



Chempax lays foundation for LA Chem's success

“Chempax was one of the top reasons I was able to grow my company so successfully.”

Dave Miller, LA Chem President & CEO

- **WHO:** LA Chemical, the oldest and largest independent chemical distributor in the Western United States, distributes thousands of proprietary specialty and commodity chemicals from ten regional locations.
- **PROBLEM:** Compiling and consolidating critical information across regional operations took days to complete. LA Chem needed a more efficient way to gather information from throughout the organization for quick, strategic decision-making.
- **SOLUTION:** The company chose Datacor's Chempax software, the “cornerstone and only chemical industry specific solution” to run the business according to Dave Miller, LA Chem President and CEO. Chempax fully integrated the company's logistics, supply chain, CRM, inventory management and regional centers for tremendous new efficiencies. ***“Chempax made it possible for LA Chem to easily access information and make well-informed business decisions,”*** says Miller.
- **RESULT:** LA Chem grew from a local distributor servicing the greater Los Angeles area to the 15th largest chemical distributor in the United States with \$165 million in annual sales. The company was recently acquired by Brenntag, the world's leading distributor of industrial and specialty chemicals.



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Chempax key to LA Chem's growth

LA Chemical, the oldest and largest independent chemical distributor in the western United States, distributes thousands of proprietary specialty and commodity chemicals from ten regional locations. Acquired by global leader Brenntag in March, LA Chemical grew from its 1914 roots as a local chemical distributor, servicing the greater Los Angeles area, to the 15th largest chemical distributor in the United States with annual sales of \$165 million. The company's business activities encompass a product line of industrial chemicals, food ingredients, specialty chemicals, proprietary blends, and packaging materials as well as distribution services of warehousing, truck transportation, railcar storage, private delivery fleet, custom packaging and blending, and hazardous waste management.

Spanning a history of more than 90 years, LA Chemical experienced "growing pains" along the way according to President and CEO Dave Miller, who foresaw a need to incorporate information technology into the company's business strategy in the late 1980's. Up until that point, LA Chemical gathered all information manually which was tedious, inaccurate, and took days to compile. In 1989, the company chose Datacor's Chempax software to run the business. Chempax laid the groundwork for LA Chemical's future growth by fully integrating the company's logistics, supply chain, CRM, inventory management and regional centers.

"Chempax made it possible for LA Chemical to move into the information age and make well informed business decisions," said Miller. "What had taken days to

assemble, now could be gathered in minutes, at the push of a button. Our business integration allowed the company to create tremendous new efficiencies and set standards for business practices that permitted new growth."

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In the ensuing 15 years, as LA Chemical broadened its product line, opened new regional centers, and grew in revenues, the company needed an IT solution that could handle an even larger size and continued growth. Miller once again turned to Datacor and its more advanced Chempax C/S software, a state of the art client server system capable of consolidating more volume and complex business transactions. "We had been successful with Chempax in 1989, and even though we considered other software vendors, Datacor was our choice once again," said Miller. "Chempax is the only software solution that understands the idiosyncrasies of the chemical industry and speaks our language."

Miller credits Chempax as being a key factor in his and his company's accomplishments. "Chempax is one of the one of the top 5 reasons I was able to grow my business successfully," he said. "It was a team effort between Datacor and LA Chemical and thanks to Chempax, I came out winner."



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