CUSTOMER SNAPSHOT: MOUNTAIRE FARMS

Adam Armenti, a Director of Operations for our DCS NE Region, recently shared this customer value delivery initiative. This CVD project demonstrates how the J.B. Hunt team recognized that our trucks were incurring extra miles and that we could add a solution to eliminate the extra time and cost.

OPPORTUNITY

Mountaire Farms is the sixth largest producer of chicken in the United States. Mountaire Farms was founded in Arkansas in 1914 and is now based in Millsboro, Delaware. The producer serves markets in 46 states in the United States and more than 80 countries around the world. We entered a contract for Mountaire's Millsboro, Delaware location in October 2016 and have been operating with over 40 drivers on the account.

This account is a live haul account, which means we are picking up loads of live chickens from the farm and taking them to the plant for processing. The account's parking space is limited with the number of trucks that we have so J.B. Hunt saw an opportunity to alleviate parking space issues and simultaneously save the customer money.

PROCESS

Annually, J.B. Hunt Ag Services executes over 30,000 loads at this operation while maintaining poultry handling certification and biosecurity measures that the customer requires. By earning the customer's trust with this certification and extra training, we also advise as consultants toward their operation in an effort to drive out cost.

When J.B. Hunt goes to a farm to pick up live chickens from the various chicken houses, the weather is often very warm. To help combat the high temperatures and protect the welfare of the chickens, several chicken producers have trailers that have a row of fans mounted to a flatbed trailer. This provides a cooling effect to help limit any chickens that may be overheating.

J.B. Hunt drivers move these flatbed trailers to and from the farm as weather temperatures necessitates. When starting this operation, J.B. Hunt observed that if we were to increase the fuel tank size, we would eliminate multiple trips from the farm to the plant each week to refuel. J.B. Hunt now only must refuel approximately once a week.

RESULTS

By changing out the fuel tanks to 100-gallon capacity, J.B. Hunt has been able to:

- Save an estimated **$198,000 annually**
- Eliminate miles by leaving these trailers at the farms which equates to at least **$50,000 annually**

RESULTS CONTINUED

- In addition, by strategically adding a supply box to these equipment trailers, J.B. Hunt has now made it possible for minor repairs to be done on site and save an estimated **$38,000 annually** in mechanic repair costs





Allow J.B. Hunt's Process Improvements and innovation to drive out your customer's costs!