



MANAGED PROCUREMENT SERVICES IN ACTION

Regional grocery retailer

CHALLENGE

Cut-and-ready fruit and vegetables are convenient, time-saving items for shoppers, but this grocery chain was finding that the process of cutting the fruit in-house was just the opposite – an expensive and time-consuming task for each location's staff. As bulk product was delivered to stores, the operations staff at each store had to cut the produce and then package it. This process took store employees' time and attention away from other duties

SOLUTION

We transformed the process by moving the cutting duties upstream in the supply chain to the supplier. The supplier cuts and packages the fresh fruits and vegetables into recyclable plastic containers each evening. Deliveries of the cut product go out overnight and arrive at stores early the next morning to help ensure freshness and give as much shelf life to the product as possible

RESULTS

With the efficient and cost-effective practices in place within the produce department, the grocery retailer wanted to expand the program into other departments – and with other food items – throughout the store

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C.H. ROBINSON

