

## Valspar and Weber Collaborate to Improve Service to West Coast Customers

### SITUATION

Valspar, the world's 6th largest paint and coatings company, wanted to improve the quality of its product fulfillment operation. The company sought a new logistics partner with chemical experience and chose Weber Logistics to distribute products in the critical West Coast market.



### KEYS TO SUCCESS

- **Rapid Replenishment.** Valspar customers appreciate having a local distribution source for fast delivery or same-day pick up of orders.
- **Compliant chemical warehouse.** Valspar shares space and overhead costs with dozens of other chemical companies within Weber's dedicated chemical warehouse in LA. The 300,000-sq-ft facility meets all local, state and federal requirements for chemical distribution.
- **Precise inventory management.** Trained staff leverage Weber's full-featured WMS to manage exacting inventory management procedures.
- **Collaborative partnership.** Regular meetings between the Weber and Valspar operations and customer service teams promote open communication and early, proactive issue resolution.

### ACCOUNT CHARACTERISTICS

- 14,000 cases shipped per month
- Variety of sizes handled, from totes to pint containers
- On-site customer provides daily shipping manifest

### RESULTS

The Weber and Valspar teams work well together, and that translates into consistent execution of accurate, on-time order delivery.

**Alberto Gonzales**  
*West Coast Supply Chain/Operations Manager*