

accelerate

BIG BOOST

Growth in aerospace & outsize cargo business prompts investment in 70 BIG new trailers



Keeping your products safe across Europe



Cargolux signs new & extended contract



Protecting the integrity of Pharma supply chains



Growing AirBridgeCargo commits to 3 more years



Continuing to grow by anticipating and meeting the needs of our global customers

At Wallenborn, our growth stems from one basic principle; we listen to and understand our customers' needs.

We then use the knowledge and expertise of our team and our ability to invest in new products and services to present our customers with what they need. All the time we are working to fine tune what we do and looking for new ideas and innovations to take to our customers because that stimulates our own growth.

We might help you to provide a pan-European distribution service or a new product for the healthcare industry, or maybe a secure cargo solution. We are maybe enabling you to outsource areas of your business, such as the management of ground handlers, Customs services or providing you with a technology solution that gives you improved visibility of your business and helps you to make more informed management decisions.

Whatever it is we do, we do it to the highest level of our capability and with a commitment to quality, reliability and customer service.

I believe our customers see Wallenborn as an approachable company and they respect and value the members of our team that they work with. That trust and confidence results in discussions about

business challenges and opportunities, and most often produces an outcome that is great news for our customers and for us. We want that to always be the case. So, if you have a requirement, an idea or any opportunity that you believe would benefit from a partnership with Wallenborn, please talk to us. We are always ready to listen.

I am pleased to report that on the strength of our existing products and services, we were able to grow our revenues by over 20% in 2015. We attribute this to the

of our key accounts, and our largest-ever fleet investment. In 2015, we spent approximately €15 million to increase the size and capability of our transport fleet and this has added 20 additional GDP-certified reefers and 70 aero engine carriers.

This means we are ready to offer our customers more.

Of course, the global market remains hard to predict but we are confident our growth will continue as a result of helping our customers to grow. The China-Europe

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resilience and innovation of our customers, our investments in hardware, software and people, and our philosophy of continuous improvement.

Growth is important to us because we are continuing to make a substantial investment in our business to be able to provide the resources, services and solutions our customers want to buy from us. In this issue of our *Accelerate* magazine, you will read about some of these latest initiatives, including the implementation of new services to support aerospace and healthcare supply chains, the creation of a team of Operational Key Account Managers to support the global growth

market is extremely important to us and we have continued to achieve sustained growth despite the economic slowdown. I believe the outlook for the rest of 2016 and beyond, driven by the tentative signs of a rebound in China-Europe trade, will be positive for us all.



**FRANTZ
WALLENBORN**
President & CEO

ABOUT WALLENBORN

24/7

Our monitoring team provides 24/7 status updates to our customers

5

GCC countries served by Wallenborn



700

Size of Wallenborn's modern truck fleet

20

Wallenborn branches in 17 countries



2.5m

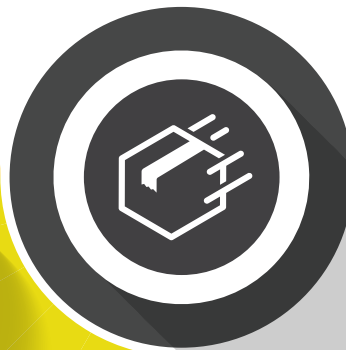
Tonnes carried across our European network

70

 Specialist aero engine carriers

€15m

Largest ever investment in our fleet in 2015



350,000

Shipments delivered on-time in 2015

120

 The number of airport destinations we offer our customers

20%

Growth of our business in 2015

30

We serve 30 European countries



850

Number of drivers employed by the company

€250,000

Investment in our commercial vehicle washing system

180

Transportation and logistics professionals to manage your requirements

98%

Wallenborn operates the greenest trucks with 98% of its fleet conforming to the highest Euro 6 emissions standard

Preserving the integrity of temperature-controlled products moving in Life Science supply chains



The supply chain for healthcare products demands that everyone involved understands their responsibility for protecting the quality and integrity of the shipments in their care.

Wallenborn operates at the leading edge of solutions provided by the transportation and logistics industry for the movement of medicinal products. It was one of the first transportation companies to achieve Good Distribution Practice (GDP) certification and has invested in specialist equipment and training to develop bespoke solutions for the life science sector. Its procedures and practices fully embrace GDP, notably the integration of quality management,



operations, personnel training and control, documentation and continuous improvement.

Ram Menon, Wallenborn's Operational Key Account Manager, who has led the GDP certification process, said: "We have combined our monitoring and intervention technologies with the latest temperature management techniques. This means we are able to remotely track and control container temperatures and provide full and 'real-time' data access to our customers.

With the substantial growth of the healthcare logistics market in Europe, GDP guidelines are expected by shippers, distributors and receivers of medical products. We ensure this through our certified cold chain solution that provides consistent reliability and visibility in compliance with strict regulatory requirements."

Panalpina is a regular customer

of Wallenborn's road feeder services for healthcare customers, and has been an enthusiastic supporter of Wallenborn's GDP-certified product. Paul Fairclough, Panalpina's Head of Healthcare at its LUX and FRA Gateways, commented: "Our customers expect the highest standards of reliability and consistency when using Panalpina, both in the air and on the ground. Our long-term and strategic partnership with Wallenborn provides our key accounts with peace of mind in terms of temperature management, shipment traceability and security."

Over 200 Wallenborn employees have participated in the company's GDP training programme, which is based on ensuring patients around the world receive effective and safe medicines.

SERVICE FEATURES

- A new fleet of temperature-controlled trailers
- Drivers trained in accordance with GDP guidelines
- 24/7 temperature monitoring, recording and read-outs
- Pre-excursion alarms

'We have combined our monitoring and intervention technologies with the latest temperature management techniques. This means we are able to remotely track and control container temperatures and provide full and 'real-time' data access to our customers.' Ram Menon, Wallenborn



Protecting high value, theft-attractive goods from the risk of loss as they transit across Europe

Every day, Europe exports hundreds of millions of euros worth of goods and imports hundreds of millions more. This makes the European Union a dynamic place to do business but it is also an increasingly challenging market for any company without a resilient supply chain security strategy.

The European Parliament has estimated that the organised theft of commercial vehicles and their loads in Europe costs businesses €8.2 billion a year and indicators from manufacturers, transport and logistics companies, and law enforcement agencies suggests the level of cargo crime in Europe is continuing to increase.

In 2015, the Transported Asset Protection Association (TAPA), collected reports of 1,515 cargo crimes in the EMEA region, with the vast majority occurring in Europe. This represented a 37.4% increase year-on-year. Data for Q1 2016 showed a further 444 new

cargo thefts, up 115% over the same period a year earlier – and more than 75% of incidents involve high value, theft attractive products moving by truck.

As an active participant in TAPA EMEA and the first transport company in Europe to receive certification to the Association's Trucking Security Requirements (TSR), Wallenborn is proactively helping its customers to understand and manage the level of risk. Its services to protect goods in transit provide clients with solutions that balance risk, flexibility and cost.

All Wallenborn security transport operations are constantly monitored by its 24/7 Control Tower team and systems to provide total peace of mind to customers around the globe. Wallenborn's security transport services are a critical enabler of trade between Asia and Europe and support all types of assignments including regular shipment flows, new product launches and peak season injections. Products handled include games consols,

PCs, smartphones and tablet computers as well as other high value consumer goods, luxury items such as jewellery, high fashion, and pharmaceuticals.

SERVICE FEATURES

- Security awareness training
- Hard-bodied high security trucks
- Contingency planning
- Pre-defined routes & secure parking
- Escort vehicles
- Security locks & seals
- Satellite tracking technology
- Alert messaging, alarm systems & vehicle immobilisation
- 24/7 monitoring & geo-fencing

'Manufacturers all over the world are concerned by the increase in cargo crime in Europe. We're able to provide the supply chain resilience they need.' Serge Lejeune, Wallenborn



Growth of aerospace and outsized cargo business prompts investment in 70 new trailers for **BIG** shipments

The fast growth of Wallenborn's aerospace and outsized cargo business has prompted its multi-million euro investment in 70 new trailers to add to its BIG fleet in the past 18 months.

These trailers are unique to Wallenborn and have been designed with several special features for the safe and secure transportation of outsized cargoes such as aero engines, fan cases, helicopters and fuselage sections.

Each trailer is capable of carrying up to 28 tonnes and can be loaded and unloaded in three ways; through the side, the roof or

the rear-doors. The trailers come equipped with a K-Fix multi-point lashing system that ensures fragile shipments can be securely stowed.



Pit Wallenborn, Fleet Manager, said: "One of the key benefits of our BIG trailers is their lifting roofs which can be hydraulically raised by 400mm

during loading. This allows, for example, very large turbo fan engines to be loaded without any risk of contact between the engine and the trailer roof. Another feature is the 300mm extendable entrance at the rear of the trailer which allows us to seamlessly load wide shipments on ULDs. Cargoes with a width up to 330cms can be enclosed in our BIG trailers meaning they are safe and also remain 'Known' during

the entire land transit, which can result in significant cost savings for our customers."

"One of the key reasons for Wallenborn's investment is that the new generation of aero engines for aircraft such as the Airbus A350 or A380 and Boeing's B747-8, B777 and B787 are larger and require very strict professional handling. This especially applies to the way the engine cradles are chained or strapped to the trailer. In addition to hardware, Wallenborn has also introduced a new training programme for drivers transporting BIG cargoes to highlight the specific loading specifications for each type



of cargo as well as drivers' personal responsibilities to ensure the safety and security of the load," added Carl Ebsen, Head of Operations.





Customer requests for additional and more complex activities leads to creation of new OKAM team

Wallenborn has created a new team of Operational Key Account Managers (OKAM) in response to customers asking it to manage additional and more complex activities, and to provide reports and management information.

Reporting to Jason Breakwell, Manager, Development & Key Accounts, the team incorporates a unique blend of talents, expertise and knowledge. Their key responsibilities cover:

- Second level escalation
- Developing strong working relationships across all departments
- Ensuring strong lines of communication
- Operational performance
- Troubleshooting, CAPA & initiating solutions
- Network & Product Business Development
- Strategy alignment
- Internal & external reporting and dashboards
- Preparing, leading and attending business reviews
- Continuous improvement
- Pricing & tenders
- Financial control

So, let us introduce you to our team:



Jie Zhou joined Wallenborn in 2016 from Bank of China and is a graduate of Nankai University, one of China's top five universities, majoring in International Trade, before pursuing her academic studies at Université Panthéon-Assas in Paris. She speaks fluent Chinese, English and French and has built a multi-disciplinary career path in Multimedia,

Architecture, Banking and Logistics around her interest of working in Sino-European exchanges. Based in Luxembourg, she reinforces Wallenborn's quality of service to Chinese carriers.



Ram Menon completed his Masters in International Relations at Cardiff University before joining Wallenborn in 2013. He also studied Logistics Management at Université de Paris Assas and International Procurement at Université de Strasbourg. He developed Wallenborn's GDP programme based on guidance and best practices provided by healthcare and quality management professionals. He has worked in operational and commercial roles at Wallenborn.



Serge Lejeune has also held both operational and commercial roles within Wallenborn since 2005. His career in transport started as a temporary worker in a French company working night shifts whilst studying at University. Since joining the company, Serge has gained experience in different departments, including customer service,

chartering and dispatching and now leads the Key Account Management team. His notable achievements include establishing a logistics platform between France and Turkey, supporting GDP certification and upgrading the Wallenborn trailer fleet to TAPA TSR Level 1.



Tiffany Lanz joined Wallenborn in 2014 and spent a year in the company's Monitoring team, providing 24/7 status updates to customers and supporting drivers, before joining the Planning department in Luxembourg and, later, transferring to sales. She has a Bachelor Degree in Mathematics and a Masters in Management of Projects and Organisations/Specialty Production, Logistics and Innovation from the University of Strasbourg. Her interest to road transport has even included driving a Renault 4 loaded with supplies for Moroccan children from Biarritz to Marakesh.

Carl de Wachter



Carl has a degree in TEW (Toegepaste Economische Wetenschappen) and has worked in the transport sector since 1987, when he was employed in the industry during student holidays. He joined Wallenborn in 2011 and progressed through the company's Monitoring and Planning departments before being appointed Operational Key Account Manager for Wallenborn customer Qatar Airways, taking the lead in pan-European implementation.

'Our customers are increasingly asking us to manage additional and more complex activities and to provide reports and management information. Our OKAM team provides our key accounts with a broad selection of talents, expertise and knowledge to ensure we meet all of their requirements.'

Jason Breakwell, Wallenborn

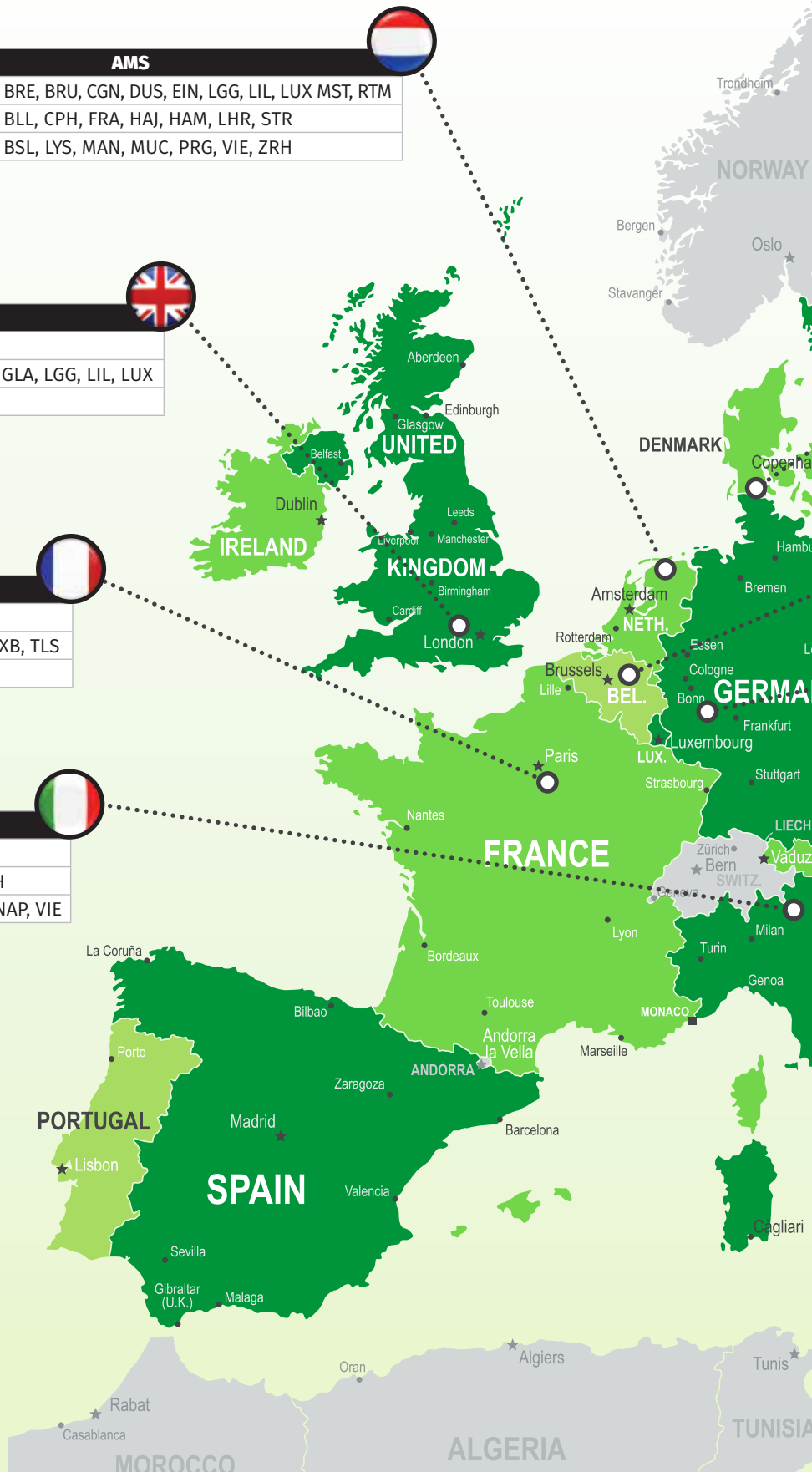
TRANSIT TIMES CONNECTING EUROPE'S MAJOR AIRPORTS

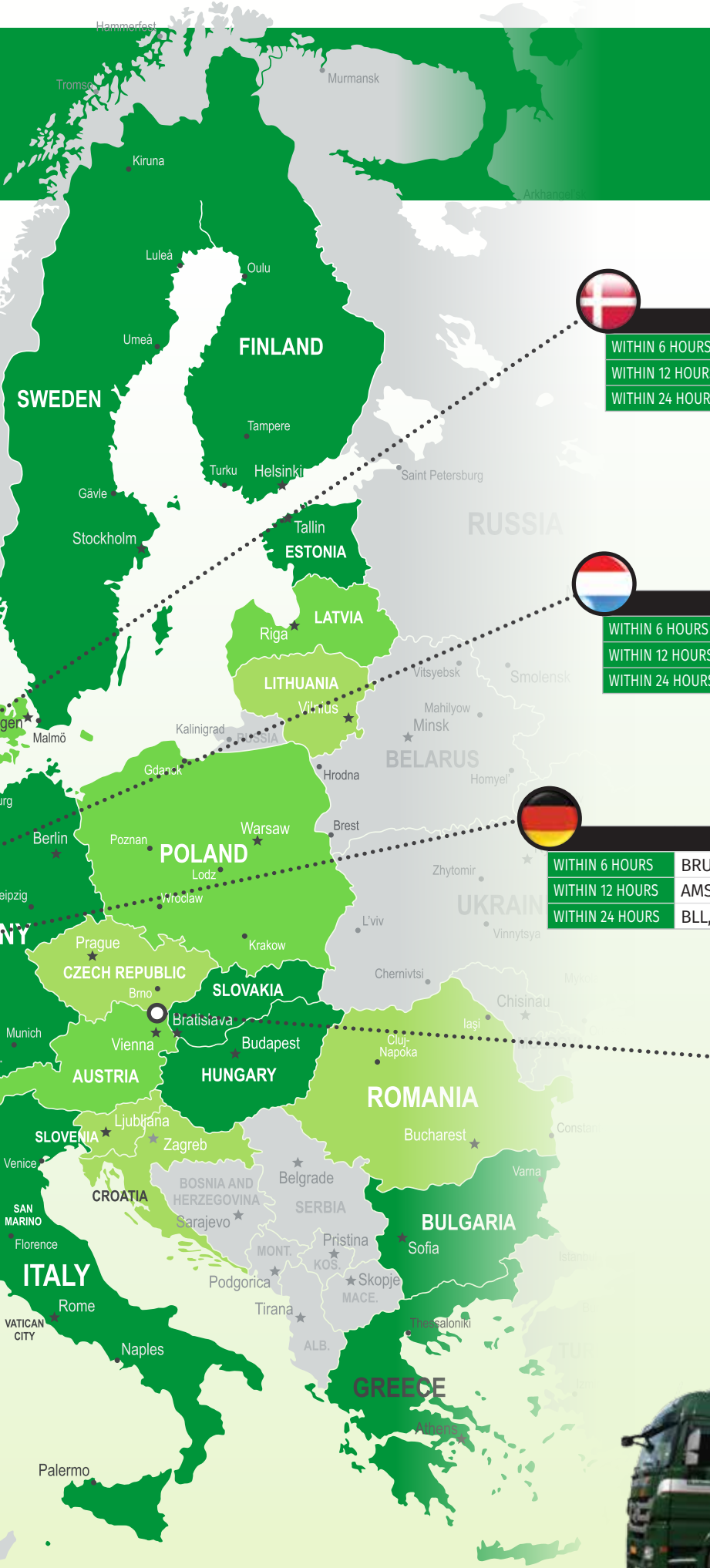
AMS	
WITHIN 6 HOURS	BRE, BRU, CGN, DUS, EIN, LGG, LIL, LUX MST, RTM
WITHIN 12 HOURS	BLL, CPH, FRA, HAJ, HAM, LHR, STR
WITHIN 24 HOURS	BSL, LYS, MAN, MUC, PRG, VIE, ZRH

LHR	
WITHIN 6 HOURS	BHX, EMA, MAN
WITHIN 12 HOURS	AMS, BRU, CDG, DUB, GLA, LGG, LIL, LUX
WITHIN 24 HOURS	DUS, FRA

CDG	
WITHIN 6 HOURS	BRU, LIL, LUX, NTE
WITHIN 12 HOURS	BOD, GVA, LHR, LYS, MLH, MRS, SXB, TLS
WITHIN 24 HOURS	BCN, BIO, MAD, MXP, ZAZ, ZRH

MXP	
WITHIN 6 HOURS	BLQ, TRN, VCE,
WITHIN 12 HOURS	BSL, FCO, FLR, GVA, LYS, PSA, ZRH
WITHIN 24 HOURS	AMS, BRU, CDG, FRA, LUX, MUC, NAP, VIE





CPH

WITHIN 6 HOURS	BLL, MMX
WITHIN 12 HOURS	ARN, GOT, HAJ, HAM, OSL
WITHIN 24 HOURS	AMS, FRA, HEL, RIX, TLL, VNO



LUX

WITHIN 6 HOURS	AMS, BRU, BSL, CDG, CGN, DUS, FRA, LGG, LIL, MST
WITHIN 12 HOURS	BRE, HAJ, HAM, LEJ, LHR, LYS, MUC, ZRH
WITHIN 24 HOURS	BCN, CPH, MAD, MXP, VIE



FRA

WITHIN 6 HOURS	BRU, BSL, CGN, DUS, FMO, LUX, MST, NUE, STR
WITHIN 12 HOURS	AMS, BRE, HAJ, HAM, LEJ, LYS, MUC, PRG, TXL, ZRH
WITHIN 24 HOURS	BLL, BUD, CPH, LHR, MXP, VIE



VIE

WITHIN 6 HOURS	BTS, BUD, LNZ, SZG
WITHIN 12 HOURS	BSL, FRA, LJU, PRG, ZAG, ZRH
WITHIN 24 HOURS	AMS, BRU, LUX, MXP, WAW





Quality, efficiency and product development underpin Cargolux's decision to extend Wallenborn partnership

Wallenborn has signed a new and extended ground logistics contract with Cargolux to support the airline's enhanced European transport network.

Previously, Europe's largest all-cargo airline worked with around 30 different trucking companies to distribute freight across the continent and support its growing cargo operation. In 2015, the airline recorded an 8.7% growth in demand and operated some 6.9 billion freight ton-kilometres. By consolidating its number of partners,

Cargolux has not only achieved important business efficiencies but also benefited from new technology advancements, a fresh approach to how it manages offline handling, and the opportunity to further develop its range of products.

Wallenborn is now one of a small group of Cargolux's preferred ground logistics partners in Europe and has earned a growing share of the airline's more than 50,000 truck journeys across the continent, covering a reported distance in excess of 33 million kilometres per year.

With its extended contract, Wallenborn now provides road transport services for Cargolux to and from, and within, the United Kingdom and Italy, two of the airline's prime markets in Europe. It has also

been awarded responsibility to manage all of the carrier's offline cargo handling services in Italy and the UK.

While service quality and value underpin the relationship between the two companies, which first began in 2004, Cargolux has also recognised Wallenborn's ability to improve the flow of real-time information for its customers and create new revenue generation opportunities in key vertical markets. These include enhancing its ability to attract new customers in sectors such as aerospace, fashion and healthcare. On the technology front, Wallenborn has already implemented a new messaging platform and a system to measure the performance of road feeder services.



Jason Holt, Executive Vice President Flight Operations at Cargolux, commented: "The UK is an essential market for Cargolux with large volumes of prestige goods moving in both directions across the Channel. Similarly, we hold a strong position in the Italian market and road feeder services to and from Milan Malpensa are indispensable to Cargolux Italia, our successful local subsidiary. Cargolux selected Wallenborn as RFS and handling partner because they meet important criteria: their modern fleet consisting of Euro 6 type vehicles, enabling many transport options and complying with ambitious emission standards set by Brussels; sufficient capacity of multiple vehicle types; fast turnaround times at the airports in scope; up-to-date and adaptable IT system guaranteeing excellent connectivity with Cargolux; and last but not least, their wealth of experience. This enhances our services to the benefit of our clients, standardises our offering and saves costs at the end of the day."

Frantz Wallenborn, President & CEO, said: "As a company headquartered in Luxembourg we are extremely proud to have extended our contract with Cargolux. Like Wallenborn, the airline believes in delivering the highest levels of customer service and in using technologies that improve our performance and give our customers more visibility based on fast and accurate information. We also share

a commitment to operating the most modern and efficient fleets and to the development of tailored products that create new opportunities for us and our customers. I am confident that our longstanding relationship with Cargolux will continue to grow through the joint benefits we can offer each other."

Cargolux has a highly developed and reliable road feeder services network

servicing three European hubs at Luxembourg, Milan and Prestwick, and an advanced truck management system at the Luxair Cargo Centre, synchronised with the 'waves' of flights it operates in and out of Luxembourg. The airline's fleet of modern Boeing 747-8F and Boeing 747-400 freighters serve a worldwide network covering some 90 destinations.

'Like Wallenborn, the airline believes in delivering the highest levels of customer service and in using technologies that improve our performance and give our customers more visibility based on fast and accurate information. We also share a commitment to operating the most modern and efficient fleets and to the development of tailored products that create new opportunities for us and our customers.' Frantz Wallenborn, President & CEO



Transportation solutions designed for Italy's dynamic market economy

Italy is Europe's fourth largest state by gross domestic product (GDP), the second largest air cargo market by volume and one of the fastest-growing countries in Wallenborn's network.

In 2015, Wallenborn's business in Italy grew 25% and it is on course to grow by a further 60% in 2016.

Wallenborn's operation in Italy is coordinated by a team of six transportation specialists based in the Cargo City area of Milan Malpensa (MXP), Italy's busiest cargo airport and an import gateway for numerous airlines arriving from the Americas, Middle East and Far East. It is headed by Branch Manager, Valerio Pozzoni (right) who joined the company in March 2016 from Silk Way West Airlines where he was Manager Customer Service based at Milan-Malpensa. Previously, Valerio spent seven years at UPS and 13 years

at FedEx in commercial and operational management positions.

In Italy, Wallenborn provides scheduled import road feeder services (RFS) for airline freighter and passenger operators at MXP connecting to 14 airports in Italy. Services at MXP also include direct deliveries to customers in Milan and northern Italy as well as security transport, Customs entries and management of ground handling.

Wallenborn's second office in Italy is located south east of Milan in Segrate in the heart of Italy's export air cargo community, and where the majority of major freight forwarders are clustered.

Unlike other major European economies such as Germany, the United Kingdom, France and the Netherlands, Italy has limited air cargo capacity, especially freighter operations, and is therefore especially dependent on efficient and reliable road feeder connections to air cargo hubs in other parts of Europe.

From here, a dedicated team of five transport professionals manage part- and full-load collections from forwarders, handlers and shippers across Italy and are also responsible for scheduled export RFS to online airports such as Rome (FCO), Milan (MXP) and Venice (VCE). Wallenborn is the number one provider of export air cargo trucking from Italy to hubs further north such as Amsterdam (AMS), Paris (CDG), Frankfurt (FRA), Luxembourg (LUX), Munich (MUC) and Vienna (VIE).

Unlike other major European economies such as Germany, the United Kingdom, France and the Netherlands, Italy has limited air cargo capacity, especially freighter operations, and is therefore especially dependent on efficient and reliable road feeder connections to air cargo hubs in other parts of Europe. For this reason, it is estimated that 70% of air cargo volumes actually leave Italy by road crossing the Alps in Austria, France or Switzerland. Maintaining these connections especially during winter when heavy snowfalls are commonplace, is a skill that Wallenborn has developed over more than 25 years. Increasingly, however, Wallenborn trucks from and to



Italy are travelling by train to increase productivity and reduce environmental impact.

Italy has a mixed economy and is a founding member of the G7, G8, the Eurozone and the Organisation for Economic Co-operation and Development (OECD). It is respected as being one of the world's most industrialised nations and a leading country in world trade. It is well known for its creative and innovative business culture which was showcased at the EXPO Milano in 2015 and it is now the world's sixth largest manufacturing country.

Italy has a large and competitive agricultural sector and many of its food products such as cheese are exported by air cargo. It is also widely recognised for the high quality of its automotive, machinery, pharmaceutical, design and fashion industries and this focus on quality has enabled it to continue to grow in the face of cheaper competition from emerging Asian economies. The



valuable and perishable nature of Italian goods requires a highly-developed air cargo supply chain and this is one of the key factors driving Wallenborn's growth. Its special transport solutions ensure that products such as prestige cars, valuable garments and leather goods, drugs and perishable foodstuffs are protected from criminals and climate whilst on the road from Italy's factories to Europe's air cargo gateways.

Valerio Pozzoni says: "Italy is a vibrant and dynamic place to do business and it offers a wealth of business opportunities. Wallenborn's service offering and our reputation for quality and reliability – alongside our specialist products and fleet capability – have established us as a leading partner for our fast-growing client base. Our customers know we have the network, services and flexibility to provide the solutions they need and we are always available to any customers that want to talk to us about other services they require or transportation challenges they have to overcome. It is this approach and philosophy our customers value and which is spearheading our growth in Italy."

Italy is highly respected for its creative and innovative business culture and it is now the world's sixth largest manufacturing country.

CONNECTIONS WITH PRIME EUROPEAN GATEWAYS

DRIVING DISTANCES & TRANSIT TIMES

From / To	AMS	CDG	FRA	LUX	MUC	VIE
Bologna	• 1,300 kms • 20 hours	• 1,100 kms • 18 hours	• 900 kms • 15 hours	• 900 kms • 15 hours	• 600 kms • 10 hours	• 750 kms • 12 hours
Florence	• 1,400 kms • 36 hours	• 1,200 kms • 19 hours	• 1,000 kms • 16 hours	• 1,000 kms • 16 hours	• 700 kms • 12 hours	• 850 kms • 14 hours
Milan	• 1,050 kms • 17 hours	• 950 kms • 15 hours	• 750 kms • 12 hours	• 750 kms • 12 hours	• 550 kms • 9 hours	• 850 kms • 14 hours
Rome	• 1,700 kms • 40 hours	• 1,450 kms • 37 hours	• 1,300 kms • 20 hours	• 1,300 kms • 20 hours	• 1,000 kms • 16 hours	• 1,200 kms • 19 hours
Venice	• 1,300 kms • 20 hours	• 1,200 kms • 19 hours	• 900 kms • 15 hours	• 1,000 kms • 16 hours	• 600 kms • 10 hours	• 600 kms • 10 hours



AirBridgeCargo awards Wallenborn new 3-year contract

AirBridgeCargo Airlines (ABC) has extended its long partnership with Wallenborn for three more years in support of its position as one of the world's leading and fastest-growing all-cargo carriers.

In its latest figures for Q1 2016, ABC reported 27% year-on-year growth, carrying 132,000 tonnes over the opening three months of the year. March 2016 was the most successful month in the airline's 12-year history as its volumes rose 35% to 51,000 tonnes. In the last year, ABC's growth has been accelerated by the addition of more new routes to its network, including Singapore, Hanoi, Helsinki, Los Angeles and Atlanta, as well as additional frequencies on prime markets such as Tokyo. The start of the year also saw ABC extend its coverage into Africa through an ACMI partnership with CargoLogicAir which added Libreville, Johannesburg and Nairobi to its schedule.



Commenting on the contract extension, Frantz Wallenborn noted: "It has given us great pleasure to witness the impressive growth of AirBridgeCargo and we

expect this to continue in the future as the airline continues to invest in its fleet and grows its global network in new continents including Africa and South America. Our investment in highly specialised products, including our 'BIG' fleet of trailers and drivers, has played an important role in helping AirBridgeCargo to become the leading freighter operator at several major European airports.

"AirBridgeCargo requires strong and innovative partners who are able to provide highly flexible support at major hubs such as AMS-Schiphol, Milan-MXP and Paris-CDG. Through our consistent investments in hardware and personnel we have demonstrated our commitment to anticipate and match the needs of AirBridgeCargo as its growth continues to outpace the market. As long-term partners, this relationship has helped both companies to grow in terms of scale, scope and products."

Air China Cargo signs up for 'total care' solution

Air China Cargo underlined its confidence in Wallenborn by signing separate agreements in 2015 covering road feeder services from several gateways, including ARN (Stockholm), FCO (Rome), GVA (Geneva) and MXP (Milan). Beijing-based Air China Cargo - China's largest international airline - also signed a landmark agreement with Wallenborn to provide all import cargo handling services at 112 offline locations in 26 countries.

Previously, the airline had multiple agreements but Wallenborn was able to seamlessly integrate all contracts under one standard Service Level Agreement which includes standards for check-ins, messaging and handovers to customers.



Jason Breakwell,
Manager,
Development &
Key Accounts at
Wallenborn, and the

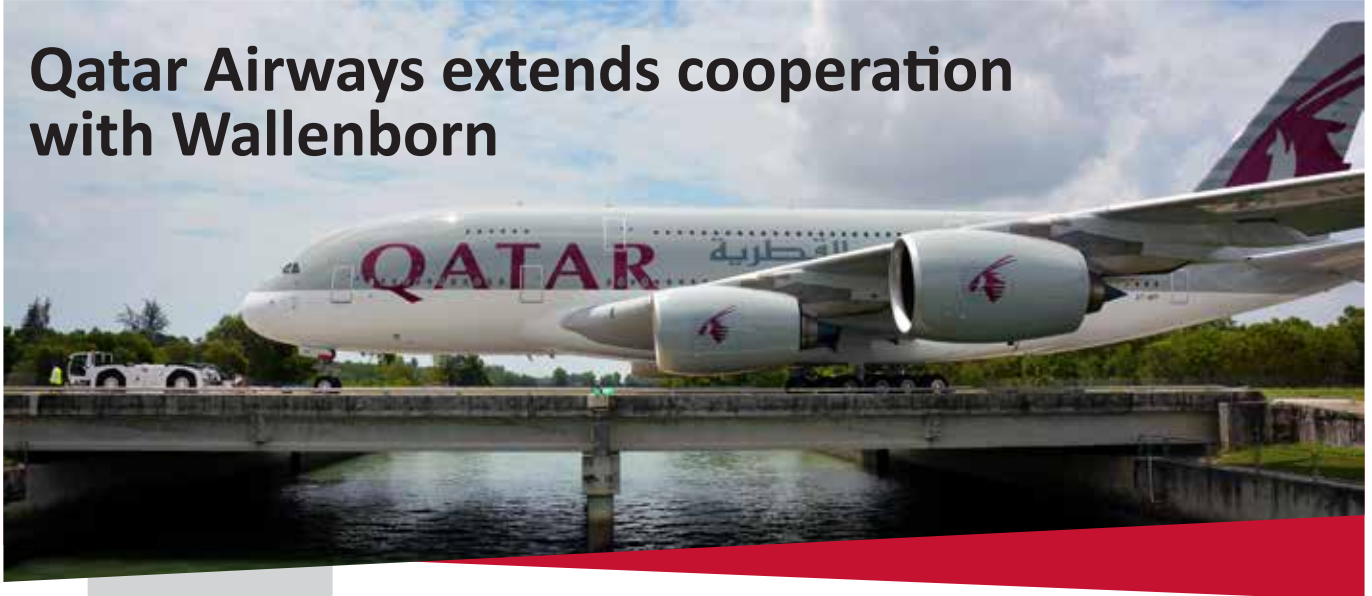
strategic key account manager for Air China Cargo since 2012, remarked: "The key to this successful collaboration has been openness and trust. We provide a 'total care' package to Air China Cargo which not only requires comprehensive RFS networks from the airline's freighter hubs at AMS (Amsterdam Schiphol) and FRA (Frankfurt) and its passenger stations, but also involves a whole range of service enhancements. This includes customer service, dedicated Chinese-speaking staff, ULD management, Customs services, project management, eFreight implementation and offline handling. We are proud to be an important partner to Air China Cargo and to be helping the airline to blossom across Europe."



中国国际货运航空公司
AIR CHINA CARGO

'As long-term partners, this relationship has helped both companies to grow in terms of scale, scope and products.'

Qatar Airways extends cooperation with Wallenborn



Qatar Airways, now the world's third largest international cargo carrier, forged its first partnership with Wallenborn in 2003 when it commenced European freighter flights to Amsterdam Schiphol.

Today, Wallenborn provides a variety of logistical services to the fast-growing Gulf-based carrier and is its first choice RFS partner for Europe. As Qatar Airways has expanded its freighter footprint, Wallenborn has expanded its network and product portfolio to keep pace with the requirements of the world's major shippers. The partnership now covers Qatar Airways' freighter gateways at AMS, BRU, BUD, CDG,

FRA, LGG, LUX, MXP, PRG and STN plus passenger stations at AMS, ARN, BRU, CPH, FCO, FRA, LHR, MUC, MXP, TXL, VCE and VIE.



Wallenborn's Jason Breakwell commented: "Qatar Airways is chosen by leading global forwarders because of its agility and reliability. We work hand-in-glove with the airline's entire cargo management team - network, sales and operations- to ensure our procedures, schedules and rates exactly match market requirements. Our implants at major gateways work closely with Qatar staff and their ground handlers to prevent delays and

discrepancies and to ensure that sensitive shipments are consistently delivered on-time directly to consignees. We are proud to be partnering such a progressive and ambitious airline."

Qatar Airways Cargo operates a modern fleet of A330, B777 and B747 freighters as well as one of the world's most modern and capable hubs at Hamad International Airport in Doha. Special products offered by the airline now include services for express, livestock, dangerous goods, valuables, vulnerable goods, motor vehicles, perishables and oversized shipments.

€250,000 truck wash system underpins Wallenborn's commitment to be 'green and clean'

Wallenborn is highly respected for operating the cleanest trucks in Europe, with 100% of its trucks meeting either the Euro 5 or Euro 6 European Union emissions standards.

This not only reduces the carbon footprint of its fleet of 700 trucks and trailers but saves customers money because the cleanest trucks pay the lowest band of tolls on many of Europe's roads.

As well as being green and environmentally clean, Wallenborn's trucks are also always clean and shiny because the appearance of its fleet is one of its highest priorities, reflecting its commitment to quality. That's why one of Wallenborn's latest investments is a €250,000 Kärcher TB 42 commercial vehicle washing system. The fully-automated system incorporates two pairs of photocells that ensure a precise washing sequence and ensure all sections - including spoilers, mirrors and tails - are reliably detected and treated. It also recycles all water and captures all chemicals.

"Our drivers are proud of their modern and sophisticated trucks and we reinforce this ethos by ensuring all trucks and trailers are regularly washed at our purpose-built washing facility in Luxembourg. This is not only good for the image of Wallenborn and our customers; we believe it reduces accidents and damage and this in turn has a positive impact on operational costs, increases productivity and the durability of our fleet," says Fleet Manager, Pit Wallenborn.





It's always showtime for Wallenborn events for global F1, motor shows and golf tours

Wallenborn Events is a sister company of Wallenborn Group, and provides tailor-made event management solutions for such high profile occasions as Formula One Grand Prix races, international motor shows and golf tours.

The company's growth is being driven by its unique all-inclusive package of logistics, hospitality and catering services. This total solution enables its customers to focus on their core business thanks to their confidence in the quality and reliability of Wallenborn Events' performance.

Its services incorporate:

STRUCTURE AND MOTORHOME SOLUTIONS

Wallenborn Events ensures client structures are always set up on-time and in accordance with the expectations of its customers and their guests.

Wallenborn's technical team manages all of the systems linked to the structure once it is constructed, ensuring everything runs smoothly for the whole event duration.



CATERING

A dedicated team is assigned to satisfy all of the requirements of every customer. Wallenborn Events has been unofficially 'elected' as the "best canteen" in the F1 Paddock since its start of operations in this sports sector thanks to the amazing culinary and service skills of its chefs and staff.

TRANSPORTATION

Wallenborn Events provides transportation solutions using road, sea and air to ensure the best solution for each event, leveraging the logistics expertise of Wallenborn Group.

EQUIPMENT MANAGEMENT & SECURE STORAGE

Wallenborn manages equipment and merchandise inventory and delivers to event sites in accordance with customer needs. This service includes offering secure warehouse storage facilities for all types of equipment in several key locations around the world.

EVENT SUPPORT

Dedicated and experienced staff deal with specific requirements once on-site and as well as off-site. Wallenborn Events' range of on-site services includes:

- VIP Lounge management
- Security
- Maintenance
- Supply of mobile structures and event branding
- Suite planning
- VIP services

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