

# Superior Bulk Logistics

UNIT4 FINANCIALS UNITES 20+ FEEDER SYSTEMS  
TO ACHIEVE 4% INCREASE IN REVENUE-PER-MILE

Superior Bulk Logistics is a leading provider of bulk truck and transloading services, providing innovative, people-focused solutions and services to customers since 1940.

UNIT4

LOGISTICS



## Vertical Expertise

Unit4 Financials enables organisations to streamline and automate their finance processes, embed best-practice and improve business visibility, compliance and corporate governance.



### VALUE DELIVERED

**\$140,000**  
annual savings  
achieved

**4% increase**  
in revenue  
per-mile

**\$1.2m rise**  
in annual  
operations  
income

“Change is a part of our daily existence and since we installed Unit4 Financials, we can really see the positive financial impact of both small repetitive actions, as well as its impact on major executive decisions.”

*Donna Hudson, Manager of Accounting*



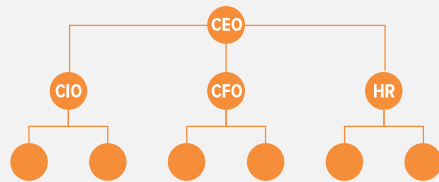
### OPERATES IN

**North America**

Revenue  
**\$260m**

Customer since  
**2011**

No. of employees  
**2000**



## Why did they need to change?



### CHANGE PRESSURES

- Governmental Regulations and Compliance
- Reorganization and Restructuring
- Mergers and Acquisitions
- Business Process Change
- Financial Management-Driven Change



### ROADBLOCKS

Technical problems multiplied when new business lines were added. Logistics, rail-to-truck & handling expansion brought new complexity that demanded improved reporting and accountability.

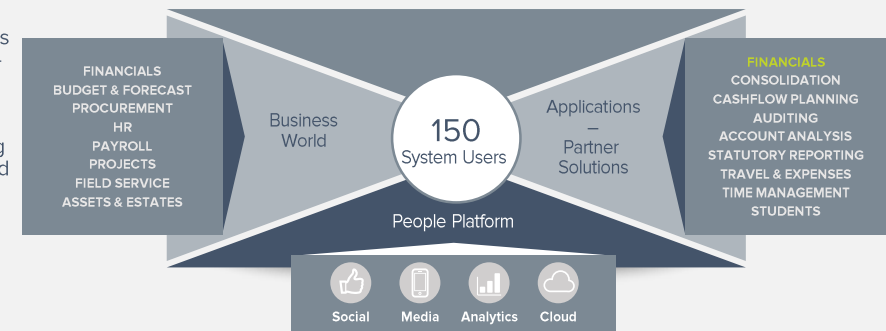


### RISKS

Without an inter-operable consolidation engine to track both financial and nonfinancial data in a single, cohesive system, tracking, consolidating analyzing and reporting on new business and profit drivers would be next to impossible.

## How did Unit4 help?

Unit4 Financials underpins a competitive start-of-the-art software combination that stokes Superior's ability to drive business and profits from emerging profit lines and has helped the company to move forward confidently into a new era of changing circumstances.



## What did we achieve?

### Monetary savings

Financials supported annual savings of \$140,000, increased revenue-per-mile of 4% and a \$1.2m increase in income from operations.

### Improved operations

Labor-intensive manual processes eliminated, financial closure process cut by the equivalent of 6 man-days a month and staff redeployed from dealing with reporting requests.

### Efficiency and governance

Easier identification of higher margin business and a great focus on revenue sources, which contributed to a 0.5% increase in income.