



PIERAU PLANUNG

About us



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Welcome to Pierau Logistics!

Pierau Logistics is one of the leading European planning offices for warehouse logistics. Founded in 1961, our team has successfully executed more than 1,000 projects with different requirements and conditions in most European countries and the Russian Federation.

We are your reliable partner for the implementation of your logistics planning – not only if the design and implementation of a green field distribution centre is under consideration but also for single concepts, evaluations or the optimisation of existing processes.

We don't focus on single challenges but aim to support our customers in the long term. Some of the most renowned retail companies commissioned us to solve their logistics problems 40 years ago and rely on our services today.

We are your partner.....

... for all questions concerning logistics and organisation. Our services cover the entire range of design, implementation and project management - from single optimisation measures to implementation of complete logistics centres.

- ✓ single analysis and benchmarking
- ✓ valuation of existing logistics and IT concepts
- ✓ organisational and process definitions
- ✓ optimisation and modernisation of existing equipment
- ✓ selection and evaluation of sites
- ✓ design of building concepts
- ✓ design of logistics and storage concepts
- ✓ preparation of specifications
- ✓ equipment planning
- ✓ IT concepts (ERP, WMS, MFC)
- ✓ tender and bid management
- ✓ bid negotiation and drafting of contracts
- ✓ central project management
- ✓ coordination of interfaces and deadlines (logistics, constructions and IT)
- ✓ manpower planning and personnel training
- ✓ retrofit programs
- ✓ support of outsourcing activities



Who we are

We consider ourselves as a real planning team and partner for our customers. We accompany you in your development and support the adaptation of your business processes to meet market requirements. We view every project as part of a long-term business connection.

We cooperate with our customers for the joint development of solutions that will suit their corporate practice, structure and culture of the company.

Management

All our management members have started out their career with Pierau Planung as project managers. Each of them has more than 20 years of expertise in designing and implementing projects.

Today, Arne Pierau, Arie Schep and Lothar Hättich still work on projects besides their management tasks. Like this we ensure that Pierau Planung always remain up to date with the latest developments and that our business activities never lose touch with the requirements of our customers.

The joint management of three experienced colleagues ensures solid support for all logistics problems even after projects are completed.

Our Team

Our current team of 25 employees consists of senior and junior project managers, technical draftswomen and administrative staff.

We insist on solid basic training in all areas of work. All our project managers are graduate engineers or industrial engineers. Our employees don't focus on logistics alone but specialize in IT systems, construction planning, simulations and business organisation as well. Thus we can offer our customers a wide range of services. New members of our team complete an intensive training period before they manage their first project together with a senior manager.

In all departments of our company, experienced long-standing team members work together with younger colleagues. This ensures that we combine expertise acquired from a large number of projects with new insights from scientific research produced at laboratories and universities and from practical knowledge of the market.

Our team has an extremely low staff turnover. Most of our employees have been working for us for over ten years. For our customers, this means that they have a dependable contact even long after a project has been completed and that they can rely on a well of experience from an established team.



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Profile

Pierau Logistics is a planning and project office for warehouse logistics. We offer our customers comprehensive services for meeting their logistics challenges - from analysing and optimising single processes or divisions to constructing a new green field distribution centre.

Since the establishment of a small project team in 1961, our company has grown steadily. We have firmly established ourselves as a firm authority in the field of logistics solutions in Europe and Russia.

Our team has successfully managed more than 1,000 projects during the past decades. We have completed projects for a third of the current Top 100 mail-order companies in Germany. We are especially pleased that we can even count every second company within the Top 10 of this ranking as part of our customer base. We have been supporting some of them for decades.

The Pierau Planung team operates from the headquarters in Hamburg. In the U.K. we are represented by Pierau Logistics Ltd near London, in Russia by our colleagues in the Moscow office.

Credo – Our Business Principles

- ✓ Customised approaches that not only cover the customer's current requirements but account for the future as well.
- ✓ Trendsetting and comprehensive approaches that offer real value for the invested capital.
- ✓ Modular quotation and contract process that allow the customer to develop on a step by step basis his logistics processes and systems. Our approach provides customers with effective cost controls, the means to closely monitor progress and the ability to scrutinize in detail our work.
- ✓ We employ state of the art technology where it is advantageous and appropriate to the customer's requirements.
- ✓ Introduction of flexible systems that can be readily adapted to new business models or markets.
- ✓ Design of modular and extendable systems that generate sufficient savings which can, if required, be invested into further developments.
- ✓ Tendering and contract award process which is objective and not influenced by any suppliers or contractors.



What we do

Our consulting, planning and implementation services cover the complete range of warehouse logistics in different industries.

No matter whether you assign us to analyse just one aspect of your logistics system or to optimise your warehouse processes or to design and build a green field distribution centre solution for you, fundamentally we take an holistic approach to all our projects and provide solutions that are fully integrated with your business processes.

We want you to be satisfied with our services. That's why we follow two basic principles that guarantee you full cost control and provide an up to date information flow:

- ✓ We structure our quotes into transparent, single steps that can be contracted separately. Consequently our customers have on the one hand an overall and detailed view of the costs and on the other can take a gradual and measured approach on deciding whether to follow a particular course of action.
- ✓ All aspects of your project are managed centrally by one of our project managers who is always available to you. This ensures that you are provided with up to date project status information and that the detailed execution of your project is guaranteed.

Analysis, Data Collection and Defining Target Values

Expertise is the key when analysing existing systems or preparing a new design. We know which data has to be collected, which dimensions have to be used and which performance measurements should be compared.

Decades of experience is one of our biggest assets. We know which systems for which products, distribution channels and industries will produce a cost effective result. And we continuously refine our measuring techniques, questionnaires and methods of analysis.

Different issues require appropriate forms of analysis:

- ✓ Should we outsource our logistics department or should we establish appropriate structures ourselves?
- ✓ Our business expands - where should we build our new distribution centre, warehouse etc?
- ✓ Is our system profitable? How can we increase performance and decrease the costs per item?
- ✓ Which modifications have to be made to adapt our fulfillment operation to current market and product changes?

Pierau Planung provide the complete range of logistics services including materials flow, supply chain analyses and process simulation for:

- ✓ Site analysis and benchmarking
- ✓ Cost-benefit calculations
- ✓ Analysis of outsourcing potential
- ✓ Assessment of rationalisation potentials
- ✓ ABC & XYZ analyses
- ✓ Analysis of bottlenecks and process limitations
- ✓ Organisational analysis
- ✓ Assessment of restructuring needs
- ✓ Evaluation of planned objectives
- ✓ Expert opinions
- ✓ Definition of requirements for ERP systems
- ✓ Time studies of work processes
- ✓ Current status analysis (costs per piece, order-picking output per shift, warehouse utilisation etc), benchmarks and performance calculations





Design of new buildings, re-organisations and extensions

An optimum design of warehouse or logistics systems takes into consideration many factors that will influence profitability and performance over the entire service life of the system.

A good design will allow for all material, staff and time dependant factors. The aim must be an economic, modular extendible system that not only covers the current requirements of customers but that can adapt to future developments as well.

Experience has shown that not every new discovery on the market automatically proves to be the ideal solution for a customer. Use of equipment, degree of automation and the structure of planned processes have to reflect the nature of the location, the products, the shipping process and many more customer specific issues.

We offer the complete range of different services - from concept planning and calculation of budget costs and target productivities to detailing alternative solutions:

- ✓ Location planning
- ✓ Organisational planning and process definitions
- ✓ Architectural and preliminary construction planning
- ✓ Pre-selection fire protection
- ✓ Layout planning and specification for the column grid of the building.
- ✓ Preparation of IT specifications (MFC, WMS, ERP) and definition of interfaces
- ✓ Design of logistics processes
- ✓ Design of ergonomic work stations
- ✓ Planning and design of technical equipment
 - ✓ (receiving of goods, storage, picking, packing, dispatch, auxiliary resources, returns processing etc)
- ✓ Design of materials flow processes
- ✓ Layout of administrative and social areas

Joint success

For us, it is important that our customers have one contact for all questions concerning logistics and internal operations. That's why we don't focus solely on analysing, designing and implementing but offer a wide range of additional services.

After decades in this business there is hardly a logistics issue that we haven't dealt with thoroughly. Therefore: Contact us and try us out when you need answers to your logistics or organisational challenges - even if they don't really concern fulfilment or storage. Possible subjects could be :

- ✓ Contact with potential national and international partners.
- ✓ Procurement and disposal of auxiliary goods
- ✓ Defining interfaces between your logistics systems and other departments of your company
- and much more!
- ✓ Identification of forwarding companies and integration with their systems
- ✓ Production expertise



We remain calm when projects enter the crucial phase!

During the implementation stage, your project manager at Pierau Planungs's is your personal contact who represents and realizes your interests with all the project participants.

At the start of the implementation process we ensure that the right team of architects and suppliers will be working for you and that all contract terms and conditions meet your requirements:

- ✓ Proposing suitable suppliers
- ✓ Bid negotiation
- ✓ NDA management
- ✓ Coordination with suppliers
- ✓ Preparation and mailing of tender documents
- ✓ Awarding of contracts
- ✓ Comparison of bids
- ✓ Preparation and mailing of tender documents
- ✓ Scheduling

During the implementation stage we take over the coordination between all project parties. We monitor budgets and schedules and ensure the flow of information and the coordination of interfaces between the different suppliers.

We will make sure that you are kept fully informed of all project developments and that project chores are dealt with by us so that you can focus on the more important business decisions.

During the final phase of the project we monitor test runs, oversee acceptance and commissioning processes and make sure that you will get a turnkey system that will meet all specifications and requirements which will take your company a decisive step forward .

What if the ideal solution can not be found on the market?

We always aim at implementing the ideal solution for our customers. If this solution cannot be found on the market, we design it ourselves. Pierau Planung own a number of patents that are well established and recognised in the market.





References



Our Customers, our Expertise

Logistics is not a science - it evolves and it is tried and tested. That is why good systems for storage, fulfillment and production cannot be developed in theory but have to be based on extensive knowledge of market conditions and technologies, an instinct for current and future customer requirements and above all years of experience.

These are the features and qualities that mark out our team at Pierau Planung.

Pierau Planung have designed and implemented storage and fulfillment solutions for a wide variety of products and distribution channels. We were responsible for the design of a large number of logistics centres that have a multinational reputation.

For our Customers this means profiting directly from our wide industrial experience. We fully appreciate our customer's very specific list of requirements and can develop the ideal solution from a combination of proven technologies and new ideas.



Our Customers

Every sales model and every type of product are subject to special requirements.

In our decades of project management work, we have gathered a great deal of expertise with different types of sales channel from retail through to mail order and e-commerce and designed and built distribution centres for almost every type of product.

For our customers this means that they don't invest in questionable concepts or carry out basic research but can place their trust in a planning partner who not only is well versed in industry proven methods but is fully acquainted with the latest trends and technological developments.

Concepts for Different Sales Channels

Mail-order and E-Commerce

A.W. Niemeyer, ABUS, ALTA, BALDUR-Garten, Bico, Buttinette, Charles Vögele, Compass, Conrad, Doc Morris, Douglas, Ebrosia, EMP, Eurotops, Gärtner Pötschke, Gebrüder Götz, H&M, Hama, Hanseyacht, Hawesko, Henry Schein, Hess Natur, HSE, JD WILLIAMS, JPC-Schallplatten, Kaffee Partner, Keimling, Klingel, Komus, M+W Dental, MCS Druck & Handel, MIR KNIGI, Music Store, Musik Meyer, Neckermann, Next, Opitec, ORION, Pearl Agency GmbH, Pollin Elektronik, QVC, Ratioform, Redcoon, Schneider, Schrader, Secumar, Security Center, Sportler, Strauss, VBS, Walbusch, Waschbär, Wehkamp, Weltbild, Wentronic, Westfalia, Wright, Zimax

Retail

Charles Vögele, Conrad, Douglas, H&M, Hawesko, Hess Natur, JD Williams, Komus, Music Store, Next, Opitec, ORION, Plaisio, Sportler, VBS, Walbusch, Weltbild

Wholesale

Abus, Alta, Armtek, Glorex, Hama, Hawesko, M+W Dental, Opitec, Pollin Electronic, Ratioform, J.E. Schum, Security Center, Sigel, VBS, Westfalia, Wollenhaupt, Wright Health, Zao Orekhprom

Manufacture

Wollenhaupt, Zao Orekhprom, MCS Druck & Handel

Our Customers and Their Goods

Elektronics

Conrad, Hama, Pearl Agency, Pollin Electronic, Plaisio, wentronic

Textile

Buttinette, Charles Vögele, EMP, H&M, J.D. Williams, Klingel, MCS Druck & Textil, Next, Sportler, Walbusch, Waschbär, Wehkamp

Books, CDs, Music and Office Supplies

JPC Schallplatten, Komus, Mir Knigi, Music Store, Schneider Versand, Sigel, Weltbild

Medical Equipment, Pharmaceuticals, Optical Products

Doc Morris, Henry Schein, Lensspirit, M+W Dental, Wright Health

Food and Fresh Goods

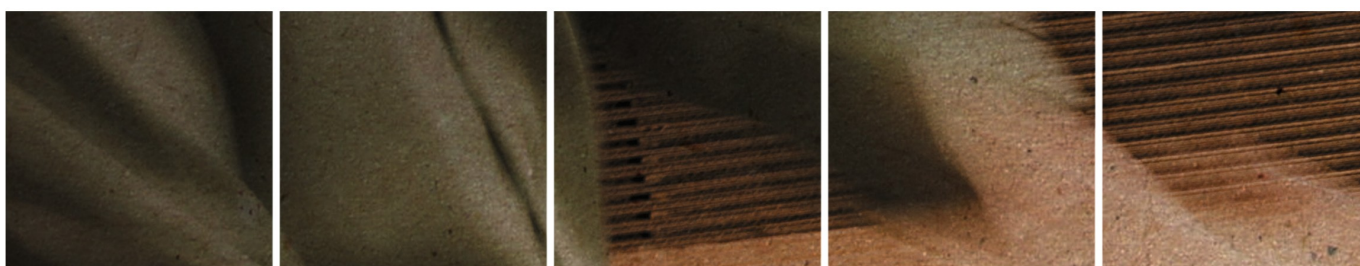
BALDUR-Garten, Ebrosia, Gärtner Pötschke, Hawesko, Kaffee Partner, Keimling, Schrader, Wollenhaupt, Zao Orekhprom, Ocado

Full Range

HSE, Neckermann, QVC

Service Providers for Distribution and Freight Forwarding

DHL, Netrada, Mundo, Wincanton





PIERAU PLANUNG

About us

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