

CASE STUDY

Raisin importer leverages Kanban food-grade warehouse for just-in-time supply to customers

KANBAN
LOGISTICS

FOOD-GRADE
WAREHOUSING

SITUATION

The largest importer of raisins in the U.S. provides globally sourced raisins of all kinds to makers of cereal, baked goods, trail mix, candy packs and other food products. Due to space constraints in and around the Port of Virginia in Norfolk, the company needed a food-grade warehouse in the Mid-Atlantic Region that could manage FIFO stock rotation protocols. Kanban Logistics in Eastern North Carolina met all these criteria and had the added advantage of already being a service provider to one of the company's largest customers.

STRATEGY

Just in time supply. Raisin orders are shipped to regional food manufacturers, as needed. This real-time delivery enables the raisin company's customers to minimize plant inventory.

Flexible workforce. Kanban can marshal workers to rapidly unload containers coming from the port in Norfolk, which is a two-hour drive away. Because Kanban's 5 warehouses are all in close proximity, cross-trained workers can be shared among facilities to handle volume spikes. In addition, temporary labor can be quickly deployed, only as needed, to control ongoing labor costs. Quick container unloading and turnaround avoids container demurrage charges.

Strict temperature monitoring during summer months. This is essential since extreme heat can cause raisins to clump together. Kanban's temperature-controlled space ensures the warehouse environment is never out of spec.

Food grade storage. Kanban facilities are certified to the ISO 9001:2008 quality standard and include FDA inspection-ready warehouses that are superior rated by AIB International, an objective, global organization that rates food facilities for safety and cleanliness.

JUST IN TIME SOLUTIONS

SUCCESS

"Kanban is in an ideal location to provide fast delivery to some of our key food manufacturing customers.

The team there is friendly, professional and very responsive. When I ask for something, it gets done."

KANBAN LOGISTICS

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CASE STUDY

Nut company streamlines supply chain by using **Kanban for final packaging of products** sold on QVC

KANBAN
LOGISTICS

PACKAGING
SERVICES

SITUATION

A large marketer of nut products sells through multiple sales channels, including QVC, where its elegantly packaged products are popular as gift items. The company's representative for QVC sales reached out to Kanban when the original product packaging did not meet QVC's "drop test" requirements. They sought a partner that could solve the packaging challenge and also provide warehousing and last-mile shipping from a location close to QVC. Kanban Logistics met all the criteria and the companies have had a close partnership since 2013.

STRATEGY

Redesign packaging to meet QVC quality requirements. Kanban has worked with hundreds of QVC vendors over the years and has developed a solid understanding of the requirements of QVC's quality assurance team. Kanban's operations experts were able to recommend alternative packing materials that helped the products pass QVC inspection and kept them safe and damage-free.

Provide final packaging services to streamline the supply chain. The nut company offers dozens of gift pack variations that combine its different products. Rather than performing this secondary packaging function at its own plant, the company relies on Kanban for final packaging at the warehouse. This saves time and money, and allows unlimited flexibility for last-minute changes.

Meet tight deadlines. Kanban's Rocky Mount, NC warehouse and rework facility is located literally next door to QVC's largest distribution center, enabling this customer to meet even the tightest air time deadlines.

Manage inventory. Kanban leverages a full-featured warehouse management system to keep an accurate track of inventory at all times. The customer has online visibility to inventory in real time.

Maintain brand integrity with exacting quality standards. This customer's elegantly crafted wooden gift boxes are significantly linked to its brand identity and overall success. Kanban executes final packaging according to the customer's precise specifications to ensure that the products buyers receive look exactly the same as they were presented on QVC.

SUCCESS

"Unlike straight storage, pack-out projects like ours require careful attention to detail. Kanban handles these details in an efficient, business-like manner with a high degree of responsiveness and good communication."

JUST IN TIME **SOLUTIONS**

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