

Case Study: Reducing Vendor Costs

See How a Trilateral Agreement with Motion Conveyance Solutions Improved a Baking Facility's Operations

Lightening the Vendor Load

A large, well-known bakery operates multiple baking and distribution facilities worldwide. It takes hundreds of suppliers and vendors to keep their baking lines moving, and every additional order adds complexity and costs to their operations. To simplify its processes, the facility began looking for ways to reduce its vendor costs. The customer also wanted to do this while keeping their existing Ammeraal equipment.

When the bakery started looking for ways to reduce vendor costs, Motion Conveyance Solutions stepped in with a unique solution. Since Motion distributes many brands of industrial equipment and conveyor belting systems, including Ammeraal, the customer could consolidate their ordering process while keeping access to all the same suppliers needed to maintain their bakery operations.



Figure 1: Thanks to this trilateral agreement, this bakery has been able to significantly improve their facility operations.

This trilateral agreement between the bakery, Ammeraal, and Motion Conveyance Solutions is mutually beneficial to all three parties. The national baking facility can reduce its number of industrial vendors, which improves ordering efficiencies, holds the line on belt material price, and lowers costs. Ammeraal can continue providing belt products to a valued customer while focusing on its core manufacturing business. Finally, Motion Conveyance Solutions manages individual belt orders as a part of the corporate account agreement and provides additional fabrication services.

A Win-Win-Win Solution

By consolidating vendor orders through Motion Conveyance Solutions, the national baking facility saves time and money. Plus, our team buys in bulk from Ammeraal to reduce additional costs for the bakery. Single-source ordering and invoicing simplify the process for facility managers, and orders arrive right on time from one of Motion Conveyance Solutions' 18 belt fabrication shops.

“In this instance, it was extremely important for the customer that they continue to get Ammeraal products, and Ammeraal was already working with Motion because of our existing partnership with them,” said Seth Stoner, Director of Product Management for Motion Conveyance Solutions. “The combination of our relationship with the customer, the balance of inventory that was already on hand, and the assets that we deployed truly made this a win for all three of us.”

Contact Motion Conveyance Solutions Today

Our Motion Conveyance Solutions team is ready to tackle your vendor challenges with unique solutions today. To learn more, [head to our website](#) or [contact a specialist today](#).