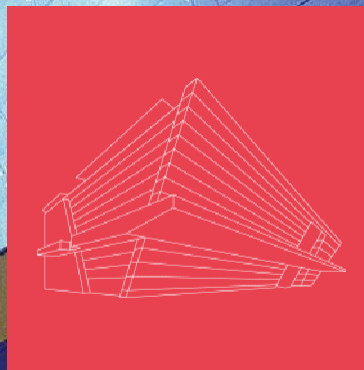


 palais des congrès
de paris

 **SCHENKER**



OUR NEW
LOGISTICS
INITIATIVE



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1

BACKGROUND

Logistics
















A new approach



+ A RESPONSE TO NEW REGULATIONS

The City of Paris is continuing to implement proactive policies to combat air pollution. Regulations are gradually being amended to reduce road traffic emissions, resulting in tighter restrictions.

Calendrier des interdictions de véhicules

	Aujourd'hui	Jul. 2019	2021	2022	2024	2030
Paris	 et antérieurs	 et antérieurs	 et antérieurs	 et antérieurs	 et antérieurs 	 et antérieurs 
Métropole du Grand Paris		 et antérieurs	 et antérieurs	 et antérieurs	 et antérieurs 	 et antérieurs 



+ A STRATEGIC APPROACH TO TRAFFIC CONGESTION IN PARIS

Streamlining the setup and dismantling periods for events, reducing the number of vehicles, and monitoring and scheduling arrivals and departures.

A new logistics strategy must include environmental considerations, corresponding to both new regulations and growing ecological awareness.

Transforming logistics

A joint challenge



+ COST TRANSPARENCY

Our objectives:

- Improved efficiency
- Less lost time (waiting, traffic jams, etc.) that result in costs borne by our exhibitors
- Staff trained in the proper use of goods lifts

Optimising industry professionals' working time and improving the overall efficiency of logistics operations



+ COMPLIANCE WITH ENVIRONMENTAL OBJECTIVES

As key stakeholders in events, organisers are increasingly aware of the need to reduce emissions. Our goal is to limit the impact of events through such initiatives as clean vehicles, transport optimisation, staff training, etc.

A new logistics strategy must respond to the various challenges facing all stakeholders: organisers, exhibitors, operators and suppliers.

2



A WORLD-CLASS PARTNER

A single partner

A global logistics leader

To meet the challenges it is facing and to fulfil its CSR commitments, Viaparis has selected a highly-qualified partner in the field of logistics, whose expertise includes:

- Customised solutions
- A logistics centre in Gennevilliers, 9 km away from the Palais des Congrès de Paris
- A comprehensive offer from a multimodal service provider
- A team of experts from PCP to provide advice to organisers and exhibitors
- A committed and responsible partner with ISO 20121 certification
- A versatile fleet that can adapt to changing requirements (clean vehicles)
- A team of trained professionals (bilingual, energy-efficient driving, etc.)
- Continuous performance appraisal



Why did we choose a single logistics partner?

- Logistical limitations at the Palais des Congrès (one single entry and exit, limited space at the loading dock, followed by obligatory use of goods lifts)
- Multiple simultaneous events
- Site facilities can be made available to a single provider at the loading dock

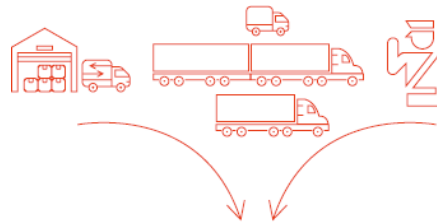
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THE NEW LOGISTICS CHAIN

How it works

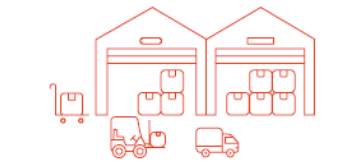
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TRANSPORT
SHIPMENTS ASSEMBLED
AT POINT OF DEPARTURE
CUSTOMS CLEARANCE



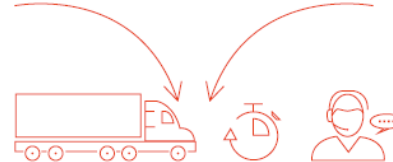
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**SHIPMENTS GROUPED AT
OFF-SITE STORAGE FACILITY**
LOCAL DELIVERIES
(EXPRESS DELIVERIES,
DECORATORS, ETC)



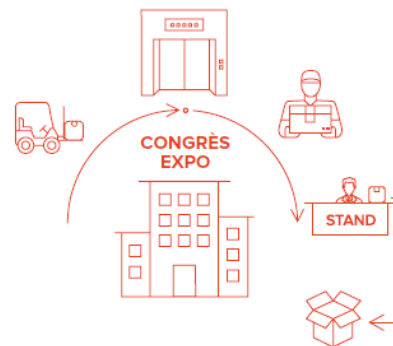
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**CONSOLIDATED
DELIVERIES
TO VENUE**
SCHEDULING OF ARRIVALS



4

**REGULATION ZONE
HANDLING
DISTRIBUTION
MANAGEMENT OF
PACKAGING WASTE**



Turnkey services

DB SCHENKER *Fairs*

*Comprehensive transport services
for trade shows and exhibitions*



RESERVATION

Fast and easy ordering
via a dedicated email address
palais.events@dbshenker.com
Contact 24/7

DB SCHENKER REMOTE STORAGE FACILITY

- Reception & identification of packages
- Reception of multiple packages
- Customs clearance



CERTIFICATION ISO

- ISO 9001 certification
- Network certified ISO 9001 & ISO 14001
- EURO 5 & 6 vehicles, drivers and forklift operators trained in energy-efficient driving
- Performance monitoring (KPI)
- Premium solution

CUSTOMER PICKUP



DELIVERY ON SITE

- 1 Consolidated shipments by semi-trailer for night-time sequential deliveries
- 2 Light eco-friendly vehicles used for specific deliveries

Organisation tailored
to each event
**A DB Schenker project manager
assigned to each event.**



A Scheduled deliveries
with Logipass system access



B DB Schenker supervision
of forklift operators & handling staff

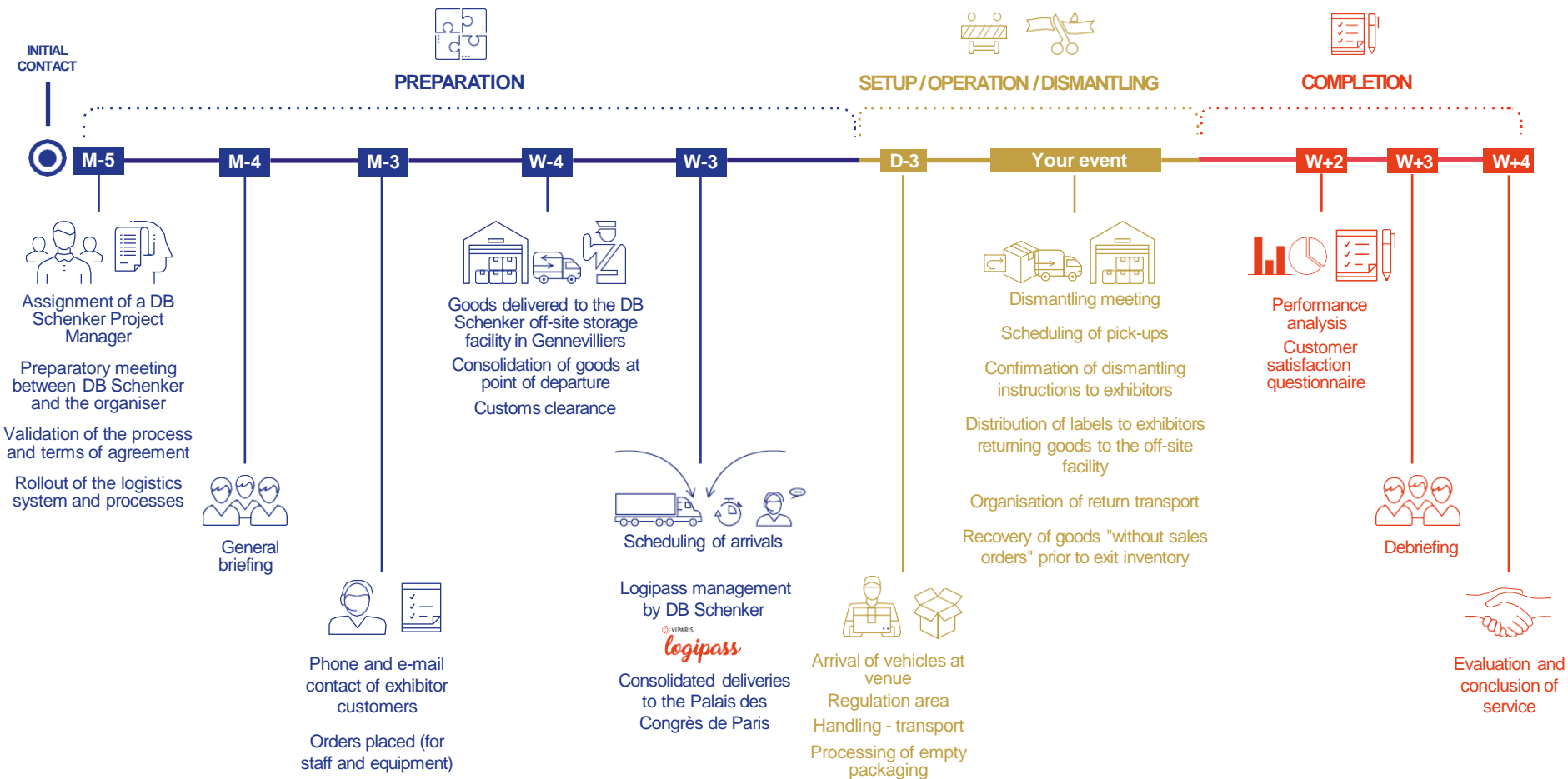


C ON SITE DB Schenker storage area
for storing exhibitors' equipment
pre- and post-event



D Forklift operators
trained and accredited by DB Schenker

A new logistics chain that is part of the customer process



4



OUR GOAL:
CUSTOMER SATISFACTION

Support provided under the new logistics initiative

OFF-SITE FACILITY:



- Regulation parking and registration for lorries (assignment of a badge allowing access to the PCP)
- Reception, identification and labelling of shipments (status of goods updated in LIFT application and visible to the customer)
- Organisation of consolidated night deliveries to PCP (organised by date, zone, goods-lift)

SERVICES AT VENUE:



- Permanent on-site presence
- Teams on each floor providing customer information
- TEMPO package (storage of assembly tools with access during setup/dismantling)
- Scheduled deliveries by zone and time slot
- Use of connected boxes
- Debriefing with Viparis team

Important: the debriefing phase

- Monthly KPIs as part of ISO 20121 certification
- Suggestions for improvement and action plan
- Organisation of debriefing meetings with the customer, DB Schenker and Viparis
- Concurrently, organisation of monthly meetings between VIPARIS and DB Schenker

Benefits for the entire chain

Organisers

- Customized support
- Chargeback on exhibitor sales
- Streamlined logistical flow
- Better use of goods-lifts
- Flexibility
- Process tried and tested at European and international venues

Exhibitors and stand assemblers

- Rate transparency
- Personalised quote within 48 hours
- A sales team that is attentive to specific needs and can provide suggestions
- Dedicated on-site presence
- Possibility of early deliveries to the off-site facility

5



RATES

2022 RATES (per m3)

Basic package	Transit via the off-site facility	Direct delivery to PCP
1 to 4.99 m3	100€ (minimum 220€)	45€ (minimum 130€)
5 to 9.99 m3	€100	€45
10 to 14.99 m3	€70	€35
15 to 19.99 m3	€60	€35
20 to 24.99 m3	€50	€20
25 to 29.99 m3	€45	€20
30 to 34.99 m3	€40	€20
35 to 39.99 m3	€30	€17
40 to 44.99 m3	€30	€15
45 to 49.99 m3	€30	€15
Flat rate for fully-loaded semi-trailer	-	€750

Package includes: management costs, dedicated Project Manager and hotline, required insurance, traffic management within Logipass, vehicle scheduling, station unloading and stand delivery. The same costs are to be applied for stand pick-up and re-delivery to the facility.

Please note: semi-trailers that are not fully loaded may not directly access the PCP without approval.

Empty packaging	Transit via the off-site facility	Direct delivery to PCP
1 to 19.99 m3	€65	€65
20 to 49.99 m3	€60	€60

Includes removal, storage and return of empty packaging.

Organiser chargeback included	5%	5%
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Other logistics services are available; please ask for a quote.

Please note that these rates are valid on weekdays from 8 a.m. to 6 p.m. Surcharges may apply.

APPENDICES

Answers to your questions

- **Who oversees the coordination between the organiser, the exhibitors, Viparis and DB Schenker?**

A single contact person – the DB Schenker Project Manager – is responsible for coordination. He/she will attend meetings and will support you with a tried and tested delivery schedule.

- **How can we trace delivery flows between the off-site storage facility and the PCP?**

See the "LIFT" description on slide 20.

- **What sort of safety guarantees do you provide concerning equipment at the off-site facility?**

See the "QSSE" description on slide 21.

- **How is the traffic congestion in the vicinity of the PCP being addressed?**

The system we have designed optimises logistical flows. In comparison with a standard delivery system, the number of vehicles is drastically reduced. Moreover, the off-site facility is located 9 km away from the PCP, which allows us to accurately schedule deliveries and save time.

- **Does the off-site facility arrangement include a storage zone closer to the PCP?**

Based on need, in addition to the off-site facility, a regulation area in closer proximity to the PCP could be negotiated with local authorities through Viparis.

- **Will all vehicles have to use the off-site facility?**

Loaded articulated lorries may access the PCP directly without passing by the facility (using a nearby holding area if need be). All other requests must be authorised.

- **Who handles specific requests (oversized or valuable equipment, etc.)?**

DB Schenker Fairs specialises in transport and logistics. Our sales staff can advise customers on specific requirements, calling on an internal and external network of specialists depending on needs.

Answers to your questions

- **During the dismantling phase, what are the arrangements for collecting equipment and help with re-palletting?**

Customers are consulted before and during the event to confirm their end-of-event needs. On the closing day, our teams visit exhibitor stands to distribute labels and validate returns that need re-palleting.

Schenker Fairs maintains an office during the setup and dismantling periods, either in the organiser's office with the permission of the organiser, or elsewhere, defined in coordination with Viparis.

- **What is my insurance coverage?**

You are covered under DB Schenker's General Terms and Conditions of Sale, and by an optional ad valorem insurance policy.

- **What are the financing terms for exhibitors? For the organizer?**

There are two possible scenarios:

1. DB Schenker invoices exhibitors directly with a chargeback to the organiser
2. DB Schenker invoices the organiser at a preferential rate, and the organiser then re-invoices the exhibitors

- **What is the time-frame for deliveries to the off-site facility?**

Deliveries can be made as early as one month prior to the event.

The LIFT online application – Available late 2020

Once logged in, customers have access to a range of options, including a "Live Chat" feature for assistance.

DB SCHENKER

Jump to event ▼

Snackex 2019

27 Jun 2019 to 28 Jun 2019
CCIB Barcelona

Documents



Sustainability



Health & Safety



Shipping & Tariffs



Management Pack



Exhibition Floor Plans

Make a booking



Forklift



Storage



Warehouse



Shipping



Plant & Labour Hire



Packing Materials

Orders in your basket

Type	Items	Exhibitor	Timeslot	Order status	Cost	Operations
Storage order	Empty	Oswald - 1 - 254		In basket	1800.00 EUR	Review ▼
Unloading & Reloading	Unloading 13.6m vehicle	Oswald - 1 - 254	Thu, 04/10/2019 - 10:00 - 1	In basket	700.00 EUR	Review ▼
					Total	
					2,500.00	

cument-library/19/391

Add all orders to checkout

Designed by Qube for DB Schenker UK | GDPR Compliance Statement | BPA Standard Trading Conditions

Need help with LIFT?



Logistics services at your fingertips

- An Amazon-like ordering system with verified items in a shopping cart
- Access to all event documents
- Ability to make advance reservations for logistic services
- Orders can be placed via smartphone app from anywhere in the world
- Automated instructions based on the service reserved
- Live Chat function with a member of our team
- Automated pricing for all orders
- Complete tracking of all orders from arrival at port or airport to the stand and vice versa
- Online payment by credit card or Paypal

The off-site facility – QSSE* characteristics

- Site classified as ICPE Threshold A
- 200 tons of waste/year → recycling rate: +70%
- Responds to traffic/pollution issues in the Greater Paris region
- Monitoring by Safety Control Centre 24/7
- 220 CCTV cameras and 350 intrusion sensors
- Management of goods requiring special handling



- Performance monitoring
- Network integration
- Specific packages for specific requests

- Our goal for 2020: ISO 45001 certification



* Quality, Health, Safety, Environment

CONTACTS

Viparis and DB Schenker at your service

VIPARIS PALAIS DES CONGRÈS DE PARIS MANAGEMENT

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