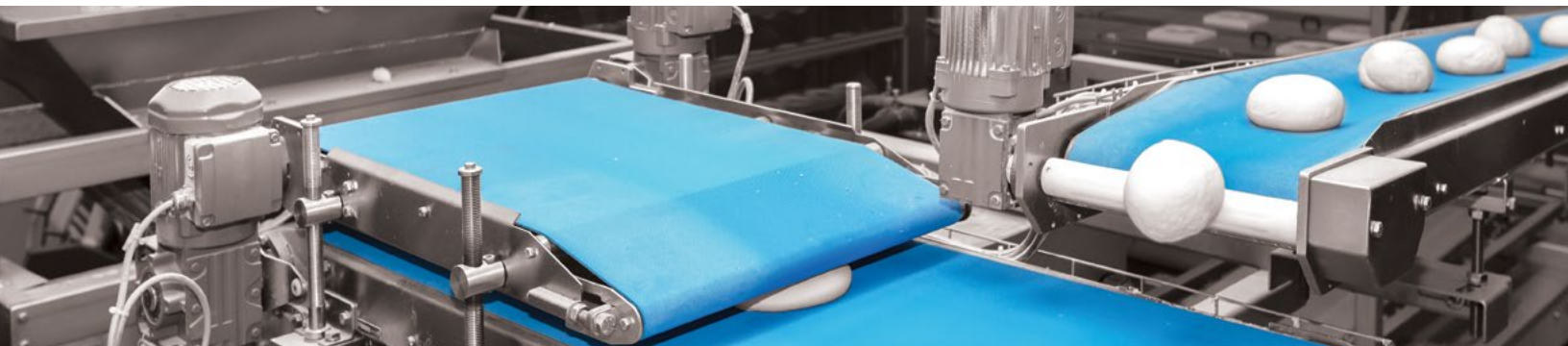


# NATIONAL BAKING FACILITY

## CASE STUDY

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## PROBLEM

### VENDOR OVERLOAD

A large, well-known bakery operates multiple baking and distribution facilities around the world. It takes hundreds of suppliers and vendors to keep their baking lines moving. Every additional order adds complexity and costs to their operations. When the bakery started looking for ways to reduce vendor costs, Mi Conveyance Solutions stepped in with a unique solution.

## SOLUTION

### CONSOLIDATED SUPPLIER

Since Motion distributes many brands of industrial equipment and conveyor belt systems, including Ammeraal Beltech, the customer was able to consolidate their ordering process and still maintain access to all the same brands needed to maintain their bakery operations.

## WIN-WIN-WIN

- This is a trilateral agreement between the bakery, Ammeraal Beltech, and Mi Conveyance Solutions that is beneficial to all three parties
- The national baking facility gets to reduce the number of industrial vendors, which improves ordering efficiencies, holds the line on belt material price, and reduces costs
- Ammeraal Beltech gets to continue providing belt products to a valued customer while focusing on their core manufacturing business
- Motion manages individual belt orders as a part of the corporate account agreement, and provides additional fabrication services

## KEY POINTS

- Consolidating vendor orders through Motion saves the national baking facility time and money
- Mi Conveyance Solutions buys in bulk from Ammeraal Beltech to reduce costs to the bakery
- Single-source ordering and invoicing make it easier for facility managers
- Orders arrive just in time from one of Mi Conveyance Solutions' 18 belt fabrication shops