



spotlight

TRANSPORTATION

COBB TRANSPORTATION - PROFESSIONAL, RELIABLE, COMMITTED

Striving for perfection in delivering chicks in first-class condition to any location around the globe is the goal of transportation.

3:30 am. While most people are sleeping, Cobb chick delivery drivers Terry Carr and Roger Gatewood have just finished their first task of the day at Siloam Springs, Arkansas. They've been washing and disinfecting their delivery truck and are now preparing to load the next order. This is a 'short run', a delivery due at the customer's meeting location in four hours and then on to the farms for placement early that day to give the day-old chicks the most time to find feed and water in the critical first 24 hours of life.

'The primary focus is always to satisfy the customer.'

Many people with more normal jobs have early hours too, but these drivers have just returned from a 'long run', unloaded the empty chick boxes, cleaned and disinfected the vehicle, loaded, and will start out again without even seeing their family, who may be only a few miles away.



Chick quality is how we are first judged.

This kind of dedicated professionalism is normal for the many drivers and equipment operators involved in transporting feed, hatching eggs, chicks and birds from depleted breeding flocks. The primary focus is always to satisfy the customer, whether this is a company using Cobb

breeding stock or to meet the internal needs within the Cobb organization. A modern, well maintained vehicle that is kept clean and in good operating condition is the routine in the transportation team.

Jim Gottspomer, United States transportation manager, is responsible for the Cobb fleet of trucks and the 85 drivers operating 70 vehicles which travel 5.7 million miles in a year. Derrel Seabolt, transportation coordinator in Georgia, handles scheduling of loads and directing the trucks that operate in Cobb's Southeastern US region.

Terry Carr disinfecting truck before loading.



Biosecurity is essential with these drivers, as they travel to farms, company facilities and customers over a wide area. Preventing the spread of disease is a top priority. Each area of transportation has its own unique set of requirements - all designed to protect the health of the birds, both for Cobb internally and the customers who purchase the breeding stock.

FEED HAUL – Biosecurity strictly routine

Each week 1400 tons of feed are delivered. Sixty tractor trailer loads. Five drivers deliver it all, with the shortest haul eight miles from the feed mill. The longest haul is an eight-hour trip, one way. To maintain production, birds need to eat every day regardless of the outside weather and road conditions - so missing a delivery is just not an option. This is what is routinely asked of the feed haul drivers - deliver



Disinfecting truck on entry to Siloam Springs feed mill.

the quantity and quality of feed demanded by Cobb for breeding stock in the field.

Under the guidance of Merrill Bishop, the Siloam Springs feed mill manager, and Chuck Farmer, assistant manager, each driver is dedicated to certain farms, delivering to those farms as needed - normally once per week. The drivers at the Siloam Springs location have experience ranging from 5 to 25 years.

'Biosecurity is essential with the drivers. Preventing the spread of disease is a top priority.'

Left, Chuckey Rushing, feed truck driver for North Carolina Production, leaving for a delivery. Below, feed on route.



“We just do not have driver turnover,” says Merrill Bishop. “We have feed reclaim where we pick up excess feed, if needed, normally not more than one-half day per week. One driver is dedicated to the longer runs, and normally makes one trip per day. The remaining delivery workload is shared by our other drivers in the team.”

A high level of biosecurity is strictly routine for each driver. The truck tires and wheels are washed and disinfected on arrival at each farm. Even though the drivers do not enter the houses or have any bird contact, they put on clean coveralls and boots before entering the farm area.



Transporting eggs between Arkansas and Georgia facilities, and below, from farm to hatchery.

On returning to the mill, each truck passes through a disinfection building to avoid inadvertently tracking disease to the mill itself, or on to another farm.

HATCHING EGG PICKUP AND TRANSPORT – Logistical challenge

With nine hatcheries and several hundred farms in five states supporting many different lines of breeding stock, getting the correct eggs from the farm to the appropriate hatchery is sometimes a logistical challenge of the highest order. Specially equipped egg pickup and transport trucks move the eggs and hatching buggies to the right place at the designated time. For example, two trips per week are made between the Arkansas and Georgia locations to ensure that the eggs are delivered to the right hatchery to meet the particular needs of customers.

Terry Lynch loading eggs at a grandparent farm.



CHICK DELIVERY – from one to 1900 miles

Are the chicks OK? A chick delivery originating in the United States may be as short as one mile only a few minutes from the hatchery or as long as 1,900 miles requiring many hours on the road. The volume of chicks per delivery can range from several hundred to over 75,000.

Temperatures outside can rise above 100°F (38°C) and fall as low as -20°F (-29°C). Yet, through all these extremes, the



Randy Stilwell checking paperwork before departure.



Terry Carr (in truck) finalizing paperwork with Victor White from Simmons Foods after a chick delivery

chicks remain inside the custom designed, climate-controlled van trailer at a comfortable temperature with plenty of air exchange to keep them active and healthy. On-board power units supply the energy needed to keep the ventilation equipment operating non-stop.



Ready to leave the Fayetteville hatchery for a delivery in Mississippi.



US Department of Transportation training for long-haul drivers.

There are even two electrical generators on board, each capable of powering the full load in case one unit fails. Training on the use and maintenance of these units is regularly provided to the drivers by the manufacturer. Delivering a live product places additional responsibility on the driver of ensuring the chicks are in a good environment

'The responsibility is on the driver to achieve perfect order status for a successful delivery.'

and condition throughout the journey to achieve 'perfect order' status for a successful delivery.



Megan Freeman and Kevin Philpot examining trip records.

SUPPORT – Driving team top rated

'The job isn't over until the paperwork is done.' This couldn't apply any better than in the transportation department. With the fleet delivering in several states and Canada, the US Department of Transportation (DOT) keeps a close watch on all commercial vehicles. Safety, driving time regulations, traffic violations, vehicle inspections, logbook information required to document trip activities, driver health status - all of these items come under the constant scrutiny of the DOT officials.

The considerable record keeping and driver training for all of this is the responsibility of Megan Freeman, fleet safety manager, along with Kevin Philpott and Jill Alderman, transportation clerks in Arkansas and Georgia. Even with all these requirements, the Cobb driving team is rated in the top quarter for similar sized companies. "Cobb has a good safety record and a great group of professional drivers," says Megan Freeman.

'The job isn't over until the paperwork is done.'

INTERNATIONAL

Brazil – 'Company trusts me with its most important product'

The CVB Transportation Department is managed by Marcio Hernandez, assisted by the transportation and logistics analyst, Lucas de Lima Naliati, and Antonio Zumpano, who is in charge of genetic security.

All parent stock is delivered by a contract company, Globoaves, which is also a parent customer of Cobb. The dedication of the department is best summed up by Globoaves driver Roberto Jorge Maciel: "I like everything I



Reinaldo Rocha Lima loading parent stock chicks for a delivery in São Paulo state, Brazil.

'The company is very strict but treats everyone with respect.'

do, especially working for a company that is very strict but treats everyone with respect. It is a big responsibility, because the company trusts me with its most important product."



Brazilian drivers ready to deliver grandparent chicks.

The grandparent chicks are delivered by Cobb vehicles and drivers to locations within Brazil and Argentina, and by plane to other South American countries. The trucks are equipped with a monitoring system based on GPS technology. This system is able to give the logistics manager several parameters of the truck and its load from the moment the cargo doors are closed until arrival at the destination when the doors are opened again. It gives information whether the truck is stopped, moving, its speed and if any of the doors are open.

To assure that the birds are comfortable, the system also monitors the external and internal temperature, humidity and the performance of the



Rodney Morrow loading hatching eggs for Kentucky.

truck temperature control system. It also allows Cobb to contact the driver any time during the trip through the use of a pager located in the cabin by simply sending a text asking for contact back to the office.

Cobb Europe – Delivery times dictated by international flight schedules

The international scope of chick delivery is typified by the transportation regime followed in the UK by Cobb Europe.

The job responsibility for chick vehicle driver Iain Bolton revolves around the two 18-tonne vehicles that deliver chicks from the Elsing Lane hatchery to airports in the UK and mainland Europe.

'Drivers respond to a range of delivery times dictated by international flight times.'

Each vehicle can hold up to 40,000 chicks. Step inside the cab and you'll realize just how much control Iain has over the environment in which the chicks travel.

Readings from the many temperature sensors located at different points in the load show up in the cab and the driver is able to vary the temperature by one tenth of a degree at a time. The air quality has to be right, with six exhaust outlets in the floor of the vehicle controlling the air flow - two for recirculation and four for providing fresh air.

Drivers have to respond to a wide range of delivery times dictated by international flight schedules. Vehicle movements are tracked by satellite navigation, a requirement of European Union for all animal transport lasting more than eight hours. The route is also planned by satellite navigation which takes into account road and bridge weight and height restrictions. The tachograph that records speeds, distances travelled and the hours worked by a driver is one capable of being understood in five languages.



Iain Bolton securing the first row of chick boxes.

Many of the long distance flights to customers in Europe, the Middle East and Africa depart from Schiphol Airport at Amsterdam in the Netherlands, one of the best equipped international airports to handle live cargo.

'We are perfecting safe transport of Cobb products to customers worldwide.'

At the airport the chicks are kept in a controlled environment during preparation of the pallets and while awaiting movement to the aircraft loading area and up into the aircraft on a high loader. The position of each load of chicks within the aircraft is carefully planned, with power drive units fitted to the floor moving each pallet along to its pre-arranged place.

It is the precise, well planned teamwork that gets the feed, eggs, and chicks moved and delivered to where they are needed, safely and on time. The absolute end goal of everyone is for the day-old chicks to arrive on the customer's farm in primary condition, whatever the location in the world.

With so many Cobb production facilities worldwide and customers in over 100 countries, the job of coordinating all of these activities is sometimes an intimidating task. Trucks



Leaving the Elsing Lane hatchery in England.

and aircraft depart all hours around the clock, making particular demands on hatchery and transport teams, everyday.

Much of the success of daily delivery clearly rests on the commitment, organization and character of the Cobb transportation team. This professional approach is best summed up by transportation's core purpose which is voiced by manager, Jim Gottsponer: "We are perfecting the safe transport of our Cobb products to our customers worldwide."



Loading chicks at Amsterdam for delivery to Turkey.

Cobb-Vantress Inc. PO Box 1030, Siloam Springs, Arkansas 72761, US. Tel: +1 479 524 3166. Email: info@cobb-vantress.com
Cobb Europe Ltd Oyster House, Severalls Lane, Colchester Essex CO4 9PD, UK Tel: +44 1206 835835. Email: info@cobb-europe.com
Cobb-Vantress Brasil, Ltda. Rodovia Assis Chateaubriand, Km 10, Cep: 15110-970/Caixa Postal 2, Guapiaçu-SP-Brasil.
Tel: +55 (17)3267 9999. Email: cobb.info@cobb-vantress.com
Cobb-Vantress Philippines Inc. 5/F 8101 Pearl Plaza, Pearl Drive, Ortigas Center, Pasig City, Philippines. Tel: +63 2 634 3590

