



InfoZine

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Walter Bogaerts

vice-president technical operations GC Europe

“A logistics service provider is a partner who works with us to defend the image of GC Europe in an extremely competitive market”

- + Supply Chain Manager Bedding House Wim Willemsen on Just in Time deliveries
- + Mainchain: supply chain visibility + Developments at LNG filling station Duiven (NL)
- + In-house high security service for transport to the C.I.S. states + more

Foreword

Welcome to the latest issue of our InfoZine. We hope that the following pages improve your knowledge of the Wim Bosman and Mainfreight Group not only in Europe, but also worldwide.

We continue to strive to be more useful to you and your customers in an increasingly difficult economic climate. In the last months we have opened a new customs facility at the port in St. Petersburg along with a sales office in the Russian capital. We have also opened an air and customs office on the airport at Charles de Gaulle in France. These investments in our network footprint are important aspects of our well known intention to have Wim Bosman and Mainfreight people on the ground in the places that you trade, bringing local knowledge and expertise when and where you need it.

We have long understood the increasing importance of timely and accurate information in managing increasingly complicated logistics landscapes. Later in this InfoZine you will learn about our worldwide customer portal "Mainchain". Mainchain can bring total transparency to your logistics chain across road, air and ocean as well as logistics not just in Europe, but worldwide.

Recently some of our western European customers may have noticed brand new Mainfreight branded trucks and trailers in their neighborhoods. The trucks are our first Euro 6 rated vehicles and along with the distinctive LNG powered Mercedes vehicles we have been testing, further underline our commitment to sustainability in our operations.

We as Wim Bosman and Mainfreight wish you all the best for the coming festive season, if we can be of assistance for any of your logistics needs, please call, we are here to help.



Mark Newman ■



Wim Bosman Group

The Wim Bosman Group is a logistics service provider with a strong global network for client-specific and preferably integrated warehousing, transport and distribution solutions.

The Wim Bosman Group is member of Mainfreight, a global supply chain logistics company with teams and branches in Australia, New Zealand, Asia, America and Europe.

Our Supply Chain Services:

- European Distribution
- Logistic Services
- Global Air & Ocean freight

The Wim Bosman Group has own subsidiaries in:

- Netherlands : Amsterdam Airport, Breda, Eindhoven, Geleen, Heerenveen, 's-Heerenberg and Rotterdam-Albrandswaard
- Belgium : Antwerp, Brucargo (Zaventum), Genk and Ostend
- Germany : Emmerich
- Finland : Kotka
- France : Le Havre, Lyon, Paris CDG and Paris
- Ukraine : Kiev
- Poland : Katowice and Pruszków
- Romania : Cluj-Napoca and Ploiești
- Russia : Moscow and St. Petersburg

InfoZine



GC Europe shows its teeth



JIT, to sleep like a log



Truck makeover



High security service



LNG filling station InnoFase



All-in client portal



"Pull out all the stops"

Layar instructions of use

This InfoZine contains an extra layer of content, which you can discover through Layar.



Colophon: InfoZine is distributed to anyone interested in the activities of logistics service provider Wim Bosman. This InfoZine is delivered to you carbon neutrally and sent free of charge. InfoZine can be requested from: **Wim Bosman Holding B.V., Marketing & Communications**, PO Box 18, 7040 AA 's-Heerenberg in The Netherlands. T: +31 (0) 314 678 465 I: www.wimbosman.com. Would you like to receive InfoZine digital? Please send your contact details to infozine@wimbosman.nl.

Realisation: Marketing & Communications in collaboration with: Joyce de Schepper, copywriter Gerard Mühlradt, photography and Drukkerij Loor B.V., Varsseveld (design and print).

GC and the creed of Semui

GC brings the best of two worlds – Japan and Europe – together. The creed of Semui is therefore part of the Business philosophy and symbolises a way of life liberated from selfish thoughts, thinking from the client’s perspective. With respect for our fellow man in combination with an uncompromising dedication to quality. This engagement is firmly rooted in every team member working in the worldwide GC.

“A logistics service provider is a partner who works with us to defend the image of GC Europe in an extremely competitive market”

The European national support team of GC, international expert in dental products, is located in Belgium. A new logistics centre was built in Leuven in 2002 in anticipation of the growth of dental care. A GC Europe Meeting & Education Campus was opened several years later, in 2008. An innovative centre with 1600 m² of floor space. This is where dentists, dental technicians and other experts in dental care can gain knowledge on the latest revolutionary developments in the field of dentistry.

Dental care has grown extremely rapidly in the last ten to fifteen years. “Having teeth replaced with dentures had been fairly normal for a long time. Now the trend is completely different”, according to Walter Bogaerts, vice-president technical operations GC Europe. “People go to extremes to save their teeth, even if significant restorative procedures must be carried out. And the aesthetic aspect has also grown. Then we are talking about implants and all of the accompanying products. So more preservation and aesthetic work is being done.”

Prevention

The end of the growth is not yet in sight. “Looking to the future we see an increasing focus on prevention. So less restoration, but precisely trying to prevent cavities and keeping the teeth intact as long as possible.” ▶



Think global, act local
GC is a major international player in the dental market. This Japanese family company, currently controlled by the third generation, exists for more than ninety years. In contrast to companies registered on the stock exchange, a considerable proportion of the turnover is invested in the development of new products and technologies for the improvement of general oral health. There are two thousand team members spread over various continents. The centre of gravity is in Japan. GC also has large branches in Europe, Asia and America. The response to local needs is based on a core business philosophy. Besides European clients, GC Europe also supplies to almost all other countries in the EMEA region. GC is a developer, producer and distributor of dental and technical equipment. The company strives to create unique products that meet clients’ wishes and clean products that are manufactured with a sustainable production process. GC works for the environment, worldwide. GC’s Quality Control, a unique, integral quality assurance system, was introduced in 1981, and its points of departure were used in GC’s Quality Management.





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For example, in the UK preventive action is already taken very often by screening new patients on the basis of a saliva test. It has been scientifically proven that if you have good quality saliva you require dental check-ups less often. There is also an extremely active and intense focus on prevention in Austria. There, the approach translates into a visible and measurable effect. Bogaerts: "Western Europe is under pressure in terms of social security. Methods are being sought to adjust the costs of healthcare downwards. New techniques and developments make it clear whether your teeth require a little or a lot of maintenance and check-ups. I suspect that this is boosting the emphasis on personal responsibility."

Innovative technology

GC now has more than one hundred different dental products that have more than 2500 product references. Exclusive products that are created with innovative technologies that no one else possesses. GC worked with glasionomeric technology in view, a dental cement consisting of glass and an ionomer. "This year, we launched the first composite filling material that is reinforced with short glass fibres. It is an extremely strong material with which major dental restoration can be carried out immediately. Pioneering!," explains marketing communication manager Ward Gerets. In addition, GC has a portfolio of glasionomer cements with a market share of sixty percent in a number of countries. "We have a beautiful range of these two product categories in all natural colours and shades that are easy to harmonise, depending on the symptoms and the patient. Fortunately, the grey fillings with amalgam and mercury are a thing of the past. Amalgam has a significant impact on the environment due to the number of kilograms of mercury that is produced worldwide to be used in amalgams and that must subsequently be disposed of separately as toxic chemical waste."

Win-win situation

When Bogaerts became vice-president five years ago, logistics was an important point of attention. "Before being acquired by Wim Bosman we worked with Maenhout, which did not always have the same focus as GC Europe. The issue is not fast delivery, but that you deliver on appointment. What GC needs is a logistics service provider that can work with us to defend the image of GC in an extremely competitive market and which is an extension of the quality and service that we offer to our clients. That is what I made a case for. Wim Bosman Belgium is now our logistics partner in the broad sense for a significant portion of our Western European and Eastern European destinations, also in terms of administration." GC Europe submits a proposal for transport with the aid of an electronic transfer system, adds a weight, specifies the route and proposes a price. If Wim Bosman agrees, the invoice is automatically sent to the bookkeeping



Ward Gerets, marketing communication manager GC Europe (left) and Walter Bogaerts, vice-president technical operations GC Europe (right).

of GC Europe. "Our logistics model has now become an example model for our dealers in relation to our competitors. That not only puts pressure on us, but also on Mr Rudi Debras, Managing Director of Wim Bosman Belgium. We are partners and are aiming to achieve a win-win situation. When we grow, Wim Bosman grows with us."

Making the difference

"Wim Bosman realizes that it cannot play with the images of companies for which it has a service-providing role," according to Bogaerts. In the spring, Bogaerts spoke at a Wim Bosman sales meeting in Turnhout (BE), where important clients were given the opportunity to express their ideas and wishes. They were given, as it were, a platform for the exchange of knowledge and experience. "A great idea. The following example is illustrative for GC Europe: Four, five years ago we closed our last warehouse in Italy. The idea was to centralize everything from our warehouse in Leuven (BE), but this was not to be to the detriment of our dealers. It had to be possible to deliver to them as quickly as when there was a warehouse in Italy. We collaborated with Wim Bosman on formulating a set-up that drastically reduced costs and simultaneously ensured faster delivery with a higher degree of reliability than from our warehouse in Italy. So it is clear that if you push or pull the same cart together you can really make the difference in business. Also in relation to issues that look like 'mission impossible!'" In addition, Mr Bogaerts has another important reason to choose Wim Bosman: "Transport places a burden on the environment. Sustainable entrepreneurship is a high priority for Wim Bosman. GC Europe also started with a carbon footprint three years ago. We achieved our aim, partly due to Wim Bosman. A beautiful result" ■



Logistics Just In Time challenge

84 Europallets, with bed clothes and bed sheets to be distributed to 84 addresses within 13 hours.... Bedding House loves a challenge. 84 Sales outlets must be supplied with goods for the 2013 Autumn campaign. All of the goods must be delivered by Friday between 10 AM and 5 PM. "The challenge in all of this is that the goods will only be ready in the depot in Lisse (NL) on Thursday night at around 4 AM. In other words, the transit time between loading and unloading is between 6 and 13 hours", according to Wim Willemsen, Supply Chain Manager Bedding House. Wim Bosman Urgent & Special Services is an important link for this Just in Time challenge in the logistics supply chain.

The campaign for which these deliveries specifically had to be on time is the new Beddinghouse Autumn sales campaign. This year, the world of bed clothes consists of designs from producers including Beddinghouse, Auping, Kardol & Verstraten, Ariadne at Home and Riviera Maison. The theme of this season is deep, rich tones such as ochre yellow, ruby red and sapphire blue. Besides the trendy, fashionable colours, Beddinghouse also has soft, subdued shades such as neutral, taupe and grey. In addition to the familiar brands, there are also three new labels in the range, namely: Beddinghouse Studio, Beddinghouse Ivory and Beddinghouse W-Love.

Logistics expertise

"A campaign involves a great deal", indicates Wim Willemsen, Supply Chain Manager Bedding House. "However, the grandeur of this project is not new for us. In February of this year I went in search of a logistics service provider that has the right capacity to complete this project. This involved us searching for reliability, logistics expertise, quality and capacity. We found the right mix at Wim Bosman. When we had a similar campaign again we knew that this assignment also had to be executed by Wim Bosman."



*Wim Willemsen,
Supply Chain Manager
Bedding House*

Perfect coordination

A successful kick-off to the campaign was vitally important. "The goods arrived in containers and partially by air freight. The planning was already tight so we immediately sought contact with Dave Welling, Sales Account Manager at Wim Bosman." Wim Bosman Urgent & Special Services was called in immediately after this contact. "The IT-solution supplied by Wim Bosman made it possible to register our deliveries digitally, which allowed the planning to continue without delay. Deliveries progressed smoothly due to the perfect coordination between Bedding House and Wim Bosman. The first truck headed to Groningen (NL) at around 4 AM and the last truck departed for the Rotterdam (NL) region at around 8.15 AM. At the end of the day the last truck reported that the deliveries were complete. We were able to look back on a more than successful project," according to Willemsen.

Unique and ambitious

Bedding House is a unique and ambitious organisation in the bed textiles sector. Unique in the field of bed clothes and relieving its clients of concerns regarding innovation, product/price combination and shop presentation. Ambitious in the achievement of optimum logistics management from its depot in Lisse to the countless sales outlets in the Netherlands ■



**Would you like more information on the services of Wim Bosman?
Please contact:**

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Sales Account Manager
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The Wim Bosman Group has expanded its fleet with 25 new trucks and 25 new trailers. The new material is completely branded in the Mainfreight colours in order to promote the Mainfreight brand in Europe. In addition, all new trucks are fitted with a Euro6 engine to comply with the latest and future environmental emission rules.



*Special per site
Special company*



Special transport

Wim Bosman delivers in Moscow within 70 hours

It is high season and you are selling well, but then.... panic! You run out of stock when it comes to plastic bags. An immediate delivery of new bags to Moscow from Germany is required. Wim Bosman C.E.E. takes this urgent transport challenge and delivers within 70 hours, faster than a plane!

At Wednesday at 4:30 PM Wim Bosman C.E.E. received the request to load in Koblenz (DE). The shipment consist of four pallets with a total weight of 2.542 kg. Nothing special you think. Nevertheless because of the weight it could not be loaded in a van and therefore we had to use an Avia that has to follow the driving hours as from a normal truck.

70 Hours and four drivers

Thursday Wim Bosman loaded the Avia. In less than 24 hours two drivers covered 1.400 km and were standing at the border from Poland to Belarus. At the same moment a truck from Minsk was driving to this

border to take over the four pallets in his truck. After exchanging the pallets at the border the drive could be continued towards Minsk. In Minsk the driver was changed to avoid additional time loss because of the driving hours.

Faster than a plane

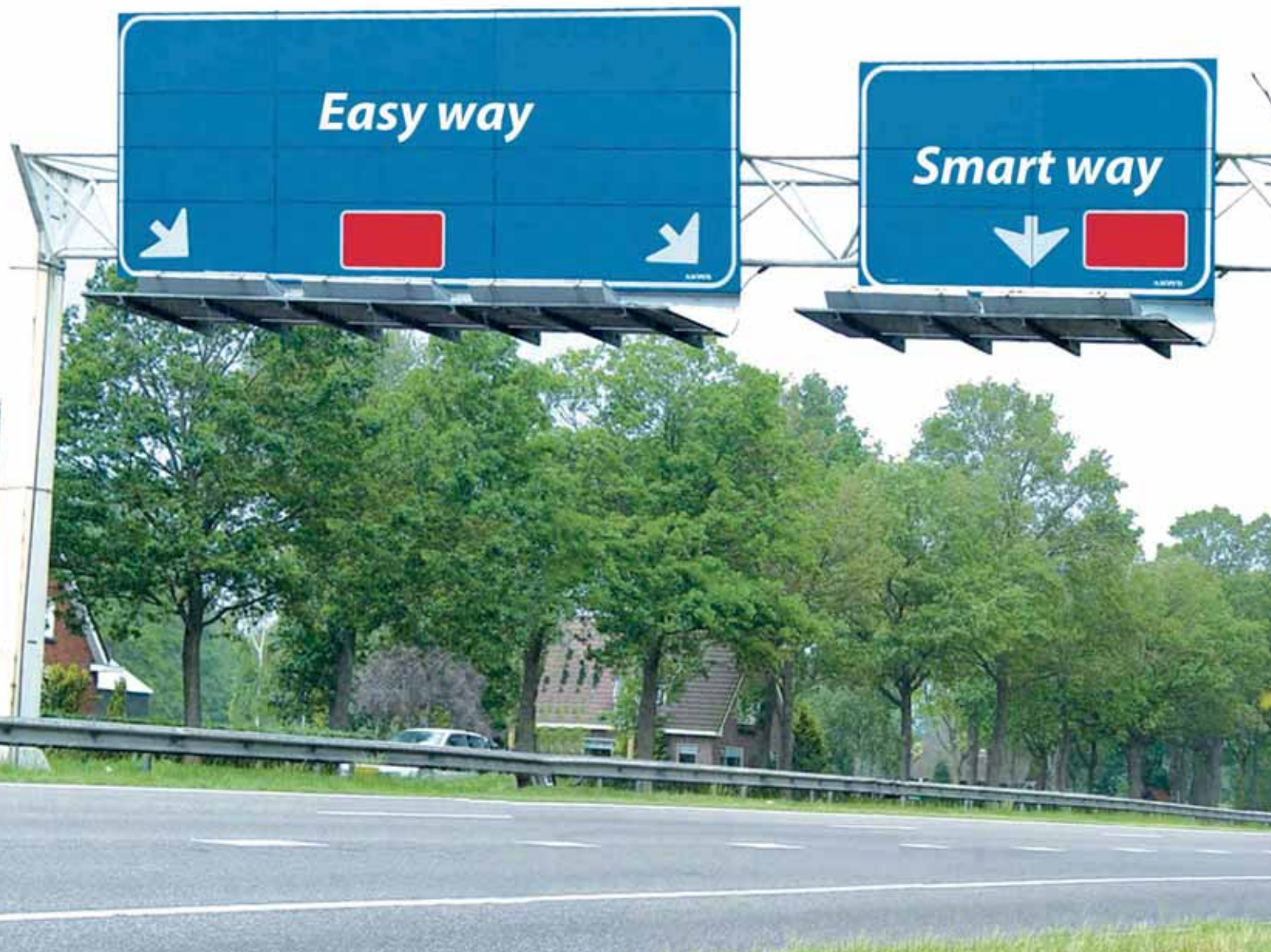
Saturday the customs terminal in Smolensk started with the customs. When the customs clearance was finished our journey could proceed from Smolensk to Moscow. Sunday the goods were delivered and the bags could go to the stores so the selling was not affected ■



More information on Wim Bosman C.E.E.?
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Wim Bosman C.E.E. starts high security service

Wim Bosman C.E.E. has started a high security service to the Commonwealth of Independent States (C.I.S.).

Safety is crucial for all goods that you distribute all over the world, not only to protect yourself but also your customers. To remain stable in the current economy Wim Bosman wants to do more for its customers than requested. For this reason, Wim Bosman started a high security service with which we own a high focus on security within the supply chain of goods with high value.

Road transport safety requirements

There are various rules on the safety of storage and transshipment of goods with a higher than average risk profile. To also create safe transport Wim Bosman has now started an own high security service. To be able to guarantee this high security level we have installed the following in three of our vehicles:

- Auditory alarm if unauthorised entry to the tractor cab occurs
- Only hard sided trailers
- Two way communication system present during entire journey
- A tracking device in a covert location in the vehicle and, where available, must be capable of utilizing at least two methods of signalling such as 3G, or SMS/GPRS using GSM or CDMA and should be equipped with at least one covert antenna.
- Satellite navigation system installed (route planner) recognizing detours and traffic jams to avoid unnecessary stops or delays. Carrier's dispatch must confirm all route changes.
- Manually activated silent alarm (panic button) present in reach of driver and able to send signal to supplier's home base or third party monitoring centre.
- Unauthorized opening of vehicle doors sends signal to monitoring centre.

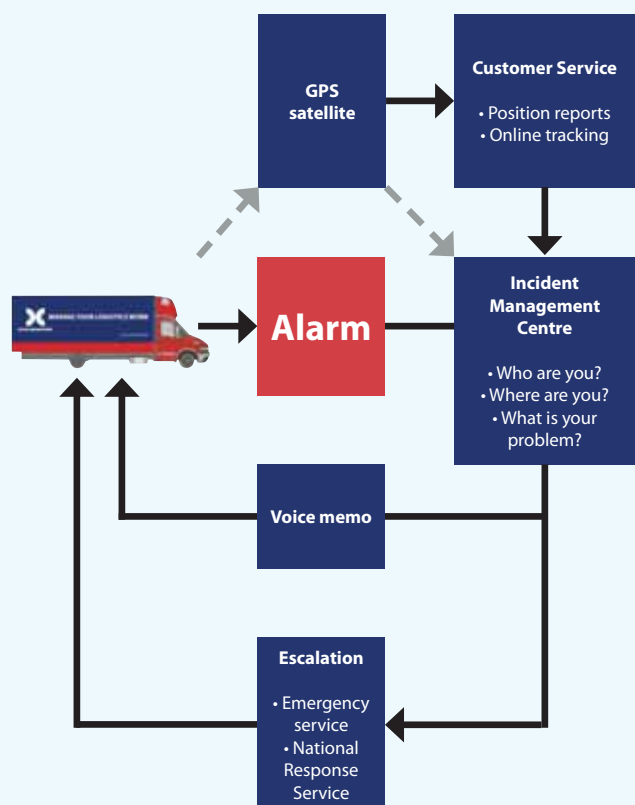
Eurowatch

For the incident management centre Wim Bosman C.E.E. has selected Eurowatch as her partner. Eurowatch it is the largest provider within Europe of independent monitoring services to the telematics industry, a 24/7 services that deals direct with the police in each country and can quickly respond to crimes and emergencies even where a vehicle has crossed an international border.

Most secure form of transport

"With our own high security service we offer a service which is comparable with air freight security transport. Road transport is not only less expensive but also faster than airfreight to a lot of destinations," explains Randy Bruns, Manager Area East Wim Bosman C.E.E..

With the new service Wim Bosman C.E.E. is confident to respond to the needs of customers which want to reach the highest possible security during transport and on the same time, to give the option to reduce their supply chain costs by replacing air freight with express trucking services ■



Road transport safety requirements - guarantee a high security service.



More information on Wim Bosman C.E.E.?
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Opening of LNG filling station at the InnoFase

Optimal sustainable operations have been achieved when opening the LNG filling station at the InnoFase industrial estate in Duiven (NL) on 4 November 2013. The municipality of Duiven and the Gelderland province are supporting transportation companies with the transition to sustainable business operations by initiating the project, facilitating subsidy requests to the national government, issuing the environmental permit and granting the subsidy for the LNG filling station.



Wim Bosman refueling at the LNG filling station in Duiven.

InnoFase industrial estate

The InnoFase sustainable industrial estate, also known as the industrial estate of the future, offers favourable conditions for the establishment of businesses (environment category 4 and 5) that have added value in the field of sustainability.

What is LNG?

LNG (Liquefied natural gas) is natural gas that has been converted to the liquid form and therefore is less voluminous than natural gas in the gaseous state. Hence, the driving range of a LNG truck has increased three times, compared to CNG. When combusting LNG instead of diesel this leads to 50% noise reduction and substantial reductions of harmful emissions: - 95% particulates, -15% CO₂, - 90% nitrogen and sulphur. "The advantage is that the combustion is almost soot and particulates free. The long term aim is to switch to LBG (Liquefied Bio Gas), which will enable trucks to operate nearly CO₂-neutral", according to Leonie van Driel, Sustainability Manager at Wim Bosman.

Truck of the Future

The goal of the Dutch "Truck of the Future" subsidy programme is to increase the degree of sustainability

"At the InnoFase industrial estate, the municipality of Duiven and the business community are attempting to create a sustainability programme that is based on the synergy between companies. The associated goals are:

- Stimulation of the 'energy and environmental technology sector'
- Improving and retaining the competitive position of companies
- Creation of a favourable business climate
- Retention and creation of new jobs
- Contributing to fuel transition and climate goals

Appropriately for this goal, the municipal council took the initiative to investigate the feasibility of an LNG filling station at InnoFase in 2010. That this eventually led to the construction of a 'zero emission' LNG filling station can certainly be called a success. This is a big step forward in the ongoing development of InnoFase."



"SITA is a specialist in the field of sustainable waste management. For SITA, reusing and recycling are important aspects of collecting and processing waste. Since years we focus on how we can arrange our own business more sustainable. Therefore SITA invests in sustainable transport and a sustainable fleet, by driving on clean fuels. To realize these ambitions SITA supports the project Truck of the future. With this project we help the road transport to make the switch from diesel to the environmentally friendly LNG. "



Jeroen Smits, Project/programme manager Duiven municipal council

Gemeente **Duiven**



Edwin Kramer, Maintenance manager SITA in the Netherlands



industrial estate

of the transport sector. The innovative project stimulates the testing of new technologies in order to make freight transportation more sustainable. The consortium (consisting of cooperating logistic service providers: Rotra Doesburg, D.J. Middelkoop Duiven B.V., Wim Bosman 's-Heerenberg (also secretary) and SITA Duiven) has collectively agreed to acquire 16 LNG driven vehicles. Together they have received a half million Euro subsidy from the "Truck of the

Future" subsidy programme in order to put this into effect. "This compensates the additional costs for the acquisition of the LNG trucks of approximately 40,000 to 50,000 Euros. At this moment, pioneers would suffer too great a loss on this purchase without a subsidy", according to Bertil ter Maat, Managing Director Wim Bosman Transport. Organisations that switch to LNG trucks outside the "Truck of the Future" project can request use of a provincial subsidy.

Advantages of LNG

- If the demand for LNG vehicles increases, the additional costs in the purchase price of LNG trucks will decrease. Natural gas prices are expected to increase less rapidly and fluctuate less than diesel prices.
- LNG is safe and sustainable in terms of use and transportation.
- It is a cleaner fuel than diesel and petrol.
- There is a possibility to switch to LBG (Liquefied Bio Gas) with 0% CO₂ emissions in the long term.
- The LNG filling point in Duiven will potentially enable the achievement of 1.5% of the climate aims of the transport sector.

Quantity

The LNG vehicles have been operational since January 2013. Rotra Doesburg uses five vehicles, Middelkoop Duiven four vehicles, Wim Bosman 's-Heerenberg five vehicles and SITA Duiven two vehicles. As the current filling station was not yet operational in January a mobile LNG filling in station was used temporarily ■



More information on LNG and the LNG filling station? Please contact

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"Rotra emphatically strives to a sustainable service. As a logistics service provider we are in a key position, and this we exploit with converting our policy vision into concrete actions and results. Our activities must serve our customer, our environment and our continuity. With the commissioning of five LNG vehicles we made a step towards making our activities sustainable. We use the LNG trucks for our distribution activities in the Benelux. We are very enthusiastic about the opening of the LNG filling station. This strengthens the infrastructure for LNG within the Netherlands."



"I am happy that the municipal of Duiven initiated this programme. We all want to drive cleaner and can only achieve this together. It is a chicken and egg situation. Pump operators will not construct an LNG filling station if there are no LNG trucks and carriers cannot acquire LNG trucks without the presence of a filling station. I feel honoured that we have contributed to sustainable driving in Duiven. We are willing to invest in the future."



Machiel Roelofsen,
Sales Director Rotra



Tjeerd Middelkoop,
owner Middelkoop Duiven



Mainchain: supply chain visibility

The Wim Bosman Group delivers various services, from global air and ocean freight to logistics solutions and European road transport. We use different order, warehouse and transport management systems to optimize the execution of these services as much as possible. These systems contain information on various items, including air freight shipments, containers, purchase orders, warehouse orders and road transport shipments.

We use a number of online websites to provide information on the status of your orders and shipments. Because the log-in procedure is not optimum on several websites we have developed Mainchain. Mainchain is the new portal for all information on your road transport shipments, logistics orders and air and ocean freight shipments. A single log-in procedure gives you an overview of all information.

Dashboard

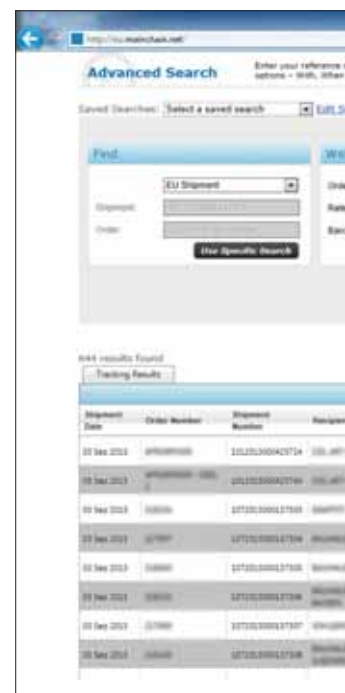
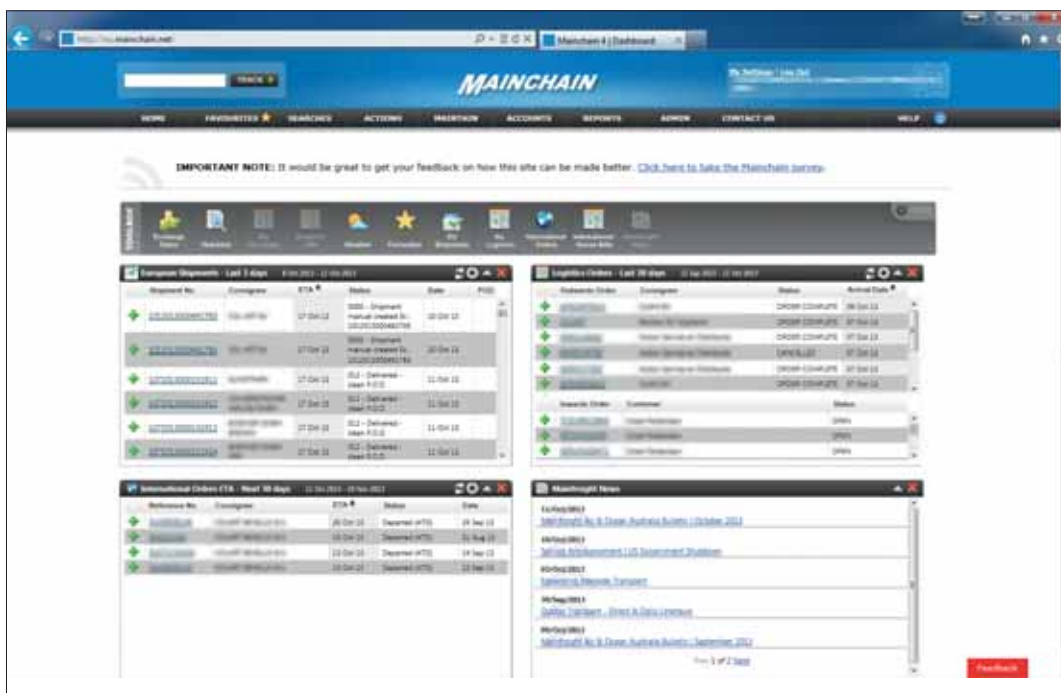
Your own personalized dashboard gives you the possibility to view the latest information on your orders and shipments. This involves using widgets (a type of mini application that you can add to your dashboard in accordance with your preferences) that enables you to follow specific shipments by means of a watch list and to see the latest news from Wim Bosman / Mainfreight. The dashboard also has several other handy widgets, such as a widget for the weather and, for example, the exchange rates. In the future, we will further expand the widgets in terms of functions and also launch new widgets.

Quick track

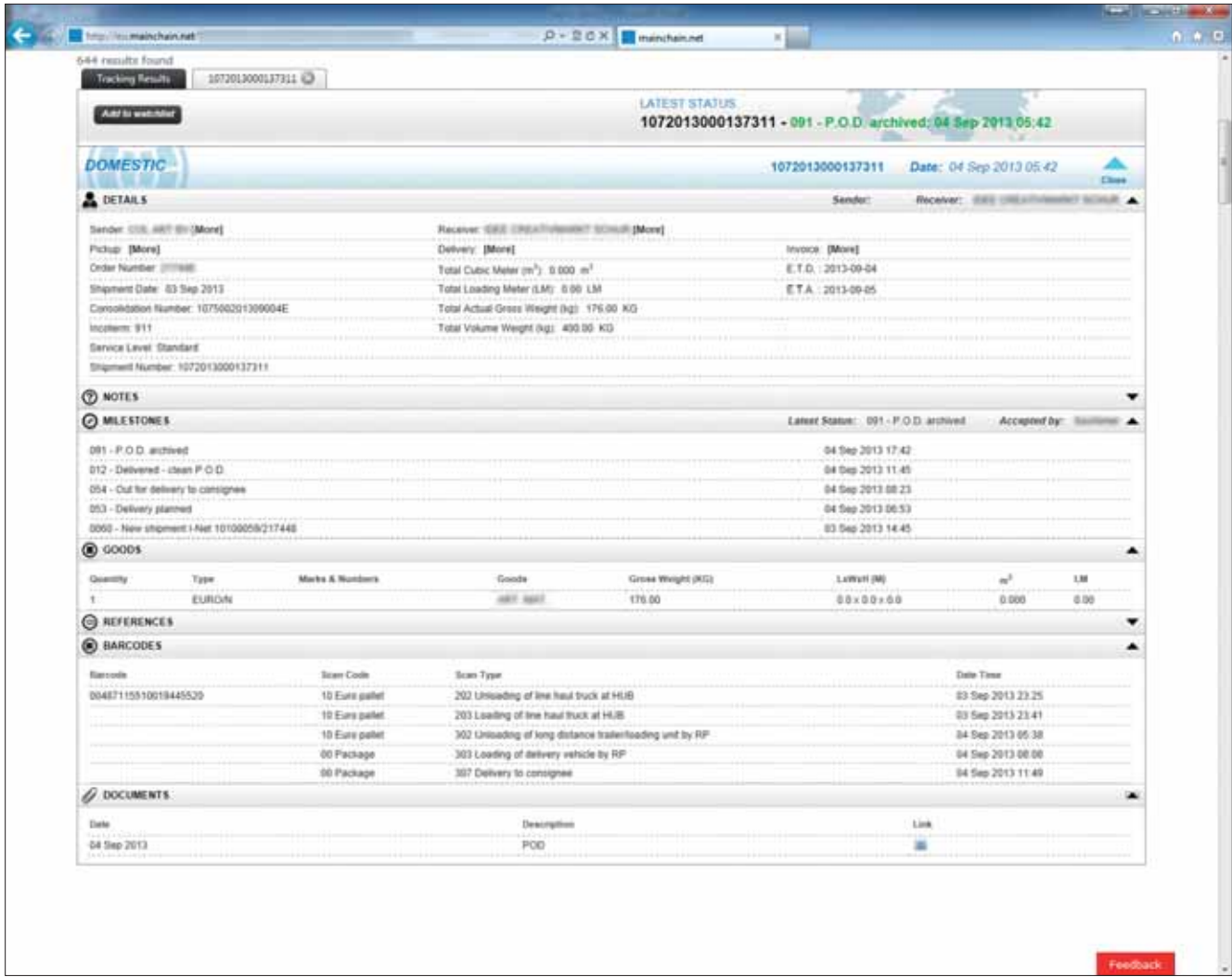
An important change in relation to the older tracking system is the Quick track. This is located at the top left of every page of Mainchain. You can enter your order number here and Mainchain will search for all databases, both orders and shipments where this order number occurs. This can be for road transport, logistics orders or air and ocean freight, thereby making the entire supply chain transparent.

Advanced search

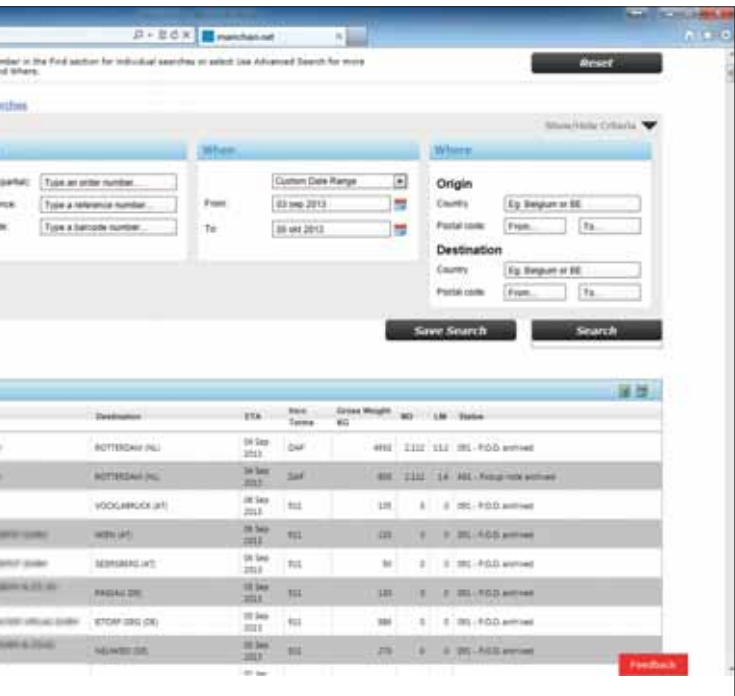
There is a separate search screen for each service that provides a detailed overview of all orders and shipments. For example, you can use the EU Shipment option to follow all road transport shipments, regardless of the underlying transport management system. You can use your order number to search here, but also all kinds of other reference numbers, country of origin, post codes or dates. The search options will be further optimized in the future, so that you can search on the basis of the expected day of delivery or a specific shipment status. For logistics orders there is the possibility to enter an outbound logistics order, view your stock levels in our warehouse or register an inbound replenishment order. For Air and Ocean freight all information from the CargoWise purchase order management system is displayed in Mainchain. All international branches of Mainfreight worldwide are linked to Mainchain in real time, which makes updates in, for example, China or the USA visible to you in Europe.



Mainchain gives you access to a supply chain dashboard with information on your ocean freight, air freight, logistics orders and road transport shipments.



The details of a shipment/order can be opened with a single click and are displayed as a tab next to the search result.




The search function allows you to find your shipments on the basis of various criteria. The shipments found are displayed under the search options.

Future plans

The first version of Mainchain already includes a great many functions and handy tools. In the upcoming period we will continue to develop new functions and possibilities. For example, the booking of shipments on Mainchain. This new tool will replace E-Shipment in the long term. Requesting prices for specific shipments, viewing the invoices or requesting reports will also be possible through Mainchain in the future. Mainchain is your portal for all of the information that you desire. Not all functions will be available immediately, but you can expect the new functions in the upcoming period.

From today you can request your log-in codes for Mainchain at www.wimbosman.com/mainchain



Would you like more information on Mainchain? Please contact:

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KAAK curtains for new trailer

World market leader in industrial bakery machines boosts the

Wim Bosman and Rabelink Logistics will be providing the European road transportation for KAAK. The joint venture is perfectly appropriate for the Kaak business philosophy, which is to stimulate the regional economy. This cooperation is confirmed by having two trucks, one from Wim Bosman and one from Rabelink Logistics, decorated in the Kaak house style.

Tendering procedure

A call for tenders that clearly described the selection criteria was used to invite six carriers to present an offer. A medium-sized business in the vicinity of Terborg (NL), flexibility, accuracy and speed were stipulations

included in the package of requirements. After an exhaustive procedure it finally became apparent that Wim Bosman Forwarding in 's-Heerenberg (NL) and Rabelink Logistics B.V. in Doetinchem (NL) were the best qualified.

Wim Bosman trucks in the Kaak house style

To conclude the tender procedure another wish expressed by the Kaak Group was fulfilled. Head of purchasing John van den Ham was promised by both logistics service providers that a new trailer to be purchased would be fitted with a curtain completely in the Kaak Group house style.

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Internal leadership training

Wim Bosman encourages its team members to continue their development in a number of ways, including supporting them with education and training opportunities. This is done by offering annually recurring legal, technical, sales and management training courses.

In the Spring of 2013 the Training & Development team started on the development of an internal leadership training course for all managers. The training consists of seven workshops. Three workshops have now taken place: 'How to work with passion', 'How to deal with absenteeism' and 'How to develop and review your team'. During these workshops Managers gain insight into issues including the effect of their behaviour on

their team(s) and they are given tools to stimulate and maintain the passion of their team members.

Future workshops

Attention is devoted to the development of the team members and the utilisation of their strongest qualities in order to boost the performance of the team to the highest level. The fourth workshop 'How to manage your time and why (not) delegate' has now been developed and will be offered in the Autumn. The other workshops 'How to deal with recruitment and selection', 'How to manage poor performance' and 'How to become a great leader' are all currently under development and will be offered in the Spring of 2014. The training will then be further rolled out in

economy of the Achterhoek

The symbolic transfer took place at the parking area of Kaak NL in Terborg. Delegations from Wim Bosman and Rabelink accompanied the brand new trucks. The trucks were photographed and admired by the Board and team members of Kaak NL in the presence of the Doetinchem-based advertising agency teamtva!, which was responsible for the design.

About KAAK

The Kaak Group, with its national support team located in Terborg, develops, produces and installs machines and complete production lines for the industrial bakery sector, worldwide. Kaak NL, a subsidiary of the Kaak Group, has evaluated its outbound transports in order

to achieve a number of aims, including minimising the number of carriers. With approximately 3,500 outbound shipments by road transport, air and ocean freight annually, of which 75% are within the EU and 25% outside, the amount of business offered to the transport market is considerable ■



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In the photo f.l.t.r.: Erik Roelevink and Winfried van Vessum (Wim Bosman) Marcel Kampshof and John van den Ham (Kaak NL) Alwin Schweckhorst and Rick Zweers (Rabelink Logistics).

our European branches. "The culture and vision of the Wim Bosman Group and the Mainfreight organization are closely connected and are the underlying theme



Anke Caspers, European Manager Training & Development, busy with giving a training to team members.

of the training. As an organization we feel that it is very important that all team members have the same standards and values. We are very proud of the increase in awareness and the active attitude of and interaction between the participants that has already been produced by the training", according to Anke Caspers, European Manager Training & Development ■



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