



The Italian Logistics and Transportation Specialist

New Challenges in 2021

- 2021 can be viewed as “Year Zero” in the context of Brexit
 - ✓ Complex Customs Procedures between UK and EU
 - ✓ Lack of drivers willing to travel to UK
 - ✓ Shortage of drivers in UK
 - ✓ Increase in rates for short sea services forced by container equipment shortages
 - ✓ Growing importance and need for reliable inter-modal services
 - ✓ Growing importance of agility of service providers to quickly adapt procedures for new rules of trade.
 - ✓ Growing importance of industry specialists in specific geographies that have established customs capability in each EU origin country and in the UK

STI Internazionale SpA

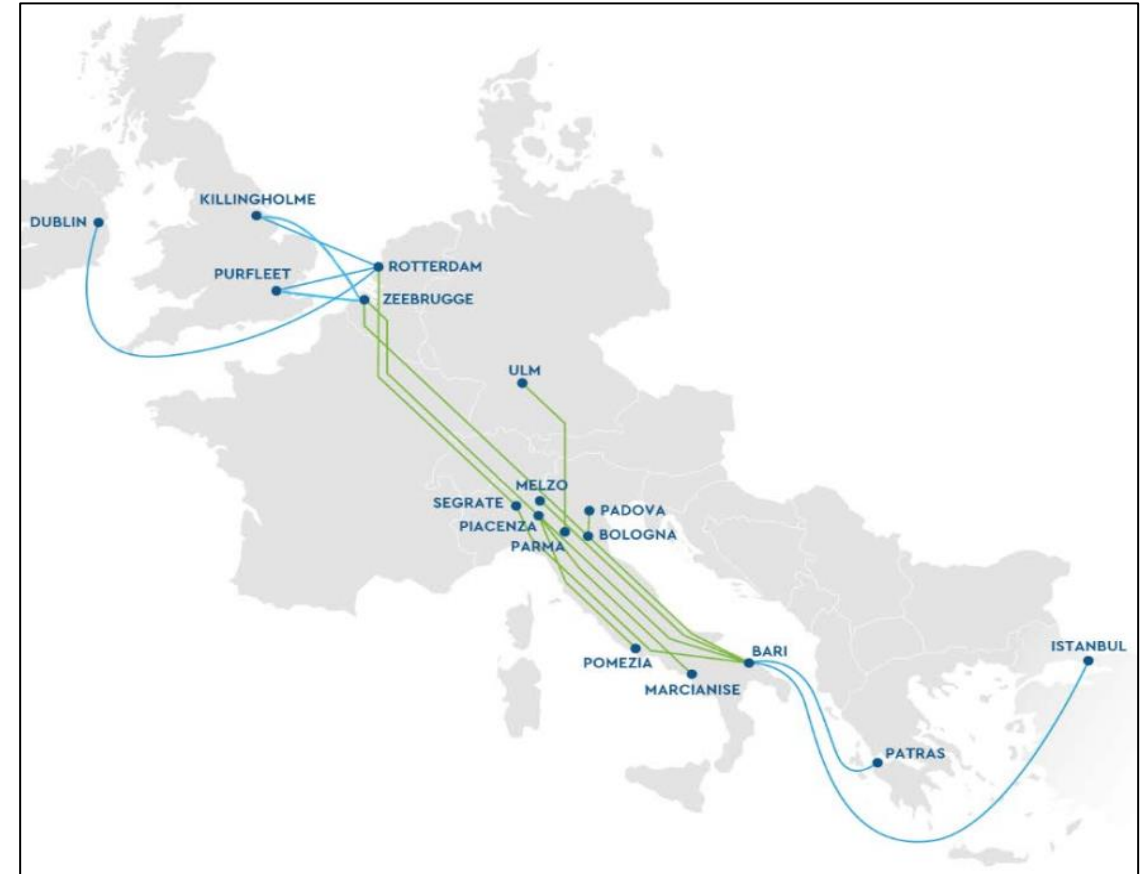
- Established in 1983
- Fully owned, dedicated VAT & excise bonded wines & spirits warehouse In Verona
 - ✓ Over 7000 pallet spaces under temperature control
 - ✓ Separate fine wine chamber
 - ✓ High security with CCTV 24/7
- Multiple supplier consolidation into single consignments
- Multiple weekly groupage departures
- EMCS approved, in-house customs clearance
- Bi-lingual customer service team based at Verona warehouse



Strategic Partnership for Intermodal Rail Services

In December 2020 STI secured a strategic partnership agreement with Italy's leading inter-modal rail operator providing year-round preferential equipment supply, rates and coordinated customs clearance services

- 2600 45ft PW Containers
- 8 rail terminals in Italy
- 2 European ports options
- 2 UK port options
- 1 direct route to Eire and onward to N. Ireland
- 6 UK Key Container Haulage partners based in Purfleet and Killingholme
- In-house UK Customs Clearance



Features & Benefits of STI Services

- Strategic partnership with intermodal operator
 - ✓ Competitive pricing for all customers
 - ✓ Environmental benefits from combination of consolidation with inter-modal transport
- Priority loadings during summer and winter peak seasons
 - ✓ Helps to manage costs and avoid stock build-up for summer and winter peaks
- Dedicated Customer Service Team based in Italy
 - ✓ Single point of contact for both shippers and consignees to avoid delays
 - ✓ Manage collections and loadings
 - ✓ All export documents checked before loading
 - ✓ Support and advice for shippers and consignees

Features & Benefits of STI Services

- Business owners actively involved in day-to-day operations
 - ✓ Issues dealt with quickly
 - ✓ E&C Purchase Order loading plans checked and verified prior to acceptance
 - ✓ Customer service culture throughout the company
- Integrated booking system between STI and Inter-modal operator
 - ✓ Manage UK Delivery bookings
 - ✓ Communication and updates
 - ✓ Fast milestone reporting
- Long term relationships with Ferry operators and UK haulage companies
 - ✓ 97% OTIF for all UK imports in 2020
 - ✓ Well established ways of working to maintain high service levels
 - ✓ Priority for load allocations to meet allocated booking times.

Features & Benefits of STI Services

- Export Customs Clearance
 - ✓ Managed through Bovolone tax warehouse
 - ✓ Use of T2 export document where possible to eliminate the need for supplier eAD's
 - ✓ All supplier documents checked prior to loading to avoid delays at the port
 - ✓ Carrier customs pre-declaration uploaded to carrier system prior to Rail arrival at departure port to avoid delays.
- In House Import Customs Clearance
 - ✓ Pre-advice transmitted to UK Import Customs Office for pre-clearance checks to avoid delays in releasing container from arrival Port
 - ✓ Movement guarantee for CPC 0700000 partially bonded excise
 - ✓ Experience with ambient food and beverage clearances to advise shippers on correct documents and CN Codes.
- All orders pre-checked prior to shipment
 - ✓ STI Customer service team support suppliers to ensure accurate completion of export documentation prior to shipment
 - ✓ Direct contact with HMRC FAS Accounting and HMRC National Clearance Hub to resolve issues quickly
- Simplified Customs Charges
 - ✓ Allows consistent cost planning
 - ✓ No hidden charges

Web-Based Tracking

- Web-based portal for full load container tracking
 - ✓ Key milestone events from booking to delivered
 - ✓ Bespoke alerts via email
 - ✓ Loading plan reports
- On-line equipment booking portal
 - ✓ STI secures equipment directly on the internal carrier Portal
- Groupage Order Tracking
 - ✓ Order level tracking available for groupage orders
 - ✓ Weekly order status reports available upon request

Shipment Research

Home / Shipment Research

Quick Search

Max results	Customer reference
<input type="text" value="10"/>	<input type="text"/>
Consignment number	Shipping number
<input type="text"/>	<input type="text"/>
Status Type	Line
<input type="text" value=""/>	<input type="text"/>
Shipping Date (from)	Shipping Date (to)
<input type="text" value="gg/mm/yyyy"/>	<input type="text" value="gg/mm/yyyy"/>

Advanced Search

New search Search

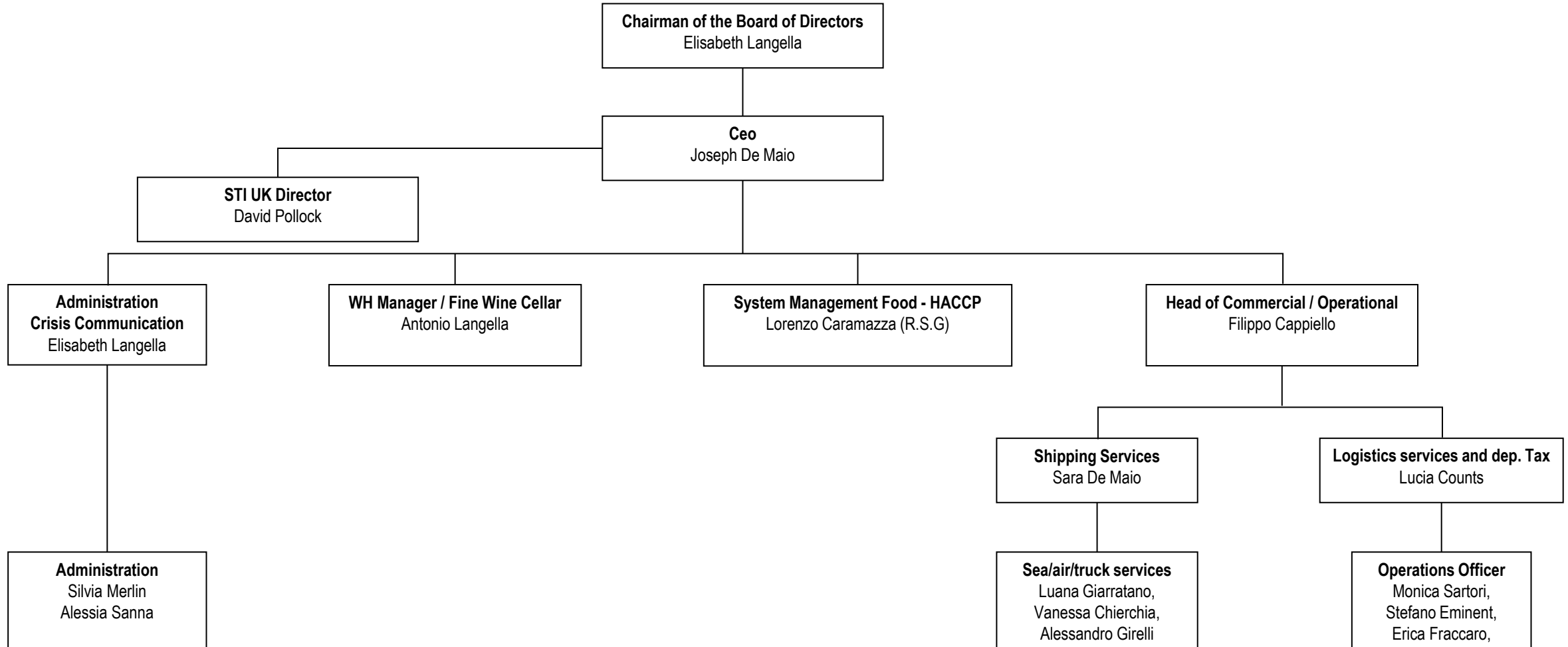
Continuous Improvement

- The achievement of continuous improvement lies at the heart of STI's service
- Managed consolidation model
 - ✓ Dynamic scheduling of consolidated orders
 - ✓ Advising and checking order plans to maximise pallet and load fill to minimise cost per case
- Pre-checking of all customs documentation
 - ✓ Supporting exporters with correct documentation
 - ✓ Avoid delays and errors
 - ✓ Summary and audit trail of import customs clearance instructions
 - ✓ Reduces risks

Service Levels and KPI Reporting

- STI commits to providing the best possible service available from Italy to UK
- STI will endeavour to
 - ✓ Provide regular weekly departures from its warehouse in Bovolone
 - ✓ Provide daily collections throughout Italy to meet weekly departures
 - ✓ Liaise and support suppliers in the correct completion of export documentation
 - ✓ Support E&C Demand Planners to check pallet fill and load mix to minimise cost and identify potential risks
 - ✓ Provide timely updates on customs clearance and delivery lead times
 - ✓ Provide regular reports on order status
- To measure the performance of STI's service, a range of KPI's can be used as required by E&C

STI Key Personnel



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