

1. General Request for German Logistics Services

Kind of Company

- Agent
 Association/Institution
 Exporter
 Grower/Producer
 Importer
 Manufacturer
 Research organisation
 Retailer
 Transport handling
 Wholesale / Distributor
 Other

Company description (please include products & services)

WITH COMPLETE COMMITMENT AND SERVICES FROM A SINGLE SOURCE, WE HAVE BEEN A STABLE AND STRONG PARTNER FOR MANY INDUSTRIES FOR MANY YEARS.
 MAIN PRODUCT - FULL TRUCK LOAD BUSINESS: EXPRESS, AUTOMOTIVE, CHEMISTRY, AUTOMOBILE TRANSPORTATION, FOOD, ADR, ETC

Are you planning to do any investments in Germany?

- Yes No

Do you already distribute your goods in Germany respectively in Europe?

- Yes No

If yes, do you intend to shift your traffic / your distribution to Germany?

WE ARE PLANING TO START WEEKLY LINE HAUL WITH GROUPAGE CARGO GERMANY -> BALTIC STATES -> GERMANY. THIS THE FIRST STAGE. AFTER SUCCESSFULL START WITH GERMANY, WILL BE ADDED MORE EU COUNTRIES, GERMANY - POLAND - GERMANY, GERMANY - FRANCE - GERMANY, GERMANY - CZECH REPUBLIC - GERMANY, GERMANY - ITALY - GERMANY, AND SO ON.

What kind of product is supposed to be distributed?

WE A LOOKING HAULIER/SUBCONTRACTORS TO CARY OUT CARGO FROM 30 KGS TILL 3000-5000 KGS, FROM BOX TILL 6-10 EURO PALLET PLACE. SUBCONTRACTOR MUST HAVE CROSS-DOCK SERVICE, COLLECT AND DELIVERY GOODS WITH WHOLE GERMANY AREA COVERAGE. INTERNATIONAL TRANSPORTATION FROM COUNTRY TO COUNTRY WE WILL MAKE BY OUR SELFS. IT IS NOT A RULE THAT WE WILL WORK ONLY WITH ONE PARTNER IN GERMANY. WE THINK IT MIGHT BE 3-4 SUBCONTRACTORS:

Logistics Alliance Germany is an initiative by the Federal Government. We help you finding competent logistics partner to capture new markets. All inquiries relating to Germany as a logistics location are treated confidentially. Our service is free of charge.

Logistics Alliance Germany • Invalidenstrasse 34 • 10115 Berlin • T. +49 30 58 58 4 58 - 58
 info@logistics-alliance-germany.de • www.logistics-alliance-germany.de

Inquiry Form

Have you already contact to buyers within Germany/Europe for your products?

- Yes No

If yes, when should the operation/the transportation start?

- Within the next few weeks Within the next few months Within this year

Concrete date

Which kinds of logistics services are needed? What kind(s) of transport mode(s) is / are preferred?

Please note: several answers possible!

- | | | | |
|--|---|---|---|
| <input checked="" type="checkbox"/> Road transportation | <input type="checkbox"/> Railway transportation | <input type="checkbox"/> Transport by air | <input type="checkbox"/> Transport by inner waterway-system |
| <input checked="" type="checkbox"/> Ware housing | <input type="checkbox"/> Refrigerated transport | <input type="checkbox"/> Returning | <input type="checkbox"/> Maritime shipping |
| <input checked="" type="checkbox"/> Labelling | <input type="checkbox"/> Invoicing | <input checked="" type="checkbox"/> Custom services | <input type="checkbox"/> Packing and picking |
| <input checked="" type="checkbox"/> Transport of dangerous goods | <input type="checkbox"/> Other | <input type="text"/> | |

What is the annual amount of shipments / quantity?

WE DO NOT HAVE ANYU HISTORICAL DATA FOR LTL SHIPMENTS. THE VOLUME BUDGET IS NOT DONE. BUT WE PLAN THAT FIRST YEAR AROUND 1000 SHIPMENTS FOR GERMANY TRAFFIC WILL BE.

What are the average dimensions of the shipments? (Average weight (kg) and dimensions (cm) of the whole shipment or of one single shipment)

OUR TARGET IS TO SELL SERVICE FROM 30 KGS TILL 3000-5000 KGS, FROM BOX TILL 6-10 EURO PALLET PLACES

What area should be covered? **Please note: several answers possible!**

- Germany Southern Europe Eastern Europe Western Europe
- Scandinavia Other or specific countries/regions

Which service-level for the distribution is needed (e.g. delivery time to customer)? Any further information (market segment; B2B/B2C etc.)?

MARKET SEGMENT B2B. USUAL DISTRIBUTION BUSINESS, ALL ADDIONAL SERVICES LIKE FIXED DAY/HOUR DELIVERY BY AGREEMENT.

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Inquiry Form

2. General Information (Contact Person)

Initial Contact to LAG: Yes No

Salutation: Ms. Mr.

First Name KESTUTIS	Last Name PETNIUNAS
Job title HEAD OF LTL DEPARTMENT	Company Name / Legal entity HEGELMANN TRANSPORTE, JSC
Telephone +370 612 89782	Email K.PETNIUNAS@HEGELMANN.COM
Fax +370 37 788 699	Website www.hegelmann.com
Employees 1000 - 2000	Year established 2004
Industry TRANSPORTATION	Turnover 100 MLN - 150 MLN EUR
Address 1 AGRONOMIJOS STR. 55	Zipcode / City LT- 47480, KAUNAS
Address 2	State / Province

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