



BELOVED CANDY MAKER TURNS TO WEBER FOR AGILE DISTRIBUTION FROM THE WEST COAST

SITUATION

Storck is a leading confectionery manufacturer whose candy brands, including Werther's Original and Riesen, are loved around the world. Since 2011, Storck has relied on Weber Logistics for integrated drayage, warehousing and final delivery services in the Western US. Weber's retail and grocery distribution expertise, along with its truck fleet and network of warehouses, help ensure that Storck's candy products continue to be enjoyed by generations of Americans.

ACCOUNT CHARACTERISTICS

- Integrated temp-controlled operations (52° F): drayage from Port of Oakland; warehousing in Weber's Stockton, CA facility; 100% of Western LTL distribution
- Average over 325 retail grocery orders per month
- 182,000 cases shipped per month
- Pallet orders inbound, with pallet and case shipments outbound

KEYS TO SUCCESS

- **Agile solutions.** When ocean shipping challenges resulted in over 200 of Storck's containers arriving at the port within just a few months, Weber's drayage operation received the containers and unloaded product into reefer trailers until warehouse space became available. These quick adjustments of drayage and warehousing operations saved Storck tens of thousands of dollars in potential demurrage charges.
- **Retail and grocery expertise.** Weber handles confectionery distribution on the West Coast for many of the world's top candy brands. Its standing appointments with top retail and grocery chains, along with its vendor compliance expertise, provides Storck with smooth distribution operations across the Western US.
- **Integrated cold chain logistics.** Weber's ability to provide refrigerated drayage, warehousing, and final delivery ensures that Storck's cold chain protocols are maintained from port to retail shelf. Our commitment to

product safety protects the quality and integrity of confectionery goods, while minimizing costly returns, claims and damages.

- **Freight consolidation capabilities.** Weber combines Storck's products with products of other Weber customers on LTL deliveries to the same retailer or grocery DCs. This 'share-the-ride' approach reduces costs, gets products to customers faster, and keeps retailers and grocers happy because they deal with fewer deliveries.
- **Frequent communication.** From key operations stakeholders to in-house IT experts, Weber and Storck teams meet regularly to analyze data and implement strategic initiatives.

RESULTS

"Weber is a very dependable partner, with open and thorough communication. With Weber, we enjoy a true strategic partnership that makes our West Coast supply chain run smoothly."

David Bader
Senior Manager – Logistics