

# NVF – VIA NORDICA 2008

## Competing Networks in Northern Europe

### Customer's Point of View

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# DHL FREIGHT AT A GLANCE

## Yearly Revenue 2007

3,646 million EUR

## Employees

11,000

## Tons Transported

> 40 million per year

## Terminals

Over 160 in Europe

## Regular Line Hauls

~ 2,000 operating the DHL Euroconnect network

## Freight Subsidiaries

More than 30 countries covered

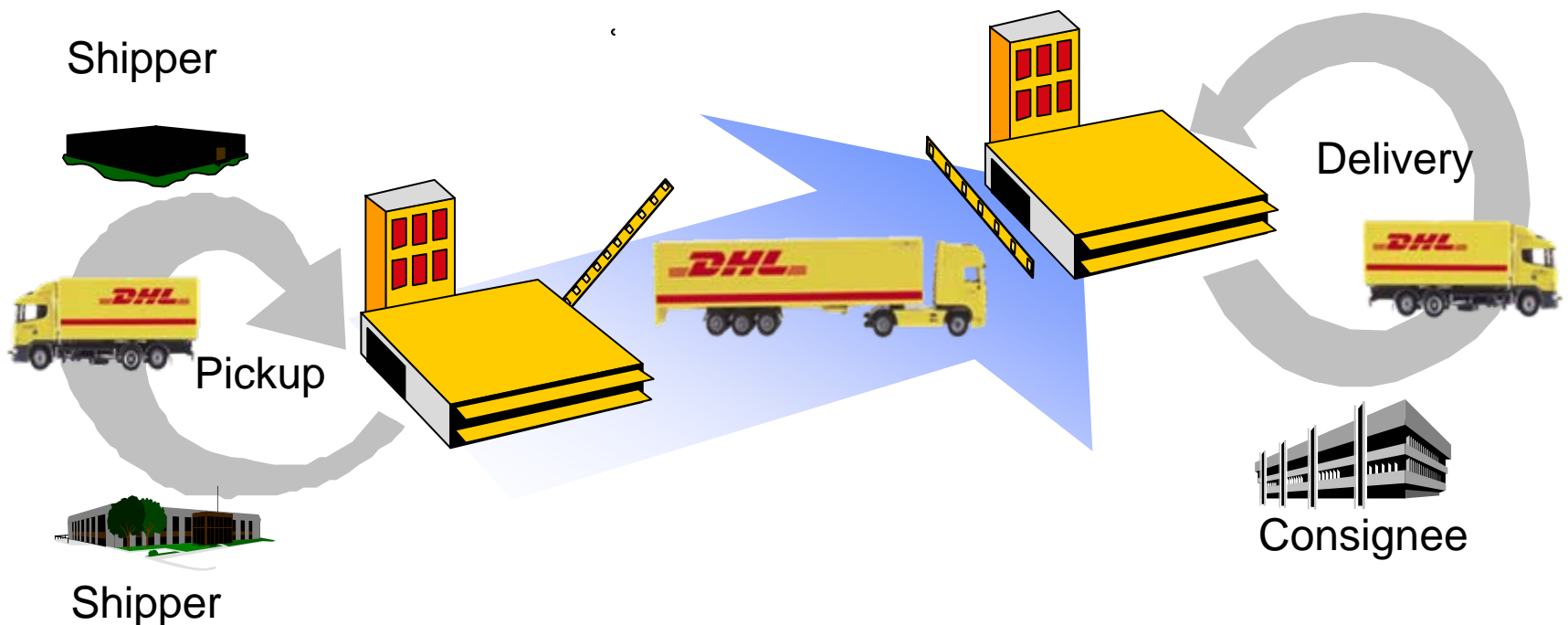
## FTL Movements

Two million per year



## GROUPAGE

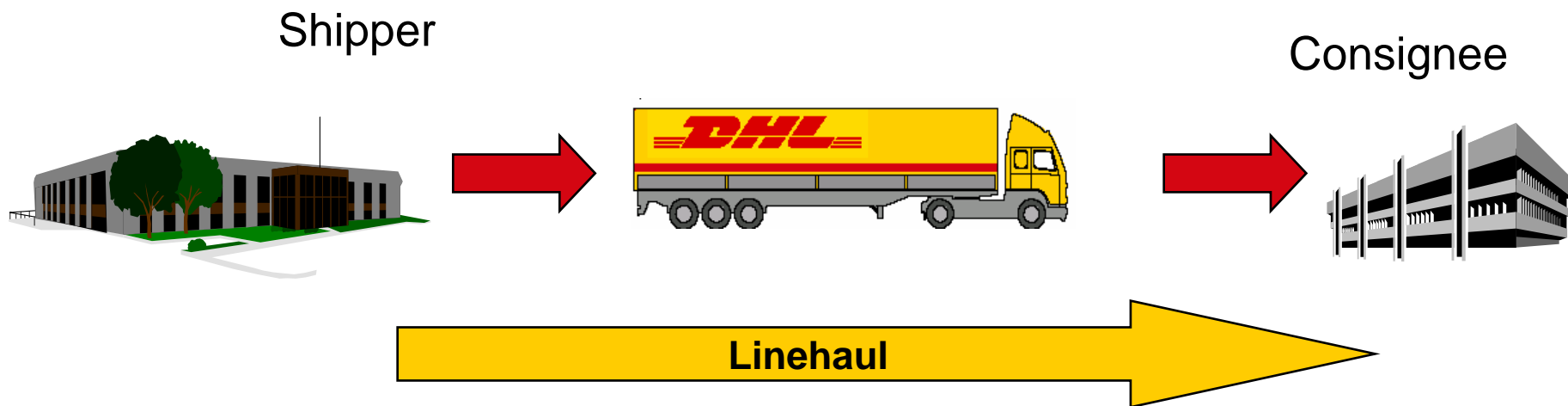
- groupage: payload < 3000 kg
- pickup & delivery with smaller units
- loading / unloading in terminal



## PART AND FULL LOADS

Direct linehaul from customer to customer

- Part loads > 3 tn
- Full loads > 25,0 tn
- Regular traffic and "spot" loads

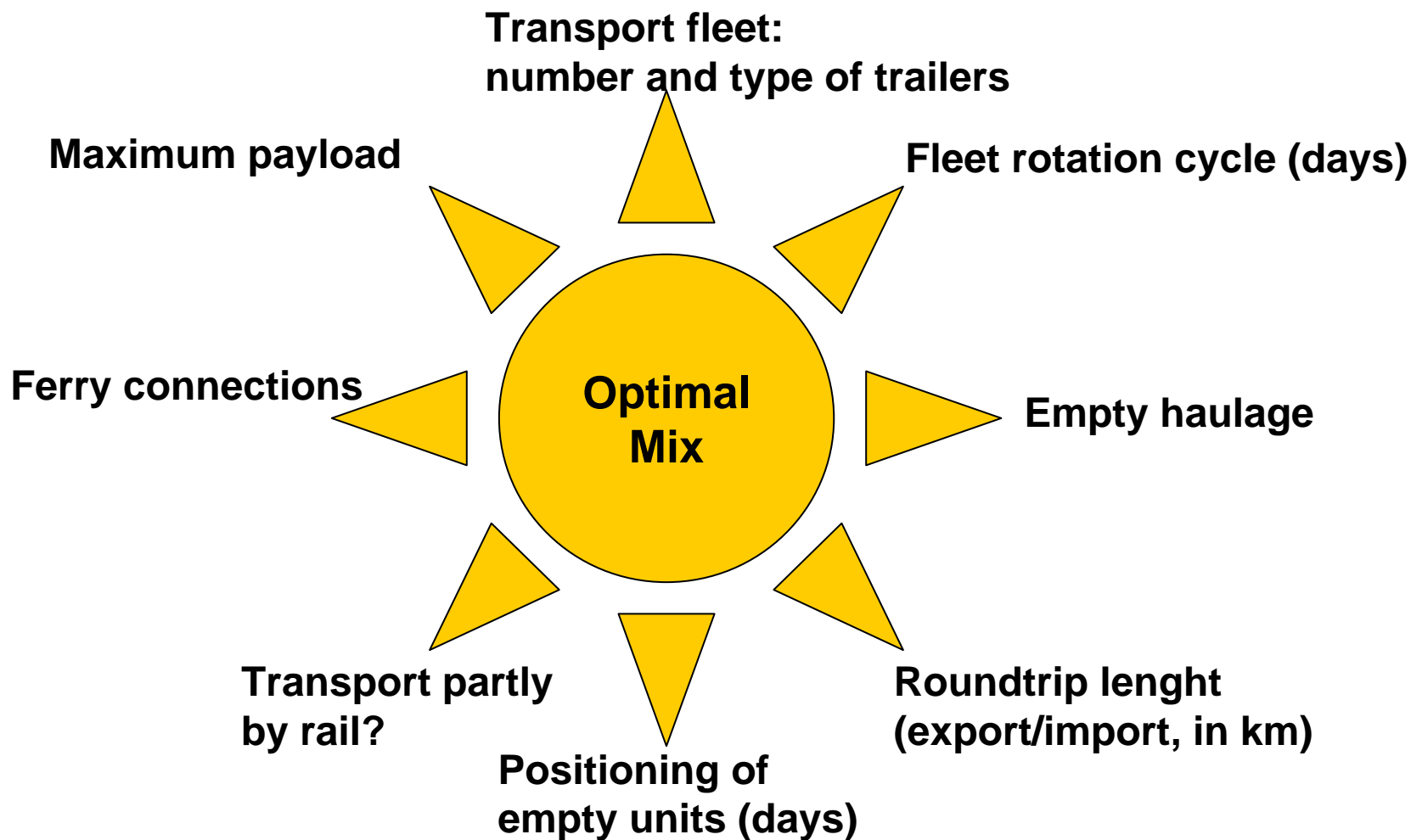


## FULFILLING CUSTOMER EXPECTATIONS

- speed
- reliability
- security
- sustainability
- attractive price



# ROAD FREIGHT TRANSPORT PRODUCTION



**All factors need to be taken into account**



## ALTERNATIVE ROUTES FROM FINNISH PERSPECTIVE

- via Baltica – improved vastly, but still a lot to be done
- direct ferry between Poland and Finland: few departures
- via Sweden – good infrastructure, but more expensive
- direct ferry between Germany and Finland – functional basic solution



## WAY TO THE RUSSIAN MARKET

- via Finland
- via the Baltic countries
- via Germany and Poland
- via Russian Ports





**THANK YOU FOR YOUR INTEREST AND TIME**



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