

## CHEMICAL / MANUFACTURING SUPPORT AND PACKAGING



### OPPORTUNITY

A leading global provider of crop protection and pest control products had a dilemma – one of its key business partners was planning to relocate manufacturing overseas. This would cause a significant shift in the supply chain, as the formulas would be blended abroad and then shipped to the United States for packaging and distribution.

### SOLUTION

XPO was already doing business with this chemical provider, handling warehousing and distribution for their finished products. Our team proposed recreating the technology used to mix and fill their products and perform all packaging functions within the distribution center. This solution eliminated the need to ship raw products and kept operations within the United States. Our client was also enabled to move their operations to a region it had previously identified as a strategic location for distribution activities.

XPO helped secure a facility to house all operations, and established a transportation department to handle the client's requests on a 24/7 basis. Additionally, we helped our client obtain certification from the U.S. Environmental Protection Agency. Our manufacturing teams run multiple lines, filling bottles ranging from six ounces to several gallons. Our client provides the liquid ingredients, and XPO performs the mixing, while an on-site analytical laboratory controls quality assurance. Secondary packaging functions provided by XPO include multi-packing, shrink-wrapping, shrink-banding, kitting, bagging, over-wrapping, clamshell packaging and pre-packs.

### RESULTS

**XPO manages and operates the only true end-to-end solution within this client's supply chain. Our client was able to re-launch a product that was put on hold after the loss of a manufacturing partner, and introduce a new line of herbicide products. Our solution has allowed our client to consolidate its distribution centers into a strategically important region, and together we have identified more operational synergies that will reduce costs and drive productivity.**