questions

