

# accelerate

## Doing business with China's largest trading partner

Chinese companies choose Luxembourg as their business hub in Europe

Your questions answered by our experts

Finding your way around Europe

Protecting your cargo supply chain in Europe

Maintaining the integrity of life science products



EU

CHINA

# Opening up a €1 billion a day market to Chinese businesses

**Wallenborn Group has grown substantially in the last 2-3 years and this is partly due to our strong focus on the China market and our unique ability in helping Chinese customers to grow their businesses in Europe quickly, securely, profitably and in compliance with the different regulatory requirements of EC countries.**

The European Union and China are two of the biggest traders in the world. China is now the EU's 2nd trading partner behind the United States and the EU is China's biggest trading partner. At Wallenborn, we are using our transport and logistics expertise, network of locations, and market and regulatory knowledge to help Chinese companies to enter the European market successfully.

## Potential for growth

We have invested in technology, the development of new services for high value cargo, life science products and air cargo to ensure we offer a range of solutions to customers that not only meet their current requirements but also provide the potential for growth. In the last year we have extended our office locations in Europe to include Barcelona (BCN) and Milan (MXP) and we have extended our coverage with new Wallenborn offices in the United Arab Emirates. In this same period, we have added a further 80 new Scania Euro 6 trucks to our transport fleet to support our annual growth of over 40%.

Europe offers vast new business potential for Chinese companies but it is a market in which international customers grow faster if they are supported by local expertise to

provide best practice in terms of dealing with different customs regulations and understanding the most efficient way to do business. This is what Wallenborn Group offers.

## Chinese team in Europe

For example, our commitment to quality, high service levels and advanced security services ensures that highly valuable and vulnerable shipments from China can be transported from major gateways in Europe to all corners of the continent safely and

staff ensure our Chinese customers are able to develop their European networks smoothly and effectively.

## The advantages of Luxembourg

Exhibiting in Shanghai at Air Cargo China/ Transport Logistics China provides us with the perfect opportunity to meet with our Chinese customers, partners and friends, to offer information and advice on growing business in Europe, and to present our latest product benefits. We are proud to be exhibiting alongside Henan Civil Aviation

*'Europe offers vast new business potential for Chinese companies but it is a market in which international customers grow faster if they are supported by local expertise.'*

cost efficiently. In anticipation of further Chinese involvement in the life sciences supply chain, we have also introduced certified services to transport temperature sensitive drugs, medicines and vaccines in optimum conditions and under complete control.

Our focus on helping Chinese businesses to grow in Europe includes the flexibility to adapt our products and services to the requirements specific to the Chinese market. We employ a team of Chinese staff at the major gateways from China to Europe (AMS, FRA, LUX) who are accessible to all of our customers in China to offer advice on the best routes and schedules, tracking shipments, provide updates, as well as liaison with customers and consignees in Europe. Every day, Wallenborn's Chinese

& Investment Co. (HNCA) and Zhengzhou Airport (CGO) and Zhengzhou Airport Economic Zone (ZAEZ), and with our friends from Cargolux, Luxair Cargo and Luxembourg Airport. We look forward to meeting with current and new customers to promote the advantages of Luxembourg as a business bridge between China and the Single European Market.



**FRANTZ WALLENBORN**  
Group President

## Wallenborn facts & figures

# 600

trailers in the fleet

Including 80 reefer / 25 aero engine trailers / 450 mega

# 10

countries

# 12

offices

# 550

employees

# €10 million

fleet investment figure 2014

# 260,000

shipments in 2013

# Over 2 million

tonnes carried in 2013

# 120

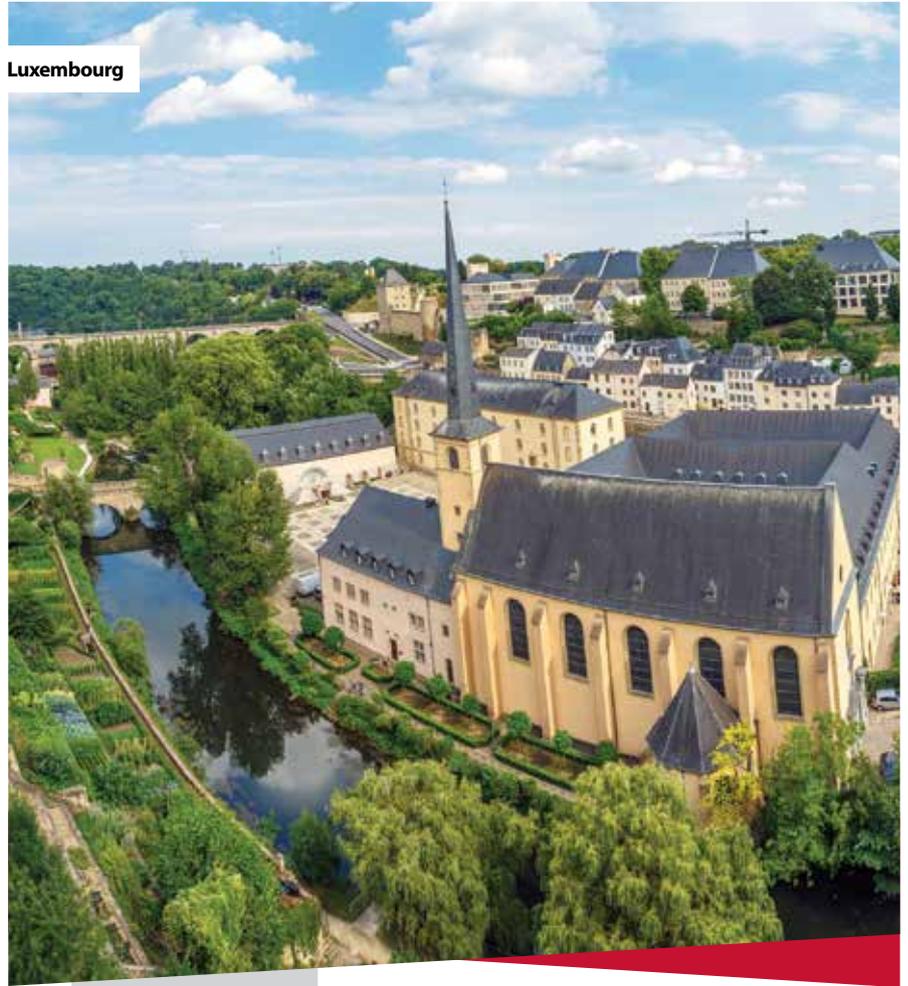
airport destinations served in Europe

# OPERATING

in 35 countries in Europe and the Middle East



Luxembourg



## Chinese companies choose Luxembourg as their preferred 'business hub' in Europe

**Over 60% of overseas direct investment from China to Europe is channelled through Luxembourg.**

By 2020, China is expected to have taken over from the U.S. as the world's top economy, and Chinese companies are increasingly looking towards Luxembourg as their preferred business hub in Europe.

Helping Chinese businesses to appreciate the advantages of Luxembourg is ChinaLux – the China-Luxembourg Chamber of Commerce, which was founded in 2013 with the Chinese Ambassador to Luxembourg as its Honorary President.

The overall goal of ChinaLux is to create and maintain a platform that promotes bilateral trade between Luxembourg and China.

### Its specific goals include:

- To organise, promote and support China-Luxembourg-related trade initiatives to capture long-term opportunities with a focus on areas of mutual interest to accelerate these opportunities;
- To build a knowledge base for members containing useful information in respect of economic missions and contact persons
- To provide members with assistance in contacting official bodies in Luxembourg, China and other countries, as well as international or national organisations in respect of Chinese inbound and outbound activities.

For more information go to:  
[www.china-lux.eu](http://www.china-lux.eu)

# Doing **business** in Europe



Built Up Pallets (BUP) and Direct Delivery Services (DDS). Having efficient road transport operations also means we can offer tailor-made services to our customers.”

Europe and the U.S. are China Southern Cargo’s most important international markets and are both served with maindeck cargo capacity. The balanced international trade flow between China-Europe-China makes the EU a particularly attractive cargo market. Today, the airline’s gateways in Europe are Amsterdam, Frankfurt, London, Paris and Vienna, and its continued network growth is based on the high level of customer trust it has gained in the European market.

Air China Cargo is also a major user of Wallenborn’s Road Feeder Services in Europe to connect with its freighter and passenger flights serving 10 cities on the continent. Europe generates some 52% of the airline’s total tonnage and as Mr Ray Lo, the airline’s Vice President – Service & Operations, says “Our European trucking network is definitely very important to us, especially the inbound trucks. Customers like to have choices to suit their

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*Mr. Zhang Dezhi, Vice President of China Southern Cargo, said: ‘The most important requirements for China-based customers are to have efficient, secure and cost effective Road Feeder Services (RFS). These have played a vital role in our development in the European market.’*

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own requirements, for instance standby cargo with a cheaper rate for less urgent shipments or the ability to arrange a direct delivery service or an exclusive truck for urgent cargoes.”

Both airlines recognise the challenges that can arise from doing business in Europe. “We have to be fully aware of the language problem and communication gap between Chinese customers and their counterparts in Europe. Therefore, they rely strongly on airlines to take good care of their cargo

**China Southern Airlines landed in Europe in 1996 with its first passenger flight to Amsterdam and one of its first decisions was to partner with Wallenborn to maximise its cargo revenue opportunities by offering customers a fast and reliable transport network covering the European market.**



Mr. Zhang Dezhi, Vice President of China Southern Cargo, says choosing the right partners to work with in Europe is essential if airlines are to realise the full potential of the market and its 500 million consumers. “The most important requirements for China-based

customers are to have efficient, secure and cost effective Road Feeder Services (RFS). These have played a vital role in our development in the European market because we rely on each other to deliver. Without RFS, we could neither reach multiple destinations throughout Europe nor provide value-added services such as



China Southern Airlines

## Air China Cargo



*Jason Breakwell, Manager, Key Accounts & Development at Wallenborn, added: 'We have to be fully aware of the language problem and communication gap between Chinese customers and their counterparts in Europe.'*



whatever the shipment status is and to address any customs problems. This is especially true for small and medium-sized forwarders in China when they are sending cargo to Europe," Ray Lo says.

Air China Cargo, he adds, is working hard to help customers in China understand the potential of the market in Europe and the choices available to them.



Mr Bian Zuhua, CEO of Yangtze River Airlines, says Europe has been an important market for the airline ever since it commenced operations in 2002, alongside China's domestic market and intra-Asia and transpacific routes. "Europe has become the most stable market and has the highest transportation capacity in inter-state transportation, which occupies an important position in the company's strategic development. Nowadays, on the basis of our services to AMS, HHN and LUX, Yangtze River Express can cover Europe, supported by qualified truck companies as well as a variety of charter flights. Yangtze River Express has the ability to satisfy the main needs of customers: large airline network coverage, more segmented pricing

policy, more efficient transfer speed, safer cargo transportation and a more timely and more transparent cargo-tracking service."

China Southern Cargo's Mr Zhang Dezhi, Vice President Cargo adds: "With the growing buying power of the global forwarders, customers are becoming more and more demanding. They require large network coverage, tailor-made service, time definite delivery, cost effective pricing and transparent information. China Southern Cargo is trying our best to be on track with these customer dynamics to reach their expectations."

He says airlines also need a resilient Road Feeder Services and transport partner in Europe given the high rates of cargo crime,



Yangtze River Airlines

with organised crime gangs targeting high value products being moved by road across Europe. As a long-term member of the Transported Asset Protection Association (TAPA) in the Europe, Middle East and Africa region, Wallenborn's own high security services are underpinned by the supply chain's most respected security standards.

He also highlights the importance of operational and communication alignment between ground handling agents and RFS operators to facilitate the most efficient air-truck transfers and to deal with any irregularities that occur in the shipping process.

"Being one of the major RFS players in the European market, Wallenborn is a reputable trucking company that has the experience, expertise and strength to support China Southern as the airline grows stronger," Zhang Dezhi said confidently.

Bian Zuhua of Yangtze River Airlines agrees. He said: "Nowadays, customers not only want a broader range of airline coverage but also more timely transshipment, higher transportation safety, more personalised products and services, and

*'Europe has become the most stable market.'*

higher quality cargo-tracking services. Road feeder Services in Europe play a significant role within the range of airline coverage, diversified service of DDX/BUP and more transparent cargo-tracking service. We appointed Wallenborn as one of our important strategic partners in Europe when we started our PVG-AMS route in 2013. As one of the well-known RFS companies in Europe, Wallenborn has shown its powerful transfer ability and trusted service quality to us, which makes us believe that we can satisfy our customers better with the help of Wallenborn. We hope we can both further develop our market competitiveness and make more strategic progress through our cooperation."

**1** China is Europe's number one supplier of goods

**€1bn**  
China and the EU are trading more than €1 billion a day

**€148bn**  
EU exports to China in 2013

**€280bn Imported goods from China to Europe in 2013**



# Your questions answered

**Members of Wallenborn  
Group's management team  
answer some of the most-  
frequently-asked questions about  
doing business in Europe**



## Which are the most popular destinations for Chinese cargo?



**Jason Breakwell, Manager, Key Accounts & Development:**

It depends on the commodities, for example electronics

tend to go to EDCs and RDCs in Germany, the Netherlands and the U.K.; apparels distribution is clustered in north western Germany and southern Denmark, northern France, northern Italy and northern Spain. Of course, we can ensure customers are able to offer deliveries for any cargoes to any point in Europe.

## Which are the best air gateways to the primary distribution centres of Europe?

**Jason Breakwell, Manager, Key Accounts & Development:**

AMS is the best gateway for northern Europe especially the Netherlands, Scandinavia and the U.K. as it has multiple RFS connections to these regions and is served by a good choice of flights from China. CPH is a good option for Scandinavia and northern Germany. FRA and LUX are both centrally located and within 12 driving hours driving of approximately 70% of European economic activity. These are the best gateways for the Benelux, France and Germany and they also have good connections to countries in central and southern Europe. BCN, LHR, MXP and VIE are increasingly taking a larger share of Chinese cargo to Europe and these gateways offer the shortest transfer times to Spain, the U.K., Italy and central European destinations respectively such as BTS, BUD and PRG. Wallenborn provides scheduled RFS from all these gateways and many others.

## Are there any customs restrictions to consider when sending cargo to Europe by RFS?



**Laurent Jossa, Branch Manager, Germany:**

28 countries are now members of the European Union (EU) single market as shown

on the map in this magazine. There are no customs borders between these 28 countries so once shipments have been registered at the airport of arrival and Wallenborn has checked air waybills and commercial invoices, it issues a truck manifest and customs document that will ensure a smooth transfer to destination either at another airport or by DDS directly to consignees in all 28 countries. Wallenborn also takes care of simplified procedures to non-EU countries such as Norway and Switzerland.

## Can you tell me more about DDS?

**Robin de Block, Branch Manager, The Netherlands:**

Wallenborn offers Direct Delivery Service from all European gateway airports to any end user such as a distributor, fulfillment centre or factory in Europe that is able to receive air cargo under customs bonded conditions. We have DDS agreements in place with our airline customers to ensure rates can be simply calculated and we organise delivery slots with the consignees to minimise transfer times. DDS is not only quicker, it cuts costs as it avoids handling at destination airports and less handling means less chance of damage. European customers really value the convenience of DDS and we have seen a threefold increase in demand for this service since 2012. Whenever possible, we transfer DDS shipments on BUPs (Built Up Pallets) to further reduce transfer times.

## Are there any restrictions in Europe that I need to be aware of?



**Peter Nygaard, Branch Manager, Scandinavia:**

You need to consider that Europe is a large continent and although the majority of shipments

are delivered to the central region, distances and therefore transfer times to the edges of Europe can be longer than you might expect. For example, in my region, I have major airports such as GOT, (famous for Volvo, HEL (Nokia) and OSL (fresh salmon) which are two-to-three days away from the central European air gateways of AMS, FRA and LUX.

**Mihai Popovici, Branch Manager, Italy:**

Southern Europe is also not so well connected to the rest of Europe. You have to consider that the Alps

mountain range is a physical barrier that adds time to journeys from and to central and northern Europe. Fortunately, Wallenborn has good distribution networks linking BCN and MXP with the other airports in Spain and Italy.

**Mustapha Hamlat, Branch Manager, France:**

One other consideration is that cargo facilities and many secondary airports are closed at weekends so if your shipments arrive in Europe on Thursday, Friday or Saturday, the earliest we may be able to deliver is on a Monday morning. Sometimes customers ask us to arrange special weekend DDS to ensure their customer orders are fulfilled.



**Andrew Brown, U.K. Branch Manager:**

Europe is not one Continental landmass. There are large populations especially in Finland,

Norway, Sweden and the U.K that are separated by sea from mainland Europe. Fortunately, we have a very good choice of bridges, ferries and tunnels that minimise travel delays and our teams know exactly which choices to make. Please remember when shipping to or via these countries that another mode such as ship or train may be used so we need some extra time to check dangerous goods certificates. Incidentally, Wallenborn accepts all types of hazardous materials except classes 1 (explosives) and 7 (radioactive). If you're not sure, please contact us before you ship.

## We've got Europe covered

Wallenborn has offices at all the main air cargo gateways to Europe and our teams of experts including Chinese customer service staff are ready to help you find the quickest, easiest and most cost effective routes from China to the its largest trading partner, the European Union.



*Wallenborn's security transport services are a critical enabler of trade between China and Europe and are monitored 24/7*

## How to **protect your business reputation** and avoid becoming a victim of cargo crime in Europe

**According to a study by the European Parliament, organised theft of commercial vehicles and their loads in Europe costs businesses €8.2 billion a year. Cargo crime is on the increase and becoming more violent. For manufacturers and their logistics service providers moving high value, high risk products into Europe, operating a resilient supply chain and adopting best practices to prevent cargo theft is critical to protect their business reputations.**

As one of the world's leading manufacturers of high-tech products and other high value goods, China is already being impacted regularly by cargo crime in Europe. In 2013 alone, data produced by the Transported Asset Protection Association (TAPA) for the EMEA region shows 1,145 crimes were recorded with an average loss value of €235,000. The top 10 cargo crimes in Europe last year involved losses of €55 million.

In the first three months of 2014, cargo crimes were reported in 19 countries in the EMEA region with the biggest single loss being the theft of €5-6 million of smartphones in Paris close to Charles de Gaulle airport.

Fortunately for its customers, Wallenborn is one of the leading providers of secure transport in Europe and its reputation for

the protection of HVTT (Highly Vulnerable Theft Targeted) cargo has brought with it a client base of some of the world's leading brand companies.

Wallenborn is a member of TAPA EMEA and its security services are certified according to TAPA's best-in-class Trucking Security Requirements (TSR) security standards. It has also installed and implemented products, applications and processes that protect goods in transit and provide customers 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 peace of mind to customers around the globe.

Wallenborn's security transport services are a critical enabler of trade between China and Europe and support all types of assignments including regular shipment flows, new product launches and peak season injections. Products handled include games consoles, 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 and secure parking
- Escort vehicles
- Security locks and seals
- Satellite tracking technology
- Alert messaging, alarm systems and vehicle immobilisation
- 24/7 monitoring & geo-fencing



## China Cargo Airlines contracts with Wallenborn to reach over 100 destinations across Europe

**China Cargo Airlines has awarded an exclusive contract to Wallenborn to manage Road Feeder Services from Frankfurt (FRA) to over 100 European destinations.**

Wallenborn is the largest RFS service provider in Germany with the highest number of frequencies and the most comprehensive scheduled network. In addition to airport-to-airport trucking, China Cargo Airlines has contracted Wallenborn to provide customs services at FRA, supervision of cargo handling and direct deliveries to important consignees.

Mr Taojun, Chief Marketing Officer of China Cargo Airlines, said: "Frankfurt is Europe's largest air cargo gateway and it is very important in helping companies in China and Europe to conduct trade together. Working with Wallenborn is a natural choice given its network, modern and efficient fleet, and its expertise in working with Chinese airlines and customers."

Jason Breakwell, Manager, Key Accounts & Development at Wallenborn, added: "We are honoured that China's number one all-cargo airline has chosen Wallenborn

for such an important contract and look forward to supporting the airline's continued growth in Europe by meeting its customers' expectations."

A joint venture between China Eastern Airlines and China Ocean Shipping, China Cargo Airlines operates 12 freighters including six Boeing 777s and also utilises the China Eastern Airlines' route structure. Its main hub is at Shanghai Pudong Airport and it also flies from seven other cities in China to Asia, Europe and North America.



SHANGHAI F1

**Sabrina Alves,**  
Event Logistics Manager  
for Wallenborn Event Logistics

## Wallenborn supports Lotus F1 Team

**Since 2011, Wallenborn Event Logistics has been the official partner of the Lotus F1 Team for logistics involving its Motorhome, Race Base and Paddock Club Suite. In addition, the Wallenborn team also offers catering, hospitality, maintenance and security services.**

Wallenborn Event Logistics was created in 2010 by Frantz Wallenborn and is based in Luxembourg. It is a young and dynamic offshoot of the Wallenborn parent company and provides international

premium event logistics management with creative solutions and a '360° approach'.

Sabrina Alves, Event Logistics Manager for Wallenborn Event Logistics



# Maintaining the integrity of temperature-controlled life science products

## Moving life science products is a big responsibility and it is controlled by a strict regulatory environment.

The latest 'Guidelines for Good Distribution Practice of Medical Products for Human Use (GDP)' came into force in March 2013 to ensure control of the supply chain and, consequently, maintain the quality and integrity of medicinal products.

Wallenborn was one of the first transport companies to achieve GDP certification and has used this prestigious and rare accreditation as a platform to develop specialised services for the life sciences sector. Its procedures and practices have fully embraced GDP, notably the integration of quality management, operations, personnel training and control, documentation and continuous improvement.

Wallenborn



has combined its monitoring and intervention technologies with the latest temperature management techniques. This means it is able to remotely track and control container temperatures and provide full and 'real-time' data access to customers. "China is already Europe's fourth largest trading partner in the pharmaceutical sector and we expect a huge increase in this trade in the short-term. We have developed a cold chain solution that gives Chinese companies quick and easy access from and to the European healthcare market in compliance with strict regulatory requirements," said Jason Breakwell, Manager, Key Accounts & Development.

## 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
- Dual temperature vehicles



Ram Menon, Special Products and GDP Project Manager has successfully led the GDP certification process for Wallenborn, which is the first GDP (Good Distribution Practice) certified trucking company in Luxembourg



## Singapore Airlines extends Nordic region RFS contract to summer 2016

**Singapore Airlines has extended its Road Feeder Service contract with Wallenborn in the Nordic region until the end of the summer 2016.**

The agreement covers all regional routes from and to Singapore Airlines' gateways of Copenhagen and Oslo and utilises Wallenborn's extensive scheduled network covering Denmark, Finland, Norway and Sweden.

An important element of the new contract is Wallenborn's ability to provide short notice capacity at freighter hubs

including Amsterdam, Brussels and Copenhagen. Singapore Airlines has a strong market share in the Nordics with excellent connections from and to the Asia Pacific region, as well as a range of premium products including Perishables, Pharmaceutical, Coldchain and Swiftrider.

Frantz Wallenborn, Group President: "We are very proud to be a strategic partner for Singapore Airlines, a truly five-star airline that shares our core values of investment in innovation and quality."



## Wallenborn moves to dnata City in the UK

**Wallenborn has moved its London office to the new £100 million dnata City at Heathrow Airport, the world's busiest international airport and Europe's third largest cargo hub.**

dnata City is a complex of new warehouse units and offices that provides a base for some of the world's leading international airlines.

As part of its investment dnata has embraced a cultural change in processing customer vehicles by using the latest vehicle reception technology and a handheld warehouse workflow bar code management system. The processes encourage advanced air waybill information from freight forwarders to support the fast-growing paperless environment and promote new industry initiatives such as e-AWB and e-CSD.



## 'Real time' smartpads speed up truck handling

**Wallenborn has invested in new 'real time' smartpads for its staff working in the Luxembourg Cargo Centre to expedite the processing of trucks by handling agent, LuxairCargo.**

LuxairCargo sends live data and its loading programme information to the Wallenborn team, who can immediately reply by 'one click' to confirm a trailer is ready at the handling centre's ramp. The system replaces telephone communications and improves information flows and accuracy by providing regular status updates. The technology also measures service levels.



### NETWORK GROWTH

## AirBridgeCargo adds Leipzig to fast-growing European network

AirBridgeCargo Airlines' latest step in its international development is the launch of B747 freighter services from and to Leipzig/Halle airport in Germany. The new online service is part of the global network offered by ABC that already serves a growing number of strategic cities in Europe.

Wallenborn is ABC's partner for provision of Road Feeder Services in Europe. Since its first flight from Moscow to Shanghai in April 2004, AirBridgeCargo, a subsidiary of Russia's Volga-Dnepr Group, has continually extended its network, which currently includes B747F services to five online gateways in China; Beijing, Chengdu, Hong Kong, Shanghai and Zhengzhou.

With one of the youngest fleet in the aviation industry, including five of the latest Boeing 747-8Fs, AirBridgeCargo's scheduled cargo services are a key part of Volga-Dnepr Group's 'cargo supermarket' service offering which includes scheduled and air charter flights using B747F, An-124-100, IL-76TD-90VD, B737F and An-12 aircraft as well as engineering and logistics services.

*Frantz Wallenborn and Alexey Isaikin, President of Volga-Dnepr Group*





## Wallenborn online at Sharjah International Airport

**Europe's leading Road Feeder Services provider has opened a second office in the U.A.E. with the addition of Sharjah to its network. This latest expansion in the region comes just eight months after Wallenborn opened in Dubai.**

Launching in Sharjah is in response to fast-growing demand for Wallenborn's air cargo trucking services from airlines, forwarders and integrators across the U.A.E.

Frantz Wallenborn, Group President, said: "We opened our first Middle Eastern office

in Dubai in 2013 with a strategy to provide the product portfolio and quality standards Wallenborn is recognised for in Europe. Our intention is to progressively develop a network of offices and services across the Middle East. Sharjah is one of the region's fastest growing cargo airports and its management team recognises that reliable RFS is a critical requirement of the airport's customers."

Shashi Panicker, Head of cargo at Sharjah Aviation Service, said: "Sharjah is the perfect choice for Wallenborn's latest location in the UAE. It is a highly efficient and respected cargo airport that is well connected to all major international destinations. The airport is also only 15 kilometres away from Dubai."



## Latest 'green energy' initiative powers high security logistics warehouse in Luxembourg

**Wallenborn has an active sustainability programme that works to protect the environment and achieve cost efficiencies to improve its operational competitiveness.**

Big progress has already been achieved in reducing the company's carbon footprint as a result of Wallenborn's ongoing investment in its truck fleet. The Group now operates the greenest transport fleet in Europe with 30% of

vehicles compliant with the European Union's Euro 6 emissions standards and the remaining 70% meeting the Euro 5 category requirements.

In one of its latest initiatives, Wallenborn was the subject of Luxembourg's first 'megawatt' solar installation with new rooftop solar panels to generate the energy supply of its high security logistics warehouse at its Luxembourg headquarters.

## GAS chooses Wallenborn to 'go the extra mile'

**When Global Airlift Solutions (GAS), the air cargo charter specialists, need a partner to 'go the extra mile' for them in Europe, they choose Wallenborn as their partner.**

One of the latest examples of the partnership between the two companies involved the transportation of 40 tons of cargo, including a 10x10ft container and a shipment of dangerous goods. This cargo needed to be moved within a tight deadline and gave the GAS team only 72 hours from pick-up in the United States to final delivery in Mauretania.

The cargo travelled from the U.S. into a main European hub on a commercial flight. To expedite the shipment, the load was broken down close to the aircraft before being loaded into the waiting Wallenborn trucks. Using a team of drivers, the trucks drove non-stop to another European freight hub to connect the freight ontime with a dedicated charter flight organised by GAS for the last leg of the journey to Nouakchott.

As the GAS team explained: "We need to work with reliable partners like Wallenborn to ensure that every part of the supply chain involved in moving cargo like this delivers the high quality of service we need"

GAS provides customised air charter and critical care solutions for global logistics and forwarding companies and has offices in the U.S. (Houston), Europe (Aberdeen, Frankfurt, Luxembourg and Zurich), the Middle East (Dubai) and Asia (Hong-Kong).





Pit Wallenborn, Fleet Manager

## 80 new trucks and 85 trailers added to Wallenborn's fleet in Europe

**Wallenborn's latest fleet investment programme has seen 80 new Euro 6 trucks and 85 new trailers – 25 of which are GDP compliant reefer trailers - enter service across its European network.**

Pit Wallenborn, Fleet Manager, said: "We have selected Scania for their low Co2 emissions and fuel consumption vehicles and because of their European network and maintenance service base located next to our headquarters in Luxembourg. Talsion trailers were chosen due to their strong reputation and brand in the transport market."



Reefer FNA trailer



Tautliner



Box trailer



Tautliner



Ready to enter service across Europe



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# FINDING YOUR WAY AROUND EUROPE

## 欧洲指南



**505m**

Population of the EU

**5.05亿**

欧盟人口



**CPH**

Within 6 hours / 6小时内	Within 12 hours / 12小时内	Within 24 hours / 24小时内
BLL	ARN	HEL
MMX	GOT	RIX
	HAJ	TLL
	HAM	VNO
	OSL	

**535m**

Tourists visit the EU every year.

**5.35亿**

每年访问欧盟的游客人数



**FRA**

Within 6 hours / 6小时内	Within 12 hours / 12小时内	Within 24 hours / 24小时内
CGN	BRE	BTS
DUS	HAJ	BUD
FMO	HAM	
LUX	LEJ	
MST	MUC	
NUE	PRG	
STR	TXL	
	ZRH	

**3.47m**

Chinese visitors are welcomed in Europe every year.

**347万**

每年访问欧洲的中国游客人数



**LUX**

Within 6 hours / 6小时内	Within 12 hours / 12小时内	Within 24 hours / 24小时内
BRU	AMS	BCN
CDG	BRE	MAD
CGN	HAJ	MXP
DUS	HAM	
FRA	LEJ	
LIL	LYS	
MST	MUC	
	ZRH	



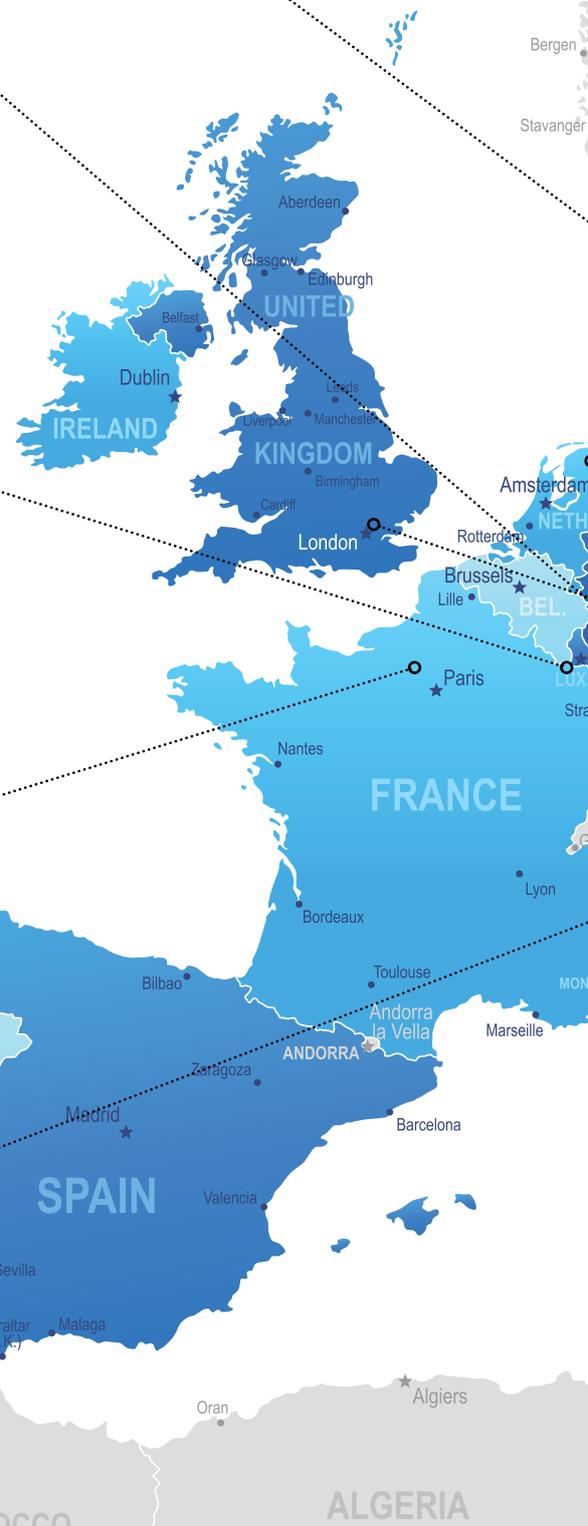
**CDG**

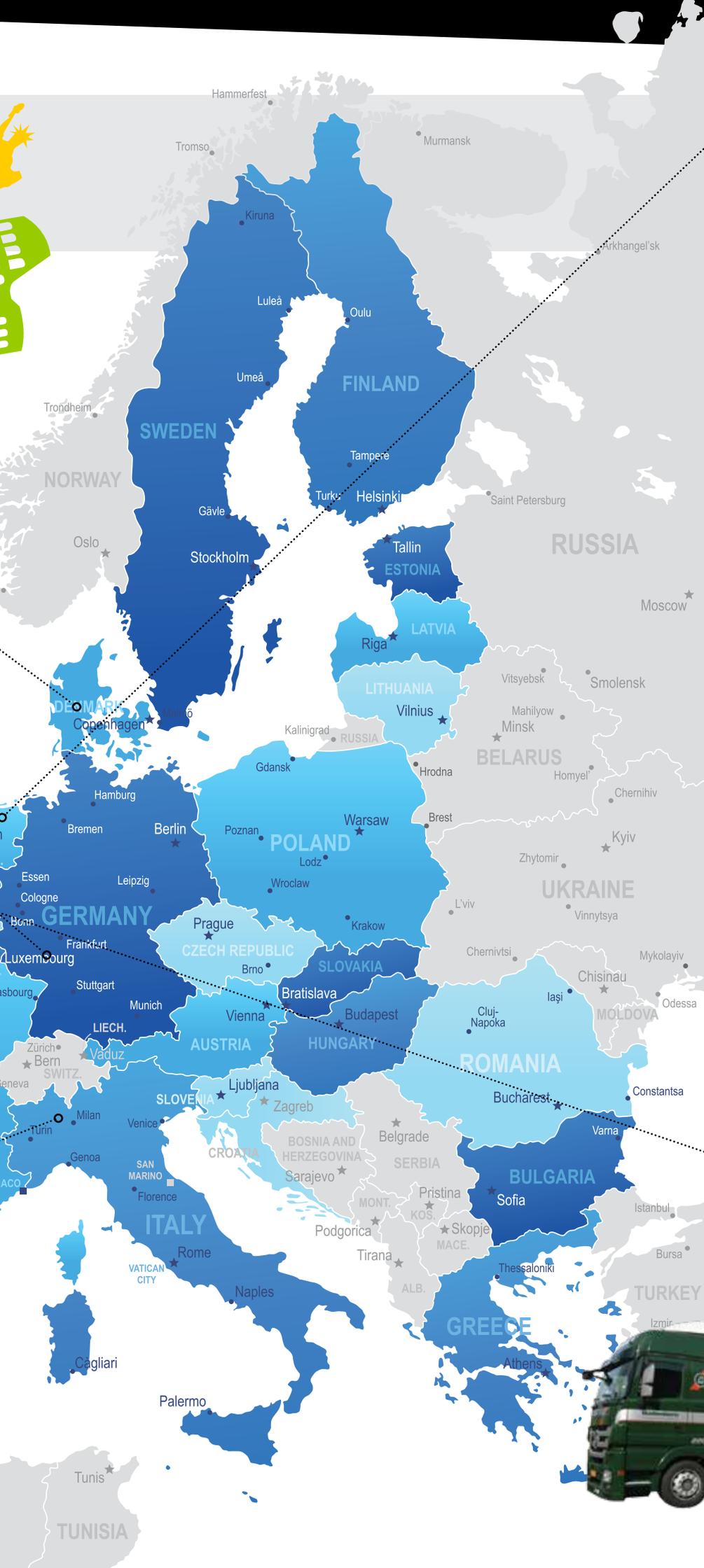
Within 6 hours / 6小时内	Within 12 hours / 12小时内	Within 24 hours / 24小时内
BRU	BOD	BCN
LIL	LHR	MAD
LUX	LYS	ZAZ
NTE	MLH	
	MRS	
	SXB	
	TLS	



**MXP**

Within 6 hours / 6小时内	Within 12 hours / 12小时内	Within 24 hours
TRN	BLQ	LUX
VCE	FCO	NAP
	PSA	VIE
	ZRH	





AMS	
Within 6 hours / 6 小时内	Within 12 hours / 12 小时内
BRE	BLL
BRU	CPH
CGN	FRA
DUS	HAJ
EIN	HAM
LIL	LHR
MST	LUX
RTM	STR

## TOP 10

Most visited European countries by international tourists

1. France
2. Spain
3. Italy
4. Turkey
5. Germany
6. UK
7. Russia
8. Austria
9. Ukraine
10. Greece

十大被最多游客访问的欧洲国家

1. 法国
2. 西班牙
3. 意大利
4. 土耳其
5. 德国
6. 英国
7. 俄国
8. 奥地利
9. 乌克兰
10. 希腊

## 28 COUNTRIES

The European Union consists of 28 Member States

## 28 个国家

欧盟由28个成员国组成

## NUMBER 1

The EU is the world's biggest exporter and importer of goods

## 第一

欧盟是全球最大货物进出口国



LHR	
Within 6 hours / 6 小时内	Within 12 hours / 12 小时内
BHX	AMS
EMA	CDG
MAN	BRU
	DUB
	GLA

