

Advertorial

Pival: Improving to serve you better

Background

As Pival continues to support its philosophy in evolving to create value every day and continue its progress to be an industry leading end-to-end supply chain provider for customers, 2014 will prove to be yet another year of positive results. Our commitment to provide the very best solutions for our customers is what drives our vision for our staff which, in turn, reflects a very positive environment within our facilities and thus our customer's experience.

Improving Efficiencies and controlling costs:

2014 brings with it new initiatives within our organization. Specifically we have launched our "Operational Excellence" program in which our goal will be to help our employees embrace a culture of excellence. This involves leading with humility and listening to our employees. Our employees can quickly identify how to make all our processes streamlined resulting in seamless customer implementations and standardization of all aspects of our business across our facilities in Canada. Another critical element is listening to your customers to determine how to add more value without increasing costs thereby creating significant efficiencies. The best place to find cost savings is by integrating new technology. Pival has improvement and redesign initiatives for our WMS, TMS and website. These initiatives bring a high level of excitement generating productivity gains within our organization that will surely benefit our goals and expectations for 2014 and beyond.

This year we will continue to focus on our unique ability to service our customers with rail access in 3 of our current facilities. This service has proven to bring with it cost savings and we will continue to look for ways to take advantage of Canada's expansive rail systems to move products across North America.



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Common mistakes:

Lack of planning to market changes and staffing requirements are very costly. For example, if you do not plan on how to deal with major sku proliferation you can quickly end short on processes, systems and resources to avoid costly errors, delays and poor KPI's.

Growth:

Our 2014 expansion plans within Canada will allow us to continue to diversify our customer base and showcase our willingness to acquire facilities to better accommodate all customer requests. Pival will add to our already expansive square footage presence in the market place. We will add talent and improve on an already effective/experienced team across Canada. There will be a continued focus on expansion in Contract Warehousing and Transportation Services in the areas of Expedited Ground/Air, LTL, FTL and intermodal. Our continued efforts to remain flexible to our customers, offer solutions that are viable and cost effective, will make Pival a value added partner for our current clients as well as future partnerships.

