



Case Study

UPS Logistics Technologies



Tropical Cheese Improves Routing Efficiency & Profitability

Delivering food and groceries in the Metro New York area is no easy task. Especially if you have 47 routes and are routing manually. And you have two separate companies doing the deliveries. And it takes two people to perform routing every day.

Tropical Cheese Industries, Perth Amboy, NJ, had a monumental task and needed a solution that was powerful enough to meet their needs. That's when they turned to UPS Logistics Technologies.

When Tropical Cheese installed Roadnet and Territory Planner the benefits were immediately apparent. With Territory Planner and Roadnet, Tropical Cheese has realized significant savings:

- ◆ 21% reduction in routes from 47 to 37
- ◆ 17% reduction in mileage
- ◆ Increase in delivery fulfillment from 85% to 97%
- ◆ Increase in profit-per-route by 11.5%

And by automating the territory and route planning process, it now takes one person one and a half hours a day to route instead of two people six hours per day to route. And less

time routing means more time analyzing the results and implementing changes to continue improving the business.

When asked about the impact of this technology on the operation, VP of Operations Clint Carter states, "Change was simple instead of complex and complicated."

But the savings won't stop here. In the upcoming months, Tropical Cheese is gearing up for fleet replacement and plans to analyze driver productivity with the help of real-time dispatching and tracking. And UPS Logistics Technologies will be there to help.

QUICK FACTS

Tropical Cheese Industries

Location

Perth Amboy, NJ

Industry

Foodservice

Service Area

Pennsylvania, New Jersey, Delaware, Maryland

Vehicles

60 trucks

Solutions

Roadnet®

Territory Planner®

Results

- 21% reduction in routes from 47 to 37
- 17% reduction in mileage
- Increase in delivery fulfillment to 97%
- Increase in profit-per-route by 11.5%

For more information:

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849 Fairmount Avenue, Suite 400
Baltimore, MD 21286
410.847.1900
roadnet@ups.com
www.upslogisticstech.com