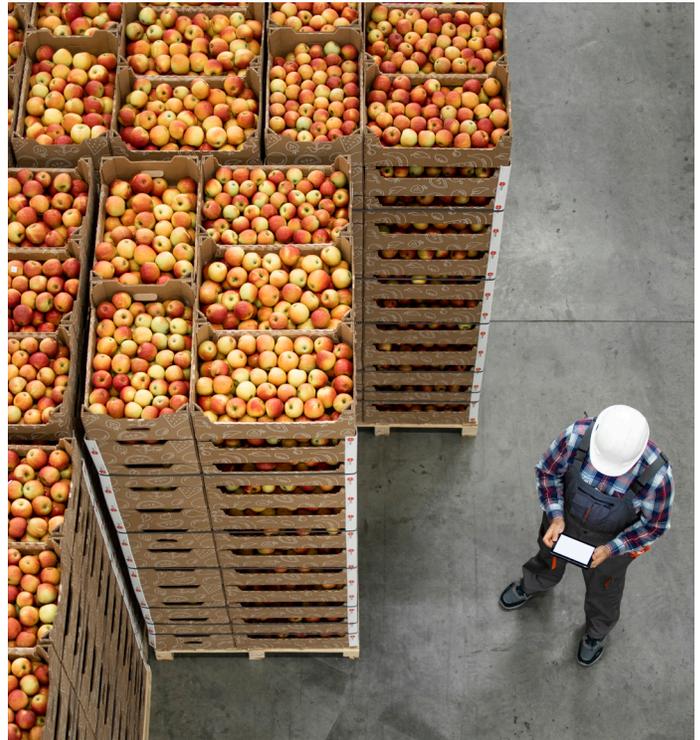


# PRIMUS | FOUR VITAL REQUIREMENTS FOR MODERN 3PLS

## INTRODUCTION

Cold chain logistics for food service providers is a delicate business with unique challenges and requirements. How do you increase speed and throughput while maintaining product quality? One delay or setback can quickly turn pallets of profitable products into a massive loss. With that in mind, many food service companies opt to outsource logistics operations to third-party providers (3PLs), preferring to focus on their core competencies.

The cold chain is complex, with many moving parts down to the very last mile. 3PL companies are designed to provide food service companies with everything from automation and cross-docking services to transportation management and warehousing to maximize speed to market and ensure temperature-sensitive products reach their destination on time and in the proper condition. Food service companies want to know if their 3PL partner is up to the challenge. Here are factors to consider whether you are the food service company or the 3PL.



## KEYS TO SUCCESS

- 1. Cost Reduction** – Food service companies already operate at thin margins. Keeping cost per case under control is essential. 3PLs that can prove how well they understand their clients' requirements and implement cost-effective solutions to meet them will automatically have an advantage over the competition. 3PLs must take every step possible to reduce supply chain costs and increase efficiency to accomplish that goal.
- 2. Track and Trace** – Food recalls are a real possibility, so you need to know what you would do if items were ever recalled. A 3PL must be able to trace the product by lot number and have all of the documentation needed to prove that it was handled correctly. With a modern warehouse management system, 3PLs can quickly produce a list of all lots in inventory, from all warehouses, from any date in the past to the present.
- 3. Food-Handling Experience** – One of the most common mistakes is to assume that 3PLs can handle anything. Although this may be true, taking a chance on a too-broad range of products could result in a higher incidence of damage or returns, as well as unhappy customers and suppliers, which could ultimately cost money. Food handling is a specialty that demands deep understanding and extensive resources.
- 4. Temperature Integrity** – A 3PL that understands food will have the right equipment and technology for the job, allowing them to monitor the surrounding temperature as products move through each stage of the supply chain. If the temperature climbs above or dips below where it should be, the 3PL will be alerted to correct the issue in time to save the products from damage.



## MOVING AHEAD WITH PRIMUS

As a design-build-automate expert in cold storage and food logistics, Primus is well prepared and uniquely qualified to address the needs of 3PL facilities, whether they are existing buildings or in the design phase. Here are some of the reasons why Primus should be top-of-mind for your 3PL project:

**Warehousing Design-Build** – Primus has extensive experience with all aspects of warehousing. We provide front-end services, including site selection, labor analysis, program management, and others that help our clients mitigate risk and save time when designing a warehouse. Our design-build capabilities include but are not limited to planning, architecture, engineering, automation design, Building Information Modeling, LEED consulting, construction management and insulated metal panel installation.

**Automation** – Primus Solutions Group, our automation division, can provide guidance on integrating robotics and other automation components to improve efficiency, reduce energy and improve safety in your 3PL facilities.

**Cold Storage** – Since 2000, Primus has planned, designed and engineered cold storage facilities for some of the largest refrigerated warehouses in North America. We understand the importance of keeping temperature-sensitive shipments at their required temperature. From the very beginning, our in-house team keeps temperature-controlled intermodal in mind when designing cold storage facilities.

To learn more about how Primus brings together the people, processes and technology needed to help 3PL and food service companies thrive, contact **Paul Grenier** at [pgrenier@primusbuilders.com](mailto:pgrenier@primusbuilders.com).