

INTERMODAL SOLUTIONS

Practical Solutions, Successful Partnerships



**One of the UK's leading providers
of third-party logistics services**



“Our customer partnerships and alliances are crucial to our business and our focus on new technologies adds a further dimension to the Malcolm Logistics package.”



MALCOLM LOGISTICS, A DIVISION OF THE MALCOLM GROUP, IS ARGUABLY THE UK'S LEADING INDEPENDENT PROVIDER OF THIRD PARTY LOGISTICS SERVICES.

Focussed on Intermodal Solutions, we offer fully integrated **Road, Rail, Warehousing** and **Bonded Warehousing** services throughout the UK and into continental Europe, where our reputation and reach continues to grow steadily.

Key customer partnerships and alliances have been cornerstones of our development ambitions, as has our adoption and implementation of new technologies and our continuing investment in our state-of-the-art fleet. Together they provide compelling dimensions to the Malcolm Logistics package and the basis for an unrivalled business relationship.

In the following pages we cover all of the key Logistics components of our integrated Intermodal offering including -

ROAD TRANSPORT SOLUTIONS

INTERMODAL INNOVATION : 50' CONTAINER

SPECIALIST EQUIPMENT

RAIL TRANSPORT SOLUTIONS

RAIL TERMINAL OPERATIONS

WAREHOUSING SOLUTIONS

BONDED WAREHOUSING SOLUTIONS

SECONDARY DISTRIBUTION SOLUTIONS

SUPPLY CHAIN OUTSOURCING





ROAD TRANSPORT SOLUTIONS

Malcolm Logistics operate innovative and cost effective road transport and distribution solutions, servicing a wide range of products, sectors and industries.

Through a comprehensive network of 7 day/24 hour control centres, our Traffic Planners work closely with our customers and their customers in turn, to schedule vehicle movements to meet daily demands.

They are supported in their role by high-specification Traffic Management Systems (TMS), which have resulted in systematic management of driver and vehicle operations.

This approach to traffic management has not only provided consequential benefits for Malcolm Logistics but also to our customers and the environment.



Malcolm Logistics' road transport solutions include -

- Strategically placed distribution centres
- Experienced transport management and planning at all sites
- 24/7/365 customer service
- Inter-depot trunking
- Satellite tracking
- In-cab communications
- Real-time track and trace
- Advanced planning and operational systems
- POD scanning and retrieval via the internet



“As a result of our efficiency and well-managed operations, our customers enjoy unquestionable reliability and peace of mind. More reasons to trust Malcolm Logistics!”

INTERMODAL INNOVATION - THE 50' CONTAINER

Malcolm Logistics' **50' Big Box Container** is set to revolutionise the way goods will be moved in the future. In parallel, we have also engineered a **versatile new Trailer** which is easily and safely extended to accommodate our new super-sized containers.

Now our customers have the facility to move **15% more freight** per journey (over the largest available conventional container). And, by using a combination of our eco- friendly Road and Rail services, we are able to achieve a **13% reduction in CO₂ emissions per pallet**.

Malcolm Logistics' **Big Box and Trailer** innovations could make the difference to your business, from both financial and green perspectives.



MOVE
15%
MORE
GOODS

2.5 FEET

50'

THE
CONTAINER

AN INTERMODAL INNOVATION FROM

MALCOLM
LOGISTICS

It's a **Game Changer!**

ACHIEVE
13%
LESS
CO₂ PER
PALLET

2.5 FEET



Some useful facts

- Malcolm's new 50' Container will accommodate 30 pallets of goods (4 more than a 45' Container)
- Malcolm Group are committed participants in the Government's 10 year "Long Trailer Trial" and have allocated 101 trailer lengths at 15.65 mtrs and 34 at 14.6 mtrs for this purpose
- The current Megafret type Rail Wagon will easily accommodate container lengths of 50' [15.24 m] maximum

Trailer Compliance

- Our new trailer, in its road legal condition, laden with a 45' container, is fully compliant with Construction and Use Regulations
- By embracing the latest steer axle technology, we meet the turning circle requirements defined in C & U Regulations and the Longer Trailer Trial Technical Requirements
- In its 50' position our new trailer meets the requirements of the Road Vehicle Lighting Regulations

Malcolm Group are members of the Freight Transport Association's Logistics Carbon Reduction Scheme and 5* members of the Eco Stars Scheme.

“ Malcolm Logistics' Big Box and Trailer innovations could make the difference to your business, from both financial and green perspectives. ”



SPECIALIST EQUIPMENT

WALKING FLOOR DIVISION

Our walking floor trailer fleet is designed to our own unique high specification, providing a versatile, practical and reliable resource, with which to service the multi-operational needs of our customers.

Due to their versatile design, we are able to deliver the following benefits -

- High cubic volume load movements
- Significant payloads up to 27 metric tonnes
- Reduced road journeys
- Cost efficiencies to our customer
- Significant reductions in CO₂ emissions

Key features of our walking floors -

- 106 m³ and 112 m³ capacity aluminium bodies
- 2.95 metre internal height access for high volume palletised products
- 7 tonne rated floor allowing direct FLT access for loading palletised products
- Load weight indicator system linked to in-cab diagnostics display
- Wireless remote controlled walking floor
- Integrated full length floor mats for aggregates (retractable when not in use)
- Load inspection windows

We also operate a number of 106 m³ walking floors with semi-sealed floor systems, for specific use in the carriage of supermarket waste by-products, for the AD plant sector.

Safety features of our walking floors -

- Magic eye load / unload safety system
- Bi-LINE fall prevention system for operator safety
- Haldex EBS braking system with Rollover Prevention System

For additional safety and security, our vehicles are fitted with the TVG Runlock ignition immobiliser system, which allows the driver to override the ignition and remove the keys, whilst maintaining engine running, thus providing power to the hydraulic system for load and offload purposes.

All our vehicles are fitted with the internet based Falcon Tracking System, providing real-time control, management and accountability of our fleet. Aligned to our modern traffic planning technology, this allows us to meet the demands of our customer base, 24/7 and 365 days of the year.



SPECIALIST EQUIPMENT

OPERATIONAL APPLICATION

Our walking floor fleet consists of purpose built trailers, providing operator friendly equipment, suitable for the carriage of a broad range of loose bulk materials and palletised products.

We are a progressive and ambitious organisation, with a mission within the Recycling and Waste Industry, to increase and sustain growth within the sector, whilst continuing to deliver essential values based on -

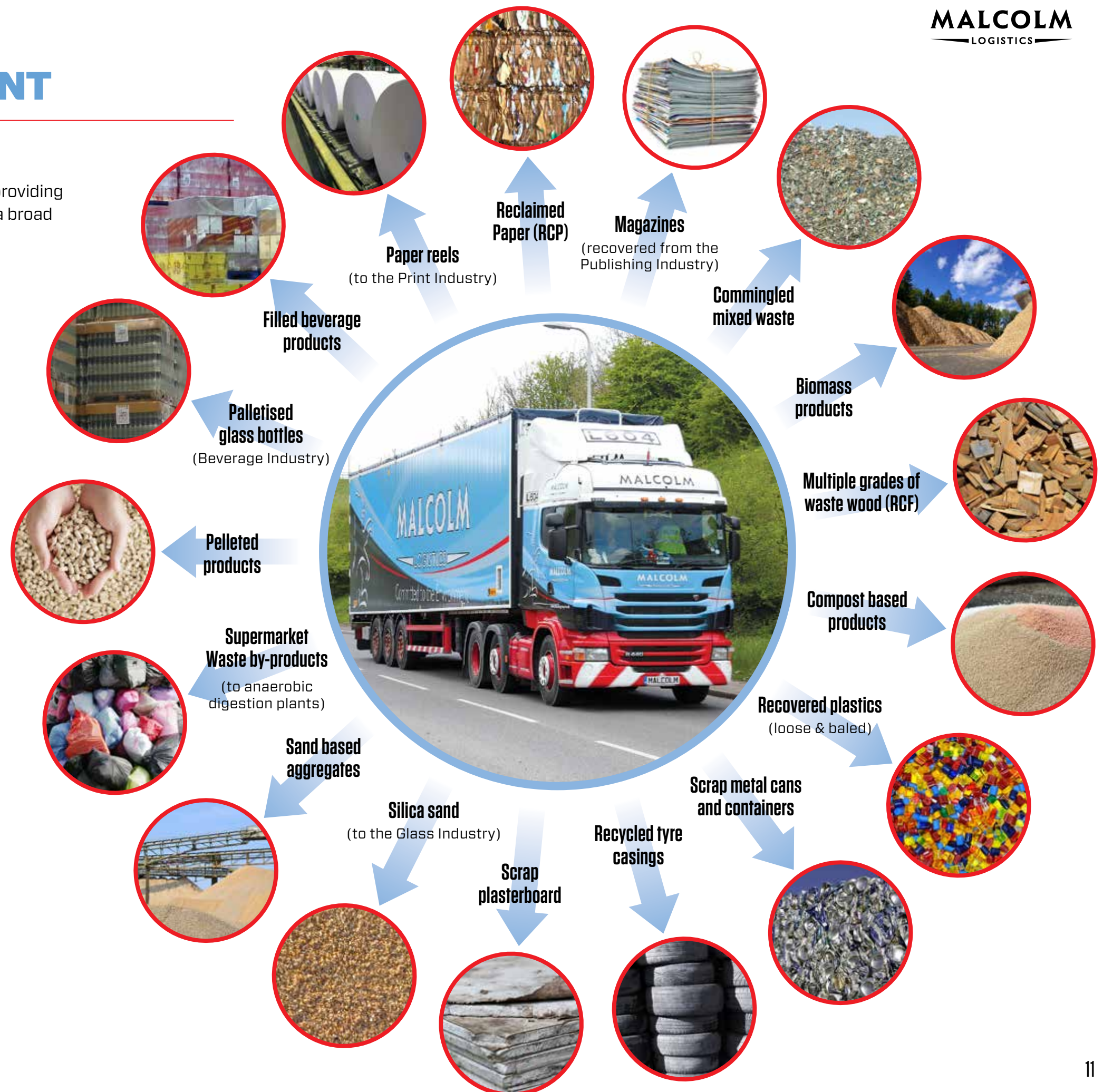
- Excellent service
- Excellent communications
- Quality of service
- Understanding our customers' needs
- Reliability
- Maintaining efficiency



Our skilled workforce are trained in all aspects of the sector's operations, proven through industry acknowledged certification and continually assessment via our in-house accredited Training Department, supported by our Health and Safety Department.

The combination of our professional workforce, strong management values, multi-functional equipment and innovative design, are proven across a broad range of customers and products, allowing us to provide and maintain the finest services to both.

Practical Solutions, Successful Partnerships



RAIL TRANSPORT SOLUTIONS

We now operate 60 trains each week between 6 terminals nationwide, providing reliable daily and overnight transit services between the following locations:

- Grangemouth > Linwood
- Grangemouth > Aberdeen
- Grangemouth > Crick (DIRFT)
- Crick (DIRFT) > Mossend

Malcolm Rail offers customers many additional advantages, particularly at a time of increasing environmental consciousness.



Moving freight by rail, rather than road, not only reduces road congestion and is more energy efficient but also produces 3.4 times less CO₂ per tonne-km and 70% less carbon emissions.

Source: Department for Transport, Delivering A Sustainable Transport System: The Logistics Perspective (December 2008).



“Since the re-emergence of Rail as an attractive freight option, Malcolm Rail’s pioneering express services have been leading the way.”

Our daily intermodal services form the backbone of Anglo Scottish rail distribution for UK retailers. Fast and efficient rail distribution is what we deliver to the demanding world of time sensitive store and DC operations.

Since commencing rail operations in 2001, we have handled in excess of 1 million rail units on our services. Our experience in rail and the wider logistics sector has allowed us to evolve to meet ever challenging performance targets and remove any mystique of using rail for the wider community.



Our rail product offers the advantage of environmental benefits, yet retains a one-stop shop opportunity by being part of the wider Malcolm Logistics operation. Rail can be integrated into a wider intermodal strategy or provide the basis of a strong standalone relationship.

We operate a substantial fleet of container units, along with curtainside swapbodies which enable us to handle a large variety of cargo and deliver straight to your door.



RAIL TERMINAL OPERATIONS

Malcolm Rail commenced its operations with Terminals at Grangemouth and Linwood (Elderslie). These locations offer full intermodal services linking road, rail and warehouse services and form part of our expanded Rail network, which today includes Daventry International Rail Freight Terminal (DIRFT) - the largest single inland rail freight terminal in the UK.

Our DIRFT hub has proven pivotal to the expansion of domestic intermodal operations in the UK including our rail-linked warehousing services, which combine to provide the quickest links to major destinations within the UK and to Europe.

DIRFT currently handles trains for major Freight Operating Companies such as DB Schenker, Direct Rail Services, Freightliner and GB Railfreight, moving container volumes of around 175,000 units per annum.

A modern lifting fleet is deployed at DIRFT to handle an ever increasing traffic volume.

Our rail terminal and container activities throughout the UK are managed and monitored using our Integrated Container Terminal Management System. This provides our customers with complete visibility of their freight within Malcolm Rail’s control and facilitates common data interfaces with all shipping lines.

Inland terminals form a strategic part of many UK supply chains. Holding cargo closer to the ultimate delivery point facilitates a quicker response to delivery demands and also allows greater utilisation of the road fleet, by enabling multiple deliveries to be made by the same vehicle, on the same day.





WAREHOUSING SOLUTIONS

Malcolm Logistics provides a 24/7, 365 days per year warehousing operation, across 10 locations in Central Scotland, Lancashire, Yorkshire, Avonmouth and Northamptonshire. As well as, managing considerable warehousing activities at numerous customer locations throughout the UK.

We understand the importance of balancing supply with demand and have invested heavily in market-leading Warehouse Management Systems, to provide customers with real-time visibility of our warehouse operations.

Key features of Malcolm Logistics' warehousing operations are -

- Flexible warehouse storage comprising -
 - Over 5 million sq ft warehousing space
 - Over 1.5 million sq ft of managed third party warehousing
- Racked and block stack capabilities
- Short and long term activities
- Rail-linked warehousing at key locations
- State-of-the-art facilities
- Wireless barcode scanning at all sites
- Integration with SAP and other ERP systems
- Real-time stock reporting and pallet traceability
- World Class WMS

BONDED WAREHOUSING SOLUTIONS

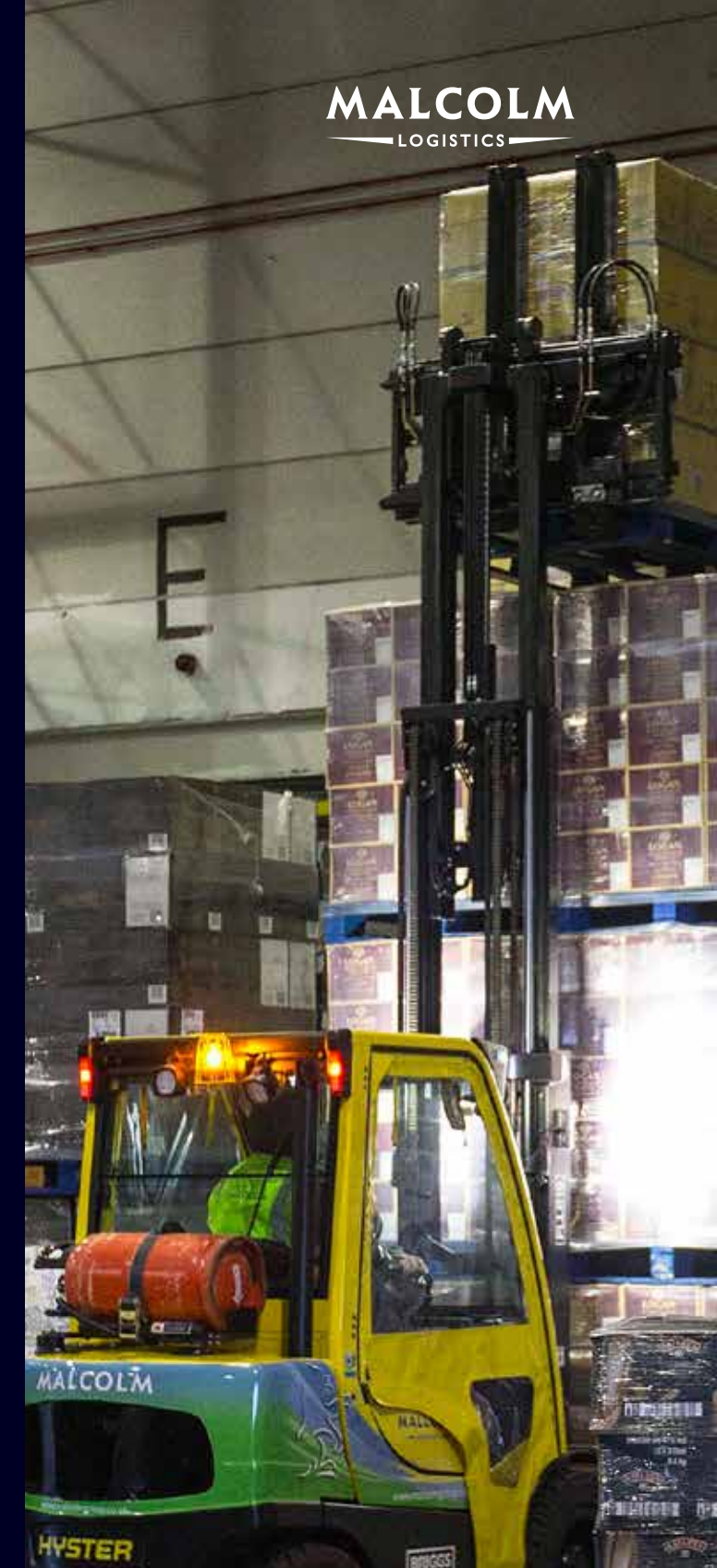
Malcolm Logistics is amongst the largest third-party operators of Bonded Warehousing in the UK, with six Customs compliant bonded facilities within our warehouse portfolio.

This provides in excess of 1.2 million square feet of modern Bonded Warehousing, supported by our ongoing investment in HMRC approved IT systems.

We offer block, stow and rack solutions together with other value-added services, such as copack and re-work, at each site. And, with three of our warehouses having direct rail links, we provide speedy links within the UK and to Europe.

Key features of our Bonded Warehousing operations are -

- Rail-side Warehousing
 - Grangemouth
 - Linwood
 - DIRFT
- Shared user facilities
- 6 Customs compliant Bonded facilities
- Racked and block stack capacities
- Cross docking
- Case picking
- Cask storage



“Our distribution operation services many “blue-chip customers nationwide.”



Shipments, varying from one case to multi SKU's, are loaded onto our specialist vehicles by our experienced forklift drivers for final delivery. And, using our sophisticated data capture and reporting techniques, our customers have access to real-time stock visibility and the ability to make real-time decisions across their supply chain.

This integrated approach has proven to be a business critical tool for our customers.

Key features of Malcolm Logistics' Secondary Distribution operations are -

- Full and Part-load logistics solutions available at key locations
- Rail solutions at selected locations
- Contract packing at selected locations
- Cross docking



SECONDARY DISTRIBUTION SOLUTIONS

Malcolm Logistics' Secondary Distribution operation is based at our Newhouse centre, a facility comprising 450,000 sq ft of warehousing and 150,000 sq ft of modern Bonded Warehousing, from which our own **secondary distribution** fleet provides a daily service to our many "blue-chip" customers, nationwide.

On arrival at our distribution centre, pallets are processed through our Warehouse Management System (WMS) and are picked for the customer, as required, on a 'FIFO' basis (First In – First Out), ensuring the oldest stock is distributed as a priority.



“ This integrated approach has proven to be a business critical tool for our customers. ”

RE-WORKING

Malcolm Logistics can offer customers the potential to prepare promotional packaging, re-configure or re-work product and packaging onsite. By avoiding the need to relocate stock to and from third-party sites, these activities can be both cost effective and time efficient.

The end result is an enhanced service. As the product remains within the overall single site stockholding, the customer has increased visibility and control over their products during the conversion process, while minimising cost.

SUPPLY CHAIN OUTSOURCING

Our core competence is providing Integrated Warehousing and Transportation services that can be scaled and tailored to each customer's needs.

These bespoke solutions are designed to reduce and automate every step of the supply chain process, helping us streamline our customers' logistics operations.

Utilising our Warehouse Management System (WMS) and Traffic Management System (TMS), we provide end-to-end control and visibility of all products in the supply chain. These systems fully integrate with all major manufacturing, MRP and ERP platforms including SAP.



We also employ in-house supply chain integration tools to develop links with customer systems, enabling the highest quality of collaboration within the supply chain. As a result, several of our customers have placed their entire supply chain operations into our control.

Our expertise enables the delivery of a quality service, faster cycle times, leaner processes, consequential cost savings and peace of mind, freeing our customers to concentrate on their own core business activities.

Key features of Malcolm Logistics' Supply Chain Outsourcing solution are -

- Tailored to each customer's needs
- Streamlined logistics operations
- Control and visibility of all products in the supply chain
- Reduction and automation of every step of the supply chain process



HEALTH & SAFETY

Health, Safety and Training are of paramount importance at the Malcolm Group. We believe we must Prevent Accidents today, so our employees can return to work tomorrow. We are committed to the continual development of these areas and pride ourselves in the high standards practised throughout our company.

We conduct our business in a way that ensures the health, safety and well-being of our employees, contractors and any person affected by our activities,

through the efficient execution of procedures, training and monitoring systems.

The Malcolm Group ensures all of its employees are competent and trained for the tasks they are expected to carry out. Our employees are trained and assessed by a number of sources including :- our In-House Training Department, CSCS, CPCS and specialised training providers. We are also a Driver CPC approved training centre.

PRACTICAL SOLUTIONS, SUCCESSFUL PARTNERSHIPS

IS NOT, SIMPLY, A PHRASE

It's the Malcolm philosophy that underpins our outstanding track record in providing practical solutions to businesses across Britain and increasingly, into Europe. And, it's the inspiration behind our successful partnerships with employees, suppliers and most importantly, our customers.

In short, it's a unique way of thinking and working that defines our progressiveness, determines our efficiency and makes us all feel proud. And, we see these characteristics as fundamental to the Malcolm Group's future development.

We also understand we are only as great as the people we employ. This is why our staff of over 2,000 is at the heart of everything we do.

Our people are our greatest competitive advantage and we work tirelessly in developing a highly skilled and motivated workforce that has a passion for delivering the very best service.

The Malcolm Group is one of the UK's largest Logistics and Construction services providers. Originating as a family business in the 1920's, the company has grown through the vision of its founders and current management team, with one aim - to become the market leader in every area of our operation.

In the Intermodal sector, Malcolm Logistics' reputation speaks for itself!

MALCOLM LOGISTICS NETWORKS



MALCOLM

LOGISTICS



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