

# 2019 Heavy Lift Awards

Logistics Plus® has been named a finalist for the 2019 Heavy Lift Awards Project Logistics Provider of the Year presented by HLFPI magazine.

**HEAVY  
LIFT  
AWARDS  
2019**  
**FINALIST**

## LOGISTICS PLUS OVERVIEW

Logistics Plus (LP) was founded over two decades ago in 1996 with 3 employees. We are a medium sized company located in Erie, Pennsylvania and yet our customer base is super marquee – giant companies just continue to find us.

Today, the company boasts 450 team members operating in more than 22 countries. Our Erie office, which is still (and will remain) home base, houses over 150 members of our team. The company's customers include many Fortune 500 corporations, including retail giants such as Amazon and Google. Logistics Plus has dedicated employees that provide LTL Freight Solutions, Truckload Solutions, Warehousing & Fulfillment, Customs & Compliance, International Freight Forwarding, Supply Chain Solutions, Business Intelligence, and Project Cargo & Breakbulk. We are an industry leader of Project Cargo focused mainly on industrial projects in the power generation, oil & gas, rail, renewable energy, mining, and infrastructure industries. Logistics Plus manages everything from domestic projects, to worldwide solutions that encompass our clients entire supply chain. We manage projects from start-to-finish, and everything in between.



## UNIQUE TECHNIQUES AND APPROACHES

Logistics Plus is a true, “build it and they will come” operation as our Founder and CEO Jim Berlin likes to say. While Berlin may be perceived as slightly unconventional, there's something to be said for one who jumps in feet-first. As a society, we operate too often in silos with top-down management where decisions and disagreements flow upward. This presupposes that everyone holds only one role, but in an industry that is never static, dynamic, and constantly evolving, our structure is refreshing. It highlights self-organization and collaboration – where individuals rely on each other rather than competing for power. The organization footprint allows autonomy, flexibility and a faster smarter way of operating industrial projects. The internal politics are removed allowing personnel to 100% focus on the client, stay within a schedule and budget, as well as to deliver cargo safely and successfully. Logistics Plus realizes that the world of project logistics is rapidly changing and that our organization needs to focus on building new strategies and partnerships that will enable us to create value in the future. Although Logistics Plus itself is a non-asset based 3PL, we work closely with our sister company, National Truck Load (NTL). NTL is a licensed asset-based provider of truckload and less than truckload solutions while operating within the Logistics Plus network. By working closely with our sister company, we can offer our clients solutions that result in greater efficiencies, profitability, and success.

Since 2010, Logistics Plus has been named a certified SmartWay Transport Partner. We continue to track and report our carbon accounting practices while staying committed to reducing our carbon footprint. Each year, performance data is submitted and reviewed to qualify as a SmartWay Partner. The EPA has approved our annual submission of partnership for nine straight years.

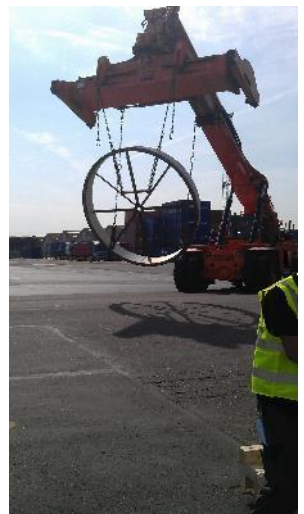
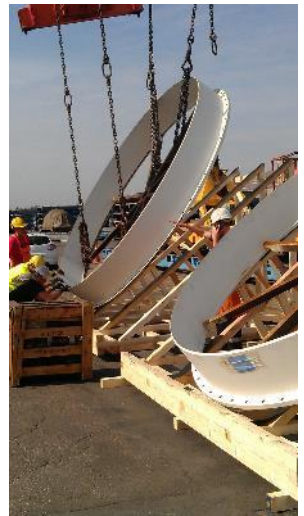
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## PLANNING PROCEDURES AND WORKING WITH CLIENTS

We often say, "Logistics Plus punches higher than our weight class." As an example of our thorough planning procedures, Logistics Plus implemented a Project Cargo solution for a global shipyard company named Vard Promar S.A. As a part of the Fincantieri Group, it's one of the leading shipyards in Brazil and a shipbuilder of worldwide importance in the offshore vessels market.

What do you do when two flanges of your bow thrusters are not ready in time to join the rest of the cargo on a sea freight voyage from Finland to Brazil? Yes, you need to airfreight them but how do you do so when the units are 0.5m high and have a diameter of 3.9 meter each? The first thought is to arrange an Antonov Charter, which is very expensive. Instead, LP found a unique and efficient solution for our client. drive a solution for the client. After reaching out to various airlines, it quickly became apparent that the Cargolux B-747 freighter flight was the only airplane that could accommodate the cargo. Still, the challenge remained how we would fit these items that had a 3.9m diameter into a 3.4m wide door? The Logistics Plus solution; we build a saddle to tilt the two units. With no time to lose, the LP team decided to "go for it" as the cargo was shipped on its first leg from Finland to Belgium by a ro-ro carrier. At the same time, the LP Belgium team worked tirelessly to design and build a saddle that would bring the total outer dimensions within 3.9m long, 3.4m wide and 2.98m high. Upon completion, the cargo was loaded to the new saddles and trucked from Antwerp to Luxemburg where it was successfully loaded to the aircraft. The shipment arrived in Sau Paulo, Brazil the next day in perfect condition. Due to perfect planning and flawless transportation execution, Logistics Plus managed to deliver this client's two critical flanges from Finland to Brazil in time for its scheduled installation. This was completed at a cost that was less than half of the next best offer we received from other logistics providers. As you can see, Logistics Plus will go to bat for our clients no matter the project or circumstance.



Here are only a few more examples of some of the projects the Logistics Plus Project Cargo team has managed:

- Transported hundreds of locomotives to Indonesia and India;
- Imported thousands of solar modules into the U.S.;
- Shipped numerous wind turbines to Finland and other European countries;
- Hauled multiple tugboats to Kuwait;
- Coordinated Chinook helicopter and parts shipments to India;
- Trucked over a dozen, 24-ton brewery tanks to downtown Izmir, Turkey;
- Engineered the transport of 2-million pound gas tanks from South Korea to USA;
- Moved liquid natural gas tanks to Brazil; and much more!



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## SAFETY AND ENVIRONMENT CONSIDERATIONS

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## USE OF NEW TECHNOLOGY OR IT SYSTEMS

Logistics Plus utilizes an industry leading global logistics platform that has been developed, tested, and implemented by our in-house Information Technology team. Our services are fully customizable based on your needs to ensure that you receive only the most accurate, real-time information. We provide unparalleled visibility while analyzing and managing every aspect of a supply chain. We also offer proven processes, extensive experience, and constant support for our global customers. With an unmatched network of partners and affiliates, our flexibility and desire to help our clients succeed is unmatched. Our custom developed technology solutions include:

CargoWiseOne- Our integrated global logistics and back office platform for freight forwarding, customs clearance, warehouse management (WMS), and more.

eWorldPlus- Our CargoWise integrated client portal for real-time global shipment quoting, tracking, warehousing, and more.

MyLogisticsPlus- Our custom-built portal personalized to meet our clients' specific visualization, reporting, and accessibility requirements. This provides extended functionality (via PC and App) not readily available in other systems.

eShipPlus- Our proprietary North American Transportation Management System (TMS) is designed to be extremely flexible and user-friendly for our customers to quote, track, and book shipments in North America.

## A SOLID RECRUITMENT AND TRAINING PROGRAM

Since the logistics industry is not for everyone, candidates are introduced to all departments staff. Our candidates are asked to shadow managers and leaders to get an idea of the pace, culture, and dynamics of the company. Logistics Plus also maintains a very successful internship program. Each Spring and Winter Logistics Plus actively seeks local college students interested in the industry. Often, our interns work with each department and end up becoming full-time employees upon graduation. Earlier this year, Logistics Plus was also re-certified as a Great Place to Work® and recognized as a Top 3PL for 2019 by Multichannel Merchant. While Logistics Plus works internally to take care of employees, the return on investment is that our employees will always take care of clients.

