

A Leading Basic Apparel Supplier Relies on Weber to Serve West Region Customers

SITUATION

Gildan is a leading supplier of quality branded basic family apparel, including T-shirts, fleece and sport shirts. The company's commercial customers include a large base of screen printers in Southern California, so Gildan sought a full-service logistics partner in the region to manage logistics and improve service to West Coast customers. Gildan relies on Weber Logistics since 2009 to execute and integrate the following services:

- drayage from the Port of Long Beach
- receiving and palletizing of inbound freight
- inventory management and order fulfillment
- outbound delivery



ACCOUNT CHARACTERISTICS

- 800+ SKUs
- 100% case ship, with lot control per case
- 2-shift operation
- 30% of business is will-call
- Many urgent and same day shipments

KEYS TO SUCCESS

- **Drayage cost reduction.** Inventory was moved from Redlands, CA to a Weber facility in the LA Basin, significantly reducing drayage costs. The move put product very close to the majority of Gildan's customers in LA and Orange Counties. All containers are moved off port at night, avoiding PierPass charges at the Port for moves during peak hours.
- **Integration of multiple logistics services.** Weber is Gildan's single-source partner for distribution to its West Coast commercial buyers, from port to final delivery. This allows Weber to respond quickly to rush orders, such as those for which inventory is still on the water. Weber can identify the hot containers, pull them off as soon as possible upon arrival, and haul them to the warehouse for immediate processing.
- **Close-knit team.** A tight working relationship exists between Weber and Gildan staff. Interactions are frequent and Weber and Gildan employees think and act like a single, integrated team. This ensures fast, proactive resolution to any and all challenges. Weber also maintains close working relationships with Gildan's West Coast customers.
- **Visibility.** Weber scans every case on the outbound, giving Gildan complete visibility to order and shipment status, via the web, for every case that ships.

RESULTS

“Weber has a superb knowledge of our business, our products and our customers. They have proven to be a true business partner at all levels of the organization. By going the extra mile, Weber makes us feel our business is important.”

Faye Sobers
Manager of Operations
Gildan SRL