

Strategy & technology for the industry

# FOOD & BEVERAGE Reporter

July 2014



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Reporter

## Food trends

Expert analysis of the processing industry

## Sea Harvest

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## Beyond the borders

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- Costly permits and higher insurance premiums

Successful management of cross border transport operations, according to Padayatchi requires, focused management, trained and experienced operational staff with highly skilled drivers, a developed support network for breakdowns and accidents, key contacts at the border, reputable clients and an appetite for risk.

He says real cost forecast and accurate risk management is critical to the success of your cross border transport operation.

Aspen Logistic Services have invested heavily in stringent driver screening and employment processes which are supported by ongoing driver training and management.

“We believe this is the most critical success factor in our operation. This is further enhanced with attractive incentive pay schemes for drivers. Ultimately the successful transportation of our clients’ products across borders lies in the hands of our drivers.

Further growth in our cross border deliveries is our targeted strategy and we look forward to the road ahead.”

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# Addressing challenges when moving products from South Africa to neighbouring countries

The MD at Aspen Logistic Services, Dr Sujen Padayatchi talks of the challenges for manufacturers and distributors when moving products: “Currently in South Africa we are faced with a depressed economy and consumers hard hit with inflationary costs, rising food prices, rising fuel prices and new costs such as e-tolls,” says Padayatchi. He adds that with household spend decreasing a shrinkage of retail volumes has been noted.

“Food manufactures are being pressurised to reduce costs and supply chain costs are under intense scrutiny. Transport operators are faced with increased competition for existing volumes and resultant price wars to survive,” he says.

According to Padayatchi, transporting across borders is certainly not for the faint hearted.

He says many operators are lured in with the promise of a high income per kilometre but understand little about the risk involved.

Aspen Logistic Services outlines some of the common problems facing transport operators:

- Costly border delays
- Corrupt officials
- Poor road conditions and infrastructure
- Less than perfect communication channels
- Complicated border documentation and processes



MD at Aspen Logistic Services, Dr Sujen Padayatchi

