

**VALUABLES LOGISTICS** ◆

New precious metal warehouse in Zurich  
**Page 3**

**OUTSOURCING SOLUTIONS** ◆

Pick & Pack for coins & precious metals  
**Page 3**

**VALUABLES LOGISTICS** ◆

Growth thanks to a strong network  
**Page 4**

**ENVIRONMENTAL PROTECTION** ◆

Climate protection with carbon-neutral shipments  
**Page 5**

**CUSTOMER CONNECTIONS** ◆

Fully networked logistics  
**Page 6**

# VIA MAT Journal

THE CUSTOMER NEWSLETTER OF THE VIA MAT GROUP.

**LOCATION**

## New building in operation

VIA MAT INTERNATIONAL GmbH in Frankfurt has been able to care for its customers from its new location since the end of December. After a construction period of seven months, the new building was officially opened at the end of the year.

With this new building, VIA MAT INTERNATIONAL GmbH in Frankfurt now has at its disposal a cutting-edge infrastructure that fulfills the highest security requirements. The new location in Raunheim is in an ideal situation in direct proximity to Frankfurt's airport.

**Massive increase in storage capacity**

In Frankfurt the demand for storage infrastructure and valuables logistics solutions for international shipments is great. "Thanks to the new building we now have significantly more storage capacity at our disposal", says Sabine Freund, Head of VIA MAT INTERNATIONAL GmbH. With regard to the long-term storage of precious metals in particular, there are attractive options available. The usable floor space

in the new building amounts to around 1,350 m<sup>2</sup>. The new modern building has at its disposal three vehicle sally ports as well as a generous amount of maneuvering space for the armored vehicles.

**Growing together with our customers**

Thanks to its new infrastructure, VIA MAT INTERNATIONAL GmbH has the option of optimizing workflows and of expanding storage business as well as the pick & pack area. The new building is designed in such a way that the location can be expanded at any time. "The infrastructure of the new location makes it possible for us to grow together with our customers and to implement new business ideas", says Sabine Freund. VIA MAT INTERNATIONAL GmbH has been able to care for its customers from its new location since the end of the year. Sabine Freund: "The Frankfurt location is to become a fixed component of international valuables logistics and precious metal business – with this new building we are on the right track." ◆

*Impressions of the official opening on page 2*



**OPENING**

# Frankfurt: Opening of the new location

At the end of November, VIA MAT INTERNATIONAL GmbH officially opened its new location in Raunheim. Around 100 guests took part in the celebration.

**PROJECT LOGISTICS**

## Focus on black gold

O. LISBOA DESPACHOS INTERNACIONAIS Ltda. (O. LISBOA) is backing the oil industry in Brazil. Business with a future: Brazil is on its way to becoming one of the countries richest in oil.

The most recent discovery of oil in the Santos Basin in the South Atlantic at a depth of 5,000 to 7,000 meters involves a field measuring 800 km<sup>2</sup>. Experts estimate the reserves at 70 to 100 billion barrels, which would correspond to six to eight percent of the world's proven oil reserves.

**Cooperation with Bring Logistics**

It appears that the year 2010 will be very promising for Brazil's oil companies. Around 200 new drill sites are planned in which 5 billion US dollars are being invested. "We would like to benefit from this development and are setting our sights on the oil industry in project logistics", said Dominik Keller, Managing Director of O. LISBOA. O.LISBOA's cooperation with the Norwegian company Bring Logistics, specializing in offshore and energy logistics, underlines its strategic alignment. ♦



Since it was founded in 2005, VIA MAT INTERNATIONAL GmbH in Frankfurt has been a success story. "The team in Frankfurt has understood from the very beginning how to recognize customer needs and how to implement the desires of customers", said Victor Moser, President of the Board of the VIA MAT Group, during his speech. The decision to expand in Frankfurt is designed to ensure that the needs of customers continue to be addressed in the future. With the new building in Raunheim, a pioneering infrastructure for the further expansion of business activities is now available. "It is a great honor and joy for all of us that with this new building we are able to strengthen our presence in the Frankfurt area for the future", continued Victor Moser.

**Good luck and success for the future**

The traditional ceremony followed: Representatives of the VIA MAT Group together with the architect Klaus Heim and Raunheim's mayor Thomas Jühe laid the capstone. A small treasure trove was hidden inside: A Swiss gold coin, a newspaper from the opening day and bank notes. Victor Moser: "A nice custom so that good luck and success will be granted us from the powers on high." ♦

Top: Comedy waiter Archibal first saw to the needs of his guests, but later turned out to be a comedian with a great deal of wit.

Above left: Hiding the treasure in the walls of the new building: Werner Meyer, Head of Real Estate at the VIA MAT Group and Sabine Freund, Head of VIA MAT INTERNATIONAL GmbH.

Above right: Victor Moser, President of the Board of the VIA MAT Group (left), is pleased with the new building in Raunheim.

New address:

**VIA MAT INTERNATIONAL GmbH**, Seinstrasse 3, D-65479 Raunheim  
Phone +49 61 42 17 71-0, Fax +49 61 42 17 71-220, vmi.frankfurt@viamat.com

# New precious metal warehouse in Zurich-Kloten

VIA MAT INTERNATIONAL AG recently expanded its storage capacity with a new precious metal warehouse measuring around 600 m<sup>2</sup>. The new warehouse is located directly next to the Zurich-Kloten branch of VIA MAT INTERNATIONAL AG and very close to the international airport.

The new, modern warehouse has at its disposal a secure sally port, spacious storage areas as well as three separate strong rooms. The building is monitored and equipped with numerous security mechanisms and corresponds to the highest security standards.

Customers from Switzerland or abroad have the option of renting individual storage space for gold, silver and other precious metals. "We are responding to the storage needs of our customers", says Urs Rösli, Head of VIA MAT INTERNATIONAL AG. The new warehouse enables more flexibility in storage options for valuables logistics customers. "Particularly given the positive development of precious metals, many financial institutions are reaching the limits of their storage abilities. The demand for more storage space

has risen sharply for these organizations in recent months", Urs Rösli continues.

Are you interested in our storage options? We will be happy to advise you and show you our options. ♦

**VIA MAT INTERNATIONAL AG**

Steinackerstrasse 49, CH-8302 Kloten  
Phone +41 43 488 9292, vmi.kloten@viamat.com

**YOUR ADVANTAGES**

- Spacious, modern precious metal warehouse
- Central location
- More than 600 m<sup>2</sup> of storage space
- Individual customer areas
- Customized storage concepts
- Top security standards
- Storage management



**OUTSOURCING SOLUTIONS**

## Pick & Pack for coins & precious metals in the USA



Professional, secure and fast: VIA MAT INTERNATIONAL offers its Pick & Pack services in Los Angeles, Miami, New York, Frankfurt and Zurich.

After New York, VIA MAT INTERNATIONAL is now offering its Pick & Pack services also in Los Angeles and Miami. The demand is growing for flexible outsourcing solutions for the shipment of valuables. "Valuables of all types, but primarily coins and precious metals, are being shipped. We undertake the delivery of shipments containing valuables throughout the US for our local and international customers", says Joe Nuebling, Country Manager of VIA MAT INTERNATIONAL (USA) INC.

**Outsourcing of valuables logistics**

The warehouse specifically set up for the Pick & Pack services is located in the vicinity of Ontario airport in western Los Angeles. The storage facilities fulfill the highest security standards. VIA MAT INTERNATIONAL has also been offering Pick & Pack solutions in Miami of late. Joe Nuebling: "For our customers, it would be extremely cost-intensive to

maintain this kind of security storage infrastructure themselves, which is why more and more companies are deciding to outsource their valuables logistics."

**What does Pick & Pack mean?**

The Pick & Pack solutions of VIA MAT INTERNATIONAL comprise the following services:

- Storage
- Picking of orders
- Appropriate packaging
- Prompt shipment of valuables
- Insurance for the service

The Pick & Pack solutions are totally tailored to the needs of the customer and of the final recipient. ♦

**VIA MAT INTERNATIONAL (USA) INC.**

Joe Nuebling, Country Manager  
Phone +1 718 868 1500, Fax +1 718 868 1181  
joe.nuebling@viamat.com

# Growth thanks to a strong network

**VMI HONG KONG**

## Increase in storage capacity for silver in Hunan

Silver mining and refining is one of the most important industries in the Chinese province of Hunan – and it is blossoming despite the global economic crisis: The demand for silver from Hunan is rising among the most important silver dealers in Hong Kong. Up to now, the refineries have delivered the silver produced to Hong Kong themselves – to the warehouses specified by dealers.

VIA MAT INTERNATIONAL Hong Kong has now concluded agreements with some of the most important silver refineries, meaning that storage facilities in Hunan are to be expanded. The silver will now be stored for the interim period and only forwarded to Hong Kong later. “The new storage options are highly valued by our customers”, says Gilbert Chan, Branch Manager of VIA MAT INTERNATIONAL in Hong Kong. Thanks to the service provided by VIA MAT INTERNATIONAL, the refinery can sell its silver earlier and does not have to worry about storage or shipment to Hong Kong.

Thanks to its strong position in China, VIA MAT INTERNATIONAL Hong Kong is able to offer these expanded storage facilities where the silver is produced and can provide its customers with flexible and comprehensive services. On behalf of the end-customer, VIA MAT INTERNATIONAL accepts the silver from the refinery and conducts the corresponding checks on-site before issuing its customer with confirmation of storage. Thanks to the consolidation of storage areas on-site, larger volumes can be transported, which also lowers costs for customers. ♦



VIA MAT INTERNATIONAL (USA) Inc. Miami has expanded its business activities in Central and South America. Thanks to good relations with local partners, the company can offer its valuable logistics services in all important regions of Latin America.



For around a year now, VIA MAT INTERNATIONAL (USA) Inc. has been increasing its market activities in Central and South America. “We have formed business relationships with local logistics companies and built up an extensive partner network”, says Joe De Rosa, Head of VIA MAT INTERNATIONAL (USA) Inc. Miami. A strong network being the key element for gaining ground in Latin America.

**Scheduled services being expanded continuously**

VIA MAT INTERNATIONAL (USA) Inc. Miami is expecting further growth. “With the local support of our partners on location, we will tackle further markets that require the regular transportation of valuables”, says Joe De Rosa. Accordingly, scheduled services in Central and South America are being expanded continuously. Already customers are benefiting from an attractive price/performance ratio for their valuable logistics shipments to the important regions of Latin America.

**Mining logistics – business with potential**

Regions such as Columbia, Peru and Ecuador show major development potential in the area of mining logistics. Due to its long-standing experience and its expertise in the

mining industry, VIA MAT INTERNATIONAL (USA) Inc. would also like to expand its service offering in this region. “Goods are transported to the buyer using the highest security measures – or are stored in our infrastructure until the customer successfully concludes the contract”, explains Joe De Rosa.

Get advice from our specialist team in Miami and ensure that your valuable logistics shipments reach their destination in Central and South America quickly and securely. ♦

**VIA MAT INTERNATIONAL (USA) Inc. Miami**

Joe De Rosa  
Phone +1 305 513 2600  
vmi.miami@viamat.com

**ENVIRONMENTAL PROTECTION**

# Climate protection with carbon-neutral shipments

Sustainable, environmentally friendly transport options are being demanded more and more by our customers. The VIA MAT Group has expanded its services and is offering carbon-neutral transport for all carriers.

In order to counteract climate change effectively, emissions have to be avoided or reduced to the greatest possible extent. As a forwarding and logistics company working worldwide, the VIA MAT Group is conscious of its responsibility and of this potential. This is why environmental protection has a very special place within the company. With an office set up specifically to this end, as well as a concept for environmentally friendly shipments, we intend to make an active contribution to sustainable environmental protection.

**Climate neutrality through a compensation mechanism**

Our climate and factors influencing it are not a local phenomenon but a global concern. It is thus to a great extent not important where CO<sub>2</sub> emissions occur or where they are compensated for by equivalent energy savings. Emissions of greenhouse gases at location A can be neutralized by additional climate protection measures at location B. Theoretically, every product and every service can be climate-neutral if CO<sub>2</sub> emissions are offset. The term climate neutrality is based on these findings.

**Active contribution with carbon-neutral shipments**

The VIA MAT Group has expanded its service offering in response to the rising demand from our customers for environmentally friendly shipment options. With climate-neutral shipments, our customers and our company are not only creating competitive advantages in the global marketplace, we are also making an active contribution to sustainable climate protection.

**Transparent emission calculations**

In cooperation with our partner organization ClimatePartner, we are able to process air freight, sea freight as well as road and rail shipments carbon-neutrally. We analyze the desired shipment route and calculate the resulting CO<sub>2</sub> emissions. In this way the customer benefits from comprehensive advice with regard to CO<sub>2</sub>-reducing shipment alternatives. Based on a transparent emissions calculation, a symbolic surcharge is allocated per ton of CO<sub>2</sub>, which is then transferred in its entirety to a sustainable climate project organized by our environmental partner, such as a wind or hydroelectric power plant. Upon request, the customer receives an environmental certificate for the climate-neutral shipment.



**Our services:**

- All shipment services (air freight, sea freight, road and rail) can be conducted as CO<sub>2</sub>-neutral shipments
- The customer is provided with advice with regard to CO<sub>2</sub> reductions for shipments
- Highlighting of various emission-reducing shipment options
- Analysis and calculation of the CO<sub>2</sub> emissions per transit route desired
- Issuing of an environmental certificate for CO<sub>2</sub>-neutral shipments

Would you like more information about our CO<sub>2</sub>-neutral shipment options? The Environmental Department of the VIA MAT Group will be happy to provide you with information. ♦

**VIA MAT MANAGEMENT AG**, Sepp Furrer, Environmental Department  
Phone +41 44 804 9292, info@viamat.com



**PARTNERS**

## New transport partnership in Great Britain

MAT TRANSPORT AG is now working with Trans Global Freight Management Ltd. in Great Britain. The company, based in Dartford near London, employs around 200 people and has over 13 locations of its own in Great Britain and Ireland – in London (Dartford, Basildon and Heathrow), Sheffield, Dover, Manchester, Heywood, Stoke-on-Trent, Edinburgh, Glasgow, Exeter, Dublin and Bridgend.

MAT TRANSPORT AG is delighted about the new partnership with Trans Global Freight Management Ltd. and is convinced that it will be able to continue to provide its customers with top-quality services with its new transport partner in Great Britain. ♦

[www.tgfml.com](http://www.tgfml.com)

# Fully networked logistics

Thanks to electronic connections, the VIA MAT Group is able to optimize the logistics chain for its customers. More and more customers are benefiting from the networking of logistics processes and thus saving time and money.

**VALUABLES LOGISTICS**

## World's largest gold coin transported

Recently, VIA MAT INTERNATIONAL GmbH Frankfurt transported the 100-kilogram Canadian Gold Maple Leaf, the world's largest gold coin, on behalf of the company Nordic Moneta, Helsinki.

The "100 Kilograms of Gold Tour" organized by Nordic Moneta, a company specializing in the coin industry, went from Prague to Vilnius (Lithuania) to Copenhagen. The 100-kilogram Canadian Gold Maple Leaf is the world's largest gold coin and very few examples exist. The coin is the property of Jewellers Trade Service Partners/CoinInvest-Direct.com and was loaned out to its business associate Nordic Moneta specifically for this gold tour.

**Extreme precision**

The planning and organization of the "100 Kilograms of Gold Tour" required extreme precision since the item had to be available at fixed times for exhibition in individual museums in Prague, Vilnius and Copenhagen. At each location, in addition to the public exhibition there was also a media presentation as well as a VIP event at which the respective Canadian ambassador was present as a representative of Canada.

Always in the best of hands: VIA MAT INTERNATIONAL GmbH accompanied the gold coin during the five-day tour and took care of coordination on-site. In cooperation with its partners, the company was able to complete this challenge to the utmost satisfaction of its client. ♦



The perfect networking of IT systems brings immense advantages, particularly in logistics. Duplications are eliminated; communication paths and processes are simplified. The customer decides when they need what information. "We achieve this through the optimal networking of customer systems with our IT network. In addition, the customer has the option of acquiring the information on our IT platform themselves", explains Michael Ritler, IT Project Head of VIA MAT MANAGEMENT AG, who is responsible for electronic connections with customers.

**Customized solutions**

The VIA MAT Group's electronic connections are individually tailored to customers: "Our tool can be easily adapted to customers' specifications so that only the forwarding data that is relevant for their order has to be recorded", explains Michael Ritler.

**The customer benefits from the following advantages:**

- **Track & Trace:** The customer can query the current status of their shipments at any time via the Internet platform of the VIA MAT Group.
- **Online shipment record:** The customer has the option of recording their shipments themselves online.
- **Extranet:** The Extranet makes the exchange of documents possible for short communication paths and an increase in efficiency.
- **Forwarding order:** The forwarding order can be quickly and easily filled out on the Internet.

A future-oriented online business system can be realized in cooperation with the customer within a short period of time. Michael Ritler: "Companies in the international B2B area in particular use the option of electronic connection."

You too can benefit from the advantages of electronic connection. We'll be happy to advise you. ♦

**MAT TRANSPORT AG**, Michael Ritler, Phone +41 44 804 9242, michael.ritler@viamat.com

**THE VIA MAT GROUP**

BONAFIDE LOGISTIC AG · LOOP · MAT SECURITAS EXPRESS AG · MAT TRANSPORT AG  
 O. LISBOA DESPACHOS INTERNACIONAIS LTDA. · VIA MAT ARTCARE AG · VIA MAT (FRANCE) S.A.R.L.  
 VIA MAT INTERNATIONAL AG (CHINA, GERMANY, SINGAPORE, SWITZERLAND, UK, USA)  
 VIA MAT MANAGEMENT AG · VIA MAT PACKSAFE AG

**EDITORIAL OFFICE**

VIA MAT MANAGEMENT AG  
 Obstgartenstrasse 27, CH-8302 Kloten  
 Phone +41 44 804 9292, Fax +41 44 804 9293  
 info@viamat.com, www.viamat.com