

FOR LEADERS IN THE BUSINESS OF LINKING THE GLOBAL SUPPLY CHAIN

# SUPPLY *Chain* WORLD

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## Barry-Wehmiller

Barry-Wehmiller finds success with its 'people-centric' culture. **PAGE 92**

## SONIC Drive-In

Revamped supply chain operations transform SONIC. **PAGE 134**



# The **BIG** Picture

FEI UNDERSTANDS THE IMPORTANCE OF HAVING THE RIGHT SUPPLY CHAIN PARTNERS. **PAGE 20**

www.logisticsplus.net / Revenue: \$100+ million / Headquarters: Erie, Pa. / Employees: 400 / Specialty: Supply chain management / Yuriy Ostapyak, director of global operations: "We look for out-of-the-box thinkers, the go-getters and the people who are aggressive and available 24/7/365 because freight doesn't stop."

# Strategic Partners

Logistics Plus develops seamless supply chain designs for each of its customers' unique needs to avoid the learning curve. *By Janice Hoppe*

Logistics Plus began in 1996 to help manage domestic inbound logistics for GE Transportation Systems and grew over the years by word-of-mouth.



**YURIY OSTAPYAK**  
Director of global operations

**Logistics Plus** has become a trusted name in third-party supply chain management over the past 18 years because of its ability to tackle complex projects through customized solutions and by work-

ing to prevent complications.

"Some of the value of what Logistics Plus has been successful at is making ourselves an extension of our customers; we are the extension of their logistics team," Global Sales

Manager Michelle Fontaine says. "We become integrated and get to know their business inside and out. We plan and prepare for that business and I think in the end [it] makes a lot of customers more efficient."

The Erie, Pa.-based company was founded in 1996 when local entrepreneur Jim Berlin was given a one-year, three-person contract to help manage domestic inbound logistics for GE Transportation Systems (GETS). One year later, GETS asked Berlin and his staff of five

to assist with its new supplier shipments from Mexico. In 1998, some members of Logistics Plus' 15-member team were placed in sourcing offices in the Czech Republic, Poland, Russia, India, China and Indonesia.

Director of Global Operations Yuriy Ostapyak says the company grew significantly with GE, but also realized it was the company's only customer. "We started growing our outside customer base and have grown organically," he adds. "Word-of-mouth has been our most successful sales

tool for organic growth. We have doubled in size during our first 10 years, and as we expand into different markets and industries we continue to enjoy double-digit growth.

Today, Logistics Plus is a worldwide provider of global logistics, freight management and business solutions with 36 offices in 20 countries. The company handles traditional shipments as well as oversized project cargo that can require escorts, permits and special transportation hours.

#### PEOPLE MATTER

The most vital component of Logistics Plus' supply chain management is its 400 employees. "We look for out-of-the-box thinkers, the go-getters and the people who are aggressive and available 24/7/365 because freight doesn't stop," Ostapyak says.

All employees are cross-trained to understand all modes of transportation, which helps them understand customers' business models and provide input into the supply chain design. "One thing we like to do for customer service is have our strategic account managers be integrated with customers and the supply chain process," says Dallas Branch Manager Jenny Melgert says. "We are a third-party partner, however this is seamless to our customers because we are integrated with their logistics and supply chain by providing dedicated support."

Because no two customers needs are the same, Logistics Plus sets itself apart by developing customer-specific solutions.



All of Logistics Plus' 400 employees are cross-trained to understand all modes of transportation to provide input on customers' supply chain designs.

"Anyone can move something from point A to point B," Ostapyak explains. "No two customers are alike. They have specific needs, so we offer cradle-to-grave logistics. We come up with a system that will make their whole supply chain seamless. They can concentrate on what they do best by allowing us to do what we do best."

To provide the best third-party logistics services, Logistics Plus' employees stay up-to-date on regulation changes.

"Having our team stay on top of that education and keeping our customers informed of the changes brings value to our customers," Fontaine says. "Some 3PL freight forwarders in our market might charge for that, but we share that and develop long-term partnerships."

The company also uses technology to its advantage. The Logistics Plus WorldPlus™

platform is an integrated supply chain logistics management solution used in each of its offices to manage inventory, order specific parts and shipments and has the capability to connect to any other system its customers use through the cloud. The Logistics Plus application also includes eShipPlus™ – a dedicated North America Transportation Management System, and eTNTPlus™ – a specialized supply chain visibility and trade compliance management tool.

#### PERFECT COORDINATION

Logistics Plus has successfully competed against larger competitors for projects because of its "can-do attitude," Ostapyak says. "We are very nimble and embrace change," he adds. "We have helped customers lower their cost of transportation, helped with their sourcing needs and helped them leverage our

Logistics Plus recently oversaw and managed the delivery of 100 locomotives from Erie, Pa., to Indonesia that was a year-and-a-half-long process.



technology with theirs. We are a strategic partner and get involved early with data analysis.”

The company recently oversaw and managed the delivery of 100 locomotives from GETS in Erie, Pa.; to Indonesia. The year-and-a-half-long process required a large amount of preparation and troubleshooting to ensure there was no learning curve with the first shipment, which has the greatest chance of getting delayed or overlooked.

Once the locomotives arrived by ship at the Port of Jakarta in Indonesia, top units were then trucked 341 miles to Yogyakarta, Indonesia. Once the parts arrived, Logistics Plus oversaw the assembly and testing of the locomotives, and then final delivery to the Indonesian government.

Although coordinating the transportation of the locomotives was complex, it was only one piece of the puzzle. Logistics Plus also ensured the proper paperwork was filed with customs, including duty- and tax-free applications. “It was a very complex move,” Ostapyak attests. “This

illustrates our can-do attitude with how complex of a move it was from the paperwork to the actual physical move.”

#### ON-TIME DELIVERIES

Logistics Plus has partnered with Canadian Solar, an Ontario-based solar manufacturer for about three years and has become an extension of its supply chain and logistics team. “It’s exciting,” Fontaine says. “Canadian Solar is one of the fastest-growing solar manufacturers in the U.S. and Logistics Plus started small with them, offering a very specific service and showing our value to them. We have earned their trust and a strategic partnership.”

Canadian Solar specializes in providing highly-efficient solar cells and modules to warehouses that are then distributed domestically in the United States and Canada. “We have a dedicated team of industry experts to service all aspects of Canadian Solar’s business ensuring quality, customization and on-time delivery,” Fontaine explains.

One of the biggest value-added services Logistics Plus performs for the company is to manage the delivery of the solar modules to its job sites. “Job sites have strict delivery deadlines and there are financial consequences if the cargo is not received by a specific date,” Fontaine explains.

Logistics Plus worked with Canadian Solar early in the process to brainstorm worst-case scenarios, which helped it eliminate the learning curve. “We want to understand what is important and the potential challenges to be successful,” Melgert adds.

Logistics Plus will continue to stay flexible and offer custom solutions to its customers while it continues to grow. Moving forward, the company plans to expand its presence in South America, Africa, Southeast Asia, as well as the United States.

“We want to find the right people, partner with customers and open new offices worldwide,” Ostapyak says. “We want to continue our emergence as a new-generation, large player in the global market.” 🌍

# A Bright Outlook

Canadian Solar sees global growth on the horizon as it helps its clients reach their sustainability goals. *By Jamie Morgan*

Canadian Solar says its consistent adherence to quality, reliability and value throughout its history has earned the company a global customer base.

**Canadian Solar is more than** just a manufacturer of photovoltaic (PV) systems. The company has developed into a one-stop shop, handling the entire installation process. Back in 2009, when most major PV companies were investing heavily into silicon material, Canadian Solar says it made a very different strategic decision to focus on the downstream total solution business.

"We formed a global PV project business unit developing PV projects worldwide," the company says. "Our team of experts specialize in project development, evaluations, system designs, engineering, managing and project coordination, and organizing financing parties in the deployment of photovoltaic project systems, ranging from few hundred kilowatts for commercial systems up to utility-scale projects with megawatts capacity."

Founded in Ontario in 2001, Canadian Solar Inc. is one of the world's largest and foremost solar power companies. As a leading vertically integrated provider of solar modules, it specializes in solar products and solar power plants with operations in North America, South America, Europe, Africa, the Middle East, Australia and Asia. Canadian Solar has delivered premium-quality solar modules to customers around the world.



It may be headquartered in Canada, but Canadian Solar's global operations reach into 20 countries spanning six continents. Its current major markets include Canada, the United States, Japan, China, Germany and India. It has more than eight wholly owned manufacturing subsidiaries across China and Canada with 3GW of solar module production capacity. Canadian Solar boasts a customer base of more than 1,000 spread across 90 countries, providing them with solar energy solutions for the past 13 years. It caters to customers both big and small, from the modest 5W

off-grid home systems to the award-winning 166MW utility-scale power plant in Germany it helped build in 2012. It offers the following services to its global customer base:

- + Project planning
- + Development
- + Evaluation
- + Approvals
- + System design
- + Testing and analysis
- + Engineering
- + Project management
- + Construction
- + Logistics
- + Financing
- + Operations and maintenance monitoring

## Winner's Circle

Canadian Solar played an integral part in the award-winning 166 MW solar park photovoltaic (PV) project in southern Brandenburg, Germany, which was the 2012 winner of the Solar Project of the Year Award by POWER-GEN International. The solar project was the world's largest PV project with silicon modules, covering 873 acres. The solar PV power farm was built on a former lignite mining strip in the East German community of Meuro, near Senftenberg. Canadian Solar provided 148MW of silicon modules, 636,000 CS6P-P modules in total. The remaining 18MW of the system used thin film modules from another supplier.

"Our unwavering adherence to quality, reliability and value in the past 13 years has won us customers around the globe," the company says.

Canadian Solar's business partners have also added to its success. For instance, the company works with Logistics Plus, a worldwide provider of global logistics, freight management and business solutions. Logistics Plus has partnered with Canadian Solar for about three years and has become an extension of its supply chain and logistics team by managing the delivery of the Canadian Solar's solar modules to job sites.

### FINDING SUNLIGHT

Canadian Solar recently supplied 3.1 MW of CS6X-300P modules to a solar photovoltaic project

in Tipitapa, Nicaragua. The PV plant, called Planta Solar Zona Franca Astro Nicaragua, will power 26 companies and supply approximately 30 percent of total energy consumption for the Zona Franca Astro Nicaragua industrial park. At its completion, this plant will become the largest private solar farm among industrial parks in Central America, as well as the largest private grid-connected solar array in Nicaragua. 🌍

**Logistics Plus Inc.** is a worldwide provider of global logistics and freight management solutions. Founded in Erie, Pa. nearly 20 years ago, today it has over 400 employees. They put the "plus" in logistics by helping companies like Canadian Solar Inc. successfully manage their supply chains through a comprehensive network of talented and caring people and specialized resources located worldwide.

# LOGISTICS<sup>+</sup>

PASSION FOR EXCELLENCE

[www.logisticsplus.net](http://www.logisticsplus.net)

- + Big or Unique Shipments
- + Complex Projects
- + Customs & Compliance
- + Warehousing & Transportation
- + Total Supply Chain Management

When GE needs to transport locomotives around the world, they call us. When Canadian Solar needs help shipping 3 million solar modules, they call us. When companies - large and small - need help navigating global customs and compliance regulations, they call us. If you have unique supply chain needs, you should call us too.

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