



# Jan de Rijk Logistics

Group profile

**September 2009**

## In 37 years Jan de Rijk Logistics has evolved into one of Europe's leading providers of integrated logistics services



### Jan de Rijk Logistics at a glance (2008)

- 1.035 employees (FTE, Year-end)
- 4 Lines of Business
- Euro 194 million revenue
- 700 company owned vehicles
- 1.300 company owned trailers
- 90.000 m<sup>2</sup> warehouse capacity
- 26 offices (total), 15 international offices
- Certifications: ISO 9001, ISO 14001, HACCP, CCQI, TAPA compliancy

Source: Jan de Rijk Logistics, 2009

## Jan de Rijk Logistics aims to be a leading and innovative provider of stand-alone and integrated transportation and logistics solutions in Europe



### Ambition Statement

#### We want to be:

- Jan de Rijk Logistics intends to be a leading asset-based provider of transportation management and integrated logistic services in Europe

#### We provide for:

- We will offer competitive, reliable and sustainable transportation and logistics solutions with a strong customer focus
- We will actively seek to strengthen and improve our capabilities and services, while we further strengthen the relationship with our customers
- We create maximum added value to our customers driven by cost efficiencies, quality and transparency

#### We make sure that:

- We will explore and develop new roles in supply chain management in key market segments, in close collaboration with our customers
- We will invest in providing the most optimal connectivity solutions to our customers through the use of advanced ICT systems and technologies
- The services we provide are in compliance with ruling environmental policies, as well as with leading standards for quality assurance, safety and security

Source: Jan de Rijk Logistics, 2009

## The Group's business portfolio is organized along 4 Lines of Business

### International Transport



- European transports & Freight Management
- Key industries:
  - Air Cargo Road Feeder Services (RFS)
  - Aerospace
  - Automotive
  - Hi-tech
  - Fresh Logistics
  - Tobacco
  - Pharmaceuticals

### Benelux Distribution



- Benelux distribution network
- Industrial pallet and FTL distribution
- Retail distribution (non-food)
- High street deliveries, (within pre-defined time windows)
- Container trucking

### Warehousing



- European Distribution Centre (EDC)
- Network of regional / local satellite warehousing facilities
- Customer-specific Value Added Logistics
- Cross-docking activities
- In-house rail terminal at facility Roosendaal

### Freight Forwarding



- Door-to-door transportation solutions
- (Ocean freight) FCL & Groupage to / from Asia & USA
- Air freight forwarding
- Road freight forwarding
- In-house Customs handling & clearance
- Project & Event logistics

## The acquisition of the Har Vaessen company in 2008 has strengthened and added to the Group's capabilities in transportation and logistics



### Har Vaessen®.com

#### Transportation

- Specialist in transportation services to / from Italy, Austria and Switzerland (Groupage / FTL)
- Dedicated (daily) intermodal (road / rail) operation into Italy (45" High-cube containers)
- Strategic expansion into Eastern Europe, offices in Bulgaria and Slovakia

#### Forwarding

- One-stop shopping 'solution' in road, sea and air
- In-house customs handling and facilitation

#### Logistics

- Modern logistics centre of 10.000m<sup>2</sup> (Swalmen)
- Conventional warehouse / Bonded status

Source: Jan de Rijk Logistics, 2009; [www.harvaessen.com](http://www.harvaessen.com)

## Jan de Rijk Logistics offers a comprehensive package of transportation services throughout Europe, based on a strong European network

### Jan de Rijk Logistics European Network

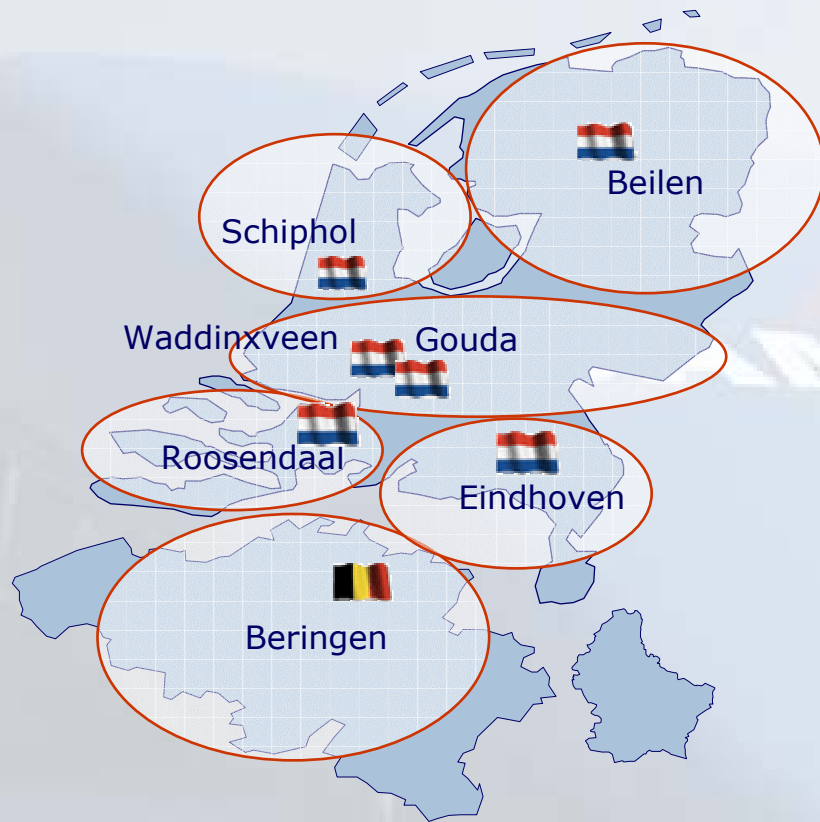


- Centrally coordinated, dynamic planning of vehicle movements throughout Europe (on a 24/7 basis)
- Regular and flexible transport services between all major airports based on:
  - Full Truck Loads
  - Less Than Truck Loads
  - Groupage services (comprehensive schedules)
  - Direct pick-ups / Direct deliveries
- Local market presence (owned offices) and customer support at key locations in Europe
- Large company-owned fleet (total: 600 vehicles), including standard (box) trailers, Mega trailers, Cool trailers and smaller motor vehicles

Source: Jan de Rijk Logistics, 2009

## Jan de Rijk Logistics operates a hub-and-spoke network for retail and pallet distribution in the Benelux region and beyond

### Jan de Rijk Logistics' Benelux Network



- Company controlled hub-and-spoke network in the Benelux
- Distribution of roll containers and (industrial) pallets (in non-food segment)
- Providing both direct (to outlet) and indirect distribution (via own hub to outlet) from customer's DC
- Servicing  $\pm$  1.500 high street addresses (average frequency 2 times / week)
- Operating a fleet of 100 vehicles on a daily basis
- 'Growing' the network by moving along with the customer (expansion into Benelux, France, Germany)

Source: Jan de Rijk Logistics, 2009

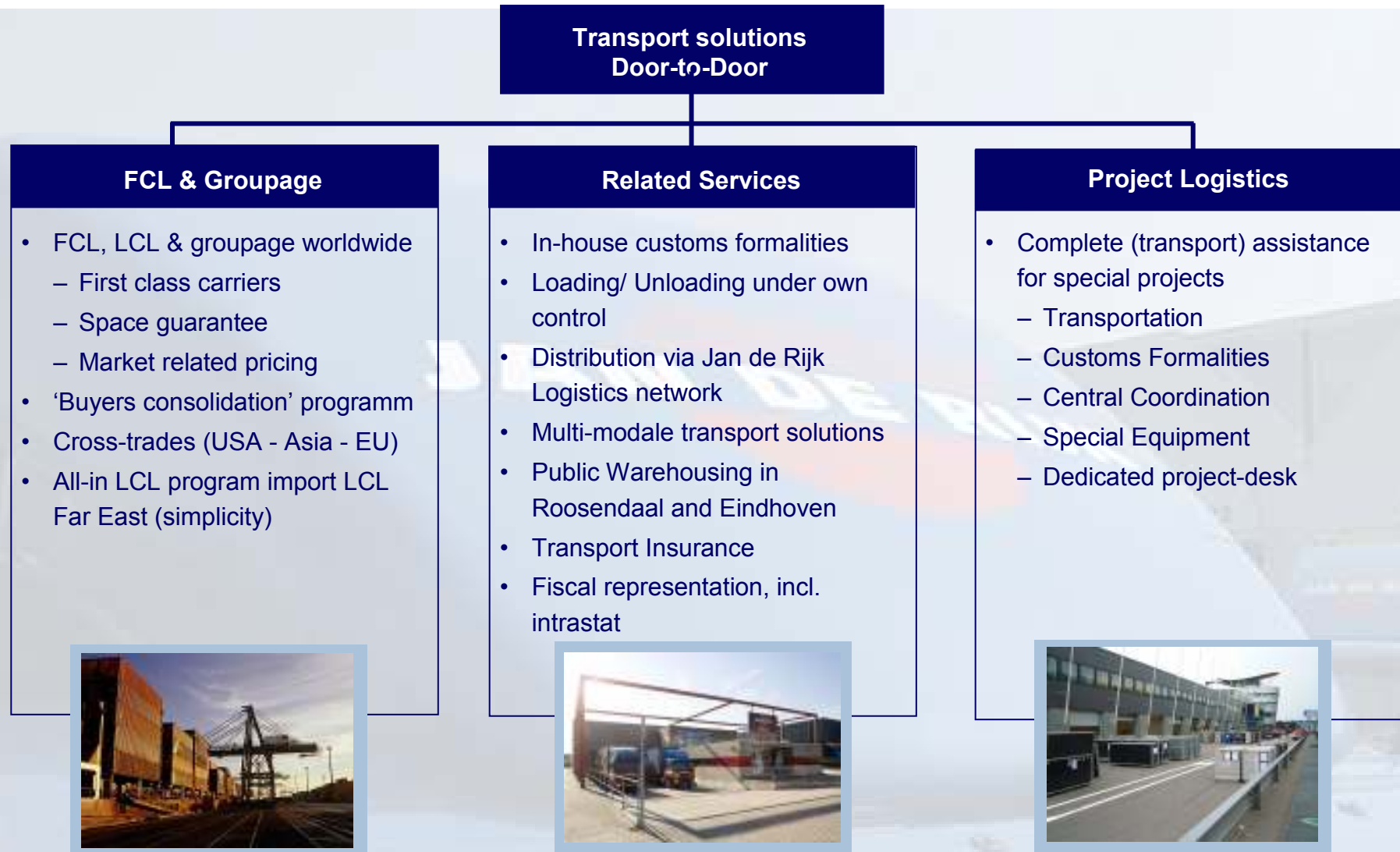
## At various locations in The Netherlands, Jan de Rijk Logistics operates logistics centres, providing warehousing and logistics value added services

### Jan de Rijk Logistics' Logistics Centres



- The capacity of the logistics centres adds up to approx. 90.000 m<sup>2</sup>
  - Roosendaal: High-bay / conventional / Rail
  - Eindhoven: Conventional
  - Beilen: Conventional
  - Swalmen: Conventional
- Logistics services provided (WMS enabled)
  - Inbound: receive, check and store incoming road, rail, sea and air-shipments
  - Storage (EDC / RDC functions)
  - Inventory Management
  - Outbound: cross-docking, pick & pack (pallet / case / piece), prepare for shipment and ship
  - Customs handling & support: Authorized Cosignee/Consigner, C-spec/sum, Sagita Export & Import
  - VAL: (re)packing, labelling

# Jan de Rijk Forwarding offers a total forwarding package for FCL and Groupage shipments, including total solutions in Project Logistics



# The *Connectivity Suite* offers an integral packages of ICT systems and applications to support the end-to-end process, from order intake to invoicing

## J-Data Integrator

- Electronic transmission of orders, status reports and invoices (via all most commonly known standards, incl. EDI-fact, Cargo IMP (SITA), XML, e-mail, J-Connect®)
- Special translation and interpretation FFM module

## JdR Connectivity Suite



## J-Fleet Manager

- Status messaging on vehicle movements and shipment status, using satellite and SMS messaging technology

## J-Relation Management

- Managing and incorporating customer (specific) service levels and requirements (based on SLAs, SOPs, MoUs, etc.)
- Customer service support

## Vehicle communication

- All company owned vehicles are equipped with board computers and GPS reception and - communication equipment

## J-Planning, Scheduling & Execution

- Core (APS) system for dynamic planning, execution and scheduling
- Automated alerting based on management by exception principles

Source: Jan de Rijk Logistics, 2009

# Jan de Rijk Logistics offers flexible and easy-to-use tools for tracking & tracing of individual shipments



### Web-connectivity

#### Shipment Tracking & Tracing

- Real time tracking & tracing info (from APS)
- Clear signalling function
- Easy-to-use, easy to search
- Detailed shipment information (AWB level)

#### Order Entry (to be added)

- Online ordering
- Clear service options

#### Online temperature logging & monitoring

- Current ('live') and historic trip monitoring
- Active signalling via e-mail / SMS messaging
- Multiple and flexible reporting options

Source: Jan de Rijk Logistics, 2009

## Innovation is one the key drivers of continuous improvement AND longer term sustainability



### Areas of Innovation

#### Intermodal operations, o.a.

- HST Cargo initiatives (ref. CAREX / CDG project)
- Conventional (higher speed) train shuttles (AMS – MIL)
- Integration of intermodal operations

#### Sustainable development

- Environmentally Enhanced Vehicle (EEV) Engine technology (Euro 5+)
- 'New driving' training programme (aimed at fuel efficiency awareness)
- Global Reporting Initiative (GRI) on sustainable development

#### Real-time / On-line temperature monitoring

- In-house development 'TrailerConnect®'
- Meeting high(er) industry requirements (o.a. Pharmaceutical industry)
- Extending into security area

Source: Jan de Rijk Logistics, 2009

## Jan de Rijk Logistics ... Thank you



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