

Bevco Case Study 3 | CTP Printing



Bevco Logistics Case Study: **Printing**

Client: CTP Printers
Industry: Printers
Services: Bulk Freight Services

The Challenge:

CTP is an independent publisher and printer based in Johannesburg. Their areas of specialisation include: magazines and commercial work.

The challenge they faced came as result of having worked with a single major distributor. Unfortunately, deliveries were missed and clients became increasingly frustrated. To mitigate their risk CTP took the decision to trust Bevco Logistics with a large part of its distribution. This decision was made as Bevco met a number of requirements. Key among these were their flexibility and responsiveness. Their competitive pricing and national footprint; very strong BBBEE and black-ownership credentials; and track record of 98% on-time and in-full delivery also played a vital role in CTP's decision. Their ability to handle cross border deliveries was a bonus.

The Result:

Partnering with Bevco Logistics has meant that CTP Printers has kept its customers satisfied with fast, flexible, seamless delivery of print materials. Contributions from Bevco were:

- Competitive pricing
- 100% black-owned and 40% black-female-owned maximised ownership points for customers
- 100% procurement points, full QSE points.
- The ability to store printed goods when required
- Professionalism
- Flexibility and proactivity
- Reputation for reliability
- 98% on-time, in-full delivery track record

"We simply just need to pick up the phone, explain the situation and Bevco comes back to us with a solution and a cost. In many instances, as in any production environment, we have machine breakdowns etc. and Bevco does not receive their freight on time. Extensions are conveyed to them and CTP is quite confident that these extensions will be met. "

Ashleigh Elsworth | Production Manager

