

HANOVER FOODS DRAMATICALLY CUTS COSTS, INCREASES EFFICIENCIES

Kuebix TMS Saves Hanover Foods Over **\$1 Million** in Freight Spend & Streamlines Transportation Management



“Since partnering with Kuebix, our executive management team looks at our logistics department as a strategic opportunity for business savings and growth.”

- James Osborn
Manager Logistics and Process Improvement



Until 2016, Hanover Foods Corporation used a long and arduous manual freight management process. James Osborn, Manager of Logistics and Process Improvement, knew just what his company needed: an automated, feature-rich, TMS platform.

In a new TMS, Hanover Foods wanted a solution that would vastly improve the visibility across its transportation network. Some of the key “must haves” during the selection process included the ability to quickly generate accurate reports concerning the prior week’s on-

time deliveries. The company also wanted to take its manual accounts payable process—which often took five or more hours a month for the controller to manage—into the digital age.

Hanover Foods knew that Kuebix was already serving numerous companies that the food manufacturer was working with such as Topco, Ahold and Weis. Other selling points included Kuebix’s route optimization and how the platform would allow Hanover Foods to better collaborate with its carriers. A vast improvement over its previously manual system, the TMS handles all shipment scheduling, dock scheduling, invoicing, and rate tendering.

Using the Kuebix TMS, Hanover Foods has been able to reduce its freight spend by about 10% for a total of \$1 million in savings during the first nine months. Much of that savings came from the new visibility the manufacturer has over its less-than-truckload (LTL) pricing, as well as the new freight audit and pay capabilities.

Calling Kuebix a “true partner” in Hanover Foods’ transition from manual processes to a fully-automated, cloud-based TMS, Osborn says he always felt that the vendor was truly invested in the food manufacturer’s success.

THE CUSTOMER

Hanover Foods

A privately held manufacturer of canned and frozen products featured in large scale supermarkets throughout the Northeast.

ABOUT KUEBIX

Logistics technology company offering an industry-changing transportation management system (TMS) and unique revenue generating programs.