



FIVE LEADING LOGISTICS FIRMS FORGE GLOBAL ALLIANCE

The Logistics World Alliance unites five of Europe's major logistics companies who will offer intelligent and integrated approaches to international supply chains. Spain is represented by Azkar, the other partners are from France, Britain, Italy and Germany

Tuesday, March 7, 2006.- Between them, Azkar (Spain), Bartolini (Italy), Bibby Distribution (UK), MGF Logistique (France) and the Rhenus group (Germany) have 24,800 employees and annual sales of €2.4bn. "We can serve customers from 500 sites in Europe and Asia and collectively can use over 2.5bn m² of storage space", says **Hans-Peter Schneider** who will build the World Alliance as **Managing Director**. The companies involved have a fleet of 10,000 vehicles – from bulk carrying trucks to messenger cars for parcel. The European Office of the Alliance is at Rhenus headquarters in Holzwickede/Germany.

"Our customers tell us that they prefer logistics experts who are particularly knowledgeable in the various national markets", says **Iain Speak**, board member for **Bibby Distribution**. "Logistics groups who are active worldwide often find it hard to meet the high standards specified for all the countries involved. This is an opportunity for LWA in that each of the member companies specializes in certain markets. At the same time we work from a joint platform, which ensures smooth integration across national and corporate boundaries." The alliance offers clients a complete range of high-grade contract logistics – from storage and handling to a variety of value-added services such as quality monitoring, repairs, and recycling. Geographically, the focus is on Europe; for intercontinental supply chains the Alliance works with proven partners in Asia, etc..

Unlike other groups of companies, the Alliance practices a "One Face to the Customer" approach where a client, instead of making separate agreements with each of the partners, determines conditions and services for all logistics firms involved through his contact. "Such an arrangement can only function with hand-picked partners who set high standards for themselves and their work. This is why we selected the founding members and cooperation partners very carefully", commented **Miguel Ambielle**, **Managing Director for Azkar**.

Cross-border integration of individual logistics solutions is supported by advanced approaches such as the Business Networking Platform. Developed by Rhenus, this system combines Internet techniques with functions derived from Enterprise Resource Planning. For example, an overseas customer can use the platform to monitor processes in individual European markets and to follow the development of previously defined indices.

For more information about *Logistics World Alliance* go to www.logisticsworldalliance.com