



Information from the Wilson Logistics Group

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Press release

Wilson Logistics Group secures major order

The Wilson Logistics Group has in the face of tough international competition secured a major order from Volvo Logistics, worth approximately SEK 75 million over three years. The order is the result of flexibility and a strong customer focus and is clear acknowledgement of the importance of the Wilson e-service platform.

The order is for short lead time air transport from North America, mainly to Sweden but also to Belgium and Norway. Wilson Logistics Sweden and Wilson Logistics Inc. in the USA will co-ordinate a complex logistics flow from 550 suppliers throughout the USA and Canada, via six strategically located gateways in the USA, to various Volvo companies in the above countries.

"We are extremely proud to secure this prestigious order, which we have won in competition with more than ten other international logistics players," explains Pontus Henryz at Wilson Logistics Sweden AB. He states that part of the explanation for why they were awarded the order is the strong Wilson organisation in the countries in question and the customised solution Wilson was able to offer.

"The solution is based on specially trained personnel in separate Volvo customer services at Wilson, so-called Control Towers, with cover 24 hours a day, seven days a week," states Pontus Henryz.

"This is one of our most complex air movements," explains Johan Carlén at Volvo Logistics. "One of the reasons why we chose Wilson was the fact that through their e-service systems Wilshipper and Wiltrack they could offer total transparency in each link in the transport chain. We can follow what is happening at all times and we have full control, correct reports and pro-activity in our collaboration."

"We also feel that Wilson is flexible and has a customer-focused organisation. They have immersed themselves in our needs and understand them and they have appreciated the critical points," says Johan Carlén.

Collaboration with Volvo Logistics will commence on July 1.



Pictures available at: <http://www.newsonline.nu/imgway/index.asp?pmid=39226>

For further information, please contact Pontus Henryz, head of the logistics business area, Wilson Logistics Sweden, telephone: +46 31-42 96 03, pontus.henryz@se.wilsonlog.com or Johan Carlén, Contracting Manager, Volvo Logistics, telephone: +46 31-322 51 24, johan.carlen@volvo.com. For photographs see www.wilsonlog.com.

Wilson Logistics Sweden is part of the Wilson Logistics Group, Scandinavia's largest global transport and logistics service provider within air- and seafreight. Wilson Logistics Sweden had net sales in 2003 of SEK 2 billion. The company has offices at 10 locations in Sweden and around 330 employees. The Wilson Logistics Group had net sales in 2003 of SEK 6.5 billion and has 2,100 employees at 130 offices in 28 countries.