

RELIABLE LOGISTICS FOR THE WIND INDUSTRY



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GLOBAL FORWARDING

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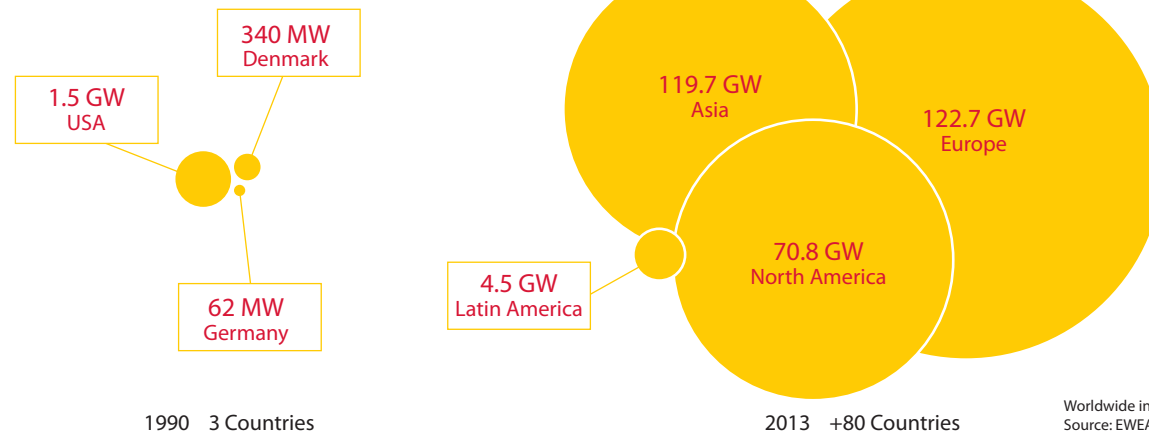
You are in an enviable position. Having grown an average of 25% p.a. over the last decade, the global wind industry is still in its early days, with nearly boundless potential. Hardly a day goes by without some sort of optimistic view about the wind energy sectors future.

But while conditions for larger economies of scale and a wider globalization of the industry have never been better, making the most of these opportunities seems increasingly difficult.

Whether you need to import parts to meet demand, export parts to level supply, source from the other side of the world, or complete a project in your own country, you need to be able to monitor local activities at all times to guarantee your requirements and standards are being met.

This is where DHL can help you. By partnering with a global logistics firm that has local expertise in key wind markets and that provides logistics solutions with full transparency, flexibility and reliability, you can increase your speed to market and support the further growth of your business.

Global reach – Winds remarkable growth



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The wind energy industry has undergone a rapid evolution in the past few years: growing from a regional niche activity to a global enterprise, achieving incremental economies of scale. And it is on its way to drive costs down to grid-parity.

This means a more sustainable future for us all and plenty of opportunities for you.

Our Industrial Projects Offices



Whether you're looking to access lower production costs, enter booming markets, or optimizing your global maintenance set-up, you need to act quickly to make the most of these opportunities.

DHL's industrial projects division, with operations in some 60 wholly owned offices around the world, coupled with our extensive network and global presence in more than 220 countries, means that regardless of where you need to be we can accommodate your requirements.

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REDUCE YOUR COSTS

The multiple opportunities available in the wind energy industry have launched a wave of competition between a growing number of suppliers and manufacturers. As with any crowded marketplace, new entrants are focusing on cost reduction.

This has resulted not only in optimizing sourcing for key components, thus driving down production costs, but also in looking for efficiencies throughout the entire supply chain, especially in global logistics.

To be able to compete profitably however, you need to move beyond simply optimized sourcing and into wider supply chain and logistics issues: forecasting and planning of production and milk runs, supply chain monitoring, optimized multimodal delivery and remote location support are some of the measures that can help you further reduce costs and increase efficiency.

DHL can handle all this, and more, under one roof. This translates into increased safety, confidence, flexibility, communication and transparency for you and your customers.

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INCREASE YOUR PRESENCE

With increasing competition, growing markets and imbalances in supply and demand in different regions, the home market is no longer sufficient to either offer you further cost reduction potential, drive efficiencies in your end-to-end wind supply chain or grow your customer base.

This translates into having to grow your operations beyond local borders. In turn, this increases not only your exposure in the market, but also your need to adopt new processes and familiarize yourself with new laws, languages and cultures.

By utilizing DHL's wind sector expertise, you free up resources and can focus on your core skills, be more flexible in responding to changing market conditions, boost innovation and reduce your costs – all critical factors for further, and sustainable, growth.

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OPTIMIZE YOUR LOGISTICS

Logistics is rapidly becoming the new benchmark frontier in the wind industry. With a fragmented and globalizing market, it will become increasingly critical in not only reducing cost throughout the entire supply-chain, but also to reach customers in a faster, more profitable way.

This means making choices of where to focus your competitive efforts.

One of the main benefits of working with DHL is that you can profit from our global network and experience in handling both regular and oversized cargo from a variety of industries, including global spare-parts and vendor management for the aerospace industry, and inbound to manufacturing, inventory management and aftermarket support for the automotive industry, just to mention a few.

Moreover, our in-house supply-chain consultants have a vast experience in optimizing the value-chain of a wide variety of companies, including those on a fast-track to maturity.

WE SPECIALIZE IN OVERSIZED CARGO, FREIGHT FORWARDING AND THE WIND INDUSTRY

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From shipping nacelles, blades, towers or any other major wind turbine component half way round the world, to ensuring that an urgent replacement part minimizes downtime of a turbine, DHL's dedicated global sector team has the insight, understands your needs and is able to demonstrate best practice across the wind industry.

Our expertise doesn't stop once your goods have reached the port. We handle feasibility studies, road and route surveys for remote locations, act as a lead logistics provider, provide customs-clearance and help you optimize the flow of equipment. All this means you have more time to add value for your customers.

Wind Logistics Flow



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1. Sector expertise 2. Cost savings 3. Peace of mind 4. Increased efficiency

HOW WE DO IT:

Linking your world

A successful business depends on a network of reliable suppliers that all work together to guarantee the final customers satisfaction. DHL can support you in connecting all involved in your value-chain and help you achieve cost reductions, boost your competitiveness and improve lead-times.

Our size – your advantage.

Here is one way our worldwide leadership in the logistics field benefits you: with over 600 employees across 60 offices worldwide, our project transportation division assures you end-to-end logistics solutions and visibility, competitive pricing and an advantage in securing capacity due to our buying power.

Sector sensitivity

Our global dedicated wind team has extensive knowledge of routes, regulatory systems and procedures, height requirements and weight limits, have the proper safety credentials and decades of experience in all sorts of project transportation. This means you can trust us to take care of your cargo, whatever its size and shape, from origin to final destination.

OUR CORE OFFERINGS:

- Multimodal transportation: road, rail, ocean, air
- Domestic transportation: trucking, air
- Customs Clearance / duty drawback
- Warehousing (3PL/4PL), export packing and crating
- Consolidation and storage
- Project cargo tracking and tracing systems
- Cargo expediting / PO management
- Ocean chartering: time and trip charters, voyage and COA
- Air chartering: spot charters, wet lease and heavy lift
- Transport engineering: feasibility studies, route surveys
- Loading / discharging supervision
- Heavy lift transportation: lifting, Ro-Ro, inland, barge, ocean
- Marine services: tugs, barges and off-shore supply vessels.

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GLOBAL RESPONSIBILITY & SAFETY

We summarize our commitment to HSSE as QUEST and it provides the framework for establishing and reviewing objectives which are set at global, regional and country levels. We extend these principles also to our subcontractors and suppliers, and regularly monitor and assess compliance.

We take compliance very serious and have teams and mechanisms in place to deal with a variety of programs: FCPA/Anti-Corruption, Code of Conduct, Anti-Trust and Business Ethics, a.o.

Quantifying performance indicators in all relevant functions. Uphold and comply with all legislation, regulations and requirements of our management systems. Excellence in everything we do, continually improving our business operations and management systems. Sustainable development and prevention of pollution. Training and development of all our people; ensuring the physical integrity and the health of our employees and their workplaces (we are currently under OHSAS 18001 certification on a Global Level).

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GREEN SHIPPING FOR GREEN ENERGY

Our aim is to reduce our carbon footprint by 30 percent by 2020. This encompasses every package sent, every container shipped and every square meter of warehouse space used. We're the first major company in the shipping industry to set such a climate projection target. We call it DHL GoGreen.

For more details on how DHL can help your business make the most of global wind energy opportunities, please contact our dedicated team at: renewable.energy@dhl.com or visit www.dhl.com/renewableenergy

