

## AIRLINE SUPPLY CHAIN SERVICE PROVIDER TURNS TO WEBER FOR INTEGRATED SUPPLY CHAIN SOLUTION

### SITUATION

Pourshins provides airlines with the daily food and other supplies available to passengers. Their products include just about everything that goes on the plane, from napkins and headphones to filet mignon and merlot. To handle such a wide-ranging, multi-temperature supply chain, Pourshins turned to Weber Logistics to handle warehousing, airport delivery and export preparation on the West Coast. What began as an ambient-warehousing-only project in 2011 has flourished into a fully-integrated logistics solution.

### KEYS TO SUCCESS

- **Integrated cold chain management.** Weber's multi-temp warehousing and transportation capabilities ensure that Pourshins' products stay within spec throughout the distribution cycle.
- **Inventory management.** Weber's robust inventory management system captures all key product specs (e.g., lot codes, expiration dates, weight, dimensions, group allocations) and provides daily inventory reports that are fully customized for Pourshins.
- **Customized pick and pack.** Weber routinely optimizes its pick paths to support Pourshins operations and builds pallets to precise Pourshins specs.



### ACCOUNT CHARACTERISTICS

- California warehouse with four temperature zones
- Temp-controlled transportation fleet
- Between 200 and 500 orders per week with seasonal fluctuations
- 80% case pick
- 1,000 SKUs

- **Proactive lines of communication.** Weekly meetings serve to optimize performance, while quarterly business reviews proactively align capabilities for future growth.
- **Network support.** With one of the largest warehousing operations in the Pourshins network, Weber can allocate products to the rest of the network as needed.

### RESULTS

“The long-standing positive relationship between Weber and Pourshins speaks to the willingness of both companies to continue to look forward and stay fresh.”

Robert W. Mason  
Director, Service Delivery