



Clover Super Foods





A valued-added supplier of food and related products, Clover Super Foods served restaurants, small cafes and retail/wholesale chains (such as Costco, Target, Cub, Sam's Club and Walmart). It provided on-site delivery of refrigerated and dry goods, as well as managed pointof-sale replenishment services. With process improvements and cost reductions, Clover Super Foods was positioned well for acquisition by a key distribution partner.



Pain Points & Challenges

- Profitability problems from inefficient remote deliveries
- High inventory carrying costs and excess / obsolete inventory
- Pricing decisions that precluded some profitable business and sub-optimized profits for other business
- Poor warehouse space utilization



Pragmatek Solutions

- Route margin analysis and delivery routing improvements
- Analyzed and implemented customer stratification
 - Profitability analysis
 - Pricing adjustments
 - Shedding of unprofitable business
 - Incentives analysis and adjustments
- Updated warehouse services business model and implemented changes



Inventory accuracy

FIFO Implementation

World-class processes installed / executed

Strategic Plan

Clear link - strategic to operational plans

53%

Increase in inventory turns

Optimized Delivery **Profits**



📥 From the Client



Clover Super Foods was rapidly growing after securing some substantial distribution contracts. We did not have the organization and expertise to handle this growth. Pragmatek's seasoned consultants rolled up their sleeves and partnered with our employees to help our inventory turns, improve our supply chain and distribution operations, and updated our ERP system. We eventually were approached by one of our distribution partners after executing on our growth strategy, and sold the business due to our solid business operations and growth.

Jodi Martin - President / Owner