

Towards Climate-friendly Temperature-controlled Logistics Wilhelm Schüssler Spedition GmbH

01/2014

Agenda



- 1 Company Presentation
 - 1 Facts and Figures
 - 2 Logistics Services
 - 3 Industries and Regions Served
 - 4 Customer References
- 2 Energy and Operations Efficiency
 - 1 Facility Setup
 - 2 Refrigeration
 - 3 Truck Technology
 - 4 Logistics
 - 5 Outlook

1.1 Facts & Figures [SCHÜSSLER Group]



- Field of activity
- Year of establishment
- Branches
- Employees
- Own fleet
- Storage capacity
- Association memberships and initiatives

Temperature-controlled transportation and warehousing solutions 1950

Heppenheim/ Bergstr., Nossen/ Sa., Luxembourg

100

40 trucks (6 – 37 pallet places, mostly multi-temperature equipped)

10,000 pallet places (-27° <> +25°C)





Transportation	Warehousing
Full truckloads	Cargo handling
Less than truckloads	Storage
Groupage	Picking & packing
Shuttle services	Assembling (mixed cases)
Pick-up & distribution services	Palletisation
Freight brokering	Container de-/ consolidation
Dispatching services	Veterinary services
Shelf packing	Customs clearance
Return of packaging	Bonded warehousing
Express carriages (< 1,400 kgs)	Inventory control



* Temperature ranges: frozen, chilled, conditioned, ambient

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1.3.1 Industry Scope





Quick Service Restaurant Chains





Foodstuffs Industry





Pharmaceutical & Extractive Industry





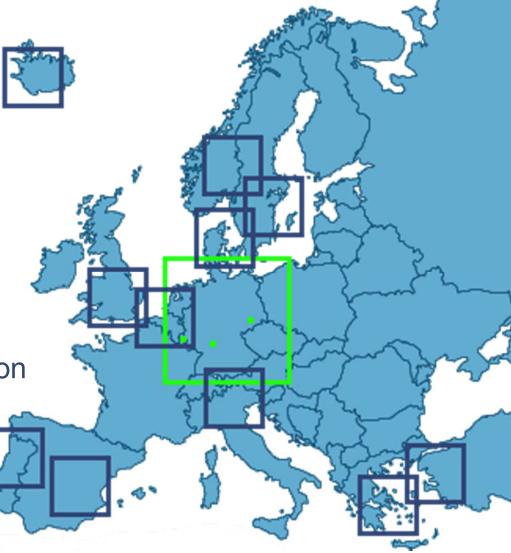
Retail Chains & Groceries



1.3.2 Geographic Scope



European regions served with (multi-) temperature-controlled groupage, full truckload and less than truckload transportation



1.4 References [Abstract]





2 Energy and Operations Efficiency





- 1 Facility Setup
- 2 Refrigeration
- 3 Truck Technology
- 4 Logistics
- 5 Outlook

2.1 Facility Setup: LED Lighting



- General Benefits LED Lighting
 - \rightarrow Improved illumination/ less capacity installed
 - \rightarrow Lower operating costs
 - \rightarrow Reduced CO₂ emissions
 - → Decreased industrial waste heat



Test of LED Lighting

COMPARISON	Fluorescent Lamp	LED-Tubes (and Controls)	
Number of Lamps/ Tubes Installed	20	16	80%
Total Power Consumption per Year	6.934 kWh	1.092 kWh	16%
Total CO2 Emission per Year	3.925 kgs	618 kgs	
Total Sulphur Emission per Year	2.947 g	464 g	
Total Power Costs per Year	1.005,46€	158,34€	

2.2.1 Refrigeration: Powered by Renewables SCHUSSLER

- Affiliation with Buying Association IntelligentPower GmbH & Co. KG
- Affiliates from the industry and logistics service sectors
- Purchasing volume of appr. EUR 100 Million
- Procurement of renewable energy including long-term lease of own hydroelectric power plants
- Atypical grid use
 - \rightarrow 42% of energy consumption comes from renewable resources*
 - → Saves 280,000 kgs p.a. of CO₂ emissions compared to the German energy mix





2.2.2 Refrigeration: Refrigerants Deployed

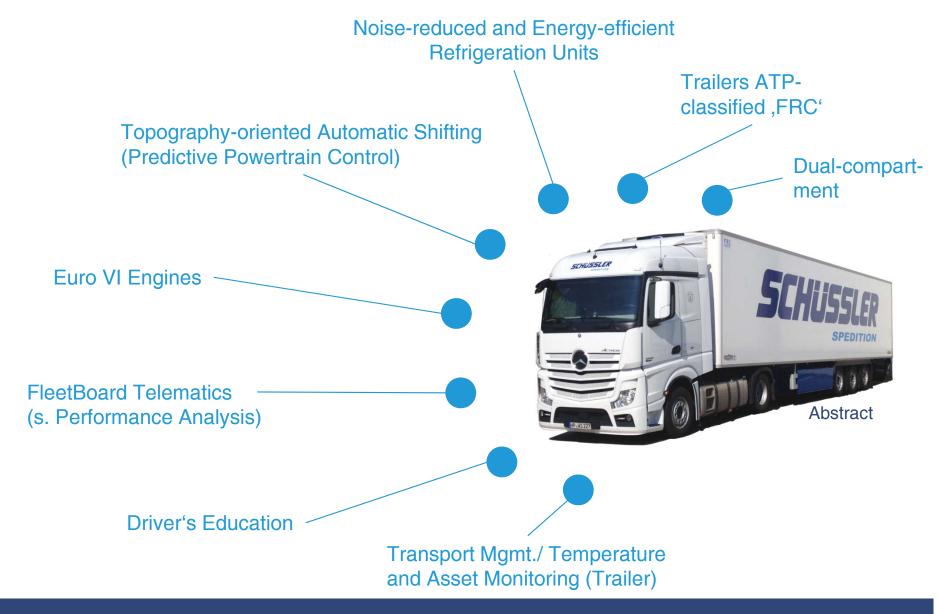
Bitzer Alternative refrigerants – overview **Alternative Refrigerants** GWP₁₀₀: 1,300 GWP: 3,780 Medium and Long Transitional/Service ODP: ODP: 0 0 Term Refrigerants Refrigerants Safety class: A1 Safety class: A1 _Low GWP* HFC HCFC/HFC Halogen free - partly chlorinated -- chlorine free -Refrigerants Single Single Single Single Substances Blends Substances Blends Substances Blends Substances Blends e.g. R134a HFO-1234yf/ e.g. NH_a e.g. R600a/ e.g. R404A HFO-1234yf e.g. R22 predominantly R125 R507A HFO-1234ze HFO-1234ze/ R290 R290 R123 R22-Based HFC[®] R32 R407-Serie R1270 R124 R290/ R142b R143a R410A R600a R170 R152a R417A7B R170 R422A/D R744 R723 R427A GWP = Global Warming Potential General survey of the alternative refrigerants Bitzer Refrigerant Report 17, p. 4 Fig. 1 ODP = Ozone Depletion Potential

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2.3.1 Truck Technology: Equipment





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2.3.2 Truck Technology: Telematics

Driver's Performance Analysis

DRIVER'S P	General Information Performance Overview Consumption-Telsted Partial Evaluation Brake-related Partial Evaluation of the Degree of Difficulty Further Performance Features															-1.5415. T.							
	General Information	1		Performance Overview						Consumption-related Partial Evaluation						lated Partial E	valuation	Evaluation of the Degree of Difficulty			Further Performance Features		
Ranking (All Driver Groups)	Trucks Only	Driver Group	sorted by: Driving Style [Grade]	Degree of Difficulty [Grade]	ø-Weight [mt]	Ø-Speed (km/h)	ø-Overall Consumption (I/100 km)	Ø-Drive Consumption (I/100 km)	Overall Driving Style [Grade]	Preventive Driving Style [Grade]	Pedal Movements (Grade)	Stops (Grade)	Engine Operation M/n (Not Highest Gear) (Grade)	Uniform Speed [Grade]	Driving Style [Grade]	Preventive Driving Style (Grade)	Deceleration [Grade]	Ø-Slope Rate [Grade]	Ø-Weight [Grade]	Stops [Grade]	Speed >85 km/h of Total Distance [%]	Braking Distance/ Total Distance [%]	Cruise Control/ Total Distance [%]
LINE-HAUL	Nemet, Mihalij	LH	9,6	4,8	28	72	26,6	26,4	9,8	10,0	9,6	9,7	9,5	9,8	9,4	10,0	8,8	5,3	6,3	1,4	30	0	82
2	Wöllner, Harry	LH	3,6	4,6	28	76	28,9	28,7	9,6	10,0	8,9	9,8	9,6	9,8	9,5	10,0	9,1	4,9	6,3	1,3	60	0	83
4	Schwabe, Frank Povilaltis, Petras	LH	9,5		33	77	30.7	30.6	95	0.0	67	60	6.5		95	0.0	61		11		65	1 1	15
5	Stanka, Johann Becker, Alexander Manfred Urmovic, Vjekoslav	LH LH LH	9,4 9,4 9,4 9,0	DRIV	ER'S PEI	RFORM	ANCE AI	NALYSIS	}														15 14 15
10 11 14	Ziegler, Clemens Lutzi, Vladimier Molitor, Frank	LH	8,9 8,8	—		Gene	ral Info	mation			Performance Overview												
15	Knapp, Marco	LH	8,8			Gene	armo	mation			Performance Overview												
18 19 20 22 23 24 25 28 29 60 29 60 29 60 29 60 29 60 29 60 29 60 20 20 20 20 20 20 20 20 20 20 20 20 20	Stankevildus, Vaidas Stumpf, Klaus Zukauskas, Arunas D DF00019751023000, - Arnold, Christian Winkel, Herbert Dittrich, Klaus-Dieter Rakocsvic, Darko Vinksnaltis, Vaidas Averoge O(10)		8,7 8,6 8,5 8,5 8,5 8,5 8,5 8,5 8,5 8,0 8,0 8,0 8,9	Ranking [All Driver Groups]		Driver's Name [Employed on MB Trucks Only]			I	Driver Group		<i>d by:</i> g Style ade]	Degree of Difficulty [Grade]		Ø-Weight [mt]		Ø-Speed [km/h]		Ø-Overall Consumption [I/100 km]		Ø-Drive Consumption [l/100 km]		i8 13 19 18 17 19 15 15 19 12 27
27	Brenner, Ronny Kusmaul, Paul	DN DN	8,3 7,7	LINE-	HAUL (L	LH)																	11
33 34	Zubkov, Pavel angner, Franz Josef	DN DN	7,7 7,6		1			LH		9,6		4	4,8		28		72		26,6		5,4	19	
35 36	Popovic, Rastislav Funk, Heinrich Rainer	DN DN	7,5		2				LH		9,6		4,6		28		76	76 28,9		28,7		13	
37 38	Klöver, Thomas Apenko, Viktor	DN DN	6,9		3				LH		9,5		,8	1	33		77	30,7		30,6		19	
XX Average MIXED OPERATIONS Linx-haul & Distribution		DN Ion (MO)	7,5		4					LH	9,5			4,5		27		77		29,6		9,2	0,3
12 16	Schamp, Erwin Bergbold, Stefan	MO	8,9 8,8		5		LH	LH 9,4		4	4,7		33		74 30,6		30,4		13				
26 32	Koch, Vitalij Radosevic, Nedjeljko	MO MO	8,4 7,7		6			e e e e e e e e e e e e e e e e e e e		LH	9,4		4	,8		29		73		29,4		29,1	
39 XX	Riauba, Nerius Average	MO	6,3 8,0		7			LH		9,4		4	4,5		31		73		28,7		28,4		
AUXILIARY	XILIARY (AX) 8 Triller, Thomas		9,3	1	10	at 1 of			LH	9	,0	4	4,8	33	73		31,1		30,8),8	12		
9 13	Koob, Michael Fußer, Erwin	XA XA	9,3 8,9	1	11					LH	8,9		4,7		30		73		30,4		30.1		6
17			8,7 8,6	1	14				LH	8,8		4	4,5		29		76		31,2		31.0	87	
30 XX	Saßmannshausen, Gerd Average	AX AX	7,8	1	15			LH	8,8			5,0		34		74		31,9		1,5	88		
Period:		01/01/2	013 till 10/07		18					LH		,7	-	,5		31		77	-	0,7	-),4	1
Distance pe	er Driver:	> 10,000	lkn	1	19					LH		,7	4	,5		31		75	3	2,9	32	2,5	1
					20	-			_	LH	0	.6		.8		31	-	76	2	0.6	30	11	†

Ø-Overall consumption

Q3/2012: 31.1 l/ 100 km

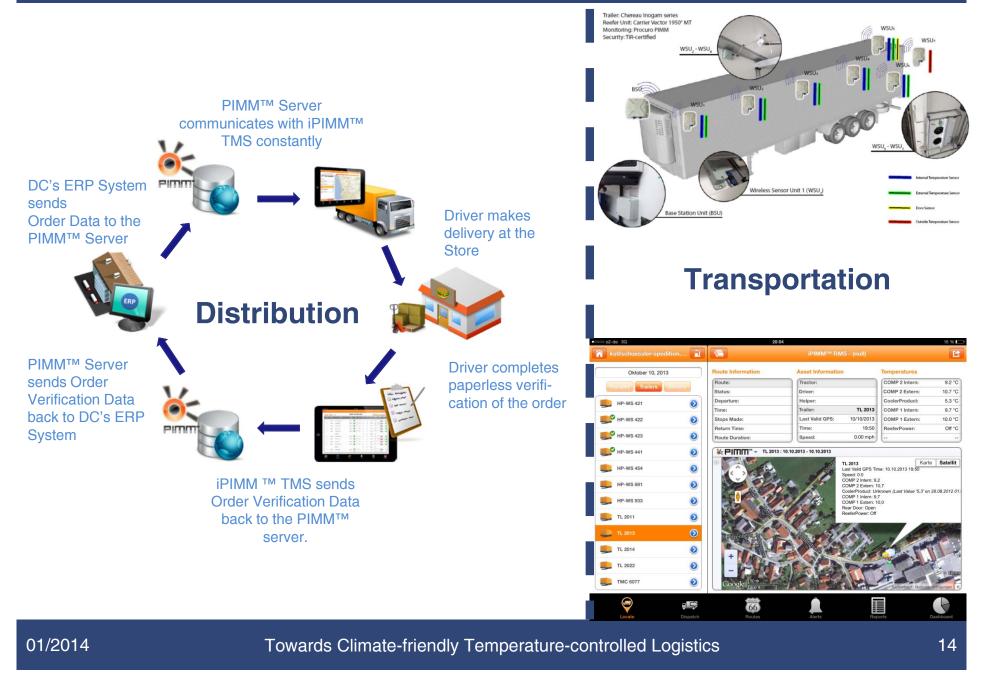
Q3/2013: 29.2 l/ 100 km



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2.4.1 Logistics: Operations Efficiency

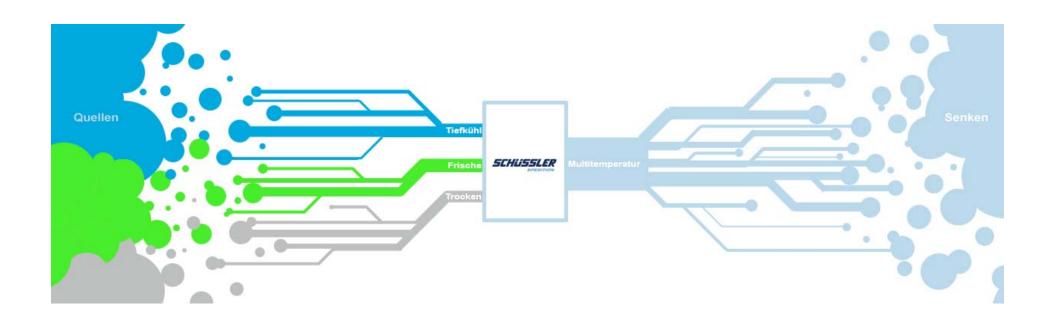




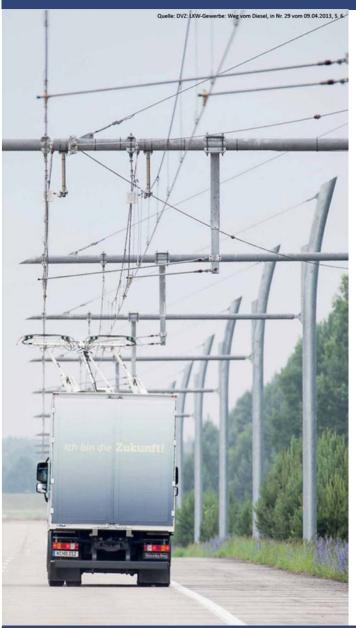
2.4.2 Logistics: Efficient Solution Design

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- Multitemperature logistics
- Multi-user system



2.5 Outlook



Projects/ initiatives

- Intermodal transport
- Hybrid trucks
- Electrification of motorways



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in Cooperation with



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