

# ***IT Applications in Dangerous Goods Road Transportation of ADR-Haanpää Oy***

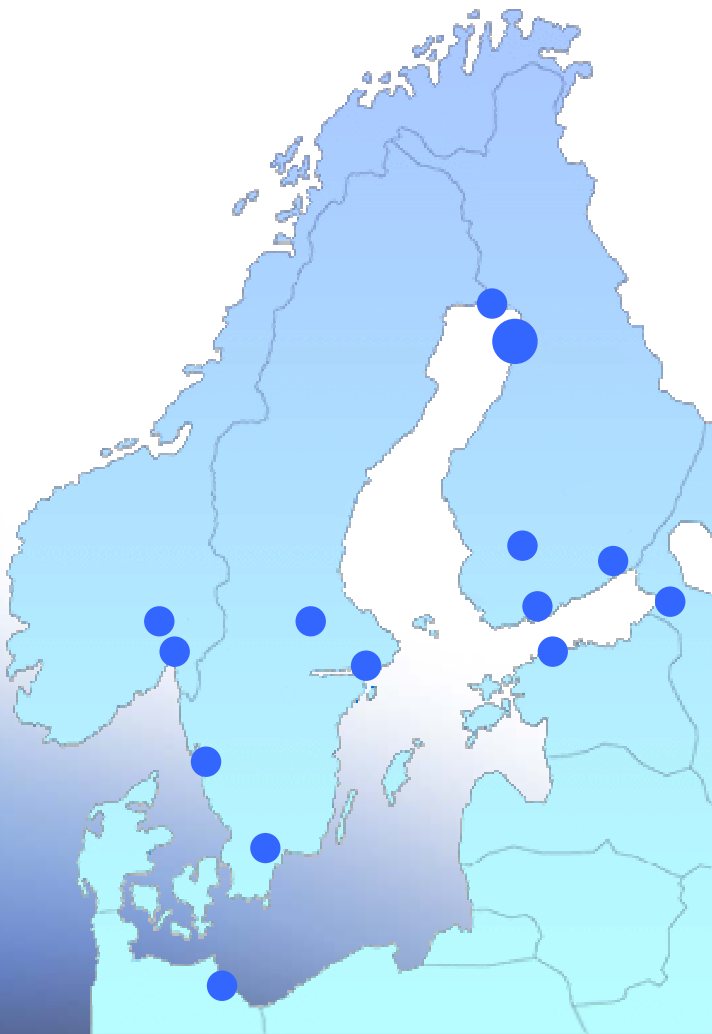


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[www.adr-haanpaa.com](http://www.adr-haanpaa.com)***

## Who are we?

- Company is specialized for transporting bulk liquid chemicals
- Classified / non-classified liquids
- Warehousing of chemicals in warm conditions, Port of Hamina, Finland (fixed tank capacity + tank containers)

# ADR-HAANPÄÄ GROUP



- FINLAND
- SWEDEN
- ESTONIA
- NORWAY
- RUSSIA
- GERMANY
- POLAND

# LOCATIONS

## SWEDEN

- Sollentuna
- Perstorp
- Göteborg
- Avesta

## RUSSIA

- St. Petersburg

## FINLAND

- Oulu (HQ)
- Hamina
- Helsinki

## POLAND

- Bobrek

## NORWAY

- Fredrikstad
- Lilleström

## ESTONIA

- Tallinn

## GERMANY

- Lübeck

# COMPANY OWNERSHIP

- **Pamplona Capital Partners I, LP investment fund and key personnel of ADR-Haanpää Oy**
  - **The investment fund is managed by Pamplona Capital Management, a private equity investment firm based in London**
  - **Fund investors comprises Alfa Group and the partners of Pamplona Capital Management**
  - **Sector focus: Transport&Logistics/ Industrial/ Infrastructure/ Leisure**
- **Alfa Group**
  - **Conglomerate with operations and ownership in Financial Services, Oil, Telecoms and Retail in Russia and Ukraine including; Alfa-Bank (largest private bank in Russia), TNK-BP (third largest oil company in Russia), Alfa-Eco Group (commodities trading and distribution in Russia and CIS), Trade House Perekriostok (leading supermarket chain in Russia), Alfa Telecom (VimpelCom, Golden Telecom Inc., MegaFon, Kyivstar)**

# FLEET

• ADR HAANPÄÄ OY	FINLAND	195
• ADR TRANSPORT AB	SWEDEN	154
• HAANPÄÄ OÜ	ESTONIA	72
• OOO ADR-HAANPAA	RUSSIA	16
• ADR-TRANSPORT AS	NORWAY	9



# GOODS TRANSPORTED

- **HAZARDOUS GOODS**

- Gas
- Flammable Solvents
- Acids
- Sodium Hydroxide
- Hydrogen Peroxide
- Water Purification Chemicals

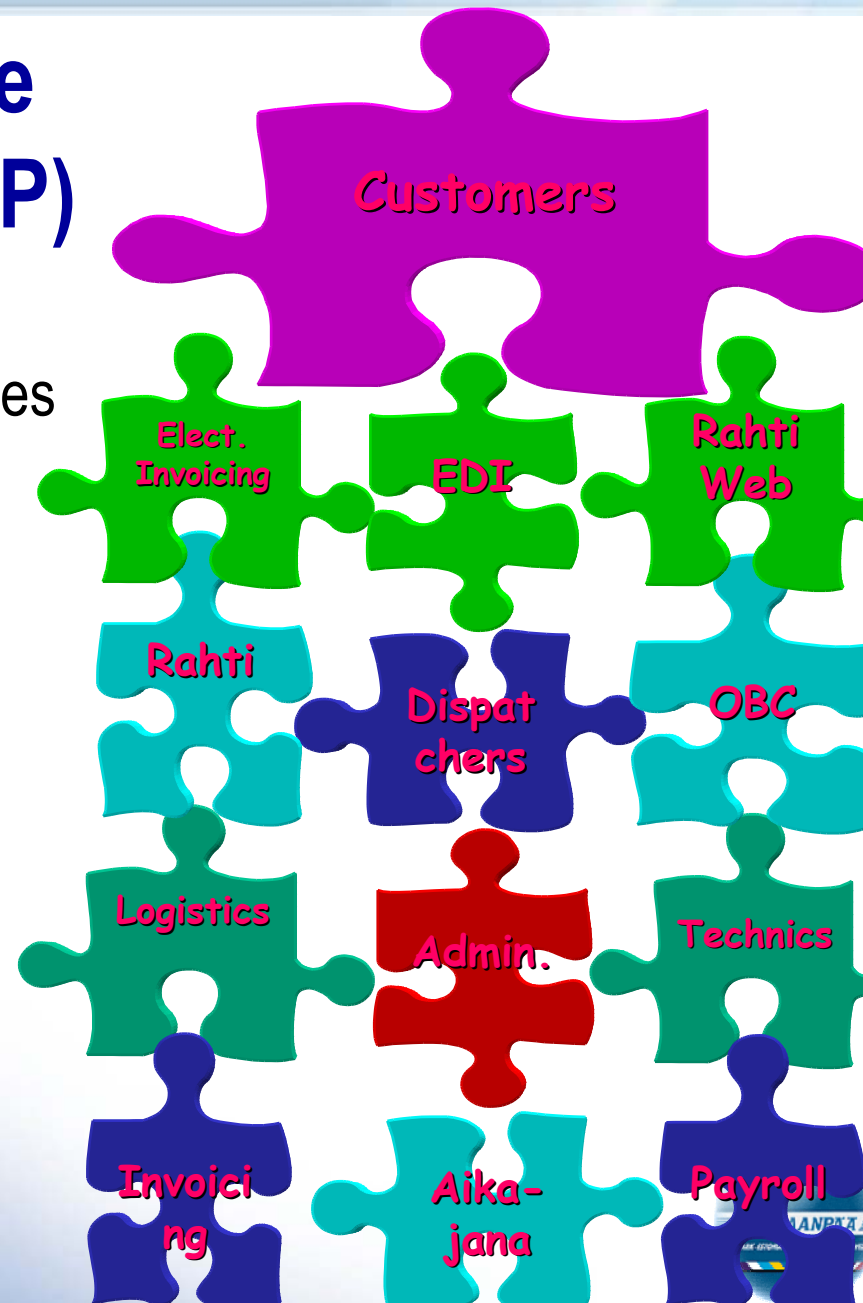
- **NON-HAZARDOUS GOODS**

- Latex
- Slurry
- Lubricants
- Tall Oil



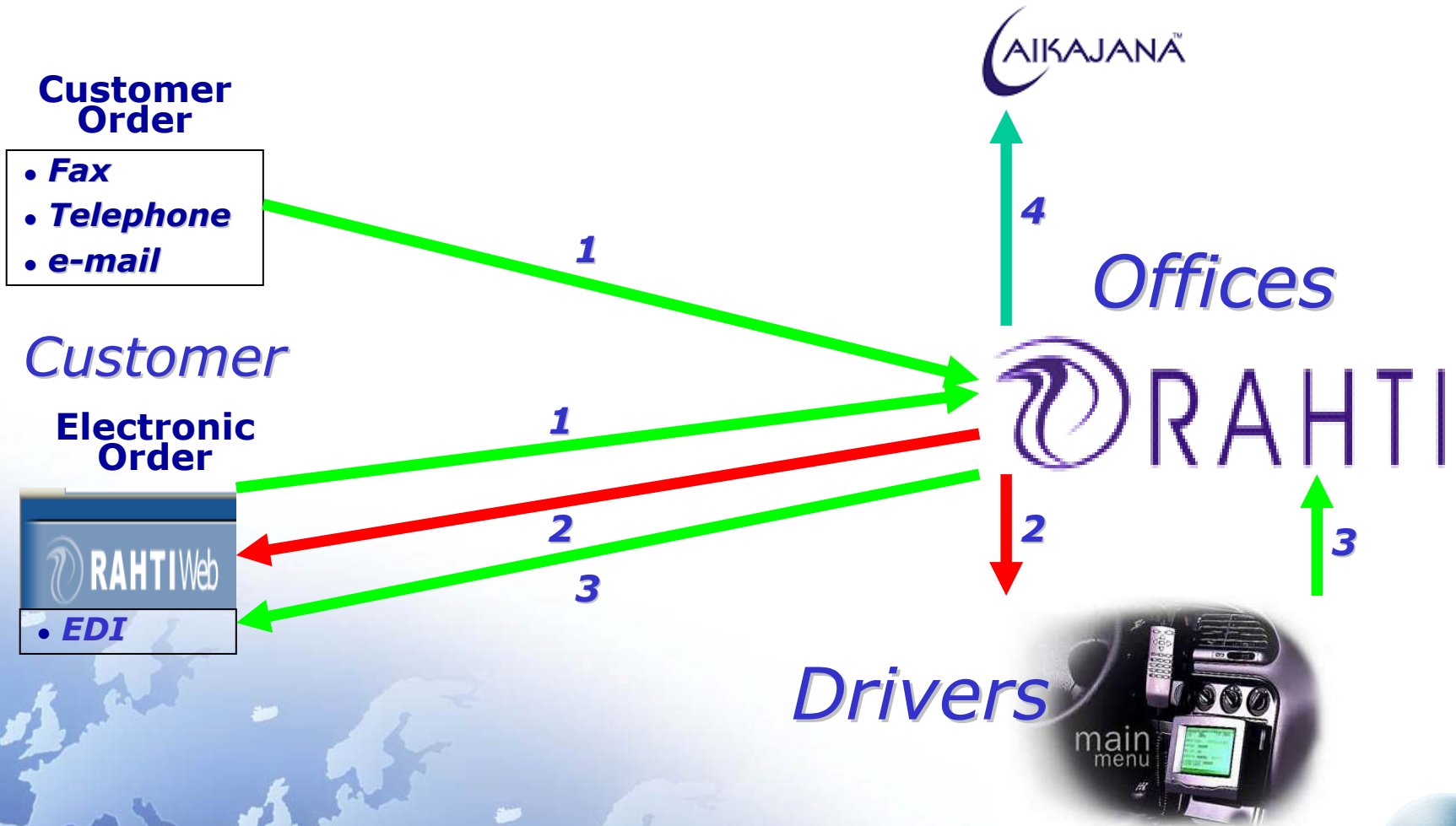
# OVERVIEW (Enterprise Resource Planning, ERP)

- The system consists of several modules  
→ ERP System
- Supply chain "puzzle"
- Harmonizing of practices in Organization





# Overview (ERP)



# RAHTI ERP SYSTEM

- ERP Partner: Procomp Solutions, [www.procomp.fi](http://www.procomp.fi)
- Module Structure
  - Order Management
  - Route Coordination
  - Freight Booking
  - Customer Invoicing
  - Account Settlement
  - Rahti Mobile
  - E-Invoicing
  - Rahtiweb
  - Etc...

# System Communication

- Office / PC, Laptop, Servers
- Trucks / OBC
- GSM Data and GPRS, GPRS replaces GSM data
- Terminals are on-line connected to Rahti
  - Fast communication Truck ↔ Office/Dispatcher
  - Load information: Order, load (ADR / non-ADR) chemical, loading/unloading place, general/specified instructions, scheduling, etc...
  - Real time truck location: loading/driving/unloading/rest
  - Driver's working hours, salary payment

# IT TECHNOLOGY

- Tailor made order and planning system
- EDI connection with our customers - INTERNET
- Continuous update of status reports of all transports



# Benefits

- ❑ **Real time control of Free capacity**
  - Free Capacity is available on-line as the basis of traffic planning
    - → utilization of the capacity in most economical way
    - → minimizing of unit costs pienemmät yksikkökustannukset
  
- ❑ **Improved route planning and scheduling**
  - Real time location of vehicles
  - Scheduling,
    - → cost efficiency, faster service
  
- ❑ **Quality and Reliability**
  - Order control to secure transports as scheduled
  - Reliable communication and records maintained
  - Improved customer satisfaction
  - Increase of sales volume

## RISKS OF ERP

- Technical failures
  - Power supply
  - Server/hardware shut-downs, malfunctions
- User mistakes
  - Defect in training, new features are coming continuously
  - Human errors, lead to a wrong customer/wrong product, etc...
  - Database defects, product names (>5000 names in Product Data Base, both chemical and pure trade names) ADR classification, loading/unloading info, freight price, etc...

## Future challenges

- Improving Customer Service
  - Quality, Safety, Environment...
  - Better response to customer demands
  - Better controlling of huge amount of data
  - Cost effectiveness, savings
  - Fully electronical Supply Chain information
- Reporting
  - Internal, external (partners, authorities...)
- "Electronical Dispatcher" optimization

# LIQUID LINK

ADR-HAANPAA

DENMARK - ESTONIA - NORWAY - FINLAND - SWEDEN

