



100 Ways To Rev Up The Food Supply Chain

• • • with 2007's leading technology solution and service providers.

Today's food companies face a variety of logistical challenges—rising fuel costs, increasing customer demands, safety and security issues and fierce competition—to name just a few. For the fourth year in a row, *Food Logistics* has identified the top 100 technology solution and service providers to the food industry.

The **FL100** is a resource of software, hardware and IT service providers that focus on the unique needs of companies in the food supply chain, including manufacturers, retailers, grocery wholesalers, convenience and foodservice distribu-

tors, and third-party logistics providers.

These companies are selected based on their proven track records and expertise in providing food companies with technology and services to help them meet business objectives.

We've provided a chart on pages 26 and 28 that lists 18 categories of technology solutions and identifies which solution(s) each of the **FL100** offers. On the following pages, we list the **FL100** with more details, including solution names and web addresses, so you can follow up with those companies that meet your company's needs.

1SYNC, Lawrenceville, NJ; www.1sync.org

Year founded: 2005; *Number of employees:* 150; *Number of food customers:* NA.

Solution names: Item Management Solution; Price and Promotion Management Solution

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Data synchronization.

Accellos Inc., Colorado Springs, CO;

www.accellos.com

Year founded: 2006; *Number of employees:* 150; *Number of food customers:* 90

Solution names: Accellos Maximum Data; Accellos WMS Powered by Radio Beacon; Accellos Enterprise 3PL Powered by Delfour

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; mobile technology; routing and scheduling; supply chain management; third-party logistics; transportation management; warehouse management; mobile resource management.

Acorn Systems, Houston, www.acornsys.com

Year founded: 1996; *Number of employees:* 65; *Number of food customers:* >25

Solution names: Profit Analyzer

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Profit analytics; cost management.

AFS Technologies Inc., Phoenix; www.afsi.com

Year founded: 1980; *Number of employees:* 100; *Number of food customers:* 300

Solution names: AFS Advanced Enterprise Solutions Suite

Markets served: Manufacturers; supermarket retailers;

grocery wholesalers; convenience store distributors; foodservice distributors, third-party logistics providers.

Solutions offered: Customer relationship management; demand management; ERP; inventory control; load planning; mobile technology; RFID; routing/scheduling; supply chain management; third-party logistics; trade compliance; transportation management; warehouse management; wireless technology; production/processing business intelligence.

Agentrics, Alexandria, VA, www.agentrics.com

Year founded: 2005; *Number of employees:* 110; *Number of food customers:* 39

Solution names: Agentrics Global Data Synchronization; Agentrics Collaborative Planner; Agentrics Sourcing and Procurement; Agentrics Product Lifecycle Management.

Markets served: Manufacturers; supermarket retailers.

Solutions offered: Data synchronization; demand management; inventory control; supply chain management; product lifecycle management.

Aldata Solution Inc., Atlanta;

www.aldata-solution.com/us

Year founded: 1986; *Number of employees:* NA; *Number of food customers:* >300

Solution names: Aldata Core Retail Suite

Markets served: Supermarket retailers; grocery wholesalers; convenience store distributors.

Solutions offered: Inventory control, mobile technology; RFID; reverse logistics; supply chain management; 3PL; warehouse management.

ALK Technologies, Princeton, NJ; www.alk.com

Year founded: 1979; *Number of employees:* 200; *Number of food customers:* 25

Solution names: PC*MILER; ALK/Fleet Suite

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Inventory control; load planning; mobile technology; routing/scheduling; 3PL; wireless technology.

Amphire Solutions Inc., Redwood City, CA;

www.amphire.com

Year founded: 1999; *Number of employees:* 52; *Number of food customers:* 93 distributors; 300 manufacturers; 40,000 operators

Solution names: Connect; Access; Reconcile; Harmonize; Synchronize; Analytics

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Collaboration; customer relationship management; inventory control; RFID; supply chain management; third-party logistics; trade compliance.

Appian Logistics Software Inc., Oklahoma City;

www.appianlogistics.com

Year founded: 1987; *Number of employees:* NA; *Number of food customers:* NA

Solution names: Direct Route—Route Optimization Software; DC Track—Real Time GPS Tracking

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Routing optimization software.

AquiTec Inc., Chicago;

www.aquitecintl.com

Year founded: 1970; *Number of employees:* 50; *Number of food customers:* 25

Solution names: SCM Warehouse (w/labor and voice requirements); SCM Procurement (w/forecasting); SCM Billing; SCM i5 Procurement Management; SCM i5 Warehouse Management

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Data synchronization; demand management; inventory control; RFID; reverse logistics; supply chain management; warehouse management; wireless technology; yard management; voice recognition.

BFC Associates Inc., West Chicago, IL;
www.bfcsoftware.com

Year founded: 1990; *Number of employees:* 15; *Number of food customers:* 75
Solution names: Dakota WMS
Markets served: Manufacturers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Inventory control; RFID; warehouse management.

Birch Street Systems, Newport Beach, CA;
www.birchstreetsystems.com

Year founded: NA; *Number of employees:* 35; *Number of food customers:* >1,000 hotels
Solution names: Birch Tree Application Suite
Markets served: Foodservice distributors.
Solutions offered: Enterprise resource planning; supply chain management; eProcurement.

Blinco Systems Inc., Toronto; www.blinco.com

Year founded: 1988; *Number of employees:* 15; *Number of food customers:* 8
Solution names: 3rdwave GMC Food
Markets served: Manufacturers; grocery wholesalers; foodservice distributors; third-party logistics providers.
Solutions offered: Customer relationship management; data synchronization; demand management; ERP; inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; security; supply chain management; trade compliance; transportation management; warehouse management; wireless; import/export; and global commerce management.

Blue Sky Logistics, Coppell, TX;
www.blueskylogistics.com

Year founded: 2003; *Number of employees:* 10; *Number of food customers:* 5
Solution names: Insight Supply Chain Dashboarding and Alerting; Insight Enterprise Inventory Visibility; Insight Perfect Order Visibilit; Insight Vendor Scorecard
Markets served: Manufacturers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Data synchronization; inventory control; load planning; mobile technology; supply chain management; 3PL; supply chain visibility dashboards and alerts.

Cadec Global, Manchester, NH; www.cadec.com

Year founded: 1976; *Number of employees:* >75; *Number of food customers:* >1,500
Solution names: PowerVue; Mobius TTS
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Data synchronization; mobile technology; routing and scheduling; supply chain management; trade compliance; transportation management; wireless technology; onboard computing; temperature tracking; handheld; driver performance management.

CAMS Software, Vancouver, British Columbia, Canada;
www.camspro.com

Year founded: 1997; *Number of employees:* 15; *Number of food customers:* >15
Solution names: CAMS Professional; CAMS Backhaul Module; CAMS Service Manager
Markets served: Supermarket retailers; grocery wholesalers; third-party logistics providers.
Solutions offered: Transportation management; driver payroll; backhaul optimization.

CaseStack Inc., Santa Monica, CA;
www.casestack.com

Year founded: 1999; *Number of employees:* 293; *Number of food customers:* NA
Solution names: Total Supply Chain Solutions; Transportation Solutions
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Inventory control; load planning; RFID; reverse logistics; routing and scheduling; supply

chain management; 3PL; transportation management; warehouse management.

ClearTrack, Brentwood, TN; www.cleartrack.com

Year founded: 2000; *Number of employees:* NA; *Number of food customers:* NA
Solution names: ClearTrack Event Management
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Supply chain event management; shipment approval management; inspection event management; bio-terrorism compliance management; collaboration; supply chain management; third-party logistics; transportation management; wireless technology; yard management.

CSB System International, San Diego; www.csb.com

Year founded: 1977; *Number of employees:* 450; *Number of food customers:* 25
Solution names: CSB System
Markets served: Manufacturers; grocery wholesalers; foodservice distributors.
Solutions offered: Data synchronization; demand management; enterprise resource planning; inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; security; supply chain management; 3PL; trade compliance; transportation management; warehouse management; wireless technology; yard management; RFID COOL.

CLS Inc., Winston-Salem, NC;
www.cls.inmar.com

Year founded: 1985; *Number of employees:* NA; *Number of food customers:* >200
Solution names: CLS Reverse Logistics Solutions
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Reverse logistics; supply chain management; 3PL.

Daifuku Co. LTD, Osaka, Japan;
www.daifukuamerica.com

Year founded: 1937; *Number of employees:* 4,715; *Number of food customers:* 5,325
Solution names: Automated Storage & Retrieval Systems (AS/RS); Sorting & Picking Systems (including Sorting Transfer Vehicles; Conveyor & Vehicle Systems; Containers & Carts; Warehouse Management & Control Software
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Inventory control; warehouse management; automated storage and retrieval.

Demand Management Inc., St. Louis;
www.demandolutions.com

Year founded: 1985; *Number of employees:* 90; *Number of food customers:* 204
Solution names: Sales & Operations Planning (DS S&OP); Forecast Management (DS FM); Collaboration; Requirements Planning (DS RP); Retail Planning and Manufacturing Planning.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Demand management; inventory control; supply chain management.

DemandTec Inc., San Carlos, CA
www.demandtec.com

Year founded: 2002; *Number of employees:* 200; *Number of food customers:* 125
Solution names: DemandTec Price; DemandTec Promotion; DemandTec Markdown; DemandTec TradePoint.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors.
Solutions offered: Customer relationship management; data synchronization; demand management; price optimization.

Dematic Corp., Grand Rapids, MI; www.dematic.us

Year founded: 1939; *Number of employees:* 1,300; *Number of food customers:* >50
Solution names: CL-100 conveyor; SL-300 sortation; PickDirector; SortDirector

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Supply chain management; warehouse management.

Descartes Systems Group, Waterloo, Ontario, Canada;
Year founded: 1981; **Number of employees:** 326; **Number of food customers:** NA

Solution names: NA
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Load planning; mobile technology; routing and scheduling; supply chain management; 3PL; trade compliance; transportation management; warehouse management; wireless technology; yard management.

ES3 LLC, Keene, NH; www.es3.com

Year founded: 2000; *Number of employees:* >700; *Number of food customers:* 32
Solution names: SCMT
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Warehouse management; collaboration; customer relationship management; demand management; freight planning; inventory control; load planning; mobile/wireless technology; reverse logistics; routing/scheduling; third-party logistics; transportation management; yard management; supply chain management.

ESRI, Redlands, CA; www.esri.com

Year founded: 1969; *Number of employees:* 3,000; *Number of food customers:* NA
Solution names: ArcLogistics Route; ArcGIS Business Analyst; Business Analyst Online
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Mobile technology; routing and scheduling; Geographic Information Systems (GIS).

GlobeRanger, Richardson, TX; www.globeranger.com

Year founded: 1999; *Number of employees:* 50; *Number of food customers:* NA
Solution names: iMotion Edgeware
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Mobile/wireless technology.

HighJump Software (a 3M Co.), Eden Prairie, MN
www.highjumpsoftware.com

Year founded: 1983; *Number of employees:* 375; *Number of food customers:* 600
Solution names: HighJump Supply Chain Advantage; HighJump Warehouse Advantage; HighJump Manufacturing Advantage; HighJump Distribution and Delivery Engine; HighJump Transportation Advantage; HighJump Mobile Sales Advantage; HighJump Route Express
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Inventory control; load planning; mobile technology; RFID; routing and scheduling; supply chain management; transportation management; warehouse management; wireless technology; yard management.

HK Systems, New Berlin, WI; www.hksystems.com

Year founded: 1993; *Number of employees:* 750; *Number of food customers:* 500
Solution names: HK Systems Software Suite; HK Systems ASRS Automated Storage & Retrieval Systems; HK Systems AGVS (Automated Guided Vehicle Systems); HK Systems UHS (Unit Handling Systems).
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Inventory control; load planning; mobile technology; RFID; routing and scheduling; supply chain management; transportation management; warehouse management; wireless technology.

i2 Technologies Inc., Dallas; www.i2.com

Year founded: 1988; *Number of employees:* NA; *Number*

of food customers: NA
Solution names: Transportation & Distribution; Visibility; Order Fulfillment; Supply Chain Design; Supply & Demand Planning and Execution; Business Process Platform; Collaboration; Sourcing and Procurement
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Collaboration; demand management; freight planning; inventory control; load planning; reverse logistics; routing/scheduling; supply chain management; third-party logistics; transportation management.

IBM Corp., Armonk, NY; www.ibm.com
Year founded: 1924; *Number of employees:* 350,000; *Number of food customers:* >1,000
Solution names: Many, including hardware, software and business partners
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Customer relationship management; data synchronization; demand management; ERP; inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; security; supply chain management; 3PL; trade compliance; transportation management; warehouse management; wireless technology; yard management.

I.D. Systems Inc., Hackensack, NJ; www.id-systems.com
Year founded: 1993; *Number of employees:* 100; *Number of food customers:* 7
Solution names: Wireless Asset Net
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: ERP; mobile technology; RFID; routing and scheduling; security; supply chain management; warehouse management; wireless technology; yard management.

IFCO Systems, Houston; www.ifco-us.com

Year founded: 1997; *Number of employees:* 3,500; *Number of food customers:* 250
Solution names: IFCO RPCs (reusable plastic containers); Pallet Management Services; Paltrax; InXchange.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers.
Solutions offered: Reverse logistics, on-site warehouse management.

Infor, Alpharetta, GA; www.infor.com
Year founded: 2002; *Number of employees:* 8,300; *Number of food customers:* 2,000
Solution names: Infor ERP Adage and BPCS/LX; Infor PLM Optiva; Infor SCM Demand Management, Advanced Scheduler, Advanced Planning; Infor EAM Enterprise Addition; Infor CRM; Advanced Planning; Demand
Markets served: Manufacturers; supermarket retailers.
Solutions offered: Customer relationship management; demand management; ERP; inventory control; mobile technology; reverse logistics; routing and scheduling; supply chain management; transportation management; warehouse management; yard management; PLM; EAM.

INSIGHT, Manassas, VA; www.insight-mss.com
Year founded: 1978; *Number of employees:* 53; *Number of food customers:* 20
Solution names: Sails 21; Shipcons II; INSIGHT Bid Analyzer; X-System.
Markets served: Manufacturers; grocery wholesalers; foodservice distributors; third-party logistics providers.
Solutions offered: Demand management; inventory control; security; supply chain management; 3PL; transportation management; network design.

Instill Corp., Redwood City, CA; www.instill.com
Year founded: NA; *Number of employees:* NA; *Number of food customers:* NA
Solution names: Trade Spend Management; Food Spend Management; Promotion Management; Procurement; Quality and Compliance Management
Markets served: Manufacturers.
Solutions offered: Data synchronization; inventory control; supply chain management; spend intelligence.

Interlink Technologies, Perrysburg, OH; www.thinkinterlink.com
Year founded: 1986; *Number of employees:* NA; *Number of food customers:* NA
Solution names: WHSe-LINK
Markets served: Manufacturers; foodservice distributors; third-party logistics providers.
Solutions offered: Inventory control; load planning; RFID; supply chain management; 3PL; warehouse management; yard management.

Intermec Technologies Corp., Everett, WA; www.intermec.com
Year founded: 1966; *Number of employees:* 2,600; *Number of food customers:* >400
Solution names: Direct Store Delivery; Merchandising; Home Delivery; RFID Compliance Labeling & Tagging; Warehouse Operations; Private Fleet; Manufacturing Operations
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Inventory control; warehouse management; wireless technology; yard management.

Inther Integrated Systems, Cary, IL; www.inther.org
Year founded: 1992; *Number of employees:* 28; *Number of food customers:* 16
Solution names: Software for WCS, voice recognition and light directed order fulfillment (pick-to-light); barcoding; RF; RFID integration.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Data synchronization; inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; supply chain management; warehouse management; wireless technology.
JDA Software Group Inc., Scottsdale, AZ; www.jda.com
Year founded: 1985; *Number of employees:* 1,500; *Number of food customers:* 1,500

Solution names: JDA Space & Category Management Solutions; JDA Price & Promotion Management Solutions; JDA Demand; JDA Allocation & Replenishment solutions; JDA Supply & Manufacturing Management Solutions; JDA Collaboration Solutions; JDA Transportation & Logistics Management Solutions; JDA Store Systems Solutions; JDA Merchandise Operations Solutions
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Customer relationship management; data synchronization; demand management; inventory control; load planning; mobile technology; reverse logistics; routing and scheduling; supply chain management; 3PL; transportation management; warehouse management.

John Galt Solutions Inc., Chicago; www.johngalt.com
Year founded: 1996; *Number of employees:* 35; *Number of food customers:* 750
Solution names: ForecastX Wizard Standard Edition; ForecastX Wizard Premium Edition; Atlas Planning Suite.
Markets served: Manufacturers; supermarket retailers; convenience store distributors; foodservice distributors.
Solutions offered: Demand management; inventory control; supply chain management.

Junction Solutions, Lincolnshire, IL; www.junctionsolutions.com
Year founded: 2002; *Number of employees:* 200; *Number of food customers:* NA
Solution names: JunctionF/B
Markets served: Manufacturers.
Solutions offered: Demand management; ERP; inventory control; supply chain management; trade compliance; warehouse management.

Kelron Logistics, Mississauga, Ontario, Canada; www.kelron.com
Year founded: 1992; *Number of employees:* NA; *Number of food customers:* NA
Solution names: Freight Management, Transportation; Warehousing/Distribution
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors;

foodservice distributors.
Solutions offered: Inventory control; load planning; reverse logistics; routing/scheduling; supply chain management; third-party logistics; trade compliance; transportation management; warehouse management; yard management.

LANSA Inc., Downers Grove, IL; www.lansa.com
Year founded: 1987; *Number of employees:* 225; *Number of food customers:* 330
Solution names: LANSA Data Sync Direct
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Data synchronization; demand management; supply chain management.

Lawson Software, St. Paul, MN; www.lawson.com
Year founded: 1975; *Number of employees:* 900; *Number of food customers:* >350
Solution names: Lawson Retail Enterprise
Markets served: Supermarket retailers; grocery wholesalers.
Solutions offered: E-business suite; inventory control; supply chain management; ERP; procurement; trade promotions management.

LeanLogistics, Holland, MI; www.leanlogistics.com
Year founded: 1999; *Number of employees:* 60; *Number of food customers:* 22
Solution names: LeanLogistics On-Demand TMS; Supplier Inbound Management; LeanLogistics Managed Transportation Services
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; foodservice distributors; third-party logistics providers.
Solutions offered: Customer relationship management; reverse logistics; routing and scheduling; supply chain management; transportation management; 3PL.

LogicTools Inc. (a division of ILOG), Chicago; www.logic-tools.com
Year founded: 1995; *Number of employees:* 775; *Number of food customers:* 15
Solution names: Network design and planning; LogicNet

Plus XE; Production Sourcing and Capacity Planning; LogicNet Plus XE; Multi-echelon Inventory Optimization; Inventory Analyst; Production Planning and Scheduling; Plant PowerOps; Transportation Planning and Scheduling; Transport PowerOps
Markets served: Manufacturers; supermarket retailers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Supply chain management; transportation management.

Logility Inc., Atlanta; www.logility.com
Year founded: 1996; *Number of employees:* 141; *Number of food customers:* 17 percent of customer base
Solution names: Logility Voyager Solutions
Markets served: Manufacturers; grocery wholesalers; foodservice distributors.
Solutions offered: Demand management; inventory control; load planning; RFID; reverse logistics; routing and scheduling; supply chain management; transportation management; warehouse management.

Lucas Systems Inc., Wexford, PA; www.lucasware.com
Year founded: 1998; *Number of employees:* 50; *Number of food customers:* 13
Solution names: Jennifer
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Mobile technology; warehouse management; voice-directed distribution.

LXE Inc., Norcross, GA; www.lxe.com
Year founded: 1971; *Number of employees:* >400; *Number of food customers:* >100
Solution names: MX5, MX6, MX7 and MX8 rugged handheld wireless data collection computers; VX5, VX6 and VX7 rugged vehicle mount wireless data collection computers; MX3X rugged hybrid handheld/vehicle mount wireless data collection computer; HX2 rugged wearable wireless data collection computer; HX3 rugged voice-dedicated wireless data collection computer; various rugged products and services for RFID and wireless

infrastructures.

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Mobile technology; RFID; wireless technology.

Manhattan Associates Inc., Atlanta; www.manh.com

Year founded: 1990; *Number of employees:* 1,600; *Number of food customers:* >40
Solution names: Distribution Management; Transportation Lifecycle Management; Order Lifecycle Management; Inventory Optimization; Planning and Forecasting
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Data synchronization; demand management; inventory control; load planning; reverse logistics; routing and scheduling; supply chain management; 3PL; transportation management; warehouse management; yard management; slotting optimization; labor management; fleet management; replenishment.

Menlo Worldwide, San Mateo, CA;

www.menloworldwide.com

Year founded: 1990; *Number of employees:* 4,300; *Number of food customers:* 1
Solution names: RFID; LMS; Event; SIMS; iBaan; ERP
Markets served: Manufacturers
Solutions offered: ERP; freight planning; inventory control; load planning; reverse logistics; routing/scheduling; security; supply chain management; third-party logistics; transportation management; warehouse management; RFID/wireless technology.

MicroAnalytics Inc., Arlington, VA

www.bestroutes.com

Year founded: 1983; *Number of employees:* 12; *Number of food customers:* >75
Solution names: TruckStops Routing Software; OptiSite Distribution Planning Software
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Routing and scheduling; supply chain management; transportation management; warehouse management.

Motek Inc., Beverly Hills, CA; www.motek.com

Year founded: 1991; *Number of employees:* 23; *Number of food customers:* 12

Solution names: Priya Warehouse Management System
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Data synchronization; inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; supply chain management; 3PL; warehouse management; wireless technology; engineered labor management; voice picking.

Motorola, Schaumburg, IL; www.motorola.com

Year founded: 1928; *Number of employees:* >60,000; *Number of food customers:* >1,150

Solution names: MC70 Series; VC5000 Series; RFID; Wireless Infrastructure; MSP (Mobility Services Platform).
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Demand management; inventory control; load planning; mobile technology; RFID; supply chain management; 3PL; transportation management; warehouse management; wireless technology; yard management.

Next Generation Logistics Inc., Inverness, IL

www.nextgeneration.com

Year founded: 1988; *Number of employees:* 14; *Number of food customers:* 100

Solution names: FreightMaster TMS
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: ERP; load planning; reverse logistics; routing and scheduling; security; 3PL; transportation management.

Oracle, Redwood Shores, CA; www.oracle.com

Year founded: 1977; *Number of employees:* NA; *Number of food customers:* NA

Solution names: Oracle Database; Oracle Enterprise Manager; Oracle Applications; Oracle Fusion Middleware
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Contact vendor.

ORTEC International USA, Atlanta; www.ortec.com

Year founded: 1981; *Number of employees:* 600; *Number of food customers:* NA

Solution names: ORTEC Routing & Scheduling; ORTEC Demand Forecasting; ORTEC Workforce Scheduling; Vehicle Space Optimization; Product Palletizing Optimization; MLS Voice Picking
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Solutions offered: Load planning; routing and scheduling; supply chain management; workforce scheduling.

PakSense, Boise, ID; www.paksense.com

Year founded: 2004; *Number of employees:* 21; *Number of food customers:* 198

Solution names: PakSense TXi Label
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Solutions offered: Supply chain management; transportation management; warehouse management.

Paragon Software Systems, Hauppauge, NY

www.paragonrouting.com

Year founded: 1991; *Number of employees:* 47; *Number of food customers:* >75

Solution names: Paragon Routing & Scheduling System; Paragon Multi Depot; Paragon Integrated Fleets; Paragon Fleet Controller; Paragon Continuous Optimizer; Paragon Fastnet; Paragon Multi Period Planner; Paragon Territory Optimizer; Paragon Fixed Route Manager.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Routing and scheduling; supply chain management; transportation management.

PeopleNet, Chaska, MN; www.peoplenetonline.com

Year founded: 1994; *Number of employees:* 140; *Number of food customers:* >300

Solution names: NA

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Data synchronization; mobile technology; RFID; routing and scheduling; security; supply chain management; wireless technology; yard management; geofencing; compliance; electronic onboard recording; fuel tax reporting; driver management.

PINC Solutions, Berkeley, CA; www.pincosolutions.com

Year founded: 2004; *Number of employees:* 30; *Number of food customers:* >10

Solution names: YardHound and its components: pincGate (for gate control); pincPOINT (for trailer detecting presence at a point); pincPORTAL (for detecting flow through a gateway); pincSpotter (for automatic, real-time, trailer location reporting in the yard); pincDirector (for directing trailer moves); pincReefer (for live monitoring of fuel and temperature of refrigerated units).

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: RFID; transportation management; yard management.

QAD Inc., Santa Barbara, CA; www.qad.com

Year founded: 1979; *Number of employees:* 1,600;

Number of food customers: 350

Solution names: QAD Customer Self-Service (CSS); QAD Demand Management; QAD QSYNC-CP; EDI; QAD Supply Visualization; QAD Transportation Management System; QAD Warehousing; QAD Enterprise Asset Management

Markets served: Manufacturers; foodservice distributors; third-party logistics providers.

Solutions offered: Customer relationship management; data synchronization; demand management; ERP; inventory control; mobile technology; RFID; reverse logistics; supply chain management; 3PL; trade compliance; transportation management; warehouse management.

QUALCOMM Wireless Business Solutions, San Diego www.qualcomm.com

Year founded: 1985; *Number of employees:* NA; *Number of food customers:* NA

Solution names: OmniTRACS; OmniOne; OmniExpress; FleetAdvisor; TrailerTRACS; T2 Untethered TrailerTRACS

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; procurement; load planning; RFID/wireless/mobile; reverse logistics; supply chain management; transportation management; warehouse management.

Real Time Freight Services, Chicago

www.realtimefreight.com

Year founded: 2003; *Number of employees:* 50; *Number of food customers:* >120

Solution names: Real Time Freight

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; foodservice distributors; third-party logistics providers.

Solutions offered: Customer relationship management; demand management; load planning; mobile technology; RFID; supply chain management; 3PL; transportation management.

RedPrairie Corp., Waukesha, WI;

www.redprairie.com

Year founded: 1975; *Number of employees:* >1,000;

Number of food customers: >200

Solution names: Warehouse Management; Transportation Management; Workforce Management; Fleet Management; Business Process Integration; Retail Productivity Solutions

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; supply chain management; 3PL; trade

compliance; transportation management; warehouse management; wireless technology; yard management; workforce management.

Retail USA, Plano, TX, www.retailix.com

Year founded: 1982; *Number of employees:* 1,500;

Number of food customers: 1,500

Solution names: Retailix Power Enterprise; Retailix Power Warehouse; Retailix Power CRM; Retailix SCM (Triceps, BICEPS, Prompt, ABS); Retailix Traffic Management; Retailix Dock Scheduling; Retailix Yard & Dock Management; Retailix InSync MDM; Retailix InSync Data Staging; Retailix DemandAnalytX; Retailix Power Voice; Retailix Vendor Portal; Retailix Power Net

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Data synchronization; customer relationship management; demand management; ERP; inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; supply chain management; 3PL; trade compliance; transportation management; warehouse management; wireless technology; yard management; retail services.

Revionics Inc., Granite Bay, CA; www.revionics.com

Year founded: 2002; *Number of employees:* >35; *Number of food customers:* >60

Solution names: Revionics Advanced Pricing System (RAPS)

Markets served: Supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Pricing and promotions optimization.

Robocom Systems International, Farmingdale, NY; www.robocom.com

Year founded: 1982; *Number of employees:* 50; *Number of food customers:* 20

Solution names: ROC WMS; RIMS WMS; Warehouse Plus Labor Management System; Transport Plus Labor Management System; Star TMS; ROC Webstore

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; RFID; routing and scheduling; supply chain management; transportation management; warehouse management; yard management.

Royal 4 Systems Inc., Long Beach, CA;

www.royal4.com

Year founded: 1984; *Number of employees:* 40; *Number of food customers:* 25

Solution names: Royal 4 Enterprise; WISE

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: ERP; inventory control; RFID; reverse logistics; supply chain management; 3PL; warehouse management; wireless technology; yard management.

Ryder, Miami; www.ryder.com

Year founded: 1933; *Number of employees:* 28,700;

Number of food customers: NA

Solution names: Supply Chain Solutions; Transportation Solutions; Warehousing and Value-Added Solutions; Dedicated Contract Carriage; Fleet Management Solutions

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; supply chain management; 3PL; transportation management; warehouse management; wireless technology; yard management.

SAP America, (a unit of SAP AG),

Newtown Square, PA; www.sap.com

Year founded: 1972; *Number of employees:* 39,355;

Number of food customers: <100

Solution names: ERP 2005; SAP SCM; SAP CRM

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Customer relationship management; demand management; ERP; inventory control; load planning; RFID; reverse logistics; routing and scheduling; security; supply chain management; 3PL; trade

compliance; transportation management; warehouse management; yard management.

Schaefer Systems International Inc., Charlotte, NC;

www.ssi-schaefer.us

Year founded: 1989

Number of employees: 350

Number of food customers: 54

Solution names: Automated storage and retrieval systems; conveyor systems; automated picking systems

Markets served: Manufacturers; retailers; grocery wholesalers; convenience distributors; food service distributors; third-party logistics providers; pharmaceutical wholesale and retail.

Solutions offered: Complete turn-key distribution systems from small, manual racking and storage to lights-out, fully automated, high-technology distribution centers.

ShipXpress, Jacksonville Beach, FL;

www.shipxpress.com

Year founded: 2000; *Number of employees:* 55; *Number of food customers:* 4

Solution names: ShipXTRAX; ShipXRATES

Markets served: Manufacturers; third-party logistics providers.

Solutions offered: Inventory control; transportation management.

Silvon Software Inc., Westmont, IL; www.silvon.com

Year founded: 1987; *Number of employees:* 50; *Number of food customers:* 85

Solution names: Stratum

Markets served: Manufacturers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Customer relationship management; demand management; inventory control; supply chain management; operational planning, analysis and reporting.

SmartTurn Inc., Oakland, CA; www.smartturn.com

Year founded: 1988; *Number of employees:* 350; *Number of food customers:* 10

Solution names: SmartTurn Warehouse Management and Inventory Control

Markets served: Manufacturers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; mobile technology; RFID; security; supply chain management; warehouse management; wireless technology.

Software LogisTechs Inc., Toledo, OH;

www.softlog.us

Year founded: 1997; *Number of employees:* 7; *Number of food customers:* 10

Solution names: DC Xpress WMS

Markets served: Manufacturers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; load planning; mobile technology; warehouse management; wireless management; yard management.

Sterling Commerce, Dublin, OH;

www.sterlingcommerce.com

Year founded: 1975; *Number of employees:* 2,600; *Number of food customers:* NA

Solution names: Sterling Multi-Channel Fulfillment

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; foodservice distributors; third-party logistics providers.

Solutions offered: Reverse logistics; routing and scheduling; supply chain management; 3PL; transportation management; warehouse management; yard management; supply chain visibility.

Summary Systems, Plano, TX;

www.summarysystems.com

Year founded: 1988; *Number of employees:* 8; *Number of food customers:* 4

Solution names: Foodservice Distribution Mobile Fleet Commander

Markets served: Convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Mobile technology; transportation management; wireless technology; delivery management.

Supply Chain Consultants, Wilmington, DE;
www.supplychain.com

Year founded: 1993 Number of employees: 45; Number of food customers: 5

Solution names: Zementer software suite including: Demand Planner; Supply Planner; Inventory Planner; Finite Scheduling; Performance Management; Business Analyst; and Zementer S&OP.

Markets served: Manufacturers.

Solutions offered: Demand management; inventory control; supply chain management; supply chain planning.

Supply Chain Consulting, Sydney, Australia;
www.supplychain-consulting.com

Year founded: 1998; Number of employees: 450; Number of food customers: 50

Solution names: SLIM—midmarket SAP Best Practices; ERP Viewlocity CTP—supply chain event management; CarbonView—proactive carbon management.

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: ERP; reverse logistics; routing and scheduling; 3PL; transportation management.

Supply Chain Intelligence, Cary, NC;
www.scintelligence.com

Year founded: 2001; Number of employees: 14; Number of food customers: 6

Solution names: Outbound Shipment Intelligence; Inbound Shipment Intelligence; Fleet Utilization Intelligence; Demand Distribution Intelligence.

Markets served: Supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Load planning; reverse logistics; routing and scheduling; supply chain management; transportation management; inbound optimization.

Swisslog, Newport News, VA; www.swisslog.com

Year founded: 1998; Number of employees: 1,100; Number of food customers: >250

Solution names: WarehouseManager (WMS); AutomationManager (WCS); way (Supply Chain Planning/Optimization)

Markets served: Manufacturers; supermarket retailers; grocery wholesalers.

Solutions offered: Material handling automation; supply chain planning/optimization; forecasting; demand management; inventory control; load planning; RFID; supply chain management; warehouse management; wireless technology; yard management.

Teradata Corp., Dayton, OH; www.teradata.com

Year founded: 1979; Number of employees: 5,500; Number of food customers: 100

Solution names: Enterprise Data Warehouse—Teradata Data base 12.0; Customer Management—Teradata Relationship Manager; Demand Chain Management—Teradata Demand Chain Management; Supply Chain Management—Teradata SeeChain, Teradata Supply Chain Accelerator for SAP

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Customer relationship management; demand management; supply chain management; data warehousing.

Terra Technology, Norwalk, CT;
www.terratechnology.com

Year founded: 2001; Number of employees: 30; Number of food customers: 13

Solution names: Demand Sensing; Inventory Optimization

Markets served: Manufacturers

Solutions offered: Demand management; inventory control; supply chain management.

TLC—Total Logistic Control, Zeeland, MI;
www.totallogistic.com

Year founded: 1902; Number of employees: 2,500; Number of food customers: NA

Solution names: Transportation Management; Contract Manufacturing/Packaging; Warehouse Management; Dedicated Fleet; Public Warehousing; Transactional Transportation; Integrated Logistic Solutions

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; foodservice distributors.

Solutions offered: Inventory control; load planning; routing

and scheduling; supply chain management; 3PL; trade compliance; transportation management; warehouse management.

ToolsGroup, Cambridge, MA; www.toolsgroup.com

Year founded: 1993; Number of employees: 65; Number of food customers: >20

Solution names: Service Optimizer 99+ (SO 99+)

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Demand management; inventory control.

Transplace, Plano, TX; www.transplace.com

Year founded: 2000; Number of employees: 500; Number of food customers: >100

Solution names: Transplace Transportation Management System; Transplace Order Management System; Scenario Pro Shipment Planning; Trailer Management

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Customer relationship management; demand management; inventory control; load planning; routing and scheduling; 3PL; transportation management; yard management.

TranSystems/ESYNC, Toledo, OH; www.esync.com

Year founded: 1999; Number of employees: 50; Number of food customers: >30

Solution names: Strategic Supply Chain Services

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; foodservice distributors; third-party logistics providers.

Solutions offered: Data synchronization; inventory control; RFID; reverse logistics; supply chain management; transportation management; warehouse management; yard management.

Tripmaster Corp., Arlington, TX; www.tripmaster.com

Year founded: 1979; Number of employees: NA; Number of food customers: NA

Solution names: Onboard Computers/Communications

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Mobile technology; RFID; routing and scheduling; security; transportation management.

UPS Logistics Technologies, Baltimore;

www.upslogistics.com

Year founded: 1983; Number of employees: 120; Number of food customers: >700

Solution names: Roadnet Transportation Suite which includes: Territory Planner, Roadnet, MobileCast and the Roadnet Info Center

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Mobile technology; routing and scheduling; supply chain management; transportation management; wireless technology.

Vocollect, Pittsburgh; www.vocollect.com

Year founded: 1987; Number of employees: 290; Number of food customers: NA

Solution names: Vocollect Voice-Directed Distribution

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Supply chain management; third-party logistics; warehouse management; wireless technology; voice technology.

Voxware Inc., Lawrenceville, NJ; www.voxware.com

Year founded: 1996; Number of employees: 89; Number of food customers: 18

Solution names: Voxware 3.0; VoxBrowser; VoxManager

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; mobile technology; voice-based warehousing.

Weber Distribution, Santa Fe Springs, CA;

www.weberdistribution.com

Year founded: 1924; Number of employees: 685; Number of food customers: 61

Solution names: LINKS by Synapse Warehouse Management System; Translinks Transportation Management System

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Solutions offered: Inventory control; load planning; mobile technology; RFID; reverse logistics; security; supply chain management; 3PL; trade compliance; transportation management; warehouse management; wireless technology.

Westfalia Technologies Inc., York, PA;
www.westfaliausa.com

Year founded: 1992; Number of employees: 100; Number of food customers: 45

Solution names: Savanna.NET Warehouse Management Systems, including Pick-to-Light and Pick-to-Voice; Automated Storage & Retrieval Systems (AS/RS); DeepLane Pallet Flow Systems; Conveyor Systems; Case Handling & Packaging Equipment; Automated Parking Systems

Markets served: Manufacturers; grocery wholesalers; third-party logistics providers.

Solutions offered: Inventory control; mobile technology; RFID; 3PL; warehouse management; wireless technology; yard management.

Wherenet Corp., Santa Clara, CA;

www.wherenet.com

Year founded: 1997; Number of employees: 110; Number of food customers: >5

Solution names: WhereSoft Yard

Markets served: Manufacturers; supermarket retailers; third-party logistics providers.

Solutions offered: Mobile technology; RFID; security; supply chain management; wireless technology; yard management.

Witron Integrated Logistics Corp.,

Arlington Heights, IL; www.witron.com

Year founded: 1971; Number of employees: 1,000; Number of food customers: 30

Solution names: Dynamic Picking System (DPS); Order Picking Machinery (OPM); Order Picking System (OPS); Ergonomic—Dynamic Picking System (E-DPS)

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Customer relationship management; data synchronization; demand management; inventory control; warehouse management.

XATA Corp., Minneapolis; www.xata.com

Year founded: 1985; Number of employees: 120; Number of food customers: >80

Solution names: XATANet; OpCenter

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Mobile technology; transportation management; wireless technology.

YRC Logistics, Overland Park, KS;

www.yrclogistics.com

Year founded: 2002; Number of employees: 4,100;

Number of food customers: NA

Solution names: NA

Markets served: Supermarket retailers.

Solutions offered: Inventory control; load planning; routing and scheduling; supply chain management; 3PL; transportation management; warehouse management; yard management.

Zebra Technologies, Vernon Hills, IL; www.zebra.com

Year founded: 1969; Number of employees: 2,400; Number of food customers: NA

Solution names: Zebra Technologies is a leading global provider of rugged and reliable specialty printing solutions, including on-demand thermal bar code label and receipt printers and supplies, plastic card printers, RFID smart label printer/encoders, certified smart media, and digital photo printers

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Solutions offered: Inventory control; mobile technology; RFID; routing and scheduling; security; supply chain management; transportation management; warehouse management; wireless technology; yard management.