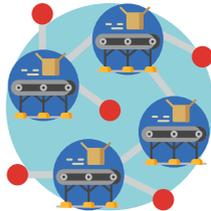


#028 WHY DO SEVERAL CARRIERS WANT TO UPGRADE THEIR SERVICES?

Distribution

Industry

Transport



The Supply Chain is made up of a multitude of Supply Chains that interact with each other. These supply chains are often presented in the form of silos: healthcare, agro, e-commerce, FMCG,... **In fact, they are all linked in a very strong and complementary way.** It is a fragile balance that is regularly adjusted by slight imperceptible modifications, thanks above all to transport that is much more agile than factories or warehouses.

TO ILLUSTRATE THE POINT, LET US TAKE THE CASE OF THE GREAT WEST.

It is the first agro region in Europe. Every day, hundreds of temperature-controlled vehicles leave the region to deliver to the major French and European consumption basins. **The vehicles do not come back empty, but with a lot of non-food freight.**





Since Monday 16 March, these return freight charges have almost ceased (closure of all non-essential businesses), which cuts part of the revenues of the reefer carriers. **The temperature-controlled carrier who no longer has return freight to Brittany therefore has less revenue. This is why several temperature-controlled carriers have unilaterally triggered a retroactive tariff increase from 17 March.** Faced with the incomprehension of their customers, they reversed their decision the very next day. **However, the question remains, as it will be difficult to assume heavy financial losses for 4 weeks (perhaps 6 or 8).**



With regard to the transmission networks, the sharp drop in the volumes to be transported to meet the structural costs required to provide the service will have the effect of reducing productivity and therefore profitability.



Alain Borri

CEO, Serial Entrepreneur, Investor, Freight & AI Enthusiastic,
Member of Transport Examining Board



Experienced Co-Founder with a demonstrated history of working in Consulting & SaaS companies. Skilled in Leadership, Operations Management, Supply Chain Optimization, Computer Science, and Artificial Intelligence. Serial Entrepreneur in Freight, Internet, SaaS and AI companies.

| About ASLOG

ASLOG brings together more than 400 companies from all sectors, with 2,000 professionals working together to promote and build tomorrow's Supply Chain. ASLOG is a neutral and independent association that addresses Supply Chain issues.

As early as 1972, visionary men sensed that this function would be decisive for all companies. For almost fifty years, professionals in the sector have made ASLOG the reference partner.

ASLOG is the privileged interlocutor of institutions and public authorities on all questions relating to the sector.

| #supplychain4good

The **#SupplyChain4Good** community was created at the initiative of Michelin and ASLOG, as part of the Movin'On ecosystem, in favor of a more sustainable mobility of goods.

#SupplyChain4Good's ambition is to federate the actors who work for Supply Chains that are simultaneously good for the planet, the people and the business performance. The members of this community are «shippers» (industrial and commercial companies), «operators» (transporters, logisticians, shipping companies, ports...), «support functions» (academics, consultants, information systems, regulators, NGOs...).

They cover all economic sectors and all regions of the world. Their work takes place throughout the year and culminates in the annual Movin'On Summit, the world summit on sustainable mobility.