

It's all about love.



**SAIL**  
SEA AIR INTEGRATED LOGISTICS



It's all about patience.

**Good things come to those who wait – but a delivery deadline has to be met.**

A 'just-in-time' delivery system has many demands. Products, which have taken months to mature, suddenly need to be sent on the quickest and most direct route to the point of sale. This is why we are totally reliable. We remain calm when things become hectic. We ensure that your product arrives on time.





It's all about knowledge.

**A good harvest becomes a great one when your customer is happy with it.**

You know exactly which factors influence your crop. You use your experience daily to ensure that every harvest is at its best. But how do you ensure that your products are brought quickly and safely to the relevant markets? That they maintain their freshness en route? Ask SAIL. We offer our expertise, for your success.





It's all about care.

**We know – You have full responsibility for your products.**

In today's food industry, anyone bearing this responsibility must be able to do so with a good conscience. Quality assurance has to be a top priority. We understand how much work, love and passion is invested by you, in attaining this level of product quality, and we ensure that it is kept throughout transportation.



It's all connected. That's why we are, too.



**SAIL is recognized as one of the industry's leading refrigerated and climate-controlled cargo specialists.**

Does your business sell scallops or lobster from New England to European retailers? Deliver frozen vegetables from Ecuador to your warehouse in Hamburg? Potato products to Central and South America? Do you run a shop selling German speciality food items in the USA or supply your Australian sister company with German pretzels? Have you won a contract to supply chocolate cookies to 22 distribution centres for a major retailer in North America?

**Whatever your cargo, we can help.**

We develop tailor made solutions to ensure the safe transportation of your temperature controlled food items from the field to the market place in most parts of the worlds.

The North America Trade Lane has traditionally been one focal point of our business. We have developed an extensive network of offices and partners, whose local experience and expertise ensures the efficient and smooth transportation of your cargo. We also offer value added services which cover customs clearance, domestic trucking, container stripping and stuffing as well as storage for dry and refrigerated cargo.



**Wherever you go, we are there already there.**

The same services are offered through our European network and, to a large extent, in Central and South America, too. Our import/export service provides regular and comprehensive coverage of routes from/to

- Europe
- USA and Canada
- Latin and South America
- Middle East and Asia
- Australia and New Zealand

**Whatever your requirements are, we fulfil them.**

Temperature sensitive cargo needs the best possible care throughout the cold chain. It must be shipped in accordance with strict specifications. We achieve this by making sure that state-of-the-art equipment is used and accurate monitoring systems are in place. We also provide our customers with the fastest transit times possible; an important factor in the cargo's shelf life.

We are able to offer the special handling your cargo requires; pre-cooling, temperature controlled pre/on-carriage, container stuffing and stripping, buyers consolidation services, temperature management, air exchange, modified and controlled atmosphere. We can also supply container seals, temperature recorders and dunnage material. Your cargo insurance can be covered by us, too.



We treat all shipments the same ...  
because we treat each one specially.

**Fruit & Vegetables**

require good airflow. Correct temperature, humidity and ventilation settings prolong post-harvest live.

**Bread & Pastries**

can be carried in pre-cooled equipment if container is loaded at a cold tunnel.

**Dairy Products & Cheese**

are highly impact and pressure sensitive. Stowage patterns need to be followed carefully.

**Meat & Poultry**

should be block-stowed for proper air circulation around the load.

**Cookies & Chocolate**

Exact temperature needs to be controlled to prevent "blooming" of chocolate.

**Preserves & Beverages**

can usually be shipped in 20' and 40' Dry Van Containers for easier consolidation.

**Fish & Seafood**

is often carried in a regulated atmosphere to maintain freshness and texture.

**Sweets & Confectionary**

Correct temperature/ humidity settings maintain product appearance and stops sugar crystalizing.

**Deep frozen goods**

such as ice-cream or frozen pizza can be carried at temperatures as low as -35°C.



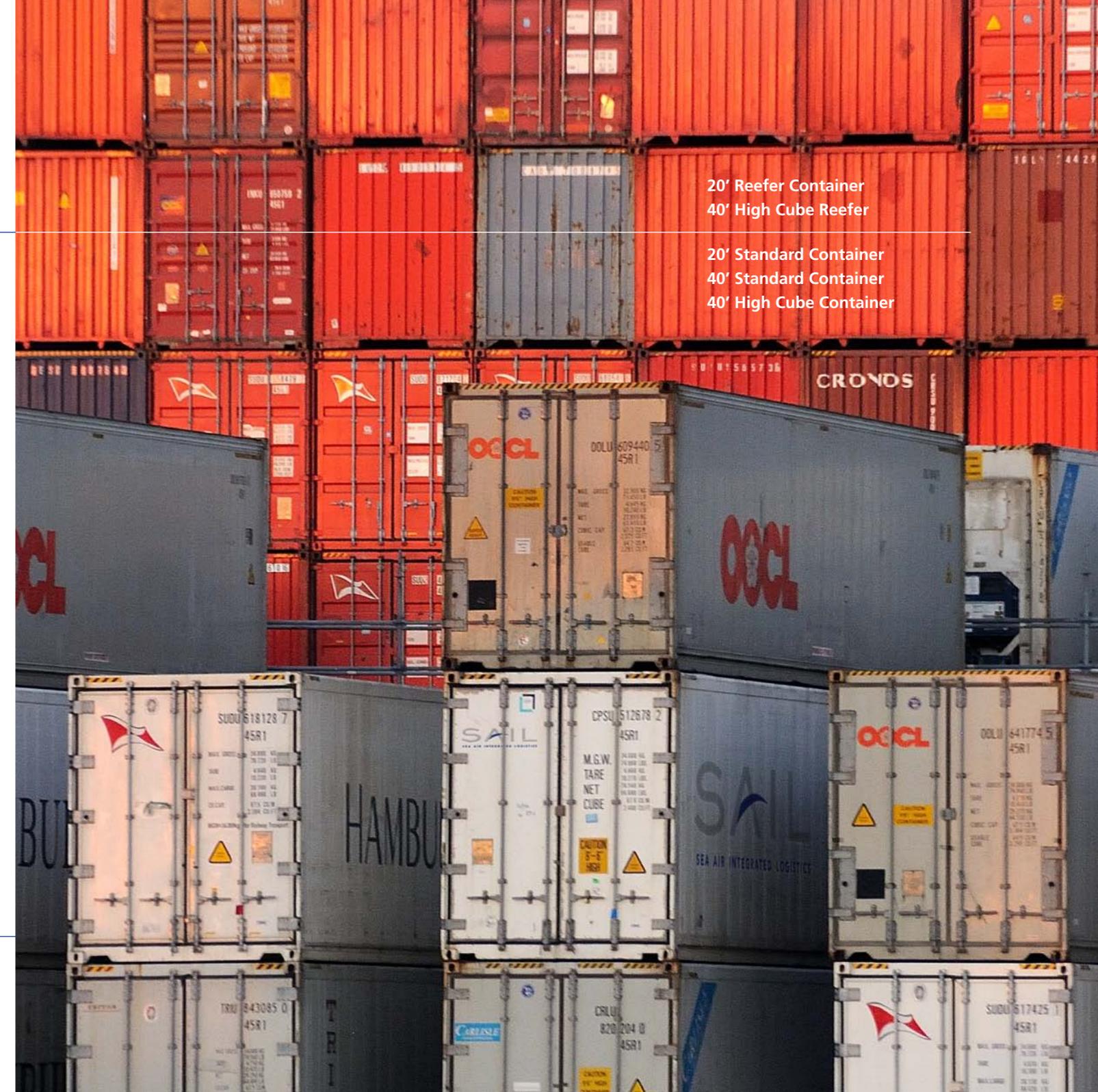
# Right in time, at the right place. SAIL with us!

People are our best asset. We are insuring your cargo gets the best care by employing experienced specialists located in our different offices. All members of our team have extensive background in shipping refrigerated and perishable goods. Regular internal training sessions assure that expertise is built-up. All of us understand what you are talking about since we have extensive knowledge of your product requirements. Each customer has a personal contact in our organisation. No voicemail, no general E-Mail addresses. It's not only a phrase:

## **We are small enough to care but big enough to serve!**

While people are our best asset next in line comes SAILTRACK, our logistics management and supply chain system. SAILTRACK has been created to deliver a competitive edge for small and medium-sized shippers. SAILTRACK encompasses everything from tracking purchase orders and supplier management, through every phase of shipping. Each shipment is tracked to give customers real-time information on progress.

We build our product with state-of-the-art equipment from quality vendors, be it shipping lines, truckers, rail or warehouse operators. Apart from the usual standard equipment we offer 20' and 40' Standard Reefers, 40' High Cube Reefers as well as Magnum and CA Reefers.



20' Reefer Container  
40' High Cube Reefer

20' Standard Container  
40' Standard Container  
40' High Cube Container

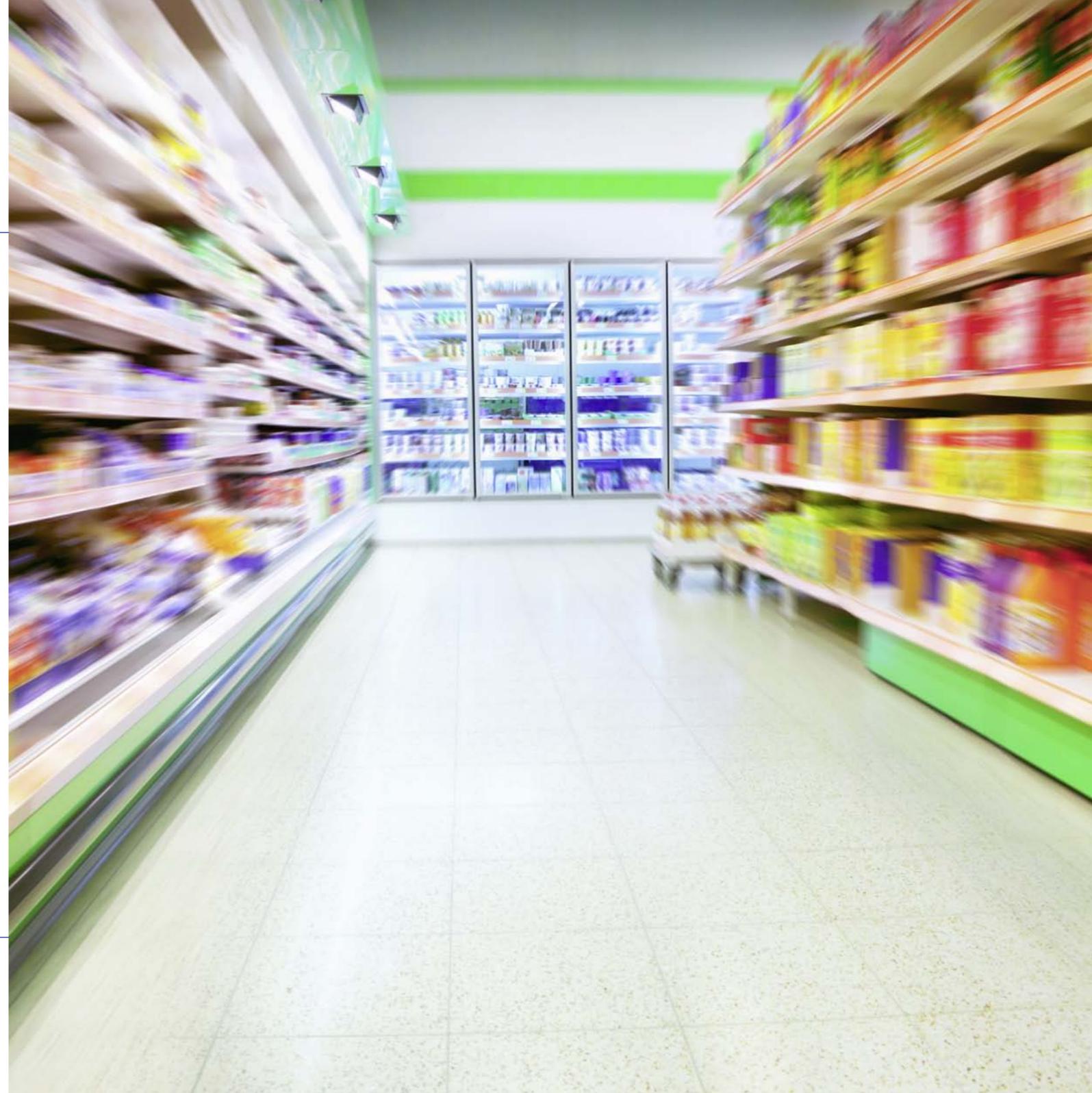
# It's all about speed.

SAIL holds a number of service-contracts with several well-established and reputable shipping lines. This enables us to offer our customers swift and reliable ocean freight services at competitive rates. The flexibility offered by multiple sailings and fast transit times means we can help you respond more quickly to changes in price and demand, and give you that crucial competitive edge.

## Complete Care from House to House



As a neutral NVOCC (Non Vessel Operating Carrier) we provide a full set of multimodal carrier services covering all major trade lanes. SAIL GmbH is a registered Ocean Transport Intermediary with the FMC, holding all necessary bonds and licenses needed to issue intermodal Bills of Lading in Transatlantic Trade. We are also registered with authorities in Brazil and China to make sure we cover all your documentary needs.



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Contact us!

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