

## LINDT & SPRÜNGLI TURNS TO WEBER FOR TEMP-CONTROLLED POOL DISTRIBUTION AND OTHER ASSET-BASED TRANSPORTATION

### SITUATION

Lindt & Sprüngli (North America), Inc. (LSNA) partnered with Weber Logistics to handle a variety of transportation services on the West Coast. This maker of premium chocolate products needed a solution for temperature-controlled pool distribution throughout the region, including the Pacific Northwest, and was challenged to serve a diverse range of customers (in terms of both size and geography) with the same high standard of customer service. Weber has risen to the occasion, not only handling West Coast pool distribution, but several other transportation services – all while maintaining white-glove service for all LSNA customers, large and small.



### KEYS TO SUCCESS

- **Full range of transportation capabilities.** This includes full truckload, less-than-truckload (LTL), truckload stop-offs and pool distribution for LSNA throughout the West Coast.
- **Temperature-controlled.** The cold chain is maintained with temp-controlled trailers, warehouses and loading docks to keep LSNA products within desired temperature ranges at all times.
- **Ability to handle challenging deliveries.** This includes specialized deliveries for Disneyland, receivers on the Las Vegas Strip and in downtown San Francisco (e.g., Ghirardelli Square), and other unique West Coast delivery points.
- **Frequent and open communication.** Regular communication between Weber and LSNA helps adapt to the changing needs of receivers in real-time.
- **Drop-trailer services.** Weber's drop trailer service gives LSNA's distribution center the flexibility to load on its own schedule.

### ACCOUNT CHARACTERISTICS

- Weber handles 40 truckload and 200 LTL shipments for LSNA each month – an average of over 750,000 lbs of product
- Weber coverage area for LSNA: CA, WA, NV, AZ, OR
- Weber provides transportation of LSNA product to large grocery chains, pharmacies, big box retailers, and other stores, along with shipments between the manufacturing plant and the LSNA DC.

### RESULTS



**Weber has been able to provide asset transportation solutions for LSNA on the West Coast for multiple shipment types, with multiple customers. We see Weber not only as a transportation provider, but a key supply chain partner.**



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