



Global Logistics Group Introduces Paperless Trading

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Leading logistics provider Danzas Group has announced that it had successfully introduced a 'paperless' trading system on exports from Asia to Europe. Working with Otto Versand, the world's number one mail order company and second largest e-commerce retailer after amazon.com, Danzas is implementing e-business system bolero.net on more than 1300 airfreight-clothing shipments from Hong Kong to Germany. Together these transactions involve 100 different vendors.

A corporate division of Deutsche Post World Net, the Danzas group has 45,000 employees worldwide and is one of the world's top five global logistics providers.

According to Rainer Fischer, Vice President of Danzas; "By sending the complete documents ahead of the physical goods, customs clearance and ground handling can be prepared at destination before arrival of the aircraft. "

"This is essential to speed the delivery of goods to Otto Versand's warehouses", says Danzas Vice President Thomas Schiller. "Due to the fact that documents are exchanged electronically we have achieved an increase of productivity at Danzas and can offer value added services to Otto Versand."

Otto Versand's work with Danzas forms part of the company's plans to send 90% of its exports out of Hong Kong, amounting to 7,000 shipments per year, through the Bolero System.

According to Otto Versand's Manager for Trade Finance and Travel Management, Jens Podewski, "By exchanging documents electronically via bolero.net with strategic logistics partners like Danzas, we can cut lead-times, improve our demand forecasting and reduce our stock levels, which in turn results in a significant reduction of working capital."

Otto Versand and Danzas plan to introduce bolero.net on shipments from Korea and Singapore. A further step will be the introduction of bolero.net into ocean freight shipments in early 2003.

"Awareness of bolero.net and of the positive difference that it can make to customers' operations has been growing steadily," says bolero.net commercial director Peter Scott. "Some of our users estimate that their back office administrative costs can be cut by up to 50%."

"As bolero.net is an "open" system working closely with both UN and industry standards initiatives, organisations can move with confidence away from proprietary point to point systems and fully embrace the emerging bolero.net electronic standards for international trade."