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Jochen Meyer building up consulting, logistics company

Premium content from Pittsburgh Business Times by Malia Spencer, Reporter

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Former Flabeg Solar U.S. President [Jochen Meyer](#) is forming his own consulting and logistics company.

In May, Meyer left Flabeg, where he spent two-and-a-half years helping to establish that company's 230,000-square-foot manufacturing plant in Findlay Township. The next month, he established PMJ Service Parts Management LLC.

The company, which offers consulting and logistics services, is aimed at helping original equipment manufacturers manage their own clients replacement parts needs. These OEM customers of PMJ can use the company's supply chain and logistics expertise, and its network of warehouses, to ensure that replacement and spare parts for machines are close to the OEM's own clients.

The business is based on the idea that when a large piece of equipment is down and waiting for a replacement part, that down time can cost a business huge amounts of money, even if the part itself is inexpensive. Instead of an OEM focusing on this lower price part, it can focus on its core business, and PMJ will handle getting the replacement out the door.

"We have multiple warehouses to put the parts in near the customer base and (based) on how fast they want to get to the customer base," he said. "They don't have to invest in

brick and mortar. They only get charged for what they use in space and manpower, but they have a world-class infrastructure to support their customers.”

PMJ has two principal partners: Meyer, who is in the Pittsburgh office, and [Peter Maier](#), who is in the Wiesbaden, Germany, office. It has five total employees, two in the U.S. and three in Germany. Typical customers range in revenue size from \$20 million to \$500 million, Meyer said. Companies larger than that typically have their own organizations to handle this work.

So far, the company has a little more traction in Germany, where it has eight consulting clients and two logistics clients. In the U.S., it has one logistics client and three others in the works, Meyer said.

PMJ has partnerships with 17 warehouse across the U.S. and three in Germany to handle replacement parts.

One of the warehouse partners is Mach 1 Global Services. Mach 1 District Manager [Jared Licata](#) said he was attracted to this partnership since it fit in nicely with Mach 1's existing business, which specializes in getting maintenance and repair parts to customers fast.

By partnering with PMJ, and its consulting service, both companies can offer more services than they did alone, and it's that added value that will set the service apart from the other logistics offerings out there, Licata said.

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