

FOR IMMEDIATE RELEASE:



Aspen Plant Support Solutions is a Strategy for Viable Answers to a Manufacturer's Focus

Salt Lake City, Utah, 02.18.10 – Aspen Logistics Inc. recently won another contract; this time warehousing sub-40 degree raw materials in support of a major retailer's manufacturing operation. Aspen's support to plant operations has proven to be a lucrative solution and a key differentiator to many manufacturers and/or their suppliers. The contract was awarded to Aspen by a customer who needed a way to improve their plant's access to raw material inventories. Aspen immediately engaged a contractor to upgrade an unused room to meet the customer's specific food grade requirements for a product line not previously handled.

The diversity of the services being provided in this scenario, fit in line with Aspen's M.O., that differentiates themselves by providing comprehensive value to promote long lasting relationships with their customers. Their methodology is to know the customer's operations better than they do. They believe that when this level of understanding is achieved the relationship evolves into a collaborative partnership. That is when the two companies begin sharing the risk and reward of operational success. At that point the customer knows that Aspen is in the best position to fully understand the needs of their operation, and Aspen has the assets and network in place to expedite a full customized solution. Like in the above situation, Aspen can take on a lead role and use their experience to drive logistics productivity, while the manufacturer focuses on its production forecasts.

Post-recession, many manufacturers have repositioned themselves and their focus on core operations. There is an opportunity for them to trim assets and place companies like Aspen in control of what they do best, which is logistics. As seen in this case, Aspen is differentiated from other third party logistics companies by developing relationships through performance and understanding to offer a deeper level of value.