# Case Study PMI

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**In cargo-partner, we have found an experienced logistics provider who can ensure stable vessel space for our shipments. We fully rely on cargo-partner's flexible solutions and all-round support.**

[Echo Zhou – Logistics Coordinator, Pacific Market International LLC]

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## All-Round Service for Food and Beverage Solutions

**Company: Pacific Market International LLC**
**Industry: Manufacturing**

**Services provided by cargo-partner:**
**Air Cargo, Sea Cargo, Road Transport, Supply Chain Management**

## Company Profile

PMI is a global leader in designing, marketing and manufacturing food and beverage solutions for busy lifestyles. The company's two most recognizable brands, Stanley® and Aladdin®, are both over 100 years old and sold throughout the world. Headquartered in Seattle, WA, PMI has offices in Bentonville, Shanghai, Amsterdam, Manila, and Rio de Janeiro. Additionally, PMI has ownership of three manufacturing facilities in China and a factory each in Rio de Janeiro and Manaus, Brazil.

## Initial Situation

PMI required a reliable logistics partner who could ensure stable vessel space for their frequent shipments and large volumes. In addition to flexible solutions by air and sea freight, PMI needed a logistics provider who could provide transparency throughout the entire transport along with regular tracking updates.

## Solutions

The cooperation between PMI and cargo-partner began in 2014 and encompasses air and sea transports from China to the USA as well as to Europe. cargo-partner created a door-to-door solution for PMI: from order management to pick-up at the manufacturing facilities, tracking and tracing of shipments, down to the final distribution of PMI's products to retail stores throughout Europe and the USA. To simplify their cooperation, cargo-partner and PMI make use of the SPOT Visibility & Collaboration Platform. This allows PMI to check the status of their shipments at any time. In addition, cargo-partner uses SPOT's reporting function to create weekly reports for PMI containing the most important KPIs for continuous performance improvement.