

Flint Group Enlists Weber Logistics' Chemical Expertise for West Region Distribution of Ink Products

SITUATION

Flint Group is a multi-billion dollar supplier of printing inks and colorants, with 170 worldwide locations. A key market for the company is the western U.S., where they supply print shops, paper companies and product packaging operations. Since a portion of the Flint Group's products are flammable and combustible, the company sought a Los Angeles-area distribution partner that could quickly fulfill west region orders (CA, AZ, NV, OR, WA) and also ensure compliance with California's chemical storage and shipment regulations.

ACCOUNT CHARACTERISTICS

- 132 SKUs
- Liquids and powders stored in cases, pails, drums and totes
- Order size ranges from one case to 10,000-pound shipments

KEYS TO SUCCESS

- **Exacting controls for chemical storage.** Inventory is segregated in a flammables room with in-rack sprinklers, 4-hour firewalls, and all necessary requirements for compliant chemical storage. All material handling equipment is EE-rated.
- **Web visibility to real-time inventory levels.** Flint Group staff monitors inventory closely to minimize stock, while still fulfilling 100% of customer orders.
- **Convenient location.** Weber's LA County chemical warehouse enables rapid fulfillment of orders and convenient will-call service for local customers.
- **Informed, responsive customer service.** Trained CSRs address customer questions quickly and professionally as Flint Group's "face to the customer" for distribution-related issues.

RESULTS

“Weber Logistics has earned our trust with a long record of consistent, quality performance in distributing our product in the western U.S. When an order hits Weber's system, we know it will be fulfilled accurately and efficiently. They take the worry out of distribution, and that's ultimately the reason our partnership has spanned more than 20 years.”

Jeff Ostrowski
Procurement Director for Logistics