

2023 Project Logistics Provider of the Year

Logistics Plus® has submitted the following entry for the 2023 Heavy Lift Awards *Project Logistics Provider of the Year* category.



LOGISTICS PLUS OVERVIEW

Logistics Plus Inc. (LP) was founded 26 years ago in Erie, PA, by local entrepreneur Jim Berlin. Logistics Plus is a leading worldwide provider of transportation, warehousing, fulfillment, global logistics, business intelligence, technology, and supply chain solutions.

Today, Logistics Plus has annual global sales of over \$500M and more than 1,000 employees located in 45 countries worldwide.



STRATEGY FOR GROWTH AND ENHANCEMENT OF CURRENT SERVICES:

As an American-based project logistics company, we believe in the power of organic growth with slow and firm steps. In the last six months, Logistics Plus has taken a significant step towards expanding our services to new markets by opening new offices in Brazil, Malaysia, Vietnam, and Poland.

Our goal is to provide better services to our clients by increasing our reach and establishing a stronger presence in new markets. However, expanding into new markets requires careful planning and execution. For example, in Q4 of 2022, we added importer of record (IOR) and exporter of record (EOR) services for our Project Logistics customers to ensure seamless customs clearance and global trade compliance in and out of 190+ countries worldwide.

Our strategy for growth and enhancement of our current services involves identifying and understanding our target markets, developing a strong brand identity, building a strong team, and focusing on continuous improvement. Logistics Plus is committed to taking the necessary steps towards expanding our service offerings while remaining focused on providing our clients with the highest quality of work. We are excited about the opportunities that lie ahead and look forward to growing our business in new markets around the world. (*Reference the 'Recent Projects for LP Poland' video*)



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A DEEP UNDERSTANDING OF YOUR CLIENT BASE AND THEIR REQUIREMENTS:

Unlike other Project Logistics providers, Logistics Plus involves our clients from the beginning of a project until its completion. One instance of this is our recent project from Shanghai to Jubail, which broke several project records. This project involved 3 units and a total of 6,152 freight tons, making it the largest project based on the number of units (3) ever recorded.

At the kickoff meeting for this project, our client expressed their frustration over being denied entry to a tender of a new large-scale sulphuric acid project in Saudi Arabia. The tender's requirements did not allow the transportation of dismantled cargo or assembly at the jobsite. Our client believed that they were unable to manufacture and transport the units in one piece due to their size. After conducting an in-depth analysis, Logistics Plus completed a road survey and demonstrated to the client that it was feasible. After confirming with the client, they decided to enter the tender. Sure enough, our client won the bid and Logistics Plus successfully delivered the fully assembled cargo to the jobsite.

This is just one example of the perseverance and persistence of Logistics Plus. The Logistics Plus Project Cargo team handles projects in every industry and understands that no two projects are the same. Our team consists of professional and experienced project cargo managers and logistics engineers that customize solutions based on the needs of each individual client.



3 units of sulphuric acid tanks successfully delivered to the jobsite



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AN ABILITY TO ADAPT TO CHANGING MARKET CONDITIONS:

As the recession hit at the beginning of 2023, several Logistics Plus clients were finding it difficult to import items that were back ordered, and this led to delays in export procedures. This caused a trickle-down effect and led to storage issues at the factories. Since there is always work to be done for other clients that require storage space, Logistics Plus utilized an interim storage area that met the specific lifting needs of our clients. At this interim area, a unique spreader was developed for safe loading and discharging. Using this method, the customer was able to receive new orders while simultaneously continuing to manufacture orders from existing clients. *(Reference the 'Converters Project' video)*

Our team makes strategic decisions by working with our clients to analyze and design the most efficient routes and processes. This enables our clients to meet demand and avoid disruptions. Using our large network of offices, partners, and capacity providers, Logistics Plus ensures that our clients stay ahead of the curve and don't miss out on opportunities for continuous improvement and efficiency.

A CONSIDERED APPROACH TO SAFETY AND ENVIRONMENTAL ISSUES:

The project logistics team at Logistics Plus undergoes continuous safety trainings and certifications to ensure they stay up to date on all global safety regulations. For each project, Logistics Plus has a 'boots on the ground' approach to ensure all safety guidelines are being followed. Logistics Plus only utilizes maximum safety rated cranes, trailers, and other equipment throughout each project. Additionally, our team completes project pre-assessments to determine the most feasible and safe way to handle the project. This includes structural surveys, road and dock surveys, and risk assessments.

With every project, Logistics Plus also considers environmental and sustainability practices. Our team will continuously identify, assess, and manage the elements of our operations that impact the environment. Logistics Plus has been a SmartWay Transport Partner since 2010, intending to reduce our impact on the environment. Now, the company has received SmartWay approval for 13 consecutive years. Additionally, Logistics Plus maintains a strong partnership with Ocean Integrity - an organization dedicated to making the oceans safe for all life above and below the water for generations to come. Through this partnership, Logistics Plus handles the transportation of collected plastic debris, international regulation assistance, cross-border trading, and navigation of customs and global trade compliance. Logistics Plus has received plastic neutrality certifications for three straight years.



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2022 / 2023 PROJECT IMAGES:



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ADDITIONAL SUPPORTING MATERIAL:



<https://youtu.be/fH03R9ik3Jo>



<https://youtu.be/vLkvsMEMRjk>