

# UK Integration Proceeding Well!

May 2011

Following the purchases of WT SeaAir and Genesis Forwarding in 2010, the process of integration with Toll Global Forwarding's existing UK operations has made significant progress – resulting in a Top 6 presence in the UK.

The newly-amalgamated business has over 900 staff, 15 locations, and a service portfolio spanning air- and ocean forwarding, project forwarding, perishables forwarding, garment logistics, haulage, and high street fashion distribution. Projected turnover for 2011 is set to exceed £180 million (AUS\$ 275 million).

Heading up the new UK business is Managing Director Gary Morter. His senior management team comprises representatives from all three of the constituent operations (see organogram). The UK business is also strongly supported by Regional MD Hakan Bicil and other members of his team based in Zurich.

To ensure the integration process retains all that is best about the three companies that have now become one, an Advisory Board has been established comprising Neil McGlynn as President (formerly CEO of WT) and Vice President Ken Howell (formerly a director of Genesis), reporting to Regional MD Hakan Bicil.

In four primary locations, the resources of the three companies have been merged creating a rationalisation of facilities: the Basildon (Essex) facility closed in March, and the staff transferred to Mountnessing. In Manchester the offices consolidated into the TGF facility at the city's airport. Three Heathrow facilities will become two this month (June), when the Stanwell facility is vacated and operations are centred around Feltham and Harmondsworth. Finally, a single Birmingham facility has been created, with excellent warehousing and value-added service capabilities.

Behind the scenes, the three companies' accounting systems are set to be replaced by a single, uniform package. Meanwhile, the legal work involved in creating a new UK holding company is proceeding well. The Genesis and WT Sea Air identities are making way for the "One Toll" philosophy, culture and brand.

The new, bigger TGF UK business is already signing up more major customers: Aurora fashions (owner of high street brands including Coast, Warehouse and Oasis) has handed over its entire UK warehousing and distribution functions to Toll, along with 300 of its staff.



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And a major online fashion and beauty retailer with a 40,000-strong product line-up has also given Toll Prima its entire UK logistics business, after a successful trial with its largest supplier. This work involves processing goods from some 400 suppliers around the world – each of which is a potential Toll customer in its own right!

Says Gary Morter: “We have made excellent progress with the integration, and can all look forward to exciting times ahead. Our sales channels are finding significant opportunities that would have been more challenging to progress when we were separate businesses; potential customers are now more open to learning about the commanding position Toll has attained in the UK market.

“Toll Global Forwarding has certainly now arrived in the UK Premiership of freight – and the competition knows it!!”