



The company

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01. Introduction

In Greece, as well as in Europe everyone is going rail, trying to take on trades from road freight, sometimes interfering into sea freight. Rail providers with advantages in one area but not in others, usually pressed by rail cost, often react commercially nervously trying to offset running expenses. Consequently, forwarders are trying to take advantage of the situation, while clients are trying to push further the rates because is... rail. In the end the quality of the service provided falls.

From a wider prospective we took the decision to establish a new company that can combine harmonically all the above, producing quality freight and logistic products.

UFF United Freight Forwarders LTD has been established to cover Freight Industry request, for a company that will combine all the rail/intermodal/road services, aiming to produce quality and efficient products, fully customized to the client's needs fully connected to logistics without connectivity problems. For us Logistics is not immaterial to transport but the continuation of International Transport.

Our company's most valuable asset is the excellent knowledge of the freight/logistic market, and expertise of our people in the field. Combined with a fast growing network of rail providers and road freight haulier's, we stand in the market, producing transport/logistic service and simultaneously creating profit with the clients and not from them.

Flexible, without fixed costs and long terms loans, we have the composure to monitor the market, cooperate with the correct organizations and people. In the end productivity combines fully customized products involving harmonically freight, logistics and distribution with one aim: efficiency and quality in total on products that present max scale economy.

We welcome you to the world of UFF LTD

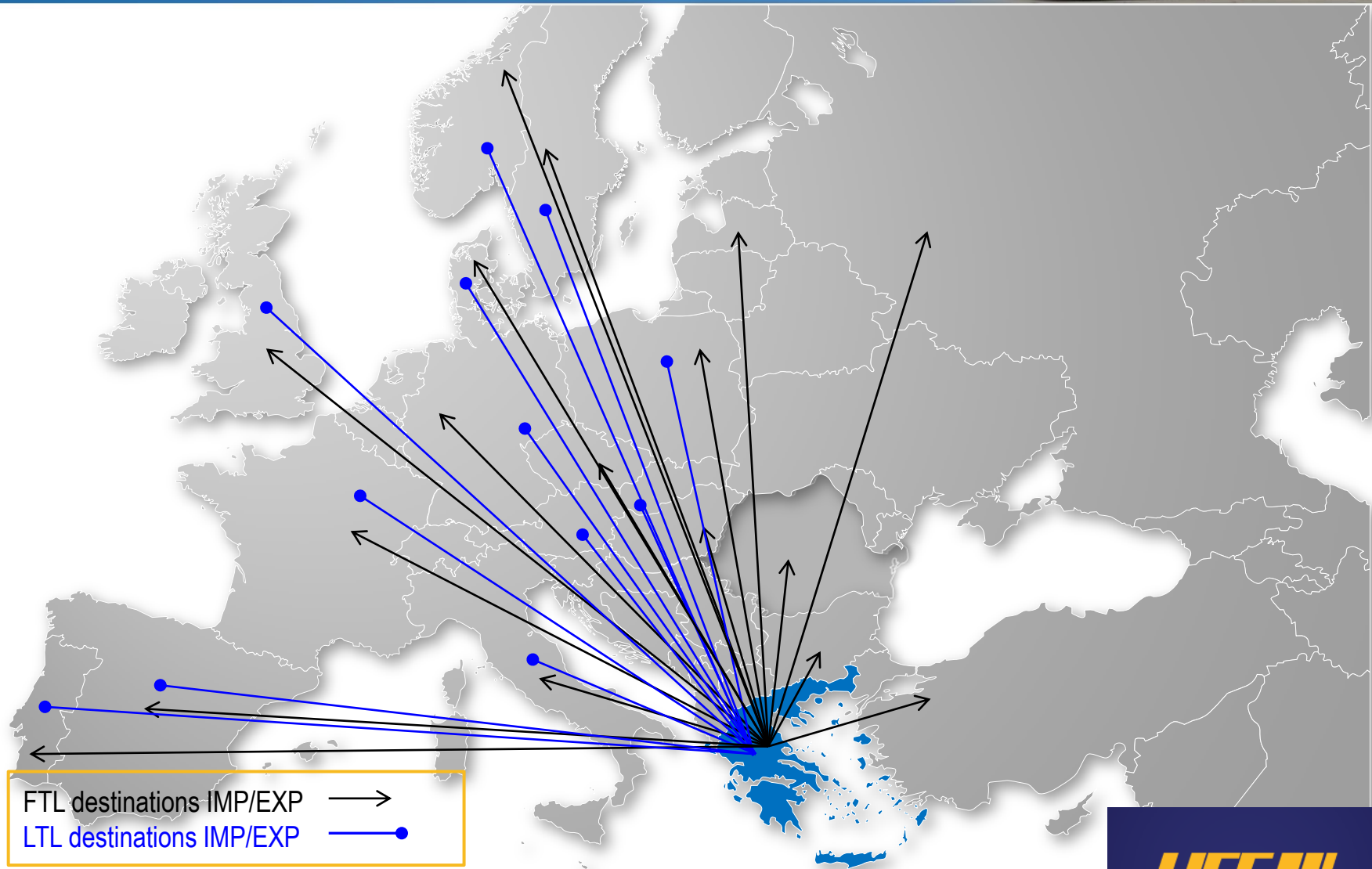
2. Road Freight Service



- UFF LTD can provide service in FTL in Europe with many type of trailers such us
 - Normal tilt trailers
 - Mega trailers (100m³)
 - Mega Jumbo trailers (120m³)
 - XL Certificate trailers
 - ADR Licence trailers
 - Coil liners
 - Frigo trailers
 - Tank trailers (under agreement and contract)
- Service can be performed under any kind freight contract with client's requested KPI
- Possibility to link Road Freight service with oversea's service (or any other transport method) or 3PL project
- Also we can serve your LTL shipments from one pallet, in IMPORT/EXPORT from GR to The areas seen into the map
- National transport service in GR, BG on FTL & LTL



Destinations for road freight service on FTL /LTL



Road Freight LTL/FTL prosidure



- UFF receives all relative info regarding the customer's imports exports (place of delivery/collection, Collis, weight). We evaluate data trying to provide any kind of scale economy, to our proposal
- We present a price list to the client with our proposals. After discussion we come to an agreement, setting the time table for sending loading orders.
- UFF LTD receives the order from client (FTL/LTL), or follow the production chain program, set from client
- Contacts shipper in order to confirm reediness and client order details
- Arrange collection
- Follow up the trailer
- Arrange delivery of the goods
- Inform shipper/consignee in every step via mail
- Send all relative docs via email to the involved parties
- Possible to link the road freight service to any relative 3PL product

3. Intermodal service



Alternative to the traditional rail service with conventional wagons, already in Greece there are operating companies providing service with 45' rail ctnr. Consider two different types of intermodal service

A. Mixed rail/road service with the following steps:

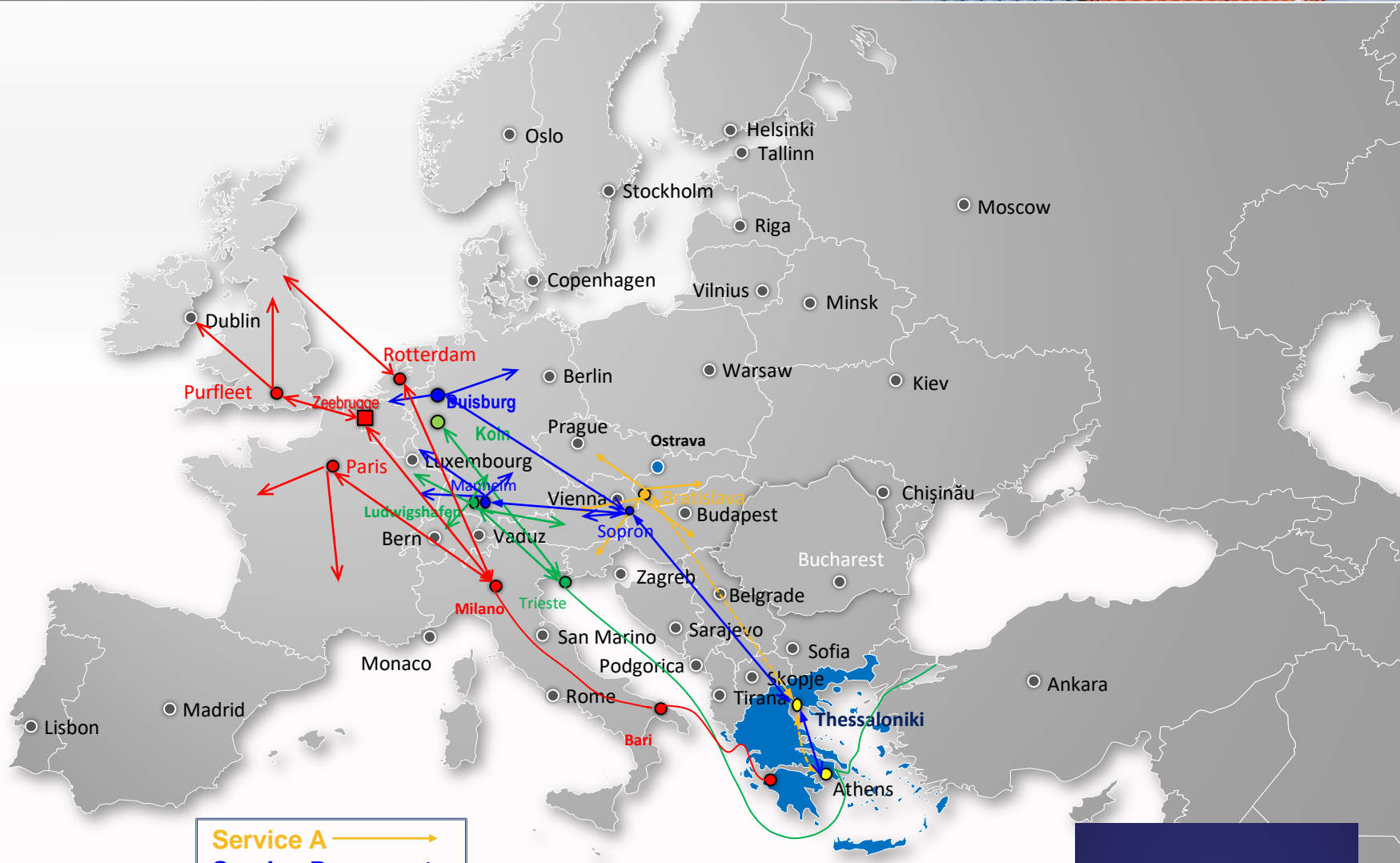
- The 45' ctnr is send to shipper, via road service for stuffing and returns to the rail depot
- It travels directly or via a rail HUB in Central Europe to the rail depot in Greece
- From the GR rail terminal equipment is send to consignee for unstuffing

B. Mixed rail/road and sea service with the following steps:

- The 45' ctnr is send to shipper, via road service for stuffing and returns to the rail depot
- It travels via rail, to the rail/port depot of the provider
- From there it goes via RO/RO or public ferry to the designited GR port of the provider
- From the GR port, equipment is send to consignee for unstuffing

In both cases the voyage operates simular for import/export basis

Indermodal network in Greece



Service A	→
Service B	→
Service C	→
Service D	→



Intermodal service - prosidure

- We contact client in order to have all relative information of his transport work (destinations, transit time).
- UFF evaluates all criteria and propose the pricelist, with terms and conditions
- Both parties find common ground on the proposal and the trade is initiated
- UFF receives the loading order. In this step we can follow any flow program set up from client, without having him to interfere to the procedure.
- Following the flow program or the loading order we contact shipper/consignee in order to arrange loading
- Follow up the intermodal service and contact all parties, informing them details for the voyage
- Arrange the delivery to shipper / consignee
- Send via email all relative documents
- Follow up any kind of KPI

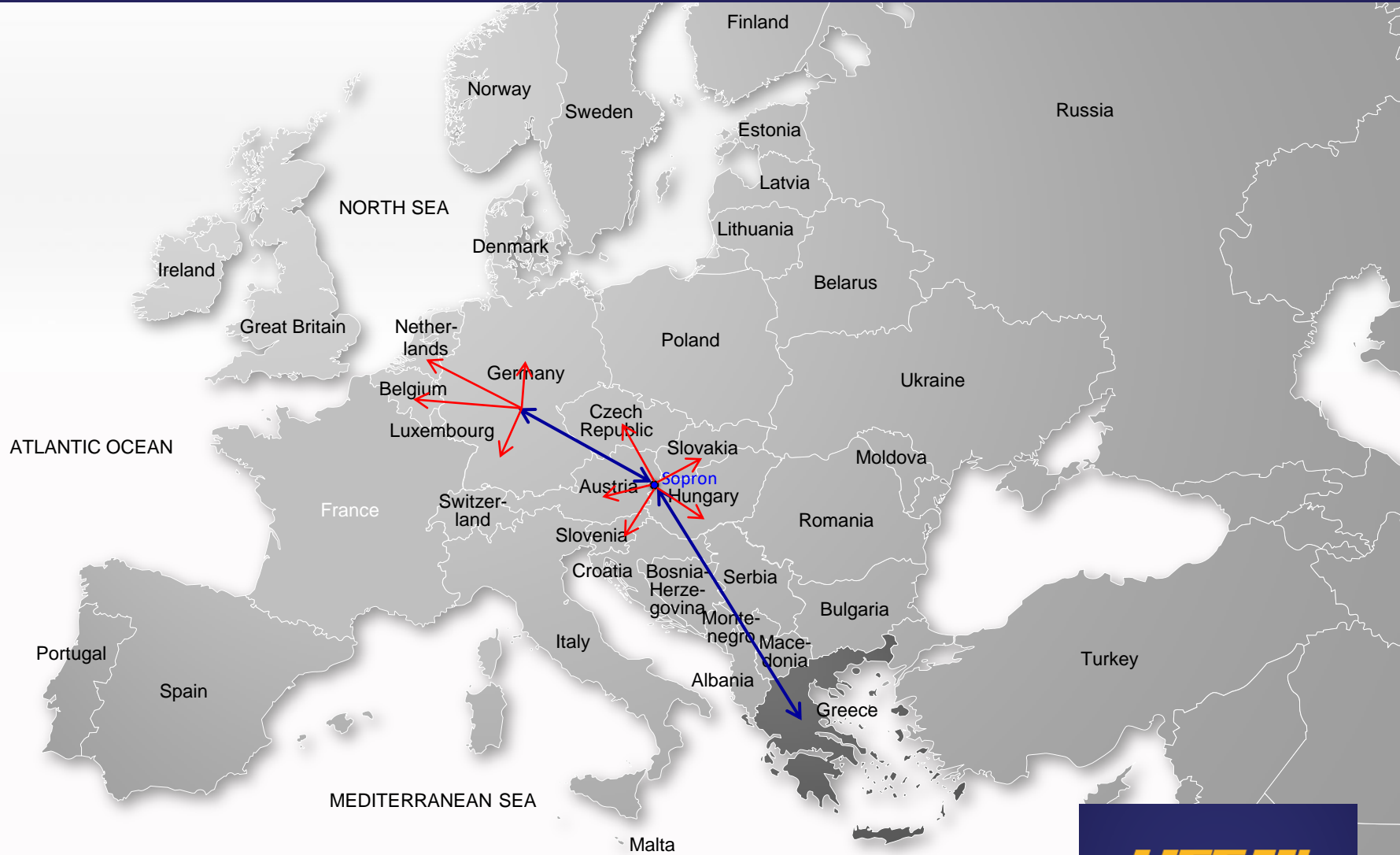
04. Rail transport with conventional wagons (traditional)

This is the oldest service operating in Greece with 4 main providers following the same route

- Goods are collected/delivered from Greece and forwarded to the provider's rail depot
 - Merchandise will be loaded into the conventional rail wagons
 - the train will be forwarded from country to country until it reach Sopron
 - At Sopron goods will be unloaded at the main depot of the provider. According to the final destination, there are two possibilities
 - a. to be loaded to an other train with conventional wagons. From there, goods will be delivered with trailers.
 - b. to be loaded to trailers in order to be delivered to the destinations near by.
- Criteria for the service upon provider's choice and schedule

This system has the advantage of the low freight rate, and the disadvantage of the long transit time 10-18 calendar days. It is more suitable if shipper and consignee have rail access, and the volume is big. Also suitable for some type of wagons e.g. Hopper wagons

Rail/conventional wagon service



05. Block Train Service

Block train Service is a product, not frequent into the Greek Market. UFF LTD, having contact with valid rail providers, have two different types of block train products

- Spot block train. Suitable for big cargo amounts that are to be carried on spot. In this case we need to know the rail codes involved, cargo details (packaging, weight, dimensions). When we receive related info we check with providers for the most suitable solution.
- Block train service. This is a different commitment. Interested party, needs a locomotive with wagons, executing a specific route. For this case we need to know the rail station codes, the type of wagons as well as containers (if requested), we will evaluate info and come back with our proposal, terms and conditions.

Please have in mind in both cases that this is a proceduree that needs time. Also contract is required

06. Customised products

In UFF logistics are not a separate product. Logistics is the continuation of transport national or international. For this reason the place of the warehouse is very significant for the total adding cost of the commercial value of products.

We are not bond to buildings and stuff. That gives us the self-composure to make the proper selection for each case separately.

As always we believe that Rail can offer much, and to logistics. For this reason we try to set up most of the logistic products in rail connected warehouses. Even if not needed in the beginning (due to the lack of rail service for the national service)

Even more we are connected with the first free zone in Greece outside sea ports, taking advantage of the possibilities offered.

Below you will find a description of some products customized to the needs of the clients. If these products do not meet your company's expectations, we urge you to contact us immediately. We will produce a new produced personally customized, 100% to your company needs

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- **Brewer trade:** A fully customized product on Brewers offering better handling of the transportation for the raw materials as well as the ready products. Main point of interest in this product is the use of the "Free Zone" logistic product, which makes able brewery to store his products with out praying duties and taxes
- **C.F.S. Cash Flow Saver:** A useful tool for companies that import goods. They can store the goods without paying duties and taxes until the point it gets goods out to be used. Possible to connect this product with transport programs international, national and distribution in The Greek Region.
- **C.F.S. Premium:** CFS logistic program conected with rail service for the Greek Region offering the best scale economy in national transport, combined with destribution, focus mostly for Greek production Companies
- **Branch Office:** A program to be launched in the near future, giving opportunity to companies abroad, storing their products in Greece, with out paying any tax or duty, until the time the decide to sell them to their clients in Greece or abroad.

Contact us for more details, or even to have one of the above products tailor made for your company



07. Special projects, 3PL/4PL service

In UFF Ltd, there is no phrase such as “It can not be done”. For our company there are not “stupid questions”, only stupid answers. For this reason you will find us always available to listen your project, finding suitable solutions according to your desires.

We are at your disposal for any kind of project, involving transport, logistic, distribution, on 3PL or even 4PL service, in Greece and all over Europe. Receiving or sending products to final destinations, store them at warehouses suitable for the product, preparing orders and finally distribute them at consignee. Below you can find examples of the trades/projects we managed to execute in our previous roles:

- **case study:** import plastic cases and bottles from Germany. UFF Ltd, provided scale economy, by transferring the cases to the bottle factory, placing the bottles inside the cases and then transporting them to GR via rail and road service
- **case study:** barley trade. Importing Barley from Central Europe but with out using Hopper wagon. UFF Ltd provided the loading proposal to shipper, using 40' FCL cntrs, via rail, delivering the product with tipper chassis to client, providing scale economy, with a more efficient delivery term for consignee
- **case study:** Transport and distribute 4500 tons of food stuff in North Europe. UFF Ltd proposed a product, where products traveled via sea in cartons, to destination at a 4PL service, stuffing cartons to pallets and distributing to final destination as per clients program.

In any case please contact us and advise us your project. Be certain that in the end, we will provide the most efficient solution ,fully customized to your company needs.

08. Special transport services and projects

Special is simple for UFF. When ever your company has a difficult mission, cargo for which most of the transport companies can not provide service, you will find UFF Ltd at your side to assist you. We are one of the few transport companies that are able to proposed, scheduled and executed successfully special projects. Also with special transport projects executed already.

The steps that are to be followed in this case are:

- Contact client in order to have all necessary information. Photographs of the special cargo is needed
- UFF proses the info given from client, decides the suitable equipment and prepare the presentation of the special transport with route, premises and licenses, special cargo lashing security measurements. Finally special transport freight proposal made
- Special Transport contract with necessary terms and agreements is signed from both involved parties
- Date is set, equipment is presented and the loading od the special cargo is done
- Client receives on daily basis update for the position of the cargo. In the end ETA is set
- Special cargo arrives in the place of unloading and unloaded with the presence of operation officer from UFF

The last special transport from UFF



Description of the special transport project

	Special oversized transport details and cost
A. Route	
Countries that are to pass by	D,AT, H,RO,BG,GR
if ferry is to be used (Yes/NO)	NO
Total km road	2000 km
escort of the trailer (Yes/No)	YES
Transport licence (Yes/No)	YES
Countries that need licence	D,AT, H,RO,BG,GR
B. loading the machinery	
Kind of Low bet	4 AXE ALVEOLE
securing the machinery on the low bet	with belt and chains under the directions of shipper
protection through weather elements	On shipper/consignee account
Crane for loading/unloading	On shipper/consignee account
C. Time table	
Transit time	07 calendar days
Pre advise time for the transport	15 calendar days
D. documentation	
Documents for ordering the transport	invoises, loading order
Documents needed for the transport	invoises delivery note
Insurance policy of the trailer	on trailers CMR insurance policy

Dimensions: 8,00m x Length x 4.45m Width x 3.35m Height

Additional some boxes with components

Weight: 27.700 kgs aprox

Place of loading: D 94342 Irlbach

Place of unloading: GR 69100 Industrial area of Komotini

Oversize and overweight cargo

The last special transport from UFF



Details are gathered and processed with client



Proposal is issued



Contract is signed, setting day of loading



The proper equipment is selected for the job



Security issue on lashing the cargo



The solution providing max safety



The trailer is traveling with escort crew and police escort were needed



The last special transport from UFF



Trailer arrives at unloading place



Cranes are set to unload



Oversize cargo is unloaded



We take security measurements seriously



Another "job well done" for UFF, has come to the END

09. Certification for the CO₂

Responsible Care is the chemical industry's global initiative to drive continuous improvement and achieve excellence in environmental, health, safety and security performance.



In UFF LTD we take very serious the protection of the environment, since we believe that this is a matter concerning all of us. For this reason we use only devices with the less electricity consumption and we try to use as much less paper in our operation. Invoices and any relative papers are send to our customers via email, and are printed only by request, aiming to reduce the paper use more than 80%.

In our commercial policy we try to promote the rail / intermodal service against the road service, in order not only to gain scale economy for our clients, but also to reduce in total the CO₂ emissions produced by their transport.

Further more UFF LTD issues a CO₂ certification for every transportation carried out via rail / intermodal service. With this certificate our clients can prove , that by using rail / intermodal service for their goods transport, earned a specific amount of CO₂. Using the “Guidelines for Measuring and Managing CO₂ Emission from Freight Transport Operations “ issued by ECTA and SEFIC, it is possible to calculate precise the amount of CO₂ earned by voyage. With this certification, we could say that our clients “capitalize” the CO₂ they earn from their transports, by also saving money for their companies.

You combine
economics
and ecology.
We will make your
commitment visible.



UFF
UNITED FREIGHT FORWARDERS



Do You Have Any Questions?

*We are at your disposal to answer
them to you*

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