

ELS

exclusive logistics solutions

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OUR ETHOS



To be recognised by every team member, customer and business partner as a company that creates innovative, practical and measurable solutions that produce exceptional and sustainable results.



NEXT 

YOUR SALES TEAM

You and your business deserve THE best, through every step of the process.

A partner in business, there when you need advice on what your industry's trends and forecasts are, to help you grow your business and keep it growing. A partner striving for the best result for you, always.

We choose only the best clients to receive the most elite service. We choose YOU!



NEXT



YOUR OPERATIONS TEAM

Your Operations Team understands your expectations and identifies and develops opportunities that enhance your business strategies.

Our operating philosophy is founded on maintaining the highest level of quality service in the most efficient manner possible by giving you a dedicated operator irrespective of mode or commodity or route.



With your operations team your shipment is priority and personal to your team.

Ease of contact 24 hours a day, 7 days a week. Honesty and integrity go hand in hand as we manage your business requirements by updating as you prefer and offer a solution that is best, not always cheapest with your business's success at the forefront of our minds.



NEXT



YOUR WAREHOUSE AND TRANSPORT TEAM



Your Warehouse and Transport Team are subsidiaries of your business. Your company becomes our company and every measure is taken to ensure that your suppliers and orders or deliveries are carried out to the standards that you expect and with a knowledge from your team that ensures eradicating any mishaps along the way. Your driver shows loyalty to your brand and caters specifically to the benefit of your business. Your business's needs and preferences are always considered and we help you keep all the promises you make.



YOUR FINANCE TEAM



In a spirit of excellence, integrity, and dedication, your Finance Team is committed to providing timely, accurate, clear and complete information by developing relationships with the key decision makers within your freight forwarding space.

Your cashflow cycle is understood and any challenges faced are provided the BEST solution without affecting current orders.

As a new entrant into the market you are supported on an advisory level to ensure cashflow control and management and any risks related to bad debt are covered by maintaining a good relationship with your suppliers by avoiding errors which may incur a cost to your business.



OUR BACKGROUND

Established in South Africa in 2005 in Bedfordview, we saw the opportunity for a boutique business model.

After working in a corporate freight forwarding environment for over 20 years, Derek Holmes was able to identify the increased demands from customers with whom he had built a professional relationship and realised that there needed to be a change in the standard model and a focus placed on more personalised business relationships with service being placed at the helm.

ELS aimed to inspire innovative, creative, measurable solutions for exceptional and sustainable results.



OUR POSITION

In an industry undergoing global consolidation and increased commoditisation, the opportunity presents itself for the formation of a boutique business model focusing on highly personalized business relationships built from a foundation of customized process management, measurement and meaningful communication.



OUR ACHIEVEMENTS



MSCT BEE SERVICES
Making Significant Changes Together

MSCT BEE Services (Pty) Ltd
Hazelton House, 8 Eskos Drive, Somerset West Business Park,
Somerset West, 7330
www.msctbbs.com
Tel: +27 (0)21 853 5646, Fax: +27 (0)21 850 4965
Email: info@msctbbs.co.za

Broad-Based Black Economic Empowerment Verification Certificate

Balanced Solutions (Pty) Ltd t/a Exclusive Logistics Solutions

Certificate Number: QSE/802/23/09/2019
Version No: 1
Registration No: 1999/02126/2/07
VAT No: 435079408/4
Address: 111 Lake Road, Longmeadow North
Business Estate, Exit 7
Mooifontein,
1645

Verification Standard Applied: Codes of Good Practice (Government Gazette 29617)
Scorecard Applied: Transport Sector Code
Size of enterprise: Small Enterprise (More than R5M, Less than R35M)

Broad Based BEE Status level: A Level 2 Contributor to B-BBEE
BEE Procurement recognition level: 125%
Modified Flow Through Principle Applied: No

Flow Through Modified Flow Through
Voting Rights of Black People 0.00% N/A
Voting Rights of Black Women 0.00% N/A
Economic Interest of Black People 0.00% N/A
Economic Interest of Black Women 0.00% N/A
Value Adding Supplier: Yes
Evaluation Period: 30 September 2018
Enterprise Development Beneficiary Status: No

A Level 2 Contributor to B-BBEE

Description	Score	Weighting
Ownership	N/A	N/A
Management Control	12.48	25
Employment Equity	25.00	25
Social Development	N/A	N/A
Preferential Procurement	N/A	N/A
Enterprise Development	24.79	25
Socio Economic Development	25.00	25
Overall Score	87.27	100


Technical Signatory: Stanley Grau

Date of issue: 23-May-19
Expiry Date: 22-May-20
Period of validity: 12 Months

This Certificate and the verification report are based on information provided to Moore Stephens Cape Town BEE Services (Pty) Ltd and represent an independent opinion based on the verification and analysis completed by Moore Stephens Cape Town BEE Services (Pty) Ltd. The calculation of the scores has been determined in accordance with the Integrated Transport Sector Code as Gazetted on 21 August 2009.

MSCT BEE Services (Pty) Ltd, Reg. 2011/01006607
Directors: R Clark, S Grau, L Reddy

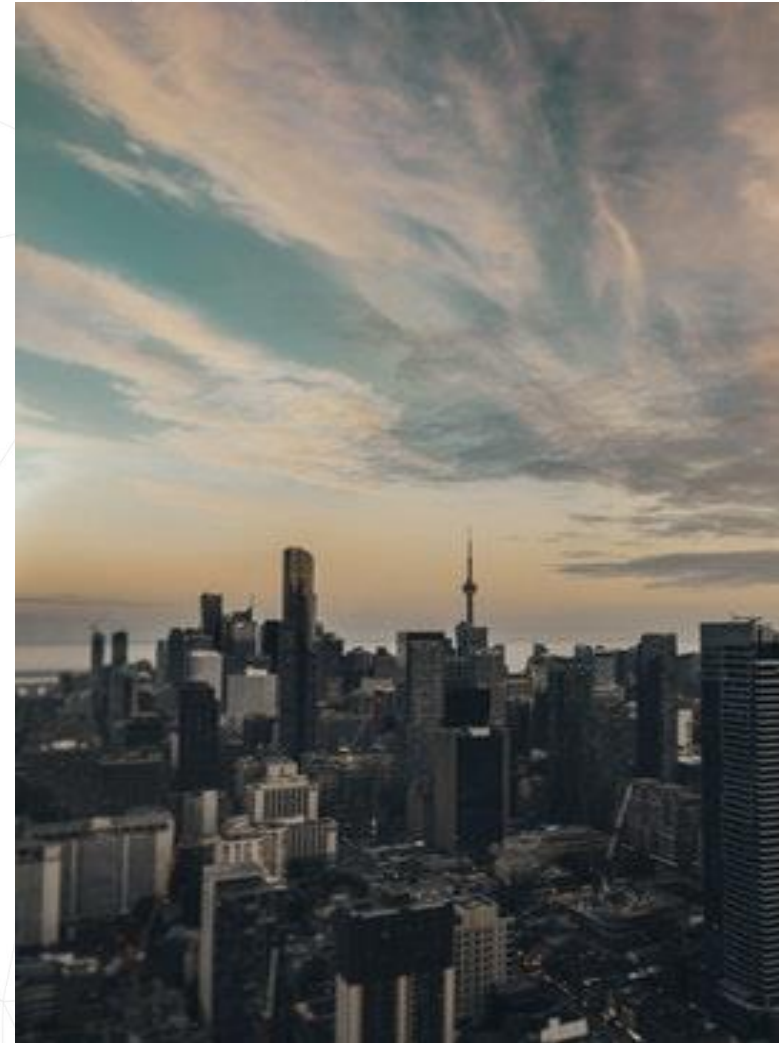


MAKING SIGNIFICANT CHANGES TOGETHER



ELS OFFERS A FULL SPECTRUM OF FREIGHT FORWARDING SERVICES FROM START TO FINISH.

- International Air Freight Forwarding
- International Ocean Freight Forwarding
- Logistics Services
- In-house Customs Broking
- Insurance
- Project Cargo
- Fairs And Exhibitions
- Vertical Industry Focus
- Trade Finance
- BB-BEE Level One Certification
- AOG Membership



OUR NETWORK

ELS
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Exclusive Logistics Solutions is an integral member of World Cargo Alliance (WCA), the largest independent freight forwarding network in the world.

Through this network we are able to offer you offices in over 196 countries on all the worlds continents.

This means that you can enter and exit any international market you wish to with total business continuity through your local Exclusive Logistics Solutions office.

The strength of our network is the relationships we have developed over the years with the business owners enabling you with competitiveness, consistency and speed of decision making.

Exclusive Logistics Solutions in South Africa was voted the Best Agent in Africa by the members of World Cargo Alliance.



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OUR AFFILIATES

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IMAGINE IF...



- You dealt with a company you trusted
- You were treated as a business partner
- You had one point of contact for all your business needs
- You could enter and exit markets without any process changes
- Your supplier enhanced your profitability
- You had access to all levels in the company
- You had total visibility into your supply chain
- Your supplier adapted to your way of working
- Your products were in place, on time and intact, every time
- Your challenges were met with real solutions



Johannesburg Head Office

+27 11 284 1000

Ernest Mokoena
Candice Holmes

emokoena@els-sa.co.za
cholmes@els-sa.co.za

Cape Town Branch

+27 21 934 5356/7467

Daniel Kinghorn

dkinghorn@els-sa.co.za

Durban Branch

+27 31 940 9001

Purshia Naicker

pnaicker@els-sa.co.za



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BUSINESS MANAGEMENT MODEL

Our Business Management model sets us apart, and puts you in the driver seat 24 hours a day, 7 days a week

One Business Manager - One point of contact

Solution Based - Rapid decision making

24 hours a day, 7 days a week - Total availability

Customised Service Level Agreements - Flexibility

Standard Operating Procedures - Reliability

Continuous Process Improvement - Innovation

Performance Measurement - Accuracy
Status Reports – Real time information



CAPE TOWN

CTX BUSINESS PARK
UNIT B1 FREIGHT AGENTS ROAD
AIRPORT INDUSTRIAL
CAPE TOWN



DURBAN

UNIT 35 BOULEVARD BUSINESS PARK
14 BELLADONA ROAD
CORNUBIA BUSINESS AND INDUSTRIAL ESTATE
KWAZULU NATAL

