



SELLING WAREHOUSING SERVICES

– MICHAEL MINARDI & JORGE FLORES

Introductions

- Michael Minardi – Director, Warehouse Operations

- Jorge Flores – 3PL CSR Manager



How to Sell Warehousing



- Types of questions to ask:-
 - Dimensions of products, how it will be received (floor loaded and/or palletized), how they prefer it to be tracked (lot control, serial # and/or FIFO), how it will ship on the outbound, anticipated footprint for storage)
- Rates – Loaded Sq. Ft. tariffs in development
- Floor storage / Stackability
- Check space availability before offering a solution
- An updated client questionnaire is currently under development

Types of Commodities/Products we want



- Fast Moving Products
 - Warehousing profitability is directly related to turns and/or handling
- Tech Products, Medical Devices and high value items are ideal
- Fulfillment Commodities
 - Cosmetics, retail goods etc. Turns are ideal.

Types of Commodities/Products we prefer not to warehouse



- Solar
- Furniture
- Batteries
- Temperature Sensitive
- Food (Temp Sensitive)
- OOG/Overweight
- Rubber/Tires
- Alcohol
- HazMat
- Dead storage accounts
- Accounts requiring clients on-site
- Glass

If you are ever in doubt, please reach out to Michael to discuss the commodity & opportunity
Decisions can be made on a case by case basis

Aeronet US / Canada footprint



- We are growing our US / Canada footprint through 4PL partnerships
 - Currently we have Detroit & Minneapolis established with others to follow
- Ideally all partners will utilize Extensiv, so that we can offer a single portal for any client to view all their inventory, regardless of location
- Your first priority should always be to try and sell an Aeronet facility as a solution
- However, if this is not viable, we have options, BUT, you must discuss with Michael first
- Only the Warehouse Operations Management team can vet a potential supplier to ensure their standards & processes match ours



Insurance

- We do not provide full insurance in our warehouses as standard
- Typically our clients cover their goods under a 'floater' or 'umbrella' policy
- This is essentially an extension of their own policy that covers third-party locations

Contracts / SLAs / SOPs

- Every major client is required to have a signed contract in place. We have a template that we typically provide as a first step. SLAs can be developed as necessary
- An SOP will also need to be developed by the account owner so that every party understand the requirements. We have a template that can be used

THANK YOU



ANY QUESTIONS?

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