

Segment Chemical



Background

The customer is a leading global specialty chemicals and performance materials company and one of the largest manufacturers of carbon black which requires huge quantities of oil.

Challenge

The customer's manufacturing facility required fluctuating large volumes of heavy oil resulting from batch production as part of its chemical process. Due to the large quantity of resources required, the customer was looking for an experienced bulk logistics company to provide single point of contact carrier co-ordination. Chemical plants utilize high volumes of heavy oil for production. A Responsible Care member and Responsible Care Management certified, the customer required highly stringent and timely adherence to legal and regulatory requirements. Environmental and quality issues surrounding the loading and unloading of materials at one facility are numerous and can easily disrupt production and increase safety risks. The customer required drivers trained with loading skills and safety training specific to the facility and a logistics solution provider that can deliver the flexibility to provide environmentally safe services and on demand so operations and production would not be disrupted.



Solution

Bulk Plus Logistics specializes in sourcing, managing and co-ordinating owned and pre-selected non-owned carrier assets to accommodate fluctuating on demand scheduling. **Bulk Plus Logistics** found efficiencies for the customer utilizing its three owned carrier asset companies and a reliable base of pre-approved, pre-selected and trained carriers to devise a customer-centric mini-campaign program that consistently backhauled loads in the areas located between the chemical plant and refinery customer.

Result: Fluctuating 60 – 100 loads per month, 6 – 10 trucking companies utilized — single point of contact by Bulk Plus Logistics

Bulk Plus Logistics provided the customer a single-source solution for fluctuating on demand requirements, including backloads, without any costly disruptions to its chemical operations, while fulfilling the customer's Responsible Care requirements.