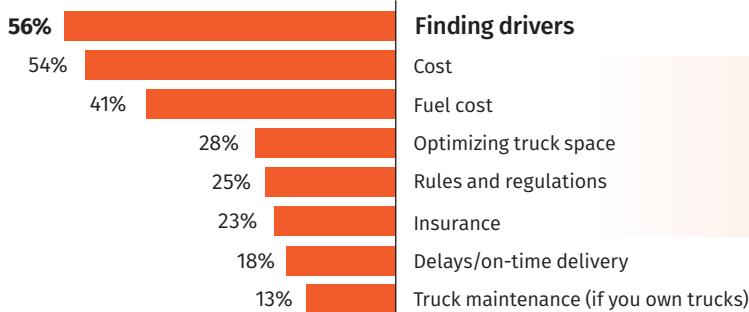
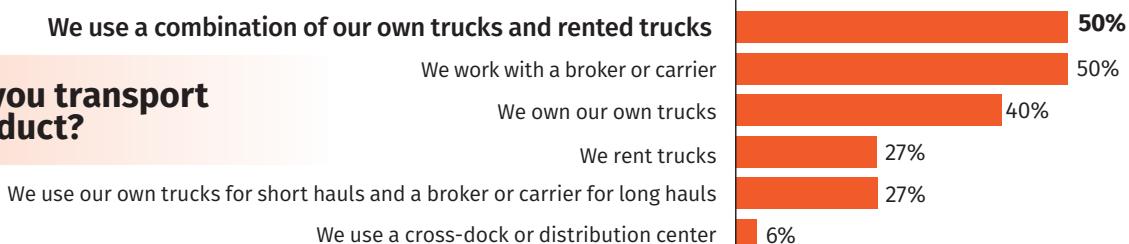


How the Top 100 Growers Face Production Challenges

The largest growers in the country share insights on transportation, logistics, pests, and diseases.

Martin Bergsma - stock.adobe.com

How do you transport your product?



What are your top transportation challenges?

What solutions have you found that worked to address your biggest trucking challenges?

- “We use a system to monitor where the trucks are and dedicate a person to keep in communication with the customers. We use our computer system to organize the racks and shape the customer orders to fill each rack.”
- “On-site fueling station to reduce fuel costs. Working with other growers and industries to improve utilization, especially via backhauls.”
- “We only hire truck drivers with over the road experience. We also make sure that they have a good driver’s record and comply with all of the regulations.”
- “1) Finding freight for drivers when we are not busy. Keeps them loyal to you and increases retention 2) Software investment of mileage optimization, cart pickup tracking, and route completion communication.”
- “Going more into refrigerated trucks so plants arrive on time. Things are more competitive this year after the trucking industry experienced a slump.”
- “We trained in-house workers who are very interested in driving.”
- “Train from within. Keep striving for the best. Cut loose the bad attitudes and crazy, lazy, or rude drivers.”
- “We are considering forming an LLC to pull some liability off of our trucking.”
- “During the spring, we supplement our box trucks with rented trailers. We contract with a local trucking company to provide the tractor and driver. It is expensive, but allows us to move much more product during the peak season.”
- “We have recently converted all deliveries to 53-foot tractor trailers, even local deliveries that were previously done with box trucks. We’ve also determined a clear strategy and mileage radius after which we think it more cost effective to use a brokered truck to deliver our product.”
- “Finding alternate delivery strategies such as cross docking.”
- “Gathering orders further in advance to route more efficiently and fill trucks to 100%.”

Continued ▶



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More solutions that worked to address your biggest trucking challenges:

- “Stay loyal to those who have helped us grow.”
- “Hire a great dispatcher.”
- “Cameras in the trucks have been a game changer.”
- “Capped delivery radius.”
- “H-2A drivers.”
- “Hire a full-time logistics manager.”

Labor (cost, consistent supply, trained employees, management experience, etc.)

Production space management

Weather (hot humid summers, cold winters, etc.)

Planning production numbers accurately

Scheduling (planting, potting, etc.)

Insect control

Quality control

Disease control

Nutrient management

Light levels

81%

43%

30%

29%

22%

17%

14%

13%

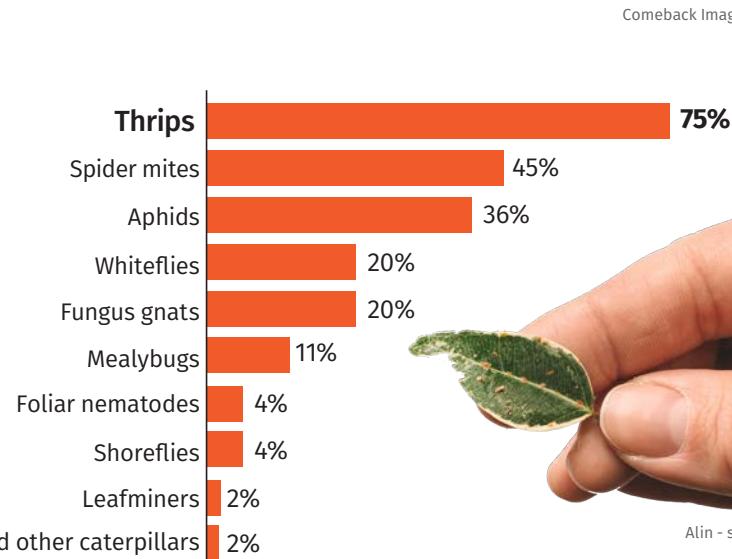
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What are the biggest crop production challenges at your business?

Which insects/pests were a particular problem this past year?

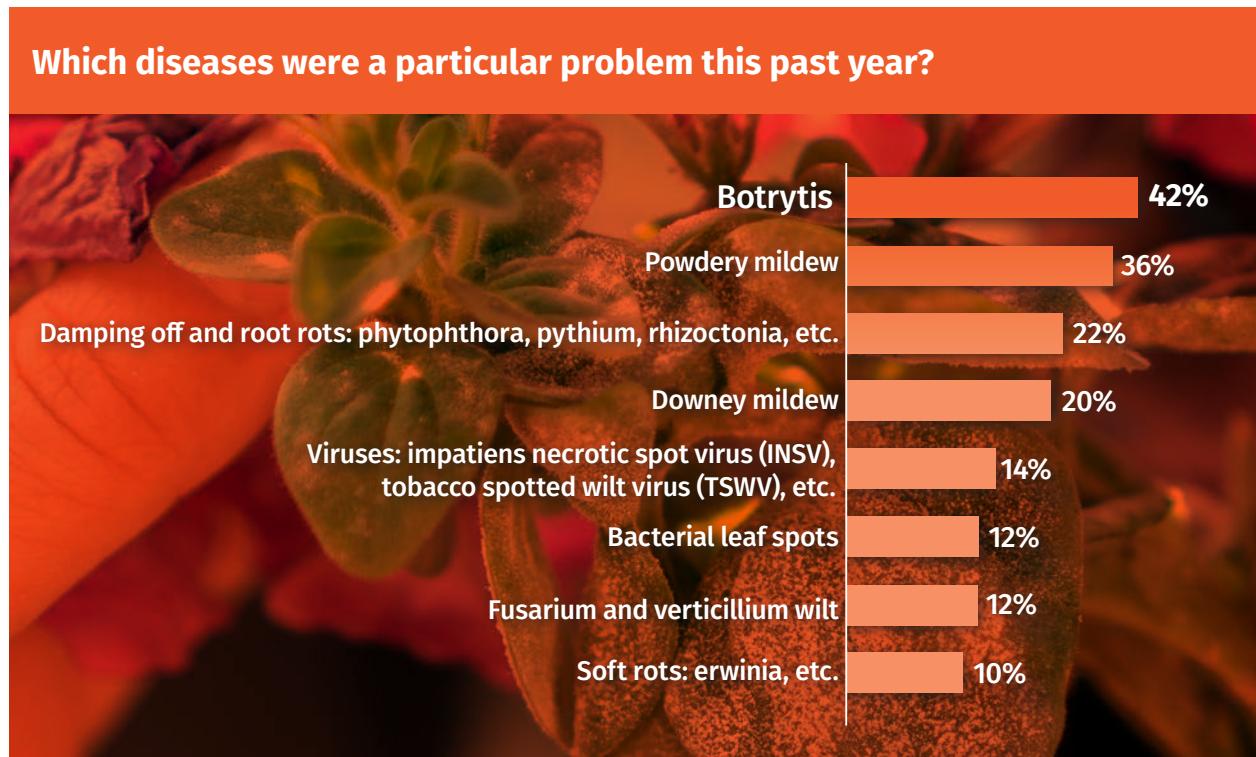
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