

New joint venture by POA and Netlogix

A new joint venture between Ports of Auckland Ltd (POAL) and Netlogix Ltd aims to address “a long-time lack of sustainability and efficiency” in the New Zealand supply chain network.

Nexus Logistics says it is challenging the industry status quo by taking the unprecedented approach of giving its customers the choice.

The company, which works with all New Zealand ports, has developed a “flexible and comprehensive” combination of road, rail and coastal transport capabilities and services, including key supplier relationships with shipping lines and KiwiRail.

Nexus is one of the largest providers in its sector and says its key differentiator is to be port-neutral and open to working with all transport companies to reduce cost (and other wastage) to its customers.

Nexus Logistics’ CEO Stephen Owles said: “To optimise the flow of goods into, out of and around the country, we have already established access to the intermodal freight hubs at Wiri and Palmerston North, and will complement these with hubs in other centres to create a freight hub network that serves the metro, regional and interisland markets.

“There is a great need to balance the movement of goods to reduce wastage across the sector. There are obvious benefits for New Zealand manufacturers and distributors if we create a better two-way import-export flow.

“When you start to multiply these improvements throughout the entire

supply chain, it creates a ripple effect that has a huge and measurable economic benefit.

“You eliminate unnecessary movement of goods, speed up delivery of products to companies and consumers — locally and globally — and take empty containers off roads, trains and ships, which allows transport providers to maximise profit.

“In short, we collaborate with our customers and other supply chain stakeholders to remove waste and optimise the supply chain so our customers can choose the solution they wish to use.”

Nexus Logistics’ existing customer base includes Fisher & Paykel and Nestlé.

Mr Owles said: “Our customers are consumer-facing and are extremely good at what they do, from what they produce and provide to how they manage their businesses.

“In order to retain their business we must offer more value and efficiency than our competitors, and consistently demonstrate the most cost-effective nationwide model.”

Nexus Logistics will also be fully supporting the recently announced container logistics agreement between POAL and Lodestar.”

Nexus Logistics says it is a business that manages information and people in logistics and transport.

Mr Owles said: “New Zealand has more than 6000 registered transport owners, and some are very large players, but a lot are small- to medium-sized fleet owners.

“Our model assists these companies



Stephen Owles, CEO of Nexus Logistics (above) aiming at freight hub network.

to become more compliant with regulatory requirements and provides information management services they can use to rationalise their own businesses and improve their service offerings.”

Though the company itself is a new player in the industry, it has acquired senior people who have devoted their careers to logistics. Including Mr Owles, who will mark 30 years in the sector in 2016, the company’s seven-strong senior management team has between them a total of 168 years’ industry experience.