

PREPARED FOR DANONE NORTH AMERICA · 13 US PLANTS

Your yards are the gap in your supply-chain stack. YardFlow fills it.

You run fluid dynamics for a living. Milk comes in, leaves as yogurt, kefir, and creamer — on a clock. The one place the flow still clogs is the yard: paper at the gate, radios in the lot, a driver out of the cab asking where to go. **YardFlow skims that friction out of every yard, the way you skim fat off milk.**

\$48.6M/YR MODELED · 13 US PLANTS **\$3.7M/YR** ADDED MARGIN PER PLANT **3.2 MO** PAYBACK, BEFORE ROLLOUT COMPLETES

THE GAP

Your TMS runs the road. Your WMS runs the building. Nothing runs the yards.

Every tier of the stack has a system of record — except the 40 acres of asphalt where the road meets the building. **That gap is where turns stall, detention starts, and capacity hides.**

TMS

RUNS THE ROAD

YardFlow · YNS

RUNS THE YARDS

The yard, today

PAPER · RADIOS · GUESSWORK

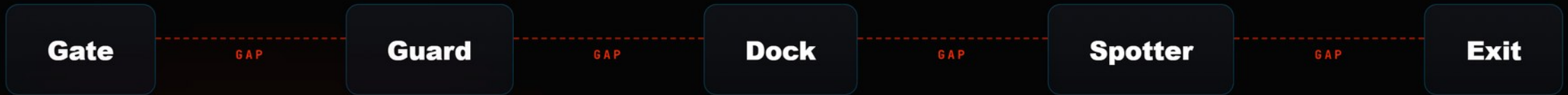
WMS

RUNS THE BUILDING

THE PROBLEM

Every yard "does it their own way." That is not strategy. **That is drift.**

Walk any two of your plants and you hear the same line: *our yard is different*. It is not. Same trucks, same trailers, same moves. What differs is **the workaround each site improvised**, hardened into a process nobody chose. Legacy YMS only ever reached your biggest plant. **The rest run on a guess.**



One yard, five handoffs. **The lost time lives in the gaps.** Now multiply it across 13 plants, each running its own version. YardFlow runs the whole network as one chain.

× 13 plants

13 MAPPED IN THE US

Every tier of your stack runs on live data. The yards never got the upgrade.

It is 2026, and your TMS, WMS, and ERP all run live. Fix the yards and **the capacity you could not see starts to surface** — more loads out the same doors.

\$50–100/hr

Detention starts at hour two

And runs until the trailer clears. Every stalled turn is a meter running.

Carriers

now pick their shippers

Yards that burn a driver's afternoon lose you the good ones — and spot rates are climbing again.

Shrink

For fresh dairy, the clock is unforgiving

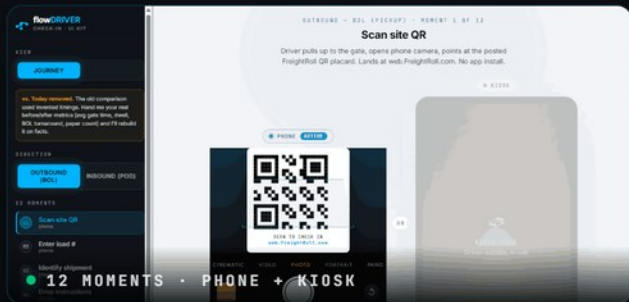
A reefer your yards lose today is shrink this week.

A new layer of your stack, between the TMS and the WMS.

Every yard runs the same three jobs: check the driver in, place the trailer, turn the load. The YNS runs all three across every site on one standard. Think EZ-Pass at the gate, air-traffic control for your trailers.

flowDRIVER

The driver journey, standardized at every plant. Pulls the paper and radio out of check-in and keeps the driver in the truck.



- No paper, no radios
- No app to install
- SMS dock + seal dispatch

flowGATE

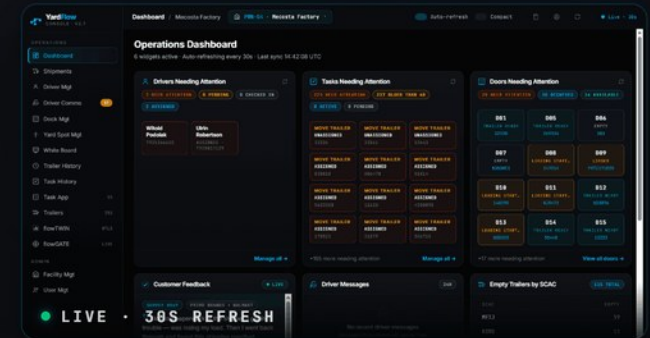
Cameras read the tractor and chassis at the gate and update the console on their own. EZ-Pass for trucks.



- No human in the loop
- Machine-verified entry + exit
- Every event timestamped

flowTWIN

The operator console — a modern YMS the gate and the driver journey both feed. Every trailer on one live map.



- One live trailer map
- Not an '80s system you wrestle
- Air-traffic control for trailers

No company had ever put its whole yard network on one system. **Primo just did.**

Primo Brands committed all ~260 of its sites to the Yard Network System — a national network standardizing every yard on one protocol instead of one flagship at a time. Live at 24 sites today, rolling to the rest. **Danone would be the first fresh-dairy network to do it.**

~260

Sites committed — a first

EVERY YARD · ONE PROTOCOL · LEGACY PINC RETIRED

48 → 24

Minute drop-and-hook turn

CUT IN HALF WHERE YARDFLOW RUNS · MEASURED

+5%

More shipments on flat dock-office headcount

AVERAGE AT THE 24 LIVE SITES VS. SITES WITHOUT · SOME NEAR +10%

*"Your software enabled us to **take on additional volume while remaining headcount neutral in the dock office.** That was an integral part of our strategy, and it has been proven."*

MICHAEL SHADDER · OPERATIONS LEADERSHIP · PRIMO BRANDS

THE PROOF · ALREADY AT SCALE · PRIMO BRANDS

You already know the brands. They run on one yard network.

Primo Brands operates the household water names below. The Yard Network System runs the yards behind every one, live today and rolling to roughly 260 sites.



YARDFLOW · PROOF AT SCALE

THE PRIMO PORTFOLIO

The minutes aren't the prize. The extra truckloads are.

Killing yard friction is the mechanism, not the value. The value is what the recovered time becomes when customers demand it: **cut turns 20%, and the same docks ship ~5% more yogurt — no added headcount, no new concrete.**

48→24 min

The mechanism · drop-and-hook turn cut in half at Primo

MEASURED

+5%

The conversion · more product out the same docks when demand calls

ON THE FOOTPRINT YOU OWN

\$48.6M/yr

The value · throughput converted to truckloads, plus avoided detention and freed dock hours

MODELED · 13 US PLANTS

SCENARIO	PAYBACK	MONTHLY IRR
Paper-only savings <small>conservative floor</small>	21.4 mo	2.05%
Hard savings	7.5 mo	21.67%
Full modeled value	3.2 mo	138.67%

Measured at Primo: turns 48 → 24 → 5% more shipments on average at the 24 live sites vs. those without ≈ a very conservative \$1M+ added contribution margin per live site — some facilities now ship close to 10% more than before YardFlow. Your 13 are modeled the same way, at a conservative \$2,500-a-load dairy margin: time is monetized only when it converts to loads. 8 of 13 already run drop yards, where the win lands hardest. Monthly IRR from monthly cash flows net of subscription, 24-month horizon.

We already mapped all 13 plants from satellite.



8/13 Already run drop yards

Where the 48 → 24 minute drop-and-hook win lands hardest.

8/13 Gated with a guard or booth

flowGATE automates the check-in step end to end.

6/13 Long entry drives where queues build

Pre-arrival check-in keeps the queue off the road.

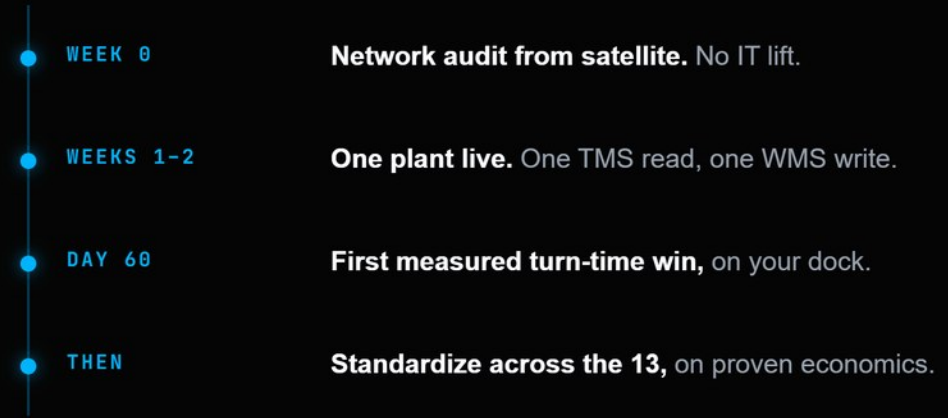
13/13 US plants mapped

Handoff costs surfaced per site · where the standard lands first.

A new layer, not a new migration.

YardFlow runs in the yard and talks to the systems you already have. **Your TMS and WMS stay the systems of record. Nobody is ripping anything out.** Built for enterprise infosec review — scoped to yard operations, not your ERP of record.

IN THE YARD	flowDRIVER + flowGATE run on YardFlow. Nothing changes on the plant floor.
READS	Your TMS appointments, over standard API or EDI.
WRITES	Gate and turn events back to your WMS, so dock and inventory stay current.
IT LIFT	One connection per system. No rip-and-replace, no platform migration.



EASY · THE FIRST STEP RISKS NOTHING

Start at one plant. Measure the turn.

1

Pull the paper

Nothing gets ripped out. One plant, paper and radios out of the driver journey.

2

Measure the turn

30 to 60 days on your own dock — the same metric Primo cut from 48 to 24.

3

Roll the standard

The same protocol across the 13, on economics a legacy YMS never allowed.

[Book the 30-minute audit →](#)

[See the 13-plant model](#)