

Case Study

Global logistics firm taps SalSon's warehousing expertise

One of the world's largest 4PL logistics companies was unhappy with the service of a warehousing partner near the port. SalSon entered the picture in 2010 and has been getting the job done ever since.



CHALLENGE

A global logistics firm needed a warehousing solution near Port Newark for a large beverage customer importing containers from Europe. The company's previous partner struggled to turn containers quickly and there were ongoing loss prevention issues. They needed a flexible partner not encumbered by restrictive union policies.

SalSon Logistics stepped in and was able to offer 150,000 square feet of food-grade storage space, with maximum space and labor flexibility for changing volume demands.

SOLUTION

Key elements of the SalSon solution include:

→ **SPEED** *SalSon unloads containers and returns them to port in 48 hours or less, eliminating detention charges. It helps that our campus is less than a mile from the port.*

→ **FLEXIBILITY** *SalSon can remain open 24 hours a day, 7 days a week – whatever is needed to meet this customer's needs. Storage costs flex up and down based on monthly volumes.*

→ **FOOD-GRADE SPACE** *SalSon's FDA-compliant warehouse receives superior ratings from AIB International for cleanliness and food safety. An RF-enabled warehouse management system drives high levels of accuracy and productivity and can manage any stock rotation protocol.*

→ **INTEGRATED WAREHOUSING & TRANSPORTATION** *SalSon's fleet delivers daily to retailers and distributors throughout the Northeast, giving our logistics customer a reliable, single-source partner for both storage and delivery.*

RESULTS

SalSon helped this global logistics firm regain the confidence of its beverage customer with:

- *A flawless loss prevention record*
- *A track record of meeting all client SLAs for operational performance*
- *Timely processing of inbound containers*
- *A can-do attitude and an ability to flex to meet any unexpected requirement*

The partnership that started in 2010 continues today, stronger than ever.



888.432.4020 | SalSon.com