

PRESS RELEASE

Nexus Network expands its world-class e-fulfilment service

23 November 2017: Third-party logistics (3PL) specialist Nexus Network has moved into a new 10 000 m² facility in Wadeville, Germiston. This is the next step to boost its capacity to offer its customers a world-class service.

The company relocated at the beginning of August 2017 to a reconfigured 9 000 m² warehouse on a 33 000 m² site. "This means we now have the ability to build and expand our business as it grows," Nexus Network Sales and Marketing Manager **Robbie Ferns** comments. "Scalability for our clients is crucial, and they now have the peace of mind that we can cater for their own developing operations. We also have more than enough capacity at the moment to attract new customers interested in our services."

Established over a decade ago, Nexus Network is a specialist in marketing and promotion fulfilment for large South African brands. "What we essentially do is package promotional items in kit form, which we then distribute across the country. This ensures market awareness not only in terms of the promotional component, it also generates brand loyalty," Ferns explains.

Customers range from the financial sector to food and beverage suppliers, and even mobile phone operators. "We currently distribute to about 24 000 points around the country from four centralised distribution centres. The other part of our business relates to special promotional projects. We manage all aspects of the supply chain, thus providing a complete distribution solution without involving any middlemen. This gives us total control of every stage of the process," Ferns elaborates.

The new facility is important for Nexus Network to enhance its customers' growth paths, and to ensure that they achieve their expansion aspirations. Due to its size and cutting-edge technology solutions, the new facility is primed to unlock this potential. Its strategic location in Gauteng's industrial and commercial heartland positions Nexus Network perfectly to add to its existing high-quality service offering.

In this regard, the company has installed warehouse management systems and processes unique to promotions and marketing materials for optimal distribution efficiency. "Every item is scanned before entering or exiting the warehouse, which means continuous visibility and product traceability throughout the distribution network," Ferns stresses.

This increased visibility means the company can track items from receipt to quality control through to final dispatch and delivery. "We give clients peace of mind that we take care of their products throughout the distribution process." In addition, the new facility has been reconfigured to maximise the warehouse space available. "Our state-of-the-art warehouse management system is also a bespoke program," Ferns reveals.

For example, the program can allocate slower-moving products to higher bays that do not need to be accessed quickly, while faster-moving products are placed in more easily-accessible areas for greater efficiency. "Many distribution companies have been using manual processes for many years, but the cost-efficiency and operational effectiveness is not nearly as high," Ferns adds. Using advanced systems such as that installed at Nexus Network's new facility slashes costs and accelerates the supply chain.

In addition, the company offers its customers special tools to create marketing campaigns that filter automatically into its distribution system. This system provides Nexus Network with exact instructions about the make-up of the promotional kit in question, what it should look like ultimately, and where it should be delivered to. "This automated system gives clients complete

control over their campaigns, with the capability to make changes or add products,” Ferns affirms. A special feature of the new facility is that it has been built to receive bulk items, which are then repackaged into final kit form.

Commenting on the current state of the market, Ferns highlights that, despite the general downturn in the economy, Nexus Network’s niche market has remained relatively buoyant. “Brand marketing will always be important, as brands need to be sustained so as to boost sales volumes.” In this regard, the type of innovation and technology that Nexus Network specialises in plays an increasingly vital role in the industry.

Ferns is particularly proud of the company’s Level 1 Broad-Based Black Economic Empowerment (B-BBEE) rating, which it has maintained for the past two years. “There are not many competitors with a similar rating. This unlocks opportunities for our customers, as it improves their own scorecards and prospects for winning tenders. We welcome any brands out there, big or small, that need to improve the logistics around their promotions to give us a call,” he concludes.

Ends

Notes to the Editor

To download hi-res images for this release, please visit <http://media.ngage.co.za> and click the Nexus link to view the company’s press office.

About Nexus Network

With over 10 years’ experience in the Fulfilment service industry, Nexus Network is a Third Party Logistics (3PL) specialist trusted for its logistics expertise in the South African landscape. We are equipped with the experience and skill to answer the Fulfilment needs of a vast range of clients.

Nexus Network was founded in 2007. It started out as a distribution service for loyalty and incentive programmes, enjoying a close partnership with one of the largest providers of incentives, employee recognition, and customer-loyalty programmes. Since then we have successfully delivered over 2.2 million awards and rewards to commercial and rural areas across South Africa.

With this experience in specialist distribution and warehousing, and armed with a passion for business innovation, we decided to seize the opportunity of expanding our business model to offer third party logistics within the marketing point of purchase market.

Media Contact

Renay Tandy

NGAGE Public Relations

Phone: (011) 867 7763

Fax: 086 512 3352

Email: renay@ngage.co.za

Web: www.ngage.co.za

Browse the **NGAGE Media Zone** for more client press releases and photographs at <http://media.ngage.co.za>