



THE CHALLENGE

USCS needed to reduce carrier expenses as a percentage of revenue, and also reduce the number of trucks needed for daily operations.

THE SOLUTION

MercuryGate Mojo Transportation Optimization integrated with proprietary TMS enables USCS to improve load planning process and provide total control and visibility.

THE RESULTS

USCS has realized significant time and cost savings by optimizing the consolidation and transportation of hundreds of temperature-sensitive shipments each day.



"Mojo gives you new ideas about your business and allows you to think differently."

— Continuous Improvement Analyst for USCS

MERCURYGATE HELPS USCS REDUCE CARRIER COSTS, GAIN EFFICIENCY; FAST, EASY-TO-USE TECHNOLOGY CREATES OPPORTUNITIES, ADDS VALUE

AN INTEGRATED COLD CHAIN

United States Cold Storage (USCS) is one of the largest providers of temperature-controlled warehousing, transportation and logistics in North America. The company consolidates shipments, primarily frozen food items from multiple vendors, to create truckloads going to common destinations and consignees.

Approximately half of its 34 warehouses serve as regional distribution centers for a nationwide multi-vendor consolidation (MVC) program, a fundamental element of USCS's integrated operations and value proposition.

With a need to reduce carrier expenses as a percentage of revenue, and also reduce the number of trucks needed for daily operations, USCS selected Mojo, a load optimization tool from MercuryGate, to achieve its goals.

IMPROVED PLANNING WITH LOAD OPTIMIZATION

The first benefits the company realized were process driven. By adding Mojo to existing technology tools, USCS was able to automate its planning system.

Today, shipment and rating data is transmitted to Mojo, which creates

consolidated loads, sending data back to the USCS transportation management system (TMS). USCS users still maintain complete control of the process by reviewing the plan output and making minor modifications as required. Loads are then tendered to carriers, based on the consolidated solution developed by Mojo and reviewed by USCS.

In terms of outbound freight consolidation, USCS uses Mojo to consolidate less-than-truckload (LTL) freight into high cube shipments at cost-effective rates. The company is also able to coordinate order movement through utilization of well-defined sailing schedules, and can leverage a "cluster" arrangement of facilities in strategic geographic areas for freight consolidation.

"Mojo separates the data into everything you need to manipulate however you want."

— Continuous Improvement Analyst for USCS



**UNITED STATES
COLD STORAGE**

FAST AND EASY-TO-USE TECHNOLOGY

USCS delivers more than 50,000 loads a year through its MVC program. Each day, Mojo provides optimized consolidation of shipments that fall within the company's 72-hour planning period. The platform is able to optimize, and re-optimize, between 400 and 500 orders at a time in less than one minute, according to Andrew Pavilicin, continuous improvement analyst for USCS.

"Mojo is remarkably fast," said Pavilicin.

He also noted that USCS has found Mojo to be easy to use and adaptable. Mojo users have the ability to customize the interface to accommodate individual styles and preferences.

"Mojo separates the data into everything you need to manipulate however you want," he commented.

Pavilicin exports data from Mojo to a spreadsheet for further analysis to proactively address any missing information on the front end, such as consignee address, delivery windows or other shipping requirements. This extra step is made easy by Mojo, and has enabled USCS to improve overall performance by preventing service issues before they occur.

EFFICIENCY GAINS, UNCOMPROMISED QUALITY

The benefits of Mojo extend beyond daily planning. The tool also provides valuable information to support the bid procurement process. Mojo compares motor carrier rates, determining which carriers are the best for each lane.

With six active users, USCS also realizes significant cost savings because Mojo does not require individual user license fees for its software-as-a-service model. In addition to cost savings, USCS also saves time by using Mojo and having an automated planning process.

"The software clearly makes users more efficient," he said.

In addition to efficiency, quality is also critical to USCS. Mojo adds value by ensuring that certain shipment types are not co-loaded during consolidation. Rules are applied to certain product categories, such as frozen and chilled foods, to prevent orders with temperature-sensitive requirements from being transported in the same truck. By helping USCS maintain the integrity of its shipments, USCS avoids costly fines for failing to meet requirements or lost business due to unhappy customers.

"That is not a challenge with Mojo," Pavilicin says. "Temperatures have never posed a problem."

NEW IDEAS, OPPORTUNITIES TO ADD VALUE

Pavilicin is always looking for ways to make the people and operations of USCS more efficient. He is using the optimization tool regularly to find opportunities to create additional value.

"I think the most important benefit of Mojo is that it gives you new ideas about your business and allows you to think differently," he says.

To learn more, email
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ABOUT MERCURYGATE MercuryGate provides powerful transportation management solutions proven to be a competitive advantage for today's most successful shippers, 3PLs, freight forwarders, brokers, and carriers. Through the continued release of innovative, results-driven technology and a commitment to making customers successful, MercuryGate delivers exceptional value for TMS users through improved productivity and operational efficiency.



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