

# FRESHNESS CLASS

A SPECIALIZED LOGISTICS SERVICE  
FOR YOUR FRUIT & VEGETABLES...

Discover the secret of the fruit that travels in first-class style!  
From growers in Spain to the shop, in less than 24 hours, with a guaranteed cold chain  
and the finest care.



GRUPAG

**DHL**

# SPECIALIST NETWORK

**Our specialist network allows you to connect directly with the best fresh produce producers in Spain and have your produce transported from farm to market in 24 / 48 hours in Spain, or 12 / 72 hours in other European countries, depending on the final destination and the type of produce being delivered.**

With over 2,000 collection points in Spain alone, 131 in France and an additional 150 across Europe, our extensive produce

cold chain network handles more than 500,000 orders annually; 300 trucks each day and more than 3.6 million pallets each year. And that is all overseen by a team of over 180 experts who are dedicated to providing a service you can trust every step of the way.

We collect directly from farmers and co-operatives and deliver the produce to retailers and markets.

## COLLECTION POINTS

- Farmers
- Cooperatives



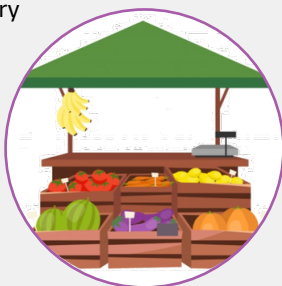
## PLATFORMS

- Valencia
- Málaga
- Madrid
- Sevilla
- Murcia



## DELIVERY POINTS

- National markets
- Retailers
- Industry



## DISTRIBUTION

- Direct & Groupage
- National & International
- Intermodal (international)



# OUR SERVICE IN NUMBERS

**40%**

Directs routes

**120**

Trucks/day

**60%**

Groupage by Cross-dock Hubs

**180** Trucks/day

**3,600,00**

Pallets delivered per year

**500,000**

Orders per year



## COLLECTION POINTS IN SPAIN



# OUR STANDARD PROCESS

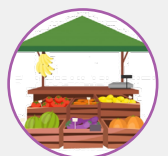
## FROM RECEIPT OF ORDERS TO DELIVERY

90% OF THE CROSS DOCKING ACTIVITY TAKES PLACE BETWEEN MIDNIGHT AND 05:00 A.M.



# OUR DELIVERY POINTS

We deliver to 1,110 points in Spain and using 300 trucks per day we deliver to the main central markets and retailers in Spain. Our other key delivery destinations in Europe are France, Germany, Benelux and Portugal and in total we deliver over 3.6 million pallets per annum.



Case Study

# WE ARE THE TRUSTED SOURCING EXPERT FOR A LEADING CASH AND CARRY FOR PROFESSIONAL CUSTOMERS.

HERE ARE SOME OF THE FACTS AND FIGURES OF OUR FRESH FRUIT AND VEGETABLE SUPPLY CHAIN FOR THIS CUSTOMER.

### On their behalf we collect :

- 157,600 pallets from Spain
- 3,646 pallets from France
- < 20 pallets from Germany and Portugal

### And deliver:

- 55,741 pallets to France
- 53,759 pallets to Germany
- 45,314 pallets to Spain
- 4,259 pallets to Portugal
- 2,077 pallets to Netherlands
- 79 pallets to Belgium
- 30 pallets to Poland

### Sales

- Destination countries: 18
- Volume: approx. 200000 tons
- Main sales to France-Germany-Spain
- Growth: +25% per yer i.p. Russia
- Objective to double vol. within 3 years

# MAKING THE SUPPLY CHAIN GREENER WITH OUR INTERMODAL SERVICES

For your international transport, we offer an intermodal option, delivering to several destinations in Europe. With this service you'll be able to reduce your emissions without any increase in costs.

Join us on Mission 2050: Zero Emissions.



Multimodal transport offers resiliency, sustainability and cost effectiveness. The use of rail and road can speed up the transportation of your goods across longer distances, preventing delays at borders or as the result of road congestion. Multimodal transport is a greener option that will help you to meet your sustainability goals.

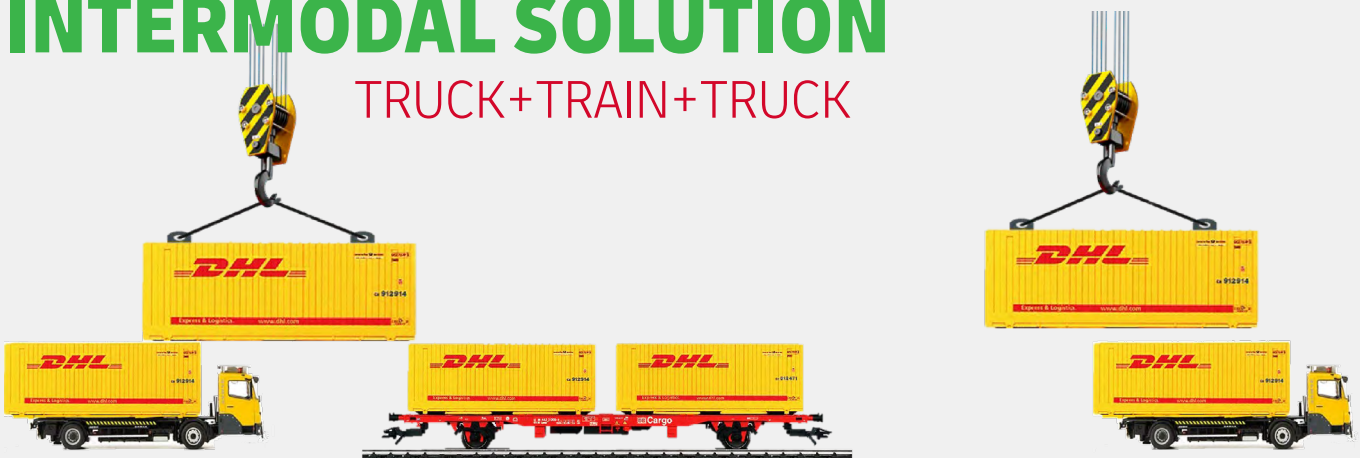
Through our Connected Control Towers operations you have full end-to-end visibility of your shipments across every leg of their journey, giving you peace of mind that they will arrive safely, securely and on schedule at their destination.

<p><b>CO<sub>2</sub> reduction</b> <b>Pollution</b></p>	<p><b>Competitive cost</b></p>	<p><b>Lead Time</b></p>	<p><b>Low risk</b></p>	<p><b>Avoids road transport delays</b></p>
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# INTERMODAL SOLUTION

TRUCK+TRAIN+TRUCK



Percentage of truck versus train, depending on final destination

	Truck (% Km)	Train (% Km)
<b>Amsterdam</b>	6%	94%
<b>Brussels</b>	9%	91%
<b>Essen</b>	13%	87%
<b>Warsaw</b>	41%	59%

# INNOVATION IN LOGISTICS

DHL is leader in innovation in logistics and is continuously investigating social, business and technology trends that are most likely to shape the future of logistics.

Your fruit and vegetable logistics operation will benefit directly from four innovations:

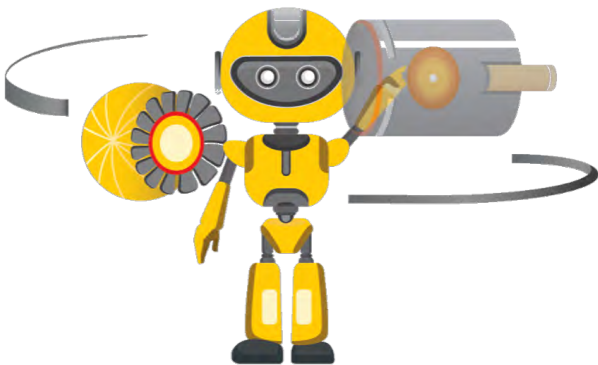


## MySupplyChain Track & Trace

1. MySupplyChain



2. Smart Planning



3. RPA – Robotics Process Automatization



4. Smart Scanning

# 1. MY SUPPLY CHAIN

Our MySupplyChain tool delivers integrated warehouse and transport insights which are accessible online – anytime, anywhere.

## KEY BENEFITS

- Single sign on to MySupplyChain.dhl.com on mobile or desktop
- Access to multiple IT applications from different business units available on one landing page
- Data insights provided within one, secure, easy to use platform

## COMPLEXITY SIMPLIFIED

- MySupplyChain provides a single point of access for integrated SC functions



Track & Trace and Inventory



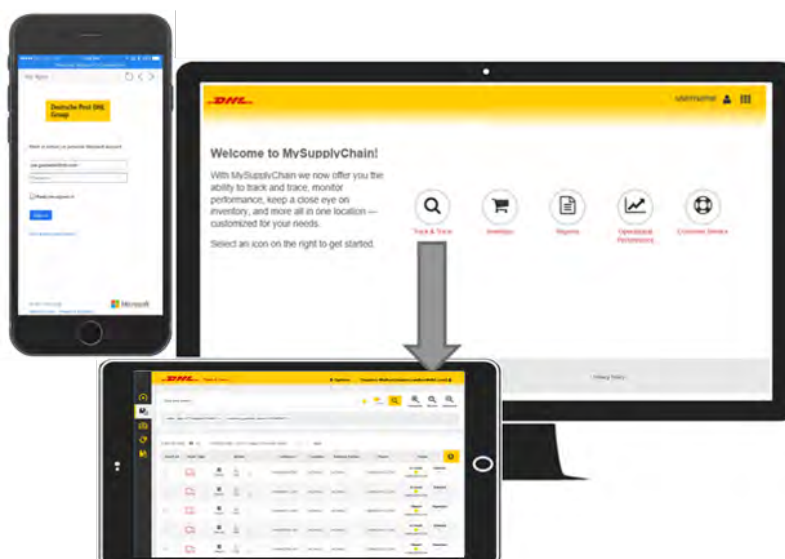
Operational Performance



Business Analytics



Documents





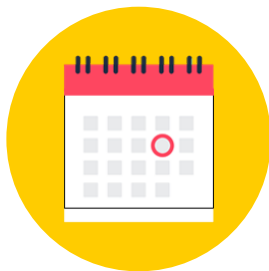
## 2. SMART PLANNING

**We have a powerful digital integrated platform which uses Big Data, Data Analytics and Machine Learning to model forecasts.** Our smart planning approach improves the productivity and profitability of warehouse and transport operations by forecasting volumes of key warehouse processes and transport origin-destination combinations, to be a step ahead of your transport needs in the short, medium and long term,

We have implemented demand forecasting in transport with fantastic results using multiple data points:

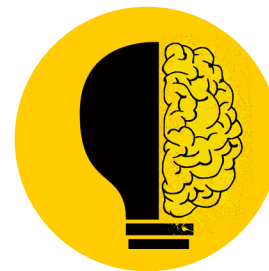
### WMS AND TMS HISTORICAL DATA

More than two years of historical data to capture trends and seasonality



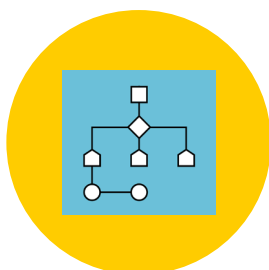
### HEURISTIC VS DATA

Business Knowledge and user experience explains results and improve algorithms



### BEST FIT ALGORITHM

Best Algorithm selection (used on a daily basis) for each forecast model



### EXTERNAL DATA

For example, National and local bank holidays, calendar events, trends,...



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“DHL will invest 2.000 mio€ in DIGITALIZATION by 2025”

”

# 3. RPA – ROBOTICS PROCESS AUTOMATIZATION

Robotics Process Automation replaces manual data entry & capture processes with an automated digital back-office solution. Workflows are digitalized to take on rule-based, high-volume and low variability tasks.

## FEATURES



Replaces manual data entry & captures processes with digital back-office solution



Digitalizes workflows



Improves employee satisfaction



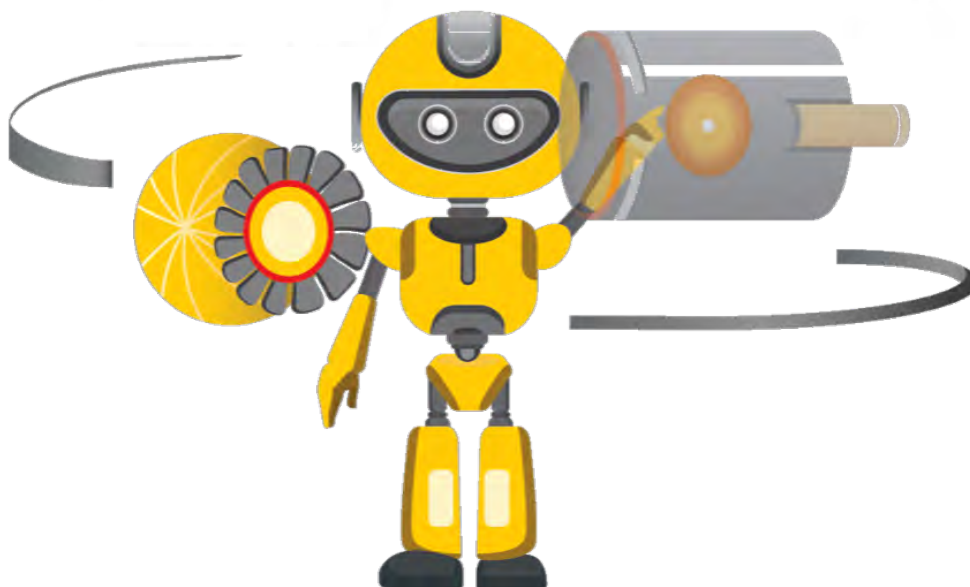
Higher data accuracy



Takes over time-consuming, repetitive work

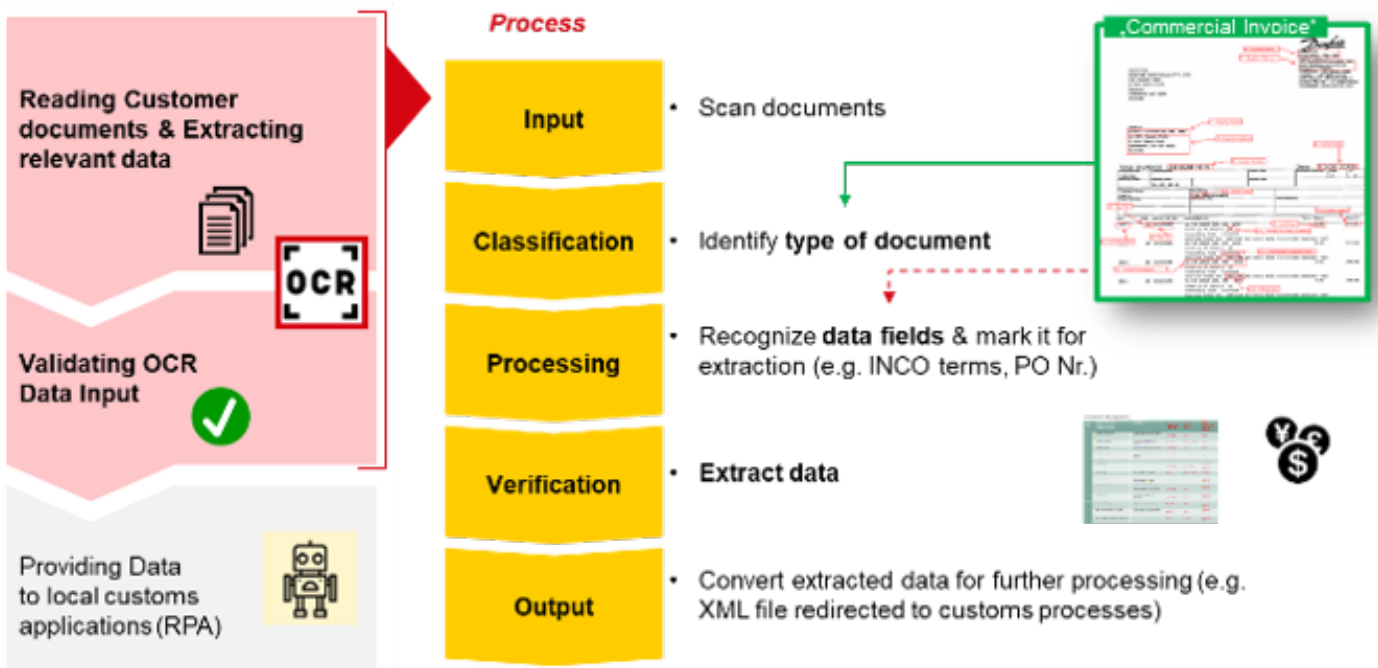


Frees up workforce



# 4. SMART SCANNING

Our smart scanning extracts relevant data from our customers documents to create documentation that is required throughout the shipment process. It provides accurate information to Customs applications to ensure produce is not held up as it crosses borders.



# WITH DHL FRESH PRODUCE TRAVELS BETTER

Robotics Process Automation replaces manual data entry & capture processes with an automated digital back-office solution. Workflows are digitalized to take on rule-based, high-volume and low variability tasks.

## FOR FURTHER INFORMATION

Contact our supply chain experts [here](#) >

Or visit our [website](#) >

