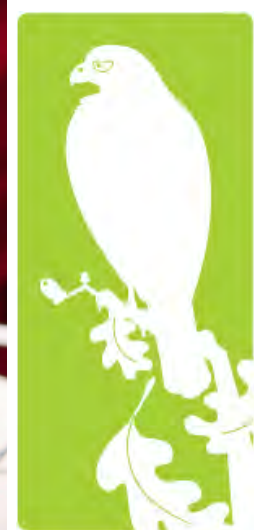


GROWING WITH HAWKTREE

- An Ottawa Logistics Case Study



HAWKTREE SOLUTIONS

EXECUTIVE SUMMARY:

Hawktree Solutions aimed to provide Canada with national level wholesale and retail health & safety product solutions. However, as a new company with importing requirements, Hawktree knew they would need a scalable third party solution to provide a logistics solution.

Ottawa Logistics has proved to be an effective, professional and service driven logistics solutions provider that has enabled Hawktree to grow significantly year over year.

QUICK FACTS:

- Industry & business style: Health and Safety Products & Services
- Duration as a client: 6 years
- Services Utilized: Warehousing logistics and fulfillment
- Results: Over 200 SKUs moving in and out on a daily basis



ABOUT THE COMPANY:

Hawktree Solutions is an exclusive marketer of Canadian Red Cross branded products to the public and to businesses across Canada. Hawktree Solutions is Health Canada approved to import and distribute Class I, II, III, and IV Medical Devices.

Hawktree has been in operation for 7 years providing revenue generating opportunities for large national level not-for-profit health & safety product companies as well as services for corporations.

Located in Ottawa, Canada, Hawktree Solutions also operates the Canadian Red Cross Major Account Solutions (MAS) program for the coordination of first aid training with corporations on a national level.



THE CHALLENGE:

As a new company with a major retail client with sea container importing requirements and the need for warehousing that is site licensed for medical devices, Hawktree knew they needed a competent and scalable third party to handle logistics while they focused on sales.

OTTAWA LOGISTICS MAKES THE DIFFERENCE:

Ottawa Logistics was highly recommended through a local contact as a company that had the experience and expertise Hawktree required, so the company was engaged to assist. Two big requirements from Hawktree were:

- 1) They required a Health Canada site licensed facility with warehouse management software that integrated with their software.
- 2) They needed to focus on sales and growth

Hawktree found that they appreciated the traceability of their inventory. Ottawa Logistics has a sophisticated system for remotely tracking items from the moment they enter the system until they've been removed from the inventory



THE RESULTS:

Hawktree has been with Ottawa Logistics since day one. Ottawa logistics services have contributed to the growth of double the revenue year over year for the last six years while working with Hawktree at peak volumes.

Ottawa has been scalable enough to grow with Hawktree and handled the tremendous growth with flexibility. Ottawa Logistics have made it easier for Hawktree to adjust and manage their growth. The fact that Ottawa has been growing with Hawktree speaks volumes to their services and capabilities.