

Flows with H&S Group

H&S Group is one of the biggest logistics operators supporting the food industry in Europe. With a fleet of over a thousand tank containers at its disposal, the Group not only assures efficiency and flexibility of transport services, but also provides its clients with additional solutions, such as storage and processing of liquid foods. Annually the Group handles transports of millions of tons of fruit concentrates, liquid malts, vegetable oils and alcohol products.

Trucks on tracks

For some the term “Trucks on tracks” may have literary connotations with a solution used in the transport sector, known as RO-LA (Rollende Landstraße). However, in the broader sense the term may also refer to switching from traditional road transport to intermodal transport. This method is not only meant for transporting finished palletized products, it can also be used with success to transport liquid foods, such as: juices, oils, syrups, chocolate or alcohol. There are many advantages to transporting goods in containers, where for the most part the goods travel by train, ferry or boat. One of the most overlooked and undervalued advantages of this type of transport is lower emission of carbon dioxide into the atmosphere. Furthermore, intermodal transport has greater allowable payload than road transport. From the client's perspective the most important advantages are: the fact that he may be certain of the transit time, as well as the fact that the transport rate remains unchanged. These days fluctuations in fuel prices are clearly visible. Costs of road tolls and other



Price stability above all

Sebastian Malcharek,
Commercial Manager for Poland
and the Czech Republic

The differences between road and intermodal transport are very often visible not right away but become apparent with time. First of all the basic difference and at the same time a very significant advantage of this type of transport that needs to be noted, is the fact that the transport rates are less likely to change as a result of fluctuation of individual cost elements. The perfect example here is the minimum pay for drivers working in the territory of Germany introduced at the beginning of this year. The minimum “Milog” wage will not influence intermodal transport rates. An obvious example here would also be the influence of the aforementioned fluctuation of cost elements on road toll fees and costs. Price stability is appreciated by ever-growing number of clients and quickly becomes a deciding factor for clients choosing a logistics operator. Nowadays, when the companies in our sector cooperate under enormous price pressure, one can sometimes notice brief moments of price trends in that regard. In the summertime period, which is the most convenient time for export of juices, we always see a drastic increase in the demand for transport services, particularly if the services can be performed with the use of tankers, in turn carriers raise their transport rates significantly. H&S has a rule of offering its rates for the following six months, oftentimes they are all-in (with fuel surcharge included). However, clients can also choose long-term rates, which remain valid up to 12 months.

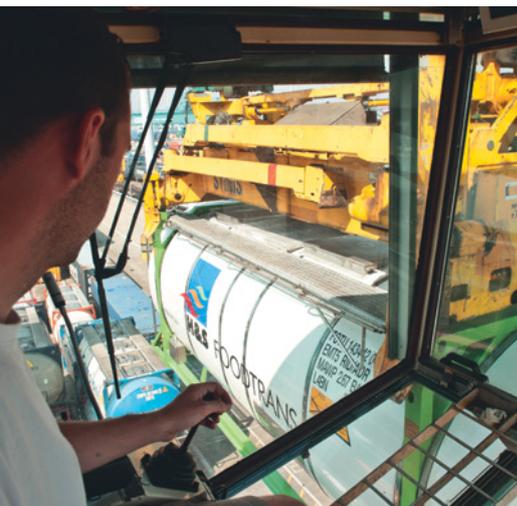


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related factors have significant influence on road transport rates. Intermodal transport on the other hand offers more stability and is less dependent on fluctuations of individual cost elements. As a result, the services proposed to clients are secured by long-term rates and client may be certain they will not change (the rates stay fixed up to 12 months).

Trust the railroad

Many people ask whether foodstuffs, such as juice, oil, glucose, chocolate or alcohol remain safe in intermodal transport. They fear that this method of transporting goods may have influence on the quality of the product. In many cases the reasons behind such way of thinking are not connected with the characteristics of the product itself and its shelf life. The truth of the matter



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Ever-growing range of solutions

Dobrosław Pulit, Area Manager CEE

Intermodal transport is the fastest growing and the most promising branch of transport. The increase in environmental awareness among citizens of European countries, as well as environmental and non-environmental restrictions implemented by the European Union help this branch of transport and the companies that invested in

this technology to grow and develop constantly. Thanks to these favorable conditions we have been successful in combining the know-how of our partners from the Netherlands with our knowledge of local markets in Eastern and Central Europe. Due to the dynamic development of intermodal infrastructure (network of terminals and significant investments in the railroad infrastructure) in our region over the last couple of years, we can now offer an ever-growing range of solutions to our clients and successfully compete with modal solutions. In the coming years we wish to continue carrying out our development strategy by gradually expanding the range of services offered and branching out to new markets, such as the Scandinavian countries, Turkey, Balkan countries and the former member states of the Commonwealth of Independent States.

is, that people are used to road transport, which allows for delivery in the shortest time possible. A small change in production planning and organization of delivery, and intermodal transport is within your reach. The intermodal offer is economically and environmentally friendly. Containers are a great means of transport, plus they can be used as a rotating stock. This solution becomes more and more popular, particularly among production companies. In cases, where there are limited warehousing possibilities, rotating stock is the way to go for manufacturers. This method is also used in a low-cost system called "drop & swap", where the container unit used for this exact purpose. If we add to it the possibility of heating and cooling of products inside a container, we get a great solution for production planning and improvement of supply chain. It takes a long time, some-

Global logistics

Within a year H&S Group carries out over 50.000 container transports. The Group specializes exclusively in food transports. In terms of volume, we are talking about the amount of liquid foods exceeding million tons a year. In the last year we recorded no complaints regarding the quality of transported goods. The company is a holder of the following quality certificates: ISO 9001, ISO 22000, HACCP and IFS. The Track & Trace system not only allows us to track containers via satellite, but also to remotely control the temperature of the products. The transport service is just a beginning of a logistics chain. The Group offers comprehensive solutions for the food and pharmaceutical industries, such as planning and organization of loading, transshipment and delivery of goods in



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times even years, to soak in enough knowledge to fully trust intermodal solutions. Many clients have to break the barrier of old habits and lay aside fears, which they mostly have due to the fact that this transport technology is fairly new in Poland. Once the client conquers his fears, he usually stays with us for a long time.

controlled and sterile conditions, quality audits and wide range of additional services: transferring goods from tankers to barrels, IBC containers, professional cleaning of master packs and mass containers, such as road tankers, containers and other forms of reusable packaging. Global clients also have the possibility to use the services of-

ferred by H&S Coldstores located in Rotterdam near the biggest port in Europe. H&S Coldstores handles storage and processing of products, such as: concentrates, pulps, fruit molds, as well as fresh and frozen fruits. The H&S offer has been expanded to include packaging and customizing fruit semi-products, vegetable oils, liquid malt products from tankers/containers (several thousand liters) transferred into IBC containers, barrels and other forms of packaging. All of this is done in accordance with requirements and expectations of our clients. Experts working in our in-house lab and quality department carry out inspections in order to make sure, that the products meet the strict requirements of acknowledged quality standards. We also put a strong emphasis on the safety of our products. That is why we offer sterile logistic solutions and for most demanding clients we make sure that the products are kosher. ◀