

Libby's Case Study

"Thanks to Helios AI's platform, we were able to predict an increase in mandarin prices six weeks before the market and buy a year's worth supply from our partners - saving us 15%!"

Chris Derosé
President, Libby's



Helios supports Libby's across its **global supply chain...**

Background and Challenge

Libby's, a leading brand known for its canned fruits and vegetables, has been a trusted name in the food industry for over 150 years.

With a commitment to deliver high-quality products, Libby's faced challenges in consistently sourcing fruits and vegetables amid changing climate patterns.

As the global food supply chain becomes increasingly volatile, Libby's procurement team partnered with Helios to leverage our predictive tools and forecasts to ensure a stable supply of products – at a reasonable price.

What happened?

Libby's received our August 2024 report which forecasted significant rainfall in China for mandarins. They were trying to decide how much supply they should purchase (1 year's worth or much less) as well as when they should purchase – to buy early/now due to the risk, or in a few months, when they would require a purchase regardless of pricing.

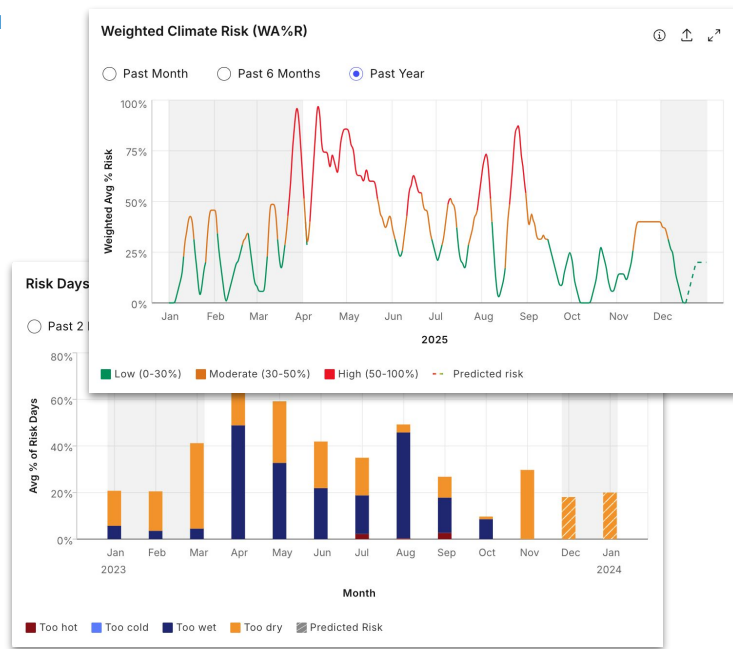


...and helps it surface climate risks before they impact its bottom line

Leveraging ComodiTrack™

Libby's procurement team then verified the climate risk on their custom ComodiTrack™ dashboard.

They wanted to better understand the severity of the climate risk and exactly which regions in China were going to be impacted.



How Libby's saved 15%

Once they confirmed the risk, they knew that the rainfall would impact the overall harvest and likely increase prices.

They used this information to purchase 12 months of their Chinese mandarin supply, earlier than they had originally planned.

Six weeks later, when they would have purchased, the price of mandarins had gone up by 15%.