

Imperia**News**

S T A F F A N D C U S T O M E R M A G A Z I N E



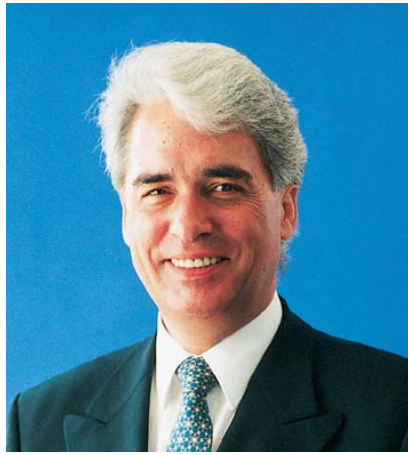
■ **Laabs GmbH now Member of the Imperial Group**

■ **Forwarder Beka under Imperial's Flag**

■ **Panopa's Transport Division in Eastern Europe**

■ **Rhein-Ruhr Terminal Revamped**

■ **Freight Rate Hedging**



Dear employees,
dear customers,

Following a number of dull years in which the German economy showed no signs of recovery the country has seen substantial growth at remarkable rates since 2006. The expansion was initially stimulated by booming exports, but consumer demand is now also making progress.

Container growth has been unprecedented both around the globe and in Germany and volumes have increased at a rate where we are hardly able to provide the transportation and associated services needed. Trends are in many regards similar for land transport. Trucking capacities have become tight partly due to a desperate shortage of truck drivers.

Imperial Logistics International (ILI) participates in this overall economic development which offers encouraging prospects to logistic service providers. All activities of the Imperial Logistics International Group benefit. We are now harvesting the fruit of our corporate policy in recent years during which we have invested consistently fully in line with our corporate strategy. These

investments have focused on acquisitions as well as on capital projects in all divisions of the Group.

During the last few years, our capital budget had focussed on developing Panopa's automobile and spare parts logistics operations and on strengthening neska's port activities on the Rhine.

Changes on transport markets have caused us to adjust our strategy regarding the operation of our own trucks. To be able to provide our customers with a better service from a single source we are developing and widening our road haulage business.

Against this strategic background, Imperial Logistics International acquired all of the shares of Laabs GmbH Tank-Logistic in Hildesheim. Through the acquisition, Imperial Logistics International has entered the foodstuff and chemical transport market with its own vehicles.

We are convinced of the excellent opportunities we will enjoy in this market segment where Laabs GmbH

Tank-Logistic will co-operate closely with all other ILI companies. We intend to grow this business systematically.

The entire Imperial Logistics International Group is committed to growth. We conduct talks about the acquisition of companies which could support our core businesses. However, we will also add new businesses to the portfolio of Imperial Logistics International.

Gerhard Riemann
Executive Director of Imperial Holdings Ltd.
and Chief Executive Officer of
Imperial Logistics International GmbH



IMPERIAL

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Publisher: Imperial Logistics International GmbH
Kasteelstrasse 2 • 47119 Duisburg • Germany
Phone +49 203 8005-0 • Fax +49 203 8005-168
E-mail: imperial@imperial-international.com

Editors: Imperial Logistics International GmbH
vom Hoff Kommunikation GmbH, Düsseldorf

Laabs GmbH Tank-Logistic – A new Business of Imperial Logistics International

Imperial Logistics International GmbH has purchased 100 per cent of the shares of Laabs GmbH Tank-Logistic, Hildesheim, a liquid transport specialist. The contract was signed in Duisburg on 29 May 2007 and took effect on 1 June 2007.



Laabs GmbH Tank-Logistic's fleet consists of 110 modern road tankers

Laabs GmbH Tank-Logistic is successful in the small and highly specialised liquid transport segment of the market. The company's fleet consists of 110 road tankers equipped in accordance with the state of the art.

They operate around Europe. One group carries high-grade chemicals, while the other group transports liquid foodstuffs from apple juice to chocolate. A total of 150 persons work for Laabs Tank-Logistic.

In food transport, it is not sufficient to demonstrate clean operations. It is also necessary to show that acquired expertise is applied consistently and with a high degree of responsibility.

Laabs Tank-Logistic looks back upon 50 years of experience and has over all these years specialised in the transport of sensitive liquids. Cutting-edge technology and highly trained staff allow Laabs Tank-Logistic to maintain liquid quality reliably during transport.



Safety and cleanliness are top priorities for Laabs GmbH Tank-Logistic

tation. Some 90 road tankers carry foodstuffs. The company satisfies the requirements of ISO 9001:2001, IFS, HACCP GMP and FSMS.

Safety is the first concern where liquid chemicals are transported. Both the dispatchers and the drivers are trained regularly. Certification to ISO and SOAS warrants compliance with high quality standards for every customer.

As many as 60 vehicles carry chemicals. They include special vehicles to move for example bunker fuel oil or small volumes of liquid.

Tank container logistics are designed for both environmental safety and cost



Laabs GmbH Tank-Logistic's external washbay



Two lane washbay for internal tanks

efficiency. The containers are fit for waterway and railway transports in addition to road transport to be able to use the most convenient and safest mode. The cargo can be shipped without problem around areas which are unsafe or difficult to drive.

The liquid is carried by containers or swap bodies. Laabs Tank-Logistic has access to 95 containers of its own and as many as 900 units through cross-border co-operation with TANKCEU (Tank Combination Europe).

The organisation, in which medium-sized liquid haulage companies collab-

orate, provides international services. The coordination of transports facilitates cargo swapping and thus reduces the number of empty trips.

At its premises in Hildesheim, Laabs Tank-Logistic operates its own state-of-the-art tank cleaning station which satisfies high environmental standards and a truck wash facility.

Imperial Logistics International has added a new line of business to its portfolio.

The principle had already been included in the company's strategy for

some time. It is one strategic objective to grow chemical logistics. It is also our strategy to offer our customers specialised holistic logistic solutions from a single source. It is therefore logical to carry out special transports using our own vehicles.

The first step in this direction, investment in a truck fleet, was taken by Imperial Logistics International in 2006 when the company acquired Gillhuber Transporte in Neufahrn. Gillhuber operates currently 85 tractors and 300 semi-trailers. This strategy follows in the steps of our parent company Imperial Holdings Ltd., Johannesburg, which runs over 5,000 trucks in South Africa.

They include 500 units of the tanker services group which transport liquid cargo around the southern part of Africa.



Laabs GmbH Tank-Logistic is based in Hildesheim, Lower Saxony



Good Results for the EuroCombi in Germany



More road safety: Information campaign on truck driving behaviour more relevant than information on truck length

The 60-ton EuroCombi has remained a disputed issue heavily debated between supporters and opponents. The truck is now on the road, though, and above all in the press. While the local transport and logistics sector welcomed the beginning of the trial phase, sceptics – and above all automobile clubs – are keeping the media pressure high. They have spread doubt and uncertainty in the population and split political opinion.

Data have now become available to respond to this mix of prejudice and ignorance. The German road research laboratory has published a study of “The Impact of Novel Vehicle Designs on Federal Roads”.

“The results are very good,” said Gerhard Riemann, the Chief Executive

Officer of Imperial Logistics International GmbH and Chairman of the Transport Committee of the German Wholesale and Foreign Trade Association. According to the study, the 60-ton vehicle will not have any major effect on traffic flow or road safety. The study concluded that the eight axles of the 25.25 metres truck would reduce road wear by 30 per cent, the “gigaliner” would lower lorry traffic by 13 per cent and the EuroCombi would not be an incentive for shifting freight from the railways to trucks. It also stated that extra driver training could enhance safety even further.

However, straightforward facts do not solve the problem of fear. A survey in the Netherlands came to a remarkable conclusion. 16 per cent of the respondents felt uncomfortable with a 60-ton

truck, while almost 50 per cent saw no difference. The rest felt neither safe nor unsafe. It was astonishing to see that the split was similar in a survey on conventional lorries with a length of about 18.50 metres.

Riemann was not surprised. “The reaction of many people to the 60-ton vehicle is an unclear fear, because they have heard and read much. The vast majority will not have seen the truck,” he remarked critically. Most people will even be unable to estimate the length of a lorry correctly. Said Riemann “Truckers’ associations should therefore focus on launching more campaigns on the general traffic behaviour of lorries rather than on rolling out yet another 60-ton truck campaign.”



Newcomer Jürgen Hasler

Jürgen Hasler is the new corporate development manager of Imperial Logistics GmbH. “I look after merger and acquisition activities,” explained the 38-year-old. Hasler had before worked for the German Wholesale and Foreign Trade Association where he had been the secretary of the small and medium-sized industry and logistics group since 2005. He holds an MBA and a political sciences degree and studied in Bonn and Paris. Hasler who loves to do sports is married and the father of a little daughter.



Participants of the Hand in Hand Executive Meeting listening to Professor Dr. Claudius A. Schmitz with interest and a smile on their face

“Hand in Hand” Company Atmosphere

The atmosphere had been excellent at all “Hand in Hand” Executive Meetings. In November 2006, a good company atmosphere was even on the agenda. Professor Dr. Claudius A. Schmitz of the Gelsenkirchen School of Business presented a paper on the importance of the corporate atmosphere. Himself a jocular man, he made numerous suggestions as to how the right mood can be generated in a n organisation. 133 ILI com-

pany executives had come to Duisburg for the event. According to Schmitz, the secret is above all a balance of a sense of duty, socialness, individuality and happiness. It takes, as Schmitz said, such a positive attitude of everybody to reconcile the different interests of the company and its staff.

The dinner that followed provided an ideal opportunity to discuss the practical implications of this approach.

ILI Runners back on the Starting Blocks

The 3rd Duisburg Citi Run will be started on 23 August 2007. Imperial Logistics International GmbH will this year be one of the sponsors of the company run created by Citibank and the City of Duisburg. Participation is intended to boost team spirit and to increase awareness of the Imperial Logistics Group in Duisburg. “The first time is always a première, the second time routine and the third time traditional,” Panopa’s Marketing

Manager Esbade Herzog was happy about the great response to the event. “Numerous colleagues in Duisburg and neighbouring cities have already joined for training groups to practice for the 5.5 kilometre run.

We plan to be among the first five winner teams this year.” More information is available from the Marketing Department at +49 203 8005-157 or in the internet www.citi-run.de.

Thank you, Wolfgang Kulenkampff!

After 47 years in logistics, Wolfgang Kulenkampff retired on 1 April 2007. The 65-year old worked over 26 years for J.H. Bachmann GmbH.

Between 2000 and 2005 he was the company’s chief executive officer and at the same time a member of the Board of Managing Directors of Imperial Logistics International GmbH which was the parent company of J.H. Bachmann from 1996 to 2005.

Following the sale of J.H. Bachmann (now DSV Air & Sea GmbH) Kulenkampff took responsibility for corporate development in Imperial Logistics International starting in autumn 2006.

Said Imperial Logistics International’s Chief Executive Officer Gerhard Riemann: “We will miss Wolfgang Kulenkampff. He is one of the visionary men and women who still realise what is feasible – and do it. We wish him the best for his future.”



Wolfgang Kulenkampff

Forwarder BeKa now a Member of the Imperial Group

Imperial Reederei GmbH, Duisburg, has been a shareholder of BeKa GmbH in Kehl since 1 January 2007. The name of the company has been changed to BeKa Imperial GmbH. The investment was made to restructure the operations of the Imperial Reederei Group. BeKa Imperial GmbH will in future be responsible for the conventional freight forwarding operations in the Upper Rhine valley. Alcotrans SAS in Ottmarsheim, another company of the Imperial Reederei Group which had previously managed this business, will focus on its fast growing container core market in the Upper Rhine Region.

Imperial Reederei & Spedition GmbH's Managing Director Jürgen Helten was pleased with the acquisition: "BeKa Imperial GmbH will substantially strengthen the freight forwarding operations of both the BeKa shareholders and the Imperial Reederei Group in the three-country region of Germany, France and Switzerland." Both organisations will benefit from each other's experience. BeKa has been a reputed name in barge shipping for 25 years. The founder Franz-Josef Becker had shared his functions of managing director with his daughter Monique Hezel-Reyntjens since 1997. He retired in March 2007 and



Jürgen Helten, Managing Director of Imperial Reederei & Spedition GmbH, and Monique Hezel-Reyntjens, Managing Director of BeKa Imperial GmbH, are looking forward to their co-operation

Monique Hezel-Reyntjens has remained the only managing director.

The Kehl freight forwarder has specialised in the transport of different types



Offices of BeKa Imperial GmbH in Kehl

of bulk and general cargo. A fleet of some 20 independent barge operators and other business associates carried about 400,000 tons of cereals and fodder and 280,000 tons of gravel in 2006. A total of 700,000 tons were moved and revenues amounted to almost 6 million Euros.

Said Monique Hezel-Reyntjens on the new partnership: "We will benefit from our integration in the processes of the Imperial Reederei Group, but remain a company with a very personal touch." Jürgen Helten shared her views on integration: "Synergies at the operating and the administrative levels became immediately visible." Business contacts already existed with De Grave in Mannheim, Walrhein in Duisburg, Imperial De Grave in Zwijndrecht and Transest in Thionville.

BeKa Imperial's operators are all multilingual. "Our day-to-day work and

our contacts with our customers and our barge owners require foreign languages," underlined the BeKa chief executive officer. "All our forwarding agents speak at least two languages. They have a command of German and Dutch. This is actually the reason why we work much with Dutch barge owners whose ships range from 500 to 3,000 tons." The company also speaks English and French. Operations have been certified to comply with GMP B.4.2 and ISO 9001:2000.



We are at your service:

Monique Hezel-Reyntjens
(forwarding / acquisitions)
monique.hezel@beka-imperial.de

Franz-Josef Becker
(forwarding / consulting)

Dirk Jan Star
(forwarding / operations management)
jan.star@beka-imperial.de

Evelyne Scherrer
(accounting / documents / management)

BeKa Imperial GmbH
Honsellstraße 8, D-77694 Kehl
Telephone: +49 7851 70-16
Facsimile: +49 7851 7 77-37

NVG Celebrated "Marie Erna"

Faithfulness over generations is characteristic of the relations between the companies of the Imperial Reederei Group and their customers and business associates. "Marie Erna" has beaten them all. As long ago as on 25 November 1946, Niedersächsische Verfrachtungsgesellschaft mbH (NVG) and bargeman Otto Jänicke concluded an agreement under which "Marie Erna", a 752 ton barge, was to enter into the services of NVG for an initial term of twelve months.

This agreement recorded on a simple piece of paper developed into the cornerstone of a relationship which has lasted over half a century. On the occasion of the 60th anniversary in November 2006, NVG hosted a reception for "Marie Erna"'s current owners Heinz and Brigitte Jänicke in Hanover. Conversation often focussed on the history of the ship, of course, last, but not least, because the history of the Jänicke family is closely connected



From left to right: Volker Streu (attorney, NVG, Hanover), Brigitte and Heinz Jänicke (barge owners), Wolfgang Duffner (Managing Director, NVG, Hanover)

with "Marie Erna". The family is proud of the investments it has made. The barge became MS "Marie Erna" and the length and the width were increased to raise "Marie Erna"'s carrying capacity to 1,258 tons.

The Jänickes were both of the same opinion: "A good partnership with the

shipping line and hard work are crucial for this success." To recognise a long number of years of work for NVG and to thank the Jänicke family for their services, NVG Managing Director Wolfgang Duffner gave the Jänickes a holiday voucher. "We are sure that the voucher will be used for the next summer holidays in Scandinavia," said NVG Managing Director Wolfgang Duffner with a twinkle in his eyes because he knew that the Jänickes love to relax in the North of Europe after a hard year of work on the barge.

Storm "Kyrill" Keeps Barges Busy

The damage caused by hurricane-force storm Kyrill is still being cleared. 19 million cubic metres of wood must be removed from forests destroyed by the wind as quickly as possible. The logs would otherwise be attacked by pinhole borers and could no longer be used in industry. Reliable and at the same time flexible transport providers are therefore needed. Imperial Reederei GmbH, a company which has worked for the wood indus-

try for many years, has accepted the challenge. The logs are transported by Imperial inland shipping specialists for a number of major customers in the timber and the cellulose industries. Seven Imperial vessels collect the wood at a total of nine ports of loading. In 2007 alone, 200,000 tons of wood will be shipped to the eastern part of the German canal system and 180,000 tons to Upper Rhine ports with the support of barge operators who have worked for Imperial Reederei for many years. "We have demonstrated in the past that we are the right shipping line for projects where fast action is required," said Dieter Joppa who is Imperial Reederei & Spedition GmbH's Marketing Manager. Joppa estimates that volumes will reach several hundred thousand cubic metres by 2009.



Appointments



Newcomer Peter Sauer is Imperial-De Grave B.V.'s Inland Waterway

Adjunct Directeur. 51-year old Sauer had previously worked six years for Compagnie Française de Navigation Rhénane. He also looks back upon 13 years of experience as an independent forwarding agent in Rotterdam. Sauer who has a little son is married and loves sailing.



Newcomer Peter Meintrup is now responsible for the

Finance, Controlling, Accounting and IT units of Imperial Reederei GmbH. Meintrup studied economics and then worked for the Fiege Group. The 42-year old is married, has two children and play tennis to relax.

Happy Sailing for De Grave-Antverpia

Major customers in Belgian industry have for many years retained De Grave-Antverpia N.V. for their water transport. Small and medium-sized businesses are now increasingly discovering the advantages of waterways mainly for moving special loads. In fact, in Belgium, a densely populated transit country, traffic increasingly congests long-distance roads and motorways. For this reason, Belgian inland shipping is doing well and De Grave-Antverpia is doing best. Differentiation against competitors has helped to acquire a strong position.

The house flag of De Grave-Antverpia, a member of the Imperial Reederei Group, is a familiar sight on Belgian waterways. The company with headquarters in Antwerp and offices in Liège carries some 10 million tons of cargo each year and volumes are growing. The total transport capacity of the barges owned or chartered by De Grave-Antverpia is 250,000 tons. A staff of about thirty are responsible for moving a wide range of different types of freights for clients.



Congested roads are the reason why a growing number of small businesses in Belgium discover the advantages of the waterways

Versatility is the key to the company's success. De Grave-Antverpia ships cargo in all parts of Belgium from the Rhine delta to the entire Meuse basin. It operates push-tugs, covered barges to 2,500 tons and 12,500 ton barge combinations consisting of 2,500 to 4,000 ton units. The company has currently 45 barges and six push-tugs. The carrying capacity totals approximately 120,000 tons and tug engines are rated between 600 and 3,000

horsepowers. In addition, De Grave-Antverpia owns a fleet of some 80 conventional motor ships for any type of cargo from 300 tons to 4,000 tons. The small vessels travel easily on the narrow canals of Flanders and Wallonia to France, while the larger ships sail on all other European waterways. The fleet also includes two cement tankers with their own unloaders. MS Cavirena and MS Wouter fly the Belgian flag and are in service for the Belgian cement industry.

The De Grave-Antverpia team supports customers with all logistic and administrative processes. The Forwarding Department in Antwerp is specialised in the management of project cargo such as oversize or overweight steel parts. The Antwerp operations also set up a daily container shuttle service between the different terminals on the two shores of the Port of Antwerp in October 2001. This service

has grown to a remarkable annual volume of 50,000 to 60,000 TEU.

De Grave-Antverpia goes far beyond conventional inland waterway shipping, though. It offers for example a door-to-door service for any land or sea shipment. The company was certified to comply with the requirements of ISO 9001:2000 in 2004. A sophisticated quality management system is in place to ensure the consistent application and continuous improvement of corporate processes. Together with its IT supplier, De Grave-Antverpia even developed software to ensure continuous progress in quality management. The portal installed serves as an internal reporting system to which all De Gravia-Antverpia employees have access. Further information on the company is available in the internet at www.degrave-antverpia.be. Questions can be addressed to Jasmine De Beuckelaer at +32 3 23143-15.



De Grave-Antverpia offices in Liège in Belgium

New Location in Großenlupnitz

Panopa Logistik GmbH, Duisburg, has operated a new location in Großenlupnitz (Thuringia) since August 2006. 20 employees are responsible for front axle support pre-assembly and sequencing for Gestamp Marelli Autochassis. Under a contract with an initial term of six years, Panopa will handle about 175,000 front axle supports per year on a surface area of 8,000 square metres.

"This contract is special because we were entrusted with preassembly work for a major automotive supplier. It is by no means standard practice to award such a critical job to a logistic service provider," said Ralph Altfeld who is the manager of the Großenlupnitz site.



Front axle support preassembly and sequencing by 20 employees in Großenlupnitz

The parts which make up the front axle supports are delivered to Großenlupnitz from different countries around Europe. Twenty variants and seventeen different supports are built during three shifts using a fully automatic assembly station with an inspection and test station on the assembly line. The front axle sub-assemblies are

then delivered by Panopa just in time for assembly in the factory. Gestamp Marelli Autochassis is a joint venture of Gestamp Automoción S.L. (Spain) and Magneti Marelli Holding S.p.A.



Fully automatic assembly station with an inspection and test station

Customer Care – New Customer Relationship Management System

Successful customer and business relationships require commitment and care. Panopa's Adress Plus, the company's new customer relationship management system (CRMS), provides the necessary professional support. CRMS is designed for access to all customer data anywhere in the organisation. Apart from conventional address and search functions, the new CRMS features for example a "contact history". This part of the database shows not only when and why a certain employee wrote to his client, but also contains links to the appropriate documents in the host system. The CRMS will be installed step by step at all locations.

We congratulate

35 years of service

Waltraut Baaske, Eisenhüttenstadt
Uwe Bernhoeft, Dortmund
Gudrun Bressel, Eisenhüttenstadt
Lutz Bressel, Eisenhüttenstadt
Eveline Demirovic, Eisenhüttenstadt
Eleonore Gropp, Eisenhüttenstadt
Klaus-Peter Hartmann, Dortmund
Juergen Hoernicke, Eisenhüttenstadt
Klaus Liedtke, Eisenhüttenstadt
Rita Sagitz, Eisenhüttenstadt
Werner Schneider, Dortmund
Dietlinde Thielecke, Eisenhüttenstadt
Helmut Wuersdoerfer, Dortmund
Bernd Zak, Eisenhüttenstadt

25 years of service

Dursun Demiraslan, Dortmund
Martin Hutmacher, Dortmund
Ulrike Thurow, Eisenhüttenstadt

Moving on a Growth Market – The Panopa Transport Division in Eastern Europe

The transport market in Eastern Europe is growing at a breathtaking speed. Experts have predicted an annual rate of some 15 per cent for the next ten years. Prospects are therefore encouraging and Panopa Logistik GmbH in Duisburg, Germany, plans to benefit from this expansion. Panopa Logistik Polska Sp. z o.o. was for this reason established in 1999. The 100 per cent Panopa subsidiary has since widened its business with great success. The company now offers transports to Slovakia and is preparing market entry in the Czech Republic and in Hungary.



Barge, train or special vehicles carry coils from the sea ports to the factories

Success factors include specialisation, high quality and reliability of service, an effective strategy of cooperation with haulage firms and in-depth knowledge of market and customer needs. Steel products are particularly important in Eastern Europe. "Demand for steel coils is high above all in Poland and in Slovakia where a number of automobile manufacturers have invested in factories," explained Robert Strasser who is the Sales and Marketing Director of Panopa Logistik Polska and an expert in East European transports. "These coils cannot be transported by regular lorries. Special vehicles are needed and we have excellent contacts with the operators of these trucks." Panopa provides services to major automobile manufacturers at a number of assembly plants and press works.



Panopa ranks high as a reliable carrier in Eastern Europe

Apart from local market knowledge, other qualities are vital. "Compliance with time schedules is an absolute must especially in the case of just-in-

time and just-in-sequence shuttles," stressed Wolfgang Müller who manages Panopa's East European Transport Department. For this reason the reliability of firms with which Panopa's transport specialists co-operate rates highly in any performance evaluation. "Numerous excellent firms have been employed by us for years," reported Müller, "because we develop partnerships with our contractors over time. Both Panopa and the haulage firm benefit from the experience gained. Panopa profits in particular if a partner runs its vehicles in regions in which Panopa is not represented yet."

Dependability and mutual trust are essential aspects of the relationships between Panopa and its customers and contractors. As is a service mentality. "If you want to be successful in today's

transport market, you must just offer more than taking cargo from A to B. It is our strategy to make things easier for our customers," said Müller. "Panopa manages the entire import chain including customs clearance and transport from the sea port to the receiving factory by barge, train or truck. Currently Panopa Logistik Polska uses the sea ports of Antwerp, Hamburg, Wismar and Szczecin.

"An age in which progress accelerates requires mobility and a creative approach also to co-operation."
Former German Foreign Secretary
Hans-Dietrich Genscher

The East European transport unit of Panopa has scheduled growth at an annual rate of some 25 per cent for the next few years. International borders are not really a relevant factor in this growth strategy. Apart from excellent

market knowledge, knowledge of the regions is crucial. "Everything is busy in the Gliwice region," mentioned Sales and Marketing Director Strasser. "Approximately 4 million people live

in the region, the economic growth rate is about 12 per cent and the unemployment rate less than 1 per cent. The economy is booming!"

This environment is ideal for developing and achieving ambitious plans. Said Strasser: "We have defined a long-term objective and are set to become one of the three top transport service providers in Eastern Europe."

Please contact Wolfgang Müller at +49 203 8005-182 or Robert Strasser at +48 507 154-725, if you have any question or are interested in more detailed information.

New Fleet Management Software for even more Efficiency

Kostenarten	Nov 2006	Dec 2006	Jan 2007	Feb 2007	Mar 2007	Apr 2007	Mai 2007	Juni 2007	Juli 2007
Fremdleasing	0,00	0,00	153,73	0,00	153,73	153,73	24,00	0,00	0,00
Fahrtkosten	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Wartung	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Vericherung	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Wartungskosten	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sonstige Variable Kosten	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Kraftstoffe	153,73	122,29	170,00	0,00	1.884,31	1.884,31	92,26	210,40	0,00
Sonstige Kosten	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sonst. Sechsen	2,78	2,55	0,00	0,00	85,75	85,75	2,00	7,31	0,00
Reparaturen	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Services	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Selbstverschreibung	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sonderposten	0,00	0,00	334,68	0,00	334,68	334,68	14,55	37,19	0,00
Sonstige variable Kosten	153,73	122,29	505,25	0,00	2.204,73	2.204,73	98,77	254,87	0,00
Gesamt	153,73	122,29	1.900,91	0,00	2.889,29	2.889,29	125,23	320,84	0,00

Einzelnummer	Typ	FZ-Gr	Ansatz	Ein- / Auslieferung	Tagessumme
001	0112	01	2006-11-21	2006-11-21	2006-11-21

Apart from manpower, reliable and efficient computing is needed in modern logistics. Since mid-2006, the Panopa Fleet Management business has used a new SAP add-on fleet management system (MPF). SAP interfaces that have been developed now connect numerous leasing companies with Panopa. The MPF software features a number of statistical routines for performance evaluation such as a cost per vehicle and a cost per fleet function. An interface is also provided for data transfer to the accounting programme.

Said Helmut Schniederjohann who manages Panopa's Automobile Logistics Department: "The new system helps us not only to manage our customer relationships, but also to win new contracts. We convince potential clients through our professional low-cost services focussed on the customer." The number of vehicles managed by Panopa increased by over 20 per cent in 2006. Marketing is supported by a separate Internet site. Information and news are available from www.panopa-flottenmanagement.de.

Mobile – New Panopa Stand at the transport logistic Exhibition

Everybody who works in the logistics sector goes to the transport logistics fairs in Munich. Together with Gillhuber Logistik GmbH and Regent Insurance Brokers (Europe) GmbH, Panopa Logistik GmbH has its stand No. 307 in Hall B5. "The fair is an ideal platform to present the portfolio of the Panopa Group and to make new contacts," said Esbade Herzog who is responsible for marketing in the Duisburg-based company.

Some 41,000 visitors came to the stands of 1,333 exhibitors from 52 countries at the 2005 transport logistic show. The organisers have predicted further growth for this year. "If you do not want to remain unnoticed because of sheer numbers, you must have an exhibition booth that stands out," the marketing expert commented.

A mere reference to competence is no longer sufficient to attract fair visitors. "For this reason, we have developed an integrated communication and event strategy," explained Herzog.

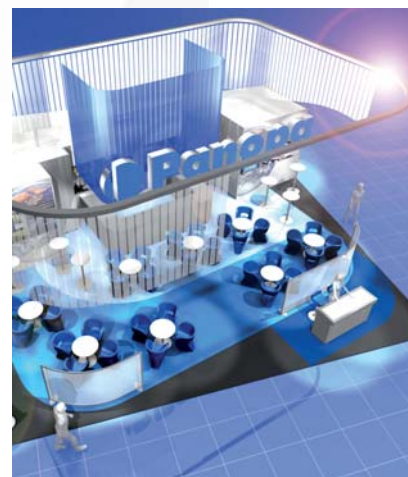
"Logistics à point – Logistics to the point" is the motto developed by Panopa for the exhibition. Duisburg's top chef Dirk Brendel will this year spoil Panopa's visitors several times a day with delicious small dishes prepared in a show kitchen.



The new Panopa stand's architecture is characterised by transparency and a relaxed atmosphere

The stand design built by the Duisburg logistics service provider is unusual. Mobile blades hung in the upper frame of the stand move across the Panopa logo and attract the attention of visitors passing by.

The architecture of the 143 square metres stand is characterised by transparency, clarity and timeless elegance in company colours. Visitors interested in Panopa and guests will be welcomed at the information counter and will be accompanied to Panopa experts from the Automotive, Spare Parts, Steel and Transportation Organisation Divisions.



A sitting area open to the fair, but still somewhat protected by mobile walls will create a relaxed atmosphere for discussions. There will even be a meeting room for negotiations.



Meeting point of logistics: Munich Fairs

Much Support for Pohl's Environmental Audit

The Berlin location of Pohl & Co. GmbH was in January 2007 the first operation of the neska Group to pass an environmental audit. It is now an organisation certified under ISO 14001:2004.



The Berlin location of Pohl & Co. GmbH



"Nobody forced us to take this action," explained Heinz Andrae who is the environmental manager of the neska Group and initiated the process. "We still hope, of course, that we will benefit." Environmental management systems certified according to ISO and European standards are an absolute exception in the forwarding sector, "but customers occasionally ask the question," added Andrae. Clients are interested in cases where they must satisfy environmental standards themselves as, for example, in the paper industry. In these cases service providers such as Pohl & Co receive questionnaires which address environmental issues.

A complex multi-stage process was necessary ahead of the first environmental audit. Following a kick-off meeting with the location managers, an environmental assessment was made. All local processes were reviewed to establish their impact on the environment. In the next phase, an en-

vironmental policy was defined, responsibilities were allocated and environmental objectives were made measurable by the selection of key data. When the environmental management system had been approved and integrated in the existing quality management system, senior management approval was obtained, employees were trained and the first audit was prepared.

"There was much we had to look at," remembered Andrae. Raw material and energy use, noise, disposal man-



Heinz Andrae,
Environmental
Manager of the
neska Group

"The certification has improved not only reputation in the market but also internal standing."

agement and water protection were among the areas in which the Berlin team worked. Weaknesses were removed by repairs or organisational changes. New safety mats can for example be used to block rainwater inlets to prevent potential sewage system contamination by any oil spills from the fuel tank area. To reduce fuel consumption, routes were optimised. "In spite of the time and effort needed for all this work, our employees showed support and real commitment," commented Andrae who has already found that certification has improved not only reputation in the market but also internal standing.

It is one objective of the environmental management system standards to make the protection of the environment a permanent concern of company management. "The effort was therefore not a once-off exercise," concluded Andrae. "We work continuously on improvements and plan to pass next year's audit."

Rhein-Ruhr Terminal fit for the Future

An old container bridge moved, a new container bridge purchased, two Ferrari bought for the cargo handling workers and a security officer appointed – much has happened at the Rhein-Ruhr Terminal (RRT) on Duisburg's Parallelhafen to make the terminal fit for the future.



Not a light affair: The old 500 ton container bridge had to be moved

A major capital programme was launched by RRT to manage the growing container traffic between the Ruhr region and the sea ports. On 1 April 2007, an empty container depot was opened in the immediate vicinity of the old terminal on a tract of 11,200 square metres (with an option for an extension to 24,000 square metres).

A spectacular transport on the terminal site started RRT into the new year. Following several months of engineering design work, the old container bridge was moved over a distance of more than 200 meters to its new location on 2 January. A total weight of over 500 tons and a crane track width

of 32 metres did not promise an easy job. RRT's engineering manager Olaf Jahn explained the approach that was adopted. "We lifted the entire bridge on four self-propelled modular transporters and then relocated the com-

Reach Stacker = A freight handling machine for containers

Spreader = Device used to lift containers with a locking mechanism at each corner

ISPS = International Ship and Port Facility Security

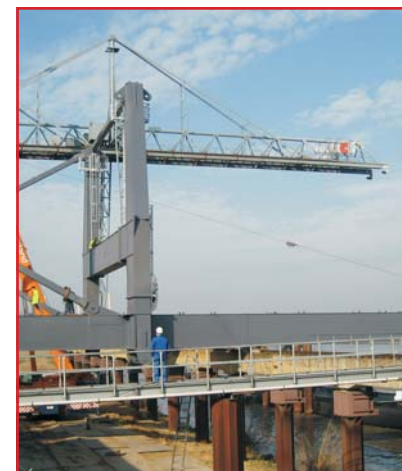
plete structure." Via Mat Heavylift AG was responsible for all engineering activities.

To protect the travelling crane against high stress or torsion loads, the four self-propelled modular transporters provided by Viktor Baumann GmbH & Co. KG were interconnected by steel beams which created a rigid structure. Hydraulic lifts raised the container bridge and the structure was then transported to its new place of installation. No more than two hours were needed for the operation.

RRT plans to erect an even larger container bridge manufactured by Künz in Austria at the old site. It features a track width of 53 metres and is able to load and unload container ships with up to eight container rows across. "The

new crane will enable us probably in July to handle the new generation container vessels at the RRT," announced RRT managing directors Hans-Peter Wieland and Andreas Stolte.

Another upgrade has been completed. Containers are now handled at the terminal by two reach stackers manufactured by CVS Ferrari in Italy. These vehicles may not be as fast as those famous racing cars from Maranello, but they are by no means less impressive. The two 400,000 Euro stackers delivered by MAFO Maschinenhandel Forst are each driven by two 240 kilowatt Scania engines. Their capacity is sufficient to carry 45 ton loads. The spreaders handle 20', 30' and 40' containers as well as swap bodies.



New UCT Crane in Dormagen

Service	Bulk and general cargo as well as containers
Capacity	50 tons (hook) 40 tons (grab)
Length	total: 116 metres useful: 107 metres
Height	24 metres, total
Weight	450 tons, total
Trolley travel	120 metres / minute
Bridge travel	24 wheels, 16 driven

Managing Director Wieland and his colleague Andreas Stolte are positive that the terminal is well equipped for the future after the completion of the capital projects. They are critical as regards ever increasing security requirements, though. "We are forced to invest permanently in new security standards," said Hans-Peter Wieland.

The terminal had to build new installations such as fences and access control systems and even to train a Port Facility Security Officer. "We demand that costs remain commensurate with benefits. As far as we are informed about the plans of the North-Rhine Westphalian State Government, we doubt whether this principle will be applied," held Wieland. He added that rumours may be vague but do not instil confidence.

"Absolute security cannot be purchased, even at an extremely high price," Wieland believes. He remarked that one of the issues to be addressed is what happens in a case where a very small terminal subject to the ISPS Code is located in a very large port.

In the opinion of Wieland, it would certainly not be appropriate to apply the ISPS Code to the entire port. "We are now waiting for the bill announced by North-Rhine Westphalia's Minister of Transport Oliver Wittke and will then see what needs to be done," concluded Wieland.

Information on the Rhein-Ruhr Terminal is available in the internet at www.rtt.container-terminal.de.

We congratulate

25 years of service

Heino Krieger, Pohl & Co. Hamburg
Karl-Heinz Schoon, DCH Düsseldorf
Haimo Steyerer, neska Mannheim

IN A NUTSHELL

Appointments

neska Managing Director Hans-Peter Wieland was appointed Managing Director of Alcotrans Container Line B.V. in Zwijndrecht as of 1 April 2007.

Andreas Stolte, an officer of CTS in Cologne, was appointed Managing Director of Imperial Logistics International's Rhein-Ruhr Terminal Gesellschaft für Container- und Güterumschlag mbH (RRT) as of 1 January 2007. RRT provides full barge, train and truck container services.

neska Shirts for Soccer Fun

This year's Planet Soccer Winter Cup was hotly contested after the 2006 World Cup summer event. Twelve private and company teams participated in the tournament on 24 February 2007. neska, Panopa, Imperial Reederei and Imperial Logistics had together entered two teams for the competition and will be back for the next Winter Cup. The teams now practice every second week at a local indoor sports centre to be prepared for the next series of matches. New players are welcome. More information is available from Harald Travnitschek of Imperial Reederei at +49 203 5794-241.



Regular practicing session of the Imperial Group soccer players

Protection against the Volatility of the Ocean Freight Market: Freight Futures

Ocean freight markets have changed radically since 2003. In the wake of globalisation, freight volumes have reached new all-time highs and the volatility of freight rates has become substantially larger. Raw-material intensive sectors are worst affected. In the case of some raw materials, the freight share of CIF prices was sometimes as much as 40 per cent. In the Capesize segment of the ocean freight market the daily rate climbed during the last two years to over 100,000 US Dollars and then fell again suddenly by 75 per cent to some 22,000 US Dollars within a few months. By March 2007, it returned to 90,000 US Dollars. Experts are convinced that this high volatility will continue. Freight rate hedging is one alternative to protect owners, charterers and shippers.

Forward freight agreements (FFA) allow freight charges to be budgeted or



High volatility of freight rates for Capesize and Panama ships between 2003 and 2007

fixed many months before the transport. They also help shipowners or charterers to estimate their income more reliably. Forward freight agreements are futures very much like the futures traded at mercantile and cur-



Ocean freight markets are hardly ever in such calm waters

Capesize = Ship too large to traverse the Panama Canal

CIF-Price = Price of cargo at the point of delivery including cost, insurance and freight

rency exchanges. They have developed since the early 1990s. In a freight forward agreement, a seller and a buyer agree on a "legal bet". They fix a defined freight rate in a defined region or for a defined type of ship for a future date. On the future date, the agreed rate is compared with the actual rate on the date for which the forward freight contract was agreed. The reference rate is published by the London Baltic Exchange. Any difference between the agreed rate and the reference rate is paid to the "winner of the bet".

The theoretical background is best illustrated by an example. A trading company could develop an attractive trade in February and decide to sell 150,000 tons of coal from Richardsbay in South Africa to Rotterdam in July. On the forward freight market, such Capesize transports are traded at 20 US Dollars per ton in February. The

trading company decides to buy this transport capacity on paper. Transport costs of about three million US Dollars can therefore be budgeted in February. Freight rates soar by July, though, and move forward to 30 US Dollars per ton according to the reference rates of the Baltic Exchange. If the trading company had not agreed a forward freight agreement, it would now have to pay 30 US Dollars per ton for the transport from South Africa to Europe. However, as a forward transaction had been made, the trading company which had bought capacity at the time is entitled to 10 US Dollars per ton upon the settlement of the forward trade. As the trading company gained 10 US Dollars in the hedging transaction, its actual cost of transport remain at 20 US Dollars per ton as budgeted, although the freight rate paid in the market is 30 US Dollars.

Forward freight contracts are a new product unknown to many customers in German industry. A number of consultants in Hamburg tie forward freight agreements into the risk control processes of their clients, though, to provide protection against the volatility of freight rates. Rüdiger Hartwig, Managing Director of Brouwer Shipping & Chartering GmbH & Co. KG, will be happy to provide any information you may need at +49 40 317 844-0.

Imperial Multipart Limited is unlike any other Logistics Provider in UK

In February 2006, Imperial Holdings Ltd. further expanded into Europe by purchasing two major subsidiaries of the UK Group, RAC plc. Lex Commercials is a £250 million commercial vehicle dealership operating out of more than 20 locations throughout the UK.



Lex Multipart Limited is a £120 million specialist logistics operation dealing with the supply of parts to the UK Ministry of Defence, ground support equipment parts to the airline industry and aftermarket automotive parts to Hyundai, LDV, Dennis Eagle and Isuzu. In September 2006 the Lex name was replaced with Imperial to form Imperial Multipart Limited (IML). IML comprises of three divisions: Imperial Defence (IMD), Imperial Fleetserve (IMF) and Supply Chain Solutions (SCS).

IML is unlike any other logistics provider in the UK. Its core competency is parts usage planning systems which ensure clients first fill availability is consistently in the 95 per cent plus range. It is so confident of its ability to achieve this at lowest capital investment that IML purchases and owns the client inventory and therefore takes the full risks associated with stock ownership.

The Defence and Fleetserve divisions of IML are led by Jim Norris who manages a team of 130 people based in the North West, at Chorley Lancashire, operating the Defence business out of about 10,000 square metres warehouse in Bicester and the Fleetserve network out of 6 hubs across the UK. The

Defence business is very highly respected by the Ministry of Defence and provides an excellent service critical to the effective support of front line troops in the UK forces.

The Supply Chain Solutions business is led by Chris Gateley who manages a team of 275 people from two UK sites and one small site in Metz, France. The new £21 million purpose built facility in Chorley, Lancashire is 35,000 square metres deploying the latest lean lift technology which is the largest fully integrated application in the UK, and 10,000 square metres facility in Northamptonshire.

The SCS team specialise in parts planning, ownership, procurement, expediting, marketing, storage and distribution. A further unique selling point is its electronic parts catalogue which is fully integrated into its in-house ERP systems enabling clients on-line access to real time stock identification, availability, ordering and progress update information. SCS has been working closely with Panopa, introducing Panopa to SCS's existing clients including Dennis Eagle and LDV. It has also been in close cooperation with Panopa with two potential new business leads for inbound parts sequencing and assembly to broaden SCS's selling offer.

A major successful change to SCS in the last 3 years is how it treats its clients by creating and adopting a small set of key measures that has successfully focused all SCS employees on delivering exceptional client service.

This is called the Perfect Order Index (POI) which is measured every day and reported to every employee every week. It's simple. It measures the complete client experience from Inventory Availability, On Time DC Picking, Error and Damage Free Delivery and Transport. Get this right and the entire customer experience, where service matters, works. All SCS managers and DC colleagues are bonused on POI – so it is at the centre of their attention!

For further information please contact:

Chris Gateley, Managing Director,
SCS – +44 1257 225-578

Julie Croston, Public Relations,
SCS – +44 1257 225-458

Jim Norris, Managing Director,
IMD / IMF – +44 1257 225-514

www.multipart.com



Imperial Logistics International GmbH
Kasteelstraße 2
47119 Duisburg
Germany
Phone +49 203 8005-230
Fax +49 203 8005-284
E-mail: imperial@imperial-international.com