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TRC Serves Up New Cost Savings and Productivity for Full-Service Produce Business

THE CLIENT: Full Service Produce Company

THE FUNCTION: Produce Company Supplying restaurants, grocery stores, wholesalers and institutions with conventional and specialty produce, floral and custom packaged products located in Seattle, WA

Our client has widely fluctuating demand cycles and was looking for a reliable source of trained and capable, on-demand workers. Their approach has allowed them to staff their business on a just-in-time basis, creating a nimble model their competitors struggle to compete with.

The Challenge

Create and package perishable goods year round operating during peak seasons based on their client's needs. Workforce needed ebb and flow with project demands.



TRC'S Approach

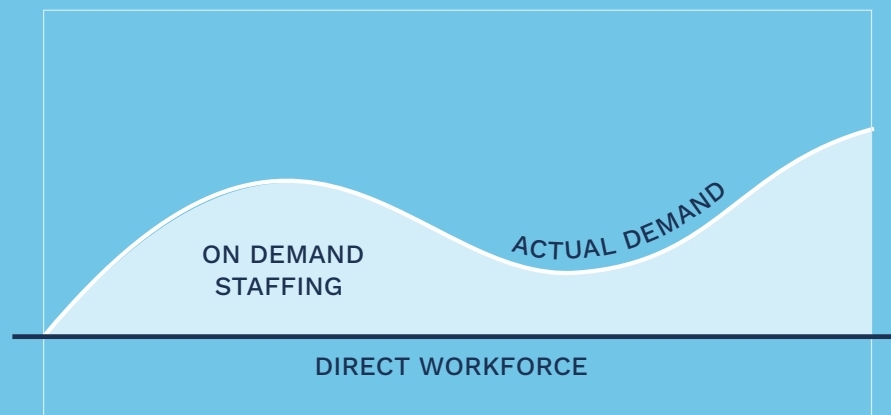
TRC provided staff on a small scale 2 years ago and the operation has grown to over 90 people during peak seasons. We have provided our client the flexibility to scale its workforce based on variable demand as well as fluctuating demand across the enterprise. TRC's workforce is trained on multiple functions and can be deployed where and when they are needed.

Cost Savings

- Provide client a just-in-time workforce where staff levels rise and fall by day, week and departmentally based on client demand cycles
- Decrease turnover
- Workforce Efficiencies allowed for:
 - Elimination of 3rd Shift
 - Elimination of one work day each week
 - 32% reduction in labor-to-sales ratio

Productivity Increase

- Increased plant capacity to support new business
- 15% increase in process up time
- 40% production increase in pounds per hour per employee



The Results

- Sourced, identified, hired, and nurtured a core group of employees willing to work flexible hours that could provide continuity of the workforce.
- Less than 8% turnover annually
- Deployed a state-of-the-art biometrics time and attendance system
- Yearly hard dollar cost savings of over \$150,000

