



*iaf* INTERNATIONAL  
APPAREL  
FEDERATION

*Building Bridges in the Fashion Chain*



## MORE INFORMATION?

International Apparel Federation  
P.O.Box 428, 3700 AK ZEIST  
The Netherlands

T: M: +31 - 65 - 3930674  
E: [Crietee@iafnet.com](mailto:Crietee@iafnet.com)  
W: [www.iafnet.com](http://www.iafnet.com)

## Logistic Concept for Industry Associations

## THE CONCEPT

This logistic concept aims at bundling of transport volumes and warehousing volumes throughout the world. In each country, the members of an industry association are mostly independent entrepreneurs, who take care of their own logistics. Each member company, big or small, will do so to their best ability, and aim for the best quality at the lowest possible costs. Today, there is hardly any coordination between the member companies, which means everybody has their own logistic contracts and

rates, based on individual volumes. This fragmentation is reflected by the huge amount of different logistic companies working for the members. It is clear that there is huge overlap of logistic streams between the members: there is a lot to be combined. So only by working with a smaller, selected group of logistic companies, a huge bundling of volume is created, without even adapting anything on the commercial, service and quality aspects of the business.

No financial risks for the industry association

A potential source of income

Free of costs

Through Greenway Logistics, Industry associations can also offer:

- logistic knowledge
- support
- free advice to its members

## INTRODUCTION

In the field of Logistics and Supply Chain Management, The IAF has developed a concept together with Greenway Logistics

In the last years, this concept has been successfully implemented in The Netherlands with fashion and textile industry association MODINT, and in Sweden with similar organization TEKO



## WHAT IS IN IT FOR YOU?

Greenway has developed different methods of getting started in any new country organization, depending on the local possibilities and on the considerations of the industry association.

A 'Logistics Light' concept could be implemented quite easy as a first stage in a process. This means that added value can be reached early on, while a more extensive menu of logistic collectives is being build in the meantime.

Specifically things like express mail and parcels, sea freight and air freight are part of the 'Logistics light' concept, and have proven themselves to be of value for companies all over the world.

In any case, the IAF and Greenway Logistics are more than happy to discuss the possibilities with any member organization that wants to learn more about setting up collective services in the field of logistics.

## HOW IT WORKS

Learning from different unsuccessful attempts to organize the cooperation between the members within some country industry associations, a business model has been developed by Greenway Logistics which has proven to be very successful. Based on the bundling potential; the 'to be' situation, logistic companies are challenged to come up with rates that already take a certain collective volume into account. These rates, properly checked



and managed by Greenway Logistics, are usually better than anything individual member companies can get themselves. Greenway Logistics is financed out of the savings that it creates, so there is no invoicing of any costs to members or to the country industry association. Greenway Logistics can also pay a considerable marketing fee to the country industry association, based on the actual savings that have been obtained.

Greenway logistics