



# ASPEN LOGISTICS SERVICES

**TAKING A CHILLED APPROACH**



# TAKING A CHILLED APPROACH

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*Founded in the latter weeks of 2000, Aspen Logistics Services' tireless efforts and dedication to its work mean it remains a leading service provider to blue chip clients in the fast moving consumer goods sector*

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Operating in high-temperature zones south of the equator

The margin of error when it comes to retaining the quality and freshness of perishable fast moving consumer goods (FMCG) in general is minimal wherever you are on the planet. Nevertheless this small margin decreases further still when one is operating in high-temperature zones south of the equator.

For blue chip retailers in such parts of the world maintaining the cold chain during transit and having the right goods available in store on a just-in-time basis is fundamental to their brand integrity and their market reputation. Operationally, it is a demanding, high-pressure environment with no margin for error.

Aspen Logistics Services is a leading supplier to the FMCG logistics sector in Southern Africa. While its core business remains located within South Africa, the company also services a growing customer base in Botswana, Namibia and Mozambique.

A level 3 BBBEE accredited business, Aspen is committed to achieving sustainable commercial success, principally in the road transportation of temperature controlled products, adding value to all stakeholders within the supply chain, while also retaining its position as being the benchmark for quality transportation service within the sector.

In order to achieve this Aspen operates under a clear set of principles. These include striving to create smart partnerships with its clients by providing a tailored, premium service at a cost effective price, to constantly

*“It is not about our products, it is about our **INTEGRATED BUSINESS SOLUTIONS and SERVICES...**”*

At Altech Netstar Fleet Solutions we know that running a transport fleet means more than just knowing where your vehicles are and what they are doing. Every trip by a commercial vehicle forms part of a larger business process, whether you are delivering building materials to a site or running a large supply chain logistics enterprise. To facilitate easy integration of our fleet solutions, our design methodology is driven by a thorough understanding of the underlying workflow processes and delivering the services that are valuable and useful.

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improve efficiencies within the supply chain through on-going innovation and to continually develop its staff by providing what it calls “dynamic leadership”.

In addition, Aspen is committed to being a socially responsible service provider with sound and ethical business practices which comply with the principles of good corporate governance. By being such a business it is able to achieve sustainable and controlled growth that complements its clients by conducting operations in a sound manner.

As part of Aspen’s sustainability drive, great attention has been paid to reducing carbon emissions from the fleet, year-on-year. For example, its trailer builders have embarked on a number of environmentally friendly initiatives in their factories. Aspen operates Thermoking SLX refrigeration units which have made enormous strides in reducing CO2 emissions as well as reducing fuel consumption and reduced noise pollution.

**“ASPEN WAS THE FIRST CAT CUSTOMER TO BE AWARDED A CAT MILLION KILOMETRE CERTIFICATE”**

**ALTECH NETSTAR**

The long standing relationship between Altech Netstar Fleet Solutions and Aspen Logistics has evolved over many years. The diverse and customizable solutions and services provided by Altech Netstar Fleet Solutions to Aspen Logistics and its equally diverse requirement for Fleet solutions has produced market leading technologies and service delivery .The Altech Netstar suite of products and solutions extends beyond conventional vehicle tracking, driver management and communication to include, workflow management, efficiency and optimisation management and reporting of fleets and in cab remote management.

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Aspen Logistics’ drivers are among the best in the industry

## Trailer Skirts for improved fuel economy



*Pictured are the Aspen and Serco team.  
From right: Eugene Erasmus, Chris De Villiers, John Thompson,  
Clinton Holcroft, Sujen Padayatchi, Rhada Padayatchi, Trevor Holcroft*

Serco has introduced an innovative fuel saving accessory for their semi-trailers. The innovative aerodynamic side skirts developed by Freightwing in the US can be fitted to the trailers resulting

in a fuel saving and an accompanying reduction in carbon dioxide emissions. Typically fleets report a 4 to 6% improvement, depending upon their application and driving environment. The accessory helps reduce wind drag under the trailer and is particularly suitable for long distance transport. Serco Managing Director Clinton Holcroft said what made the side skirts special was the lightweight flexible plastic panels which were resilient in the event of contact with fixed objects. The panels have a smooth finish providing an ideal surface for branding. "The side skirt concept is used in the United States where fuel savings of 7.45% were achieved during independent testing. The fuel economy improvements from skirting have been well documented, but the second part of the equation is these things must hold up for fleets. The under body skirts are designed to bend and bounce back from minor collisions. Flexibility is important because the lower you get to the ground, the more fuel you can save". Sujen Padayatchi, Managing Director of Aspen Logistics Services who are testing the new Aerokit, said "reducing fuel costs and carbon emissions is a strategic focus point for Aspen. We are always willing to try new innovations to stay ahead and improve our business". Holcroft was confident that based on initial testing and some refining of the specifications to suit local conditions, the fuel benefits will make for a solid return on investment.



Cold store in transit

Aspen prides itself on having an exceptionally high standard of operations with an advanced technological infrastructure and a very high standard of equipment, including its fleet of trucks. The company is indeed highly passionate about the condition of its 80-strong fleet of trucks that use Caterpillar

engines because of their global reputation. Aspen can be counted among the most famous names in the on-highway truck industry to have Cat engines under the hoods of their vehicles. It was recently announced that as part of Caterpillar's drive to reinforce its reputation for

**"ASPEN IS COMMITTED TO BEING A SOCIALLY RESPONSIBLE SERVICE PROVIDER WITH SOUND AND ETHICAL BUSINESS PRACTICES"**

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Contact Nashua Central to find out more about the solution at Aspen Logistical Services.

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dependability it was helping to launch Barloworld Power's Million Kilometre Campaign, which encourages a strong maintenance partnership between customers and TEPS dealers.

Qualifying clients and their dealers receive a special certificate in recognition of their service partnership. Perhaps more significantly, clients can in turn affix the Cat Million

Kilometre logos to their truck's cab, sending a clear message to the market that their fleets are in optimum condition and geared towards on time consignment delivery.

Aspen was the first CAT customer to be awarded a Cat Million Kilometre certificate. Speaking during the award ceremony in September, Aspen's managing director, Dr Sujen Padayatchi, said that the Million Kilometre campaign epitomises the quality of the Caterpillar brand and underscores the company's confidence in the reliability of Cat's on-highway engines.

"As a company, we have an absolute passion for what we do and our trucks



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**"AS A COMPANY, WE HAVE AN ABSOLUTE PASSION FOR WHAT WE DO AND OUR TRUCKS ARE THE LIFEBLOOD OF OUR BUSINESS"**



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PROUD TURBOCHARGER SUPPLIER TO ASPEN LOGISTICS



Maintaining the cold chain during transit is fundamental to a brand's reputation

“ASPEN HAS FOCUSED ON THE LOGISTICS NICHE THAT DEALS WITH EXPRESS OVERNIGHT TRANSPORTATION OF MOSTLY PERISHABLE PRODUCTS”

are the lifeblood of our business,” said Padayatchi. “For this reason, our drivers are amongst the best in the industry and our maintenance programmes strictly adhered to, ensuring high availability at all times. This is underscored by the fact that Aspen’s workshop was accredited by Freightliner in 2005 in terms of OEM compliance. One of

the most remarkable features of our Cat engines is that, old or new, we get the same consistent performance from our Freightliner trucks, which is very reassuring both for us and our customers in terms of on time delivery.”

Aspen has focused on the logistics niche that deals with express overnight

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# 2000

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Year Aspen Logistics was founded

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transportation of mostly perishable products, due for next day in-store delivery. The company chose this market because it is highly consistent with year-round dependability and little seasonality. It also has huge growth potential with an emerging middle class who aspire to eat better quality food which includes many chilled products.

The company is ideally placed to win more business within South Africa's dynamic food market through straightforward organic growth, however it also sees large opportunities in surrounding markets where it aims to expand its geographical footprint.

While in the past the warehousing and infrastructure to support refrigeration in many parts of Africa has been poor, with big names like Walmart moving into Africa, there will inevitably be a surge in demand for quality transportation providers able to operate within its very tight guidelines as the demand for refrigerated products grows in line with increasing living standards. **BE**

For more information about  
Aspen Logistics Services visit:  
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Express overnight transportation





## **ASPEN LOGISTICS SERVICES**

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