

FOOD AND GROCERY

WHEN

FRESH

IS A



FACTOR

RUAN'S FIRST SHIPMENT OF GOODS MAY HAVE BEEN GRAVEL, BUT A SHIPMENT OF BULK FOOD WAS NOT FAR BEHIND. FOR 80 YEARS, RUAN HAS BEEN A LEADING TRANSPORTATION PROVIDER WITH MORE THAN 70 YEARS OF SERVING THE GROCERY AND FOOD PROCESSING INDUSTRIES.

Today, taking into account both Ruan's Dedicated Contract Carriage (DCC) and Integrated Solutions services, 40 percent of the company's portfolio is food-related. Ruan transports such products as bulk dairy, bulk liquids and bulk grains like wheat and corn. The company also hauls processed and perishable foods in dry vans and refrigerated vans. Ruan also provides logistics solutions for a wide range of grocers, processors and farmers.

Although the reasons for outsourcing their transportation solution to Ruan vary from customer to customer, each company receives all the benefits of a private fleet without the challenges of managing one. They free up capital currently allocated to equipment, generating an immediate cash infusion. They reduce insurance costs and liability because Ruan assumes the risk and the exposure. Drivers receive Megasafer safety training quarterly and

awards for safe driving. And, because Ruan handles all labor relations, grocery clients do not need to worry about driver management, training, turnover, litigation, HR administration or union management.

Instead, grocers and other food producers can concentrate on their core competencies while Ruan concentrates on optimizing the supply chain and logistics solution.

FAST AND FRESH

Perhaps nowhere is logistics more important than in the grocery industry. Computers, building materials and ATVs don't spoil sitting on the dock, but a tanker load of milk better get to the processing plant as soon as the farmers (and the cows) say it's ready to go.

To ensure the freshest food arrives where it's needed—on-time, every time—Ruan relies on experienced, professional drivers, continual technological advancement and exceptional logistics support.

PROFESSIONAL DRIVERS

Ruan's professional drivers are primarily assigned to one account. That may seem like a small thing, but in an industry that thinks drivers are plug-n-play, it's a competitive advantage. Ruan's professional drivers get to know the routes, the load and unload procedures and how their customers prefer to operate. Many of Ruan's supply chain optimizations are the result of driver suggestions and feedback.

TECHNOLOGY

When fresh is a factor, loading at the peak of freshness and finding the fastest delivery route is critical. Ruan uses a combination of software and hardware to re-route drivers—sometimes en route to a farm or processing plant—to ensure the freshest product gets where it can be processed the quickest.

LOGISTICS AND MAINTENANCE

Some clients prefer to own and operate their own tractors and trailers. Ruan can still offer assistance and improve grocery industry supply chains with its logistics and comprehensive maintenance services.

Grocers and food producers often have to adjust their supply chain needs based on changing demand. Sometimes this is a permanent reaction to market forces, and sometimes this is a seasonal adjustment.

Regardless of the cause, Ruan builds adaptability into the DCC solution. Customers are seeking greater flexibility in work flow processing, data gathering and reporting, load maximization and carrier payment. Ruan works with customers to provide this flexibility. The company continually examines and evaluates supply chains to eliminate inefficiency. By optimizing routes, maximizing payloads, adjusting delivery schedules and increasing cube utilization, Ruan can typically reduce resource use by 15 to 20 percent.

That's real savings and real value.

INTEGRATED SOLUTIONS

Ruan also offers specialized services that help companies strengthen and improve their logistics and transportation solutions—all of which can be integrated into Ruan's DCC service. Ruan can provide certified brokerage and carrier management, warehousing and cross docking, yard management and LTL consolidation. Each of these services help food and grocery companies increase efficiency and improve their bottom line.

DRIVING INNOVATION

Ruan doesn't take for granted its leadership in food goods transportation. The

company is helping to determine the direction the industry will take. Partnering with the Innovation Center for U.S. Dairy, for example, Ruan is co-chairing the organization's Environmentally Sustainable Methods for Achieving Responsible Transportation (E-SMART) initiative. E-SMART is developing dairy-specific guidelines to cut carbon dioxide emissions by 165,000 metric tons annually, potentially saving 16.5 million gallons of diesel.

Ruan was honored recently with a SmartWay® Excellence Award from the U.S. Environmental Protection Agency (EPA) as a true industry leader in freight supply chain environmental performance and energy efficiency. Ruan is a longstanding partner of SmartWay, a collaboration between the EPA and the freight industry designed to increase energy efficiency while significantly reducing greenhouse gases and air pollution.

Ruan utilizes a variety of environmentally friendly strategies, including idle reduction and auxiliary power unit (APU) usage, low viscosity lubricants, reduced highway speeds, lightweight equipment, paperless technologies and processes and successful driver training designed with an emphasis on maintenance and fuel consumption.

The company continually investigates new, sustainable fuel options like biodiesel and compressed natural gas (CNG). In fact, Ruan currently operates one of the largest CNG fleets in the country hauling dairy products in Indiana. The use of CNG at this operation will eliminate as many as 1.8 million gallons of diesel fuel each year.

"Our company has a long tradition of seeking and implementing strategic fuel conservation measures, which not only controls costs, but helps protect the environment," said Ruan President and CEO Steve Chapman. "The SmartWay Excellence Award affirms our commitment to safe, efficient business practices that benefit our customers, team members and the global community."

Benefiting the global community is consistent priority for the company, and Ruan is especially proud of its sponsorship of The World Food Prize. Since 1990, the Ruan family and the Ruan company have sponsored and promoted the prize in an effort to help advance human development by improving the quality, quantity or availability of food in the world.

As Ruan looks forward to another 70 years in the grocery industry, it is dedicated to improving supply chains, finding new and innovative ways to use technology and working with professional drivers and valued partners to achieve on-time, safety and productivity goals.

