SKIDMORE
▶▶ SALES & DISTRIBUTING

" The interactions our folks have with Banyan are all integrated into their workflows within our ERP system."

Jordan Pearman | VP of Supply Chain and Operations at Skidmore

BANYAN TECHNOLOGY Connects
The Supply Chain For Food Distributor

INTRODUCTION

Skidmore Sales & Distributing, a leading food ingredients distributor in the United States, has established its reputation through a deep commitment to both customers and suppliers. Since its founding in 1963, this family-owned business has expanded its operations across 35 states, with a network of 23 facilities. As the company grew, Skidmore partnered with Banyan Technology to enhance its freight operations and improve logistical efficiency.

CHALLENGES

Before integrating Banyan Technology's solutions, Skidmore faced several logistical hurdles that impacted its operational efficiency. Managing inbound freight and redistributing it into smaller, tailored shipments to customers was both complex and time-consuming. The manual coordination with carriers led to frequent errors and drained resources. Furthermore, Skidmore's legacy systems lacked integration with their Enterprise Resource Planning (ERP) system, causing inefficiencies in communication, invoicing and freight tracking. As the company expanded geographically, the need for a scalable solution became evident — one that could handle operations across multiple warehouses without the need for significant staff increases.
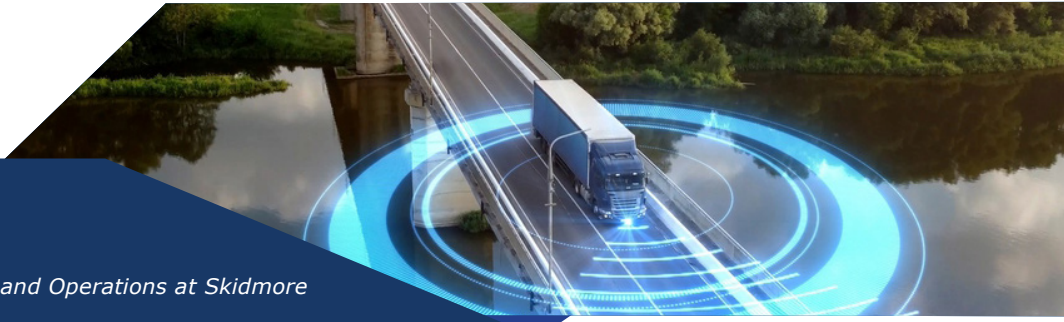
SOLUTION

To address these challenges, Skidmore Sales implemented Banyan Technology's LIVE Connect® platform and integrated it with their ERP system. This seamless integration allowed for streamlined freight management, covering everything from booking shipments to invoicing. Jordan Pearman, VP of Supply Chain and Operations at Skidmore described the integration as vital to their operations: *"Banyan is the pipeline by which we interact with carriers to book and monitor loads. As a distributor, we bring product into our warehouses in large quantities and ship the products back out, typically in smaller quantities. Our purchasers rate/book/ tender loads through Banyan to get our products inhouse, and our Customer Service reps rate/book/tender loads to our customers."*

One key feature, Waterfall Tendering, optimized carrier selection by automatically choosing the best available option, improving efficiency and reducing costs. Additionally, the platform's multi-mode shipping capabilities, offering real-time access to multiple shipping modes, proved invaluable for Skidmore's mix of 60% Less-Than-Truckload (LTL) and 40% Truckload (TL) shipments.

Pearman further explained how Banyan's integration into their workflows enhanced efficiency: *"The interactions our folks have with Banyan are all integrated into their workflows within our ERP system so that when a load is booked, it's done in the same screen that the order (inbound or outbound) is placed, and the freight is then properly accrued to that product."* Banyan's predictive pricing and AI tools also empowered Skidmore to make data-driven decisions, optimizing freight costs and route planning, which further contributed to significant cost savings.

RESULTS

The integration of Banyan Technology led to transformative improvements in Skidmore's operations. One of the most notable impacts was on operational efficiency. By automating previously manual tasks, Skidmore could manage its growing network of 23 warehouses and process over 30,000 shipments annually without the need to expand its workforce. *"Banyan is our connection to the freight world,"* Pearman emphasized, highlighting how essential the platform had become in ensuring smooth operations.

Freight visibility was also enhanced, with real-time tracking capabilities that allowed Skidmore to make informed decisions about supply chain management. This visibility not only simplified complex logistics but also improved customer service by providing more accurate delivery estimates.

Cost savings were another significant outcome of the partnership. By optimizing carrier selection and automating freight tendering, Skidmore reduced its freight expenses. The AI-powered tools provided by Banyan helped the company make smarter pricing and routing decisions, contributing to overall cost efficiency.

The scalability offered by Banyan's platform helped Skidmore to expand into new regions without proportional staff increases. As the company continued to grow, it was able to maintain smooth and efficient operations across 35 states.

KEY BENEFITS OF THE BANYAN PARTNERSHIP

Partnering with Banyan Technology enabled Skidmore to deliver superior service through more precise and reliable freight management. The automation of manual processes and improved system integration enhanced workflows across departments, from purchasing to customer service. *"That data also flows so that our invoices are audited and routed back to our accounting team to pay the invoices,"* Pearman noted, underscoring the seamless flow of information made possible by Banyan's integration. This real-time data allowed management to make more strategic decisions regarding logistics and supply chain operations. The strong collaboration between the two companies has set the stage for future enhancements, such as load optimization and advanced freight claims management, further improving Skidmore's operations.

CONCLUSION

The partnership between Skidmore Sales & Distributing and Banyan Technology illustrates the power of technology in addressing complex logistical challenges. Through the integration of Banyan's LIVE Connect platform into their existing ERP system, Skidmore streamlined operations, improved efficiency and reduced costs, allowing Skidmore to eliminate manual tasks that often led to errors, and the platform's real-time tracking capabilities gave the company full visibility of their shipments. This successful collaboration has positioned Skidmore for continued growth, while ensuring the company maintains its commitment to delivering exceptional service to its customers and suppliers.

ABOUT BANYAN TECHNOLOGY

Banyan Technology, the leading provider of over-the-road (OTR) shipping softw are, delivers enterprise-level, end-to-end freight execution solutions. Our patented LIVE Connect® platform serves as your primary transportation management system (TMS) or API connectivity that supports your existing systems. Banyan's solution provides a comprehensive suite of AI and BI tools that help automate manual shipping processes and identify cost-saving opportunities through multi-mode rate comparison.

To learn more, visit www.banyantechnology.com or connect with us on LinkedIn, Facebook, and Twitter.

1.844.309.3911 | info@banyantechnology.com