

## Ziegler chooses eCargo Pouch®

**The floor is to mr. Wim Sonneveldt (Business Development) of Ziegler:**

**“The first time, I heard about E-Freight myself was exactly 10 years ago in 2000, during the presentation by IATA on the FIATA world congress, organised by Fenex in the Doelen in Rotterdam. Also the E-Ticket was not yet common use in 2000 and in the years that followed we heard little of this topic. Perhaps the technology was not ready yet or there were other priorities, but apparently E-Freight ended in a dusty drawer.**

For each company it is of vital importance to follow new developments and to assess the impact on its market position and competition.

When in 2007 the first pilot with E-Freight is launched, we at Ziegler thought it was too early to participate for several reasons. In January 2010 Bert van Emmerloot of China Airlines contacted Ziegler to jointly start E-Freight, given our long-term and pleasant cooperation. Right around that time Cargonaut launched the eCargo Pouch® and we found exactly eCargo Pouch® the missing link to participate to E-Freight. We therefore immediately contacted Cargonaut in order to use eCargo Pouch®.

Together with our partner in Taiwan and in cooperation with China Airlines we have started an E-Freight project and are able to handle complete paperless shipments to that destination. We have also transported shipments to other E-Freight supported destinations and experienced eCargo Pouch® as a very user friendly tool.

Henk Seibels, Export manager Ziegler Netherlands is enthusiastic about the cooperation with Cargonaut and the customer-oriented approach by the its employees with clear explanations at our own location.

April 1<sup>st</sup>, 2010 Paul de Vries took over my position and so he is responsible for the daily management of Ziegler Air. Paul fully and wholeheartedly supports the E-Freight project.

### **Ziegler Group and E-Freight:**

The nice part is that we now act as a pilot for the entire Ziegler Group and that the Ziegler branches in other countries can take advantage of our experience in Hoofddorp.

eCargo Pouch® is not limited to the Netherlands and that makes it interesting for all countries where Ziegler has offices. E-Freight and thus eCargo Pouch®. It will also not be limited to the worldwide Ziegler network and can be used on all trade lanes by Ziegler's partners. Netherlands is almost always leader in new technological development and hopefully this enables us to maintain or even expand our strong position.

In 2008 Ziegler has become 100 year but is still alive and kicking and prepared for the new decade by applying innovations and use of in house development of powerful software tools. With E-Freight and eCargo Pouch® we are ready for the next few years.”

**Ziegler Group**

*With over 4,500 employees, 200 offices, 900,000 m2 warehouse area and a turnover of EUR 1.5 billion in 2009, the Ziegler Group is one of the European leaders in the field of multi modal transport and logistics. Besides in The Netherlands, Ziegler Group is represented with branches in Belgium, France, Switzerland, Germany, Greece, Poland, Great Britain and Ireland, as in Morocco, Tunisia and Algeria.*

*In the Netherlands Ziegler has three branches, namely Rotterdam, Venlo and Schiphol (Hoofddorp) with a total of some 150 employees. From Venlo and Rotterdam we treat all road shipments. In Rotterdam there is also a branch for sea transport and our Schiphol branch offers you solutions for air cargo shipments. Our Rotterdam and Venlo branches have modern warehouses where we take care of warehousing, order packing, re-packing, etc.*

*See also [www.ziegler.nl](http://www.ziegler.nl) and [www.zieglergroup.com](http://www.zieglergroup.com).*

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