alpegaTMS

Case Study

SALINS REDUCES CARRIER TIME ON SITE 50% WITH SLOT BOOKING FROM ALPEGA TMS

ORGANIZATION

Salins Group

INDUSTRY

Mining and minerals

LOCATION

France

EMPLOYEES

+ 1500

ABOUT THE SALINS GROUP

The Salins Group has produced high-quality sea salt by natural and sustainable methods for over 150 years. Headquartered in Clichy, France, Salins is one Europe's main salt producers, with a portfolio of brands that includes La Baleine, Le Saunier de Camargue and many more. Salt from Salins is used for a variety of applications: food, farming, the chemical industry, de-icing, water treatment and other industrial activities. Salins produces 4 million tons of salt per year, taking into account their industrial facilities in France, Spain, Italy, Tunisia and Senegal; they operate their logistics on an international scale.

Salins employs the latest in transportation management technology to make the process of shipping salt across the globe run smoothly. But that wasn't always the situation. In this client success story, we'll investigate how slot booking solutions from Alpega TMS unlocked meaningful improvements at Salins's warehouses, delivering powerful results – **including the reduction of carrier wait times by 50%.**

First, let's examine the origins of the partnership.

FROM FAXING TRANSPORT ORDERS TO DIGITAL TRANSFORMATION

Before 2007, Salins managed their warehouse dock scheduling manually. The warehouse team had limited visibility on when trucks would arrive to load or unload goods, which resulted in congestion, heavy peak times and long waits for carriers.

Also at that time, the team at Salins was using technology soon to become obsolete: the fax machine. The limitations of fax technology resulted in some orders being lost, which in turn caused further communication breakdowns between carriers and the logistics management team.

To make matters more complicated, Salins was experiencing similar dock scheduling challenges at multiple warehouse locations. Each warehouse had a decentralized team; lacking coordination, it proved difficult for team members to share best practices and adopt process improvements systematically, both of which represented missed opportunities for cost savings.

Supply chain leaders at Salins knew that their pain points – long wait times, outmoded order management technology and decentralized teams – weren't going to go away without strategic action. And as Salins considered plans for expansion, they knew they had to act soon.

DEMAND FLUCTUATIONS ON SNOWY DAYS: A CATALYST FOR ACTION

A digital solution for managing warehouse slot booking was already under discussion among transportation stakeholders at Salins. But one of the major catalysts for adopting it would come from an unlikely source: the weather.

Salins produces salt for ice-melting, an application in high demand during snowstorms. During times of heavy snow in France, demand for road salt spiked, and trucks would descend by the hundreds upon Salins's warehouse.

"We would get up to 400 trucks per day, per site," said Vincent Troadec, Supply Chain Research Manager at Salins Group. "There were kilometers of queuing trucks outside the gates."

Carriers sometimes had to wait full days when there was a demand spike due to snow. Salins couldn't afford the delay – nor could they afford to risk a decline in carrier relationships due to high wait times.

Volume fluctuations due to snow were a particular challenge for Salins before they implemented a digital solution; it put an extra strain on already suboptimal processes, and brought to light the need for change.

Salins was ready for a better way to manage their logistics processes. It was time to choose a solution.

IMPLEMENTING A DIGITAL SLOT BOOKING SOLUTION FROM ALPEGA TMS

After reviewing competitors in the field, Salins chose to implement a warehouse slot booking solution from Alpega TMS (then known as "Transwide") in 2007-08.

A lot has changed since this initial implementation; Alpega TMS has widely expanded its product offerings in warehouse slot booking, and Salins has expanded to more warehouse locations where they've implemented the solution. But the core value of the solution remains the same:

It helps Salins **reduce wait times, optimize warehouse planning and save costs.**
The tool provides an easy way to manage warehouse dock scheduling: it uses data to predict the correct duration of a time slot; it measures carrier performance and keeps Salins in closer communication with carriers; it gives the logistics team a full view of warehouse slot booking processes, the better to optimize flows and resources.

At the time of publication, Salins has implemented Alpega TMS's warehouse slot booking solution at eight of their French warehouse locations. Salins's decision to adopt the solution in such a widespread manner is a direct result of its reliability and value.

Let's take a deeper look at how slot booking from Alpega TMS delivered – and continues to deliver – an optimized slot booking experience for Salins.

REDUCING TOTAL TIME ON SITE BY 50%

Salins's aim was to make the arrival and departure of trucks to and from their warehouses run more smoothly, thereby reducing wait times. That was the first benefit slot booking from Alpega TMS delivered.

"*It helped us know which trucks were coming and when*," says Alban Capron, Head of Transport at Salins. When Salins unlocked this visibility, they were able to schedule carrier arrivals/departures with precision and ease. As clear communication flowed, carrier wait times shrunk.

Carriers used to average 2.5-3 hours total time on site at a Salins warehouse, a figure that included a lengthy wait; **total time on site is now 50% shorter**: 1.5 hours.

OPTIMIZING TIME SLOT LENGTH FOR INCREASED PRODUCTIVITY

Slot booking solutions from Alpega TMS contributed to productivity gains across all of Salins's warehouse locations. The solution produced this effect by providing a more accurate view of loading time duration, which in turn helped the team at Salins determine the human resources required.

With the data delivered by Alpega, the team at Salins could clearly see when a loading team was too large or too small. They could show directors and other stakeholders, in real numbers, how many team members were really required for a given day. It unlocked smoother operations in the warehouse, as resource allocation was now based on data instead of guesses. And as the business grew, the logistics management team could count on securing the right resources to support the growth in volumes.

In the end, better slot booking technology enabled Salins's teams to be more productive. With the right amount of resources deployed for loading and unloading, warehouse teams could take on other important work.

INCREASING COMMUNICATION WITH CARRIERS, IMPROVING RELATIONSHIPS

Improved warehouse slot booking also provided transportation managers at Salins with an easy way to measure the service performance of carriers; on-time arrivals was (and continues to be) one of their most important metrics.

The ability to measure this metric accurately helps the team at Salins with their quarterly performance analyses, which they share with carriers in an effort to boost service levels. The same technology allows Salins to measure their own performance for load times and wait times, both critical metrics to share with carriers. Carriers know they're going to be handled rapidly at a Salins warehouse: Salins can prove it.

These communication enhancements power the positive carrier relationships that keep Salins's warehouses running smoothly today.

RELYING ON A FUTURE-PROOF SOLUTION FOR NEW TRANSPORTATION GOALS

Salins plans to continue relying on technology for process optimization in transportation management. Most of their carriers are planning to switch to an electronic CMR system (eCMR) for consignments and waybills. As this occurs, carriers will be able to sync their system to Alpega TMS, enabling a flow of more real-time information to stakeholders at Salins. Instant updates from carriers will let Salins further improve their planning at the docks, with the ripple effects of reduced wait times and increased warehouse productivity.

After 14 years of partnership, Salins plans to continue relying on warehouse slot booking solutions from Alpega TMS. Salins is planning for significant volume increases in the next year, and implementations of slot booking at sites in Italy and Spain are under discussion.

As Salins's business goals develop, they know that they've selected a trusted partner that can reduce carrier wait times, save costs and deliver essential data for optimized planning.

alpega
Shaping Transport Collaboration

ABOUT ALPEGA TMS

Alpega TMS is a modular, end-to-end Transportation Management System (TMS) for shippers that brings together more than 30 years of expertise from both inet and Transwide. Our software empowers transportation professionals to manage their logistics and supply chain processes, thanks to the latest in transportation technology. Alpega TMS' 200,000+ users leverage a network of 80,000+ carriers across 5,000 shipping locations to handle more than 30 million transport orders each year. Our cloud-based TMS software is easy to use, and it was created in collaboration with shippers, carriers, and logistics service providers. It is flexible and scalable, and it can transform global and local supply chains into collaborative ecosystems.

Alpega TMS is part of the Alpega Group, a leading global logistics software company offering modular solutions that cover the transportation and logistics needs of shippers and carriers across all levels of complexity. Alpega is present in 80 countries worldwide and employs over 500 people with 31 different nationalities.

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