

## Complete Solution Client Case Study: Increase On-time Delivery & Expand Sales Capabilities

### The Challenge:

Customer needed to improve their on-time delivery percentage and were losing sales and distribution in their coolant business.

Our customer needed to increase their on-time delivery percentage, which was below standards at 27%. Flexibility is paramount to meet the changing needs of customers and shifting markets, and because our current location was not large enough to run coolant at high enough speeds for high volume runs, a complete solution was necessary.

### Our Approach:

Expand current business, purchase new equipment and build a new facility.

The Fowlerville facility was built specifically for high speed, high volume packaging and incorporates state-of-the-art technology and filling equipment. Bulk deliveries to this location are made via rail or by tank truck. This location has 2 rail spurs which give the capability to bring in up to 12 railcars, which allows costs to decrease when purchasing large quantities of fluids. This facility also has a covered, multi-lane tanker loading and off-loading area, which allows shipping and receiving of product in any weather conditions.

### The Result:

Increased our customer's on-time delivery to 98%, decreased freight costs, and provided a complete solution for high speed, high volume packaging.

Our Fowlerville site was designed with growth and expansion in mind. High speed, high volume packaging services help us meet our clients' needs by building flexibility into their product line to meet market demands. With our flexible packaging capability, and the ability to expand to meet demand, Excelda is the right fit today and is ready to grow with your company into the future.

Our Fowlerville, MI facility provides the ability to perform commodity packaging services for high volume liquid products.

