



L.V. Lomas Ltd./Ltée.

“WE HAVE BEEN IN PARTNERSHIP WITH RYDER FOR 10 YEARS SO THEY MUST BE PROVIDING GOOD SERVICE AND COMPETITIVE RATES, WOULDN'T YOU SAY?”

Gilles Desmaris
Operations Manager

INDUSTRY

- CHEMICAL DISTRIBUTION

COMPANY

- L.V. LOMAS LIMITED/LIMITÉE

CHALLENGES

- INCREASING COST AND POOR RELATIONSHIP WITH CURRENT TRANSPORTATION PROVIDER

SOLUTIONS

- IMPLEMENT A FULL SERVICE LEASE TO ESTABLISH FIXED COSTS
- RYDER FULL SERVICE LEASE INCLUDES MAINTENANCE, REPAIRS, AND ADDITIONAL TRUCKS WHEN NEEDED

RESULTS

- RELATIONSHIP BETWEEN RYDER AND L.V. LOMAS IS A PARTNERSHIP
- COSTS ARE REASONABLE AND ALWAYS ON BUDGET

Almost everything we use in modern society is produced using chemicals. Chemicals help to purify the water we drink, to preserve perishable foods we eat, to make the paper plates and cups from which we sometimes eat and drink, to produce the plastic shopping bags in which we carry home our shopping, and the garbage bags into which we throw all those things when we have finished with them. And when we go out in our cars we sit on upholstery, and ride on tires, and switch knobs, and admire the shiny paint job that we have just cleaned and polished using products all made with chemicals. Yet, when we stop and look around us, we can spot hundreds of other things that we just know wouldn't be there if somebody had not made them, using chemicals!

Somebody, somewhere, has to make sure that all those unique chemicals needed by manufacturers are procured from the original bulk chemical producers and delivered to them in the right quantities, at the right time. One of Canada's largest specialty chemicals distributors is L.V. Lomas Ltd./Ltée., headquartered in Brampton, Ontario, with plants in Dorval, PQ, to service Eastern Canada, and in Delta, BC, to service the West.





L.V. Lomas Ltd./Ltée.



RYDER HELPS L.V. LOMAS PUT CHEMICALS WHERE THEY ARE NEEDED.



The company was established over 40 years ago by Lloyd Lomas. In order to provide superior, professional customer service, L.V. Lomas Ltd./Ltée. assembled a knowledgeable team of experienced sales representatives, largely recruited from chemical manufacturing firms.



L.V. Lomas Ltd./Ltée. provides specialty chemicals to manufacturers in widely diverse product categories, including: the food industry, cosmetics, pharmaceuticals, pulp and paper, paints, coatings rubber, plastics, and adhesives. The products they represent can be found in many famous consumer goods, commercial goods and a variety of industrial plastics. They are sourced from quality producers all over the world. In addition, L.V. Lomas Ltd./Ltée. also provides parts, maintenance, repairs and management of filtration systems for air quality and liquids cleaning and processing.



Apart from product knowledge and availability, a key element in the continuing growth of the company is its reliable delivery system. For example, the Dorval distribution centre runs a fleet of 5 Freightliner straight trucks and tandem axles that travel an average 460,000 km per year delivering product to and from the warehouse every day. These vehicles are provided by Ryder under a Full Service Lease, complete with maintenance and additional vehicles when needed. This contract has been supervised by L.V. Lomas Ltd./Ltée. Operations Manager, Gilles Desmarais, for ten years.



Prior to Ryder's selection as transportation supplier, L.V. Lomas Ltd./Ltée. had used another trucking company for several years, but the costs kept on rising and the relationship deteriorated to the point that the arrangement was getting too expensive and problematic. The Senior Vice President of Operations, the Operations Manager, and the warehouse foreman formed a committee to look into alternatives. Based on reputation and experience, Ryder was selected on a trial basis. The trial went extremely well, the Ryder office was close by, and the service was excellent. Ryder operated more like a transportation partner than an outside contractor, with prices that were reasonable and always on budget. The ten-year partnership continues without any wrinkles and both parties look forward to continuing their relationship indefinitely.

As Gilles opined, "We have no complaints. We have been in partnership with Ryder for ten years so they must be providing good service and competitive rates, wouldn't you say?"



Always Thinking

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