

Specific solution, international performance

A long-standing FM LOGISTIC's partner - one of the first players of worldwide food industry - expresses its ambition of becoming a major player in fast-growing countries and recruiting one billion additional consumers by 2020. In order to achieve its objectives the customer invests in research & development, banks on its employees' expertise, promotes its brands and selects qualified and committed partners.

Started in 1995 in Eastern Europe, our collaboration has continuously grown since then. Currently, FM Logistic stores, handles, produces promotional packs and distributes their products in 5 countries across Europe - a booming collaboration that grew over 300% over the past 7 years.

A single solution

The steady growth of our activities places FM LOGISTIC as preferred logistics provider. That's the reason why we decided to head up a joint project giving our partnership a new direction aiming the deployment of a consistent offer at a European level.

At FM LOGISTIC a dedicated department has the responsibility of considering a specific solution for our customers ensuring seamless international deployment of suitable work processes and best practices across all our business units.

At the customer a dedicated team manages logistics partners relationship in order to facilitate strategic information sharing and to promote collaboration between their own local units. It also encourages best practices sharing and provides the required support to the markets expressing any needs.

Together, our experts will ensure the management of this joint project.



«The objective of this working group is to establish a balanced partnership, seamlessly, based on a common culture of operational excellence, health, security and sustainable development.»

Shared ambitions

Our experts are progress-driven and are jointly working on a global improvement plan based on performing, innovative and consistent process - a unique solution and a dedicated key interlocutor.

Aiming to provide the best solution meeting customers' requirements, FM LOGISTIC composes a flexible and scalable offer able to support brands growth, company's future ambitions and to assist the performance of its promotional momentum. Thanks to our 15-year successful partnership and the outstanding level of cooperation between our local teams, we are able to foster together winning changes.

Defined standards

FM LOGISTIC capitalizes a solid experience as food industry logistics provider— over the last 30 years we have been improving our offer and ensuring our partners reliable and performing services, a unique follow-up and real competitive advantages at an international level.

Examples of our offer improvement might be the introduction of a Warehouse Management System dedicated to the agro-industry, organizing pooling centers and providing required training to our teams. This is how we can supply a comprehensive offer and high performance levels.

FM LOGISTIC aims to ensure the deployment of these elements and foster the cooperation between our teams who will build in each country a regular and sustainable action plan for operational excellence— an integrated approach of continuous improvement processes common to both groups.

« ...to support brands growth, company's future ambitions and to assist the performance of its promotional momentum.»

Long term approach

This scalable success story is a long term collaboration. This is why the steering committee started by defining the improvement areas and the action plan that will guide our local teams in processes standardization making progress each of the five sites service level. In addition, the communication process promotes systematic information exchange between all stakeholders of this improvement project - corporate, country and sites.

To date, the first three identified areas of improvement are:

- Safety is a priority for both companies; a risk prevention plan is implemented by our local teams.
- A common set of Key Performance Indicators is being deployed for the monthly monitoring of different sites and activities performance.
- Installing an Agro-industry dedicated warehouse management system enhancing food chain safety and consistency of performance and features at a European level.



Results of this cooperation will be shared and the next steps of the improvement plan announced in a future part of the success story available on the website www.fmlogistic.fr

Focus on FM LOGISTIC'S Solutions



FM LOGISTIC is completely committed in delivering effective and tailored responses to its customers' needs. Through its significant experiences in target sectors combined with the activities of the logistics innovation lab, FM LOGISTIC feeds a scalable repository - covering best practices, working processes and logistics environment perfectly fitting your products requirements. Our aim is to provide reliable and performing services, meeting all your logistics

needs integrated in your strategy. In order to anticipate your supply chain optimization needs a unique monitoring program is set. Our sector-based solutions rely on a joint value creation dynamic generating profitable synergies.

About FM Logistic Corporate

FM Logistic is a company with 14,000 employees and total sales turnover of 744 million Euros. This turnover is spread over warehousing activities 58%, transport 27%, co-packing and co-manufacturing 13% and Customs/ Supply Chain Management 2%.

FM also has more than 2,300,000 sqm of warehouse space, 900 million packs prepared per year, 200 million consumer units produced per year, 1 975 000 packages prepared per day and 1 300 000 deliveries per year. Among FM Logistic customers are food industries, Home and Personal Care, Health, High-Tech, and consumer goods companies, as well as retail giants.