



AWARD MARKS TNT LOGISTICS ITALY AS LEADING 3PL

The Global Institute of Logistics



TNT LOGISTICS ITALIA
Best 3PL in Italy
2004

TNT Logistics Italy has been named a leading Third Party Logistics Provider. The Global Institute of Logistics has named TNT Logistics Italy as its choice for "Best 3PL in Italy 2004".

Following a detailed correlated research and selection process into leading providers of supply chain and third party logistics services in Europe the Institute has put together its choice for leading logistics providers across the region. The comprehensive study conducted by the research Department of the Institute over the last year draws for a significant part on a quality-ranking system based on responses provided by concerned parties within the Global logistics end-users sector.

Lead analyst at the Institute Siobhan Kelly in her capacity as team leader of the Institutes G50 programme said in support of today's announcement:

"The research department examined the European logistics sector country by country and established its choice of the leading 3PLs in each state. The outcome of the study then saw one company being selected as the choice of the Awards Committee of the Institute as the leading logistics provider by country.

The awards are to honour those 3PLs that have helped clients save money and sell more. It is on that pragmatic basis that award-winners can be regarded as the best in the business.



On conclusion of its research on the Italian market and following careful analysis of the quality and value provided by the principal logistics service providers in Italy TNT Logistics emerged as the unanimous choice of the Awards Committee for best Italian 3PL, among the 7 biggest Logistics operators. Their clients speak of a company that is customer focused, easy to work with and sensitive to the client needs. They are considered a high quality and full service operator."

The purpose of the study was:

1. To set forth criteria and procedures for developing and maintaining a wider classifying blueprint for assessing the key principles governing material flow in the Global logistics and transport sector and to highlight the unity of different functions on the supply chain, together with inventory management, capacity utilization and 'movement', which reflect the basics of logistics.
2. To establish which organisations on the supply side of the manufacturing equation displayed an ability to react most quickly to the changing face of logistics and make the most significant contribution to lean manufacture, that is delivering only what is needed by the customer, when it is needed in the quantities ordered. This method of manufacturing is done in a way that minimizes the time taken to deliver the finished goods, the amount of labour needed, the floor-space required and it does it with the highest quality, usually at the lowest cost. This system changes manufacturing from large batch processing to product based, one-at-a-time flow production.
3. To investigate the role played by logistics providers in developing outbound solutions for manufacturing and the components of the supply chain that ensure the flow of goods from origin to consumption. The ability of the provider must be to maintain the materials management functions of the supply chain, taking a product from the point of concept through delivery to the customer. Value added services and understanding and incorporating customer requirements into supply-chain processes are all essential elements of supply-chain management and those providers that satisfy clients needs contribute to the development of the sector as a whole.

Commenting on today's announcement Kieran Ring C.E.O at the Global Institute of Logistics said:

"The quality of feedback that Institute Researchers received when speaking with TNT Logistics Italy clients made a compelling case for our decision. Each partner Chief Logistics Officer at TNT client companies spoke of the spirit of cooperation and integration intrinsic to their relationship with TNT Logistics Italy.

TNT Logistics Italy has managed to combine its own core brand in the Italian Market with its most recent acquisitions very well and the real evidence of this is its ability to bid for and win contracts within sectors that the company would not traditionally have been associated with.

We are delighted to make today's announcement and feel that by designating TNT Logistics Italy as the Best 3PL in Italy we are setting the standard for others in the Italian marketplace to follow."



Reacting to today's announcement Mr. Gianfranco Sgro, TNT Logistics Italy Managing Director said:

"We are honored to receive the Best 3PL in Region Award. This Award represents a wide recognition of the various aspects of TNT Logistics Italy's quality approach by the Global Institute of Logistics. We are pleased to know what our clients and partners perceive about the quality of our services."

ABOUT TNT LOGISTICS ITALY

TNT Logistics Italy is a leading provider of logistics supply chain solutions and express delivery services. TNT Logistics Italy designs, implements and operates complex supply chain solutions on a national, regional or global scale. TNT Logistics Italy is the second largest provider of out-sourced logistics solutions in the world and has operated in Italy since 1994. The company offers a mix of dedicated distribution services with shared user networks in Italy where it focuses mainly on the automotive sector, where it is the market leader, but it has been growing its operations in the consumer goods and high tech sectors. TNT Logistics Italy is also a major player in the spare parts aftermarket supplying both vehicle manufacturers and first tier suppliers. They provide customers with Inbound Logistics services, Outbound Logistics services, Finished Goods Distribution, Spare Parts Logistics and Reverse Logistics.

In 1999 TNT Logistics Italy acquired Tecnologistica, a company specialising in the field outsourced logistics services in Italy and Southern Europe. This acquisition provided TNT with local knowledge needed to effectively compete in the marketplace. In 2001 the group acquired ALS Group, an extremely experienced company operating in the distribution and logistics sectors since 1960. The acquisition of ALS provided TNT Logistics Italy with double strategic value: on one side TNT Logistics Italy strengthened its position of leader in the fields of the consumer electronics, telecommunications and utilities; and on the other side, the company's international capability widened the offer of Pan-European distribution and logistics solutions.

TNT Express is the world's leading business-to-business carrier, employing more than 43,000 people and serving 200 countries across the globe. With more than 21,000 road vehicles and 43 aircraft TNT Express has the biggest road and air express delivery network in Europe. Using its integrated air and road networks the company aims to be the fastest and most reliable provider of on-demand and time-definite delivery services for documents, parcels and freight across the world. TNT Express is now a global integrator and offers a range of unique international express delivery services between more than two hundred countries.



Primary Research

"In Italy, TNT Logistics is perceived to be a very big company and is competitively priced. TNT Logistics Italy uses the best available IT solutions. Despite its size, the company has a fair approach to the market and has a good relationship with its clients."

AILOG – Ms Donatella Rampinelli, Logistics Director

"The contract was awarded because of the particular attention paid to product security, given the high retail value of the goods being transported. TNT Logistics Italy has already put systems in place to enhance security, making structural changes to warehouses, installing cameras throughout and setting up a CCTV system linked to an operations centre capable of rapid response to security breaches."

T.R.S. Evolution S.p.A. (Trussardi) – Flavio Bonaita, Logistics Manager

"I consider TNT Logistics Italy's services to be very good. They are:
Customer focussed
Easy to work with
Sensitive to our needs
A high quality operator
A full service provider"

Siemens Informatics – Antonio Negri

"For many years TNT Logistics Italy has been local delivery specialist for Hitachi in Italy. There are close and historic relationships with our local sales force."

Hitachi European Logistics Management – Simon Baker



About the Global Institute of Logistics

The Global Institute of Logistics is the global forum for the 3rd Party Logistics (3PL) industry. The forum serves its members by providing the platform for discussion and debate on the issues affecting the third party logistics industry, both regionally and globally.

Membership is drawn from the world's 3rd party logistics community and is by invitation. Participants are organisations who have met the necessary standards for membership and that have been identified through the Institutes G50 programme. The G50 programme aims to establish the worlds leading logistics providers territory by territory across the globe.

The Institute acts as an intelligence-gathering agency and disseminates this information in the form of daily news reports and briefings via this website and our journal "RELAY".

The Institute promotes third party logistics to end-users through its circulation of regional and global reports. Our reports examine the changing face of the logistics industry and include profiles on leading regional 3PL's. These profiles are supported by case studies demonstrating logistics in action and illustrating the cost-cutting, sales-building achievements of the world's best 3PLs.

PRESS CONTACT

Kieran F. Ring

*New York
(1) 212 672 1846*

*London
(44) 207 887 1498*

For more information visit www.globeinst.org

New York
Global Headquarters
245 Park Avenue
24th and 39th Floors
New York, NY 10167

Tel: (+1) 212 672 1846
Fax: (+1) 212 792 4001
Mail: info@globeinst.org
Web: www.globeinst.org

London
European Headquarters
2nd Floor
Berkeley Square House
Berkeley Square
London, W1J 6BD

Tel: (+44) 207 887 1498
Fax: (+44) 207 887 1499

Dublin
International Research Center
Suite 101, Alexandra House
The Sweepstakes
Ballsbridge
Dublin 4, Ireland

Tel: (+353) 1 631 9371
Fax: (+353) 1 631 9371