



**"Professionalism, know-how, and a true sense of partnership"**

A reliable partner:  
Fercam, the Italian  
logistics company

## The foundations of the cooperation between Fercam and Dachser

**T**wo partners, two family-owned companies, two true professionals in the field of logistics: for exactly five years now, Dachser has been working alongside the Italian logistics provider Fercam, which is based in Bozen. Ermete Biondo, who is responsible for Fercam's international groupage activities, describes the values on which the successful partnership is based.



Ermete Biondo is head of international groupage activities at Fercam, and is therefore Dachser's first contact when it comes to developing the partnership between the two companies.

**What do you value most about your partner, Dachser?**  
That's quite simple: the company's professionalism, know-how, and – above all – its true sense of partnership.

**What is it that makes Fercam different from other logistics companies in Italy?**  
We are a provider that can offer its partners and customers 100% service via its own structures

and own network, throughout the entire company: international and national distribution, logistics, full-truck loads, as well as air and sea operations.

**How do you assess your cooperation with Dachser as your only partner, after you had previously worked with more than 30 different partners in the various countries?**

Our partnership and cooperation with Dachser enable us to establish ourselves as one of the very best providers in the international groupage segment in Italy. Through our links with Dachser's entargo network we can offer our customers outstanding solutions in transport and IT activities, clearly setting us apart from our competitors in the national market.

**What special challenges do logistics providers face in Italy?**

Logistics companies have to be able to cope with the geographical characteristics of the country, as well as with the specific economic and cultural environment. We are in a position to offer a uniform European quality standard, since our branches cover the whole country – from Bozen to Catania – and our staff are highly professional.

**How do Dachser and Fercam complement each other outside Germany and Italy?**

Our partnership is based on truly outstanding cooperation. Apart from Germany, we also work together with the Dachser companies in the various countries, i.e. Austria, Switzerland, the Netherlands, Hungary, Belgium,

the Czech Republic, Slovakia, Poland, Sweden, Norway and Denmark, as well as with Dachser's Graveleau subsidiary in France and Portugal. That means we have been able to develop our European network very effectively.

**What have been the major achievements of the partnership in 2007?**

We have significantly increased our shipment volumes. We have expanded our connections and platforms. And above all, I am pleased that we have exploited our synergies in jointly acquiring international customers.

**Do you think that your joint success has something to do with the fact that two family-owned companies are working together in this partnership? Or is it just the result of two perfectly linked groupage networks?**

We firmly believe that our joint success is due to the fact that Dachser and Fercam are both family businesses, which harmonize with each other excellently. In both companies, we have fast decision-making processes, and that makes us very flexible.

**How Italian is a company that is based in the north of the country?**

Our location is a major advantage for us, since we have the best of both cultures. We are able to fuse the northern and southern mentalities.

P.H.