



straight to the POINT

Global Manufacturer Wins The West with VTC.

Ventura Transfer Company is known in the industry as a company that will do whatever it takes to get the job done – safely, correctly and quickly. They have a long history of developing creative, innovative, out-of-the-box solutions for their customers and welcome the opportunity to take on the tough jobs.

SITUATION >>>

Because of this reputation, Asahi Kasei Corporation, one of VTC's long-time customers, came to them with an exciting, yet imposing challenge. This large manufacturer of plastics and resins had an opportunity to supply product to a company on the West Coast and needed a cost-effective method for quickly moving the product from the Midwest to California.



A solution that was
JUST IN TIME

VTC has the superior personnel, facilities and expertise to excel in both transloading and warehousing services. Asahi Kasei, this meant that they could provide same-day delivery to customers on the West Coast—even though their facility is located in the Midwest.

See Just In Time inside>

For more than 135 years, VTC has built a reputation as a company that can be counted on to meet any and every challenge. Tight deadlines, tough challenges and satisfied customers are all in a day's work for VTC's dedicated, detail-focused people. They view this project as another affirmation of their commitment to their customers, constant communication, and to the protection of their people and the environment.



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CHALLENGE >>>

The California client's demands were high. Given the competitiveness of the industry, it was critical that Asahi Kasei be able to meet those demands. The client required that product be delivered on demand, which meant same-day service. Using conventional over-road trucking for moving product cross-country would not only be costly but could never be done fast enough. Additionally, Asahi Kasei did not have the means to store large amounts of product at its manufacturing facility in the Midwest. As anticipated, VTC was able to present them with a solution that would be cost efficient and meet every one of their needs.

VTC CUSTOMIZED SOLUTIONS

As Diana Cuesta, Marketing Manager at Ventura Transfer Company, recalls, "It was vital that we find a way to quickly and efficiently move bulk product to the West Coast, warehouse it, and then transload and deliver it in the shortest amount of time possible." Living up to its reputation as a provider of workable solutions, VTC developed a multi-modal plan that would allow the customer to send bulk product to VTC by rail for storage and just-in-time delivery by truck.

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<<< **SOLUTION**

The solution, which is ongoing today, involves Asahi Kasei shipping product by rail in Gaylord boxes to a warehouse located on-site at VTC. The warehousing facility is well suited to efficiently store a variety of materials. VTC's pneumatic trailers are used to extract the product from the boxes. With on-board air compression, this specialized technology allows the product to be vacuumed from the boxes directly into the trailers, minimizing spillage, waste, and contamination. The product is then driven to the customer site, where it is moved into silos. The loading process takes about 45 minutes, enabling same-day deliveries.

As the material leaves the warehouse, Asahi Kasei is notified as to quantity and type in order to facilitate the replenishment of inventory. It is a process akin to JIT manufacturing protocols—stressing accuracy, timeliness and a dedication to thorough, constant communication. As described by VTC's President Brian Oken: "We have dedicated and highly trained people in place who are backed by state-of-the-art equipment to make the process of receiving, warehousing and delivery quick, accurate and efficient."

VTC delivers
JUST IN TIME



JUST IN TIME TRANSLOADING

Product is transported cross-country inexpensively by rail and transferred to VTC's storage warehouse for on demand delivery.



JUST IN TIME WAREHOUSING

Product is stored in VTC's West Coast warehouse. Thorough and constant communication provide the customer with an updated inventory notice upon every delivery to the end client.



JUST IN TIME DELIVERY

Product is transferred directly from Gaylord boxes into pneumatic trailers for same-day delivery, insuring minimal waste and contamination.