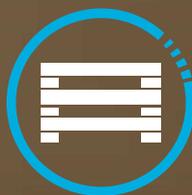






### **Express courier - packages**

Smyb picks up and delivers packages, without any weight limits, in 24/48h, across the country. We provide constant monitoring of deliveries via Track & Trace.



### **Express courier - Pallets**

Delivery of palletised goods allows significant time savings, simplifying delivery management and keeping costs to a minimum.



### **Distribution**

Distribution is managed through movement of goods to the warehouse followed by delivery to the correct Province.



### **Fashion Service**

From warehouse and inventory management to widespread distribution and delivery of hanging apparel with specially equipped vehicles designed to prevent damage.



### **Integrated logistics**

Smyb provides an integrated logistics service via its own platform, covering everything from transportation and storage to delivery and handling of goods and products.



### **Combined transport**

To transport goods over medium to long distances, Smyb uses a combination of road and rail transport to reduce environmental impact.



**Smyb** – in its current form – was created in 2012 to allow my sisters, Stefania and Giovanna, and I to continue the work begun by our father in the 1960s. Starting out as an employee of the business, he took over the operation thanks to his excellent skills and performance as commercial manager.

It was in the late 70s, things were decidedly different to today's world of rapid modernisation and development in the road transport sector, when our father **Antonio Gallo** built a business which evolved from a traditional transport company to a specialist logistics firm specialising in the transport of goods from the fashion industry, correctly foreseeing the potential in a platform dedicated to this industry. It was in this niche sector that his managerial skills and determination led him to become regional market leader.

During the 1980's the company outgrew its small warehouse in the industrial area of Salerno and needed further branches. Thanks to a dynamic vision and attention to rapid changes in the market, the firm grew rapidly through collaboration with important businesses in the textile and apparel industries. Today, in line with our history, we have further strengthened our performance in the **fashion** sector and added further services related to goods handling, logistics and transport. We are proud of our roots, of Salerno where we originate. It is from here that we will continue to move forward with the our project.

Smyb is in the process of broadening its horizons by organising a branch in the province of Potenza, in the town of. Through partnership agreements with specially structured networks for transportation of all types, from inter-modal to express, palletised goods, and full loads to provide a full transport service nationwide.

Our history and experience are our capital. We inherited this business and have grown it into a company with specialist skills which works well due to its focus on customer service. This is what our father taught us, alongside the courage and determination needed to manage a business. This is also what we share, on a daily basis with all of our employees.

**"The business is the memory of our father, and every day we nurture it with great love".** Elena Gallo





## Quality **services** and **solutions** for all types of business

Smyb – Salerno Moving Your Business – is a courier specialising in **transport, logistics, and handling of palletised goods and groupage**. We are organised to guarantee **nationwide coverage and urban distribution** in Campania and Basilicata through a fleet of company owned vehicles. We have been working for many years now with important partners in the sector, such as DHL, Arcese, Susa, andTraconf.

Smyb has **logistics platforms** allowing for provision of quality service. The platform in the industrial area of **Salerno** covers a total of 16,000 m2 while the warehouse at the **Interporto Campano di Nola** hub near Naples, situated adjacent to the terminal, helps to favour development of rail transport and more. Recently a platform has

been opened in **Potenza**, in the industrial area, to provide coverage for Basilicata and the surrounding area.

These platforms are equipped also for the **management of “hanging” garments**, including all warehousing activities, from reception to inventory management, picking, and delivery of various items to the point of sale.

The professionalism and experience of our staff make for a high standard of goods packaging and delivery services provided quickly and at competitive prices. We are motivated to satisfy customers’ individual requirements. This and our operational flexibility allow us to specialise and personalise our transport and logistics services to a very high degree.





## The value of your goods... **in safe hands**

The entire operational cycle is kept under strict control.

The IT solutions adopted, including **video surveillance and satellite tracking** of vehicles mean that the supply chain is protected from potential threats.

We adopt these preventative measures to safeguard people, goods and vehicles, and to respond to legal obligations regarding health and safety at work.





## A distribution network to reach the end user

Smyb provides widespread urban distribution across **Campania** and **Basilicata**

All of our activities and procedures come together to get each product to the final consumer. The goods which reach our platform are organised on the basis of delivery area on arrival.

Each area is managed by one or more specialised couriers using a variety of vehicles chosen on the basis of the load being transported, including vans

trucks and vehicles equipped with hydraulic tailgate lifts to manage groupage and palletised goods.

We constantly monitor our distribution to ensure that we can provide a high quality yet rapid service.

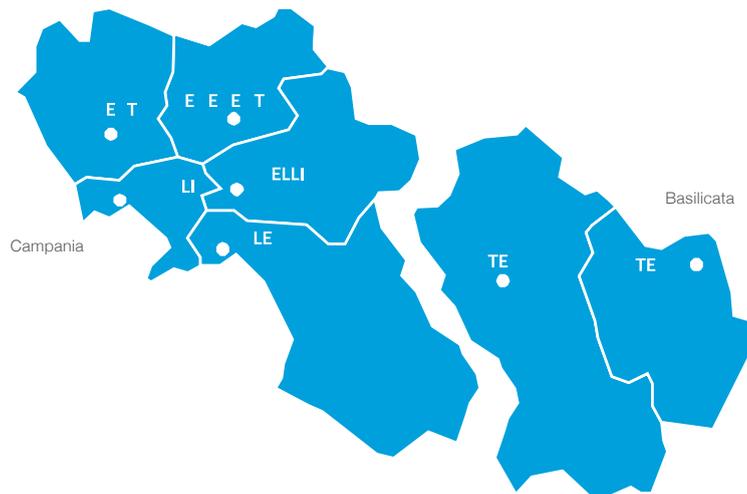
**Quality, service and punctuality.** These are the main reasons why Smyb is the choice for even some of the largest companies in the sector.





## Knowing **the area**

Knowledge of the area in our business is fundamental to optimise urban distribution by area.



The logistics platforms owned by Smyb permit widespread distribution of transport services for **B2B** and **B2C** clients, with particular focus on **Campania**, **Basilicata** and their provinces.



SALERNO pick up 05:45



VIETRI SUL MARE delivered 09:32



**As PROMISED!**

**Logistics and Distribution  
Campania - Basilicata**



Di fondamentale importanza è l'efficienza nella fase finale del trasporto, sull'ultimo miglio di strada, quello che separa il trasportatore dal cliente finale che necessita per esigenze produttive o di commercializzazione della merce attesa.

Quando si arriva all'ultimo miglio, il grosso è stato fatto, sono stati percorsi migliaia di chilometri e si sta per entrare nel cuore della città. **Conoscere il territorio in questi casi diventa fondamentale per ottimizzare la distribuzione urbana**

Velocità, capacità di dare risposte rapide alle richieste del cliente, poter disporre del servizio di cui si ha bisogno nel momento della necessità produttiva. Letteralmente: **ritiriamo oggi per consegnare domani**

Perché la spedizione – comunque con posta, paller, colto, plico – che viene affidata ha la medesima importanza.

**Ogni spedizione nei tempi previsti: come previsto!**



### Express delivery, as promised

Time management makes the difference: we also provide **express courier services**.

tomorrow. We provide personalised express courier services thanks to the widespread distribution network we are part of. This network guarantees transport in every province and provides an efficient and punctual pick-up and delivery service. The professionalism of our

qualified staff who follow the entire process with great care thanks to a modern and efficient IT platform, permits us to provide satisfaction to all clients who choose us. Well-structured organisation with a focus on respecting pick-up and delivery.





### EXPRESS COURIER PACKAGES AND PALLETS

Smyb offers pick-up and delivery of pallets and packages without weight limits in 24-48 hours nationwide, with **Track & Trace**.

For the transport of palletised goods Smyb is sector leader thanks to constant investment in equipment and IT systems. The transport of goods on pallets permits a notable optimisation of timing, simplifying dispatch management and minimising costs.



Salerno , Nola , Avellino & Potenza .  
Our platforms





0001000069003  
0021  
5711425

0001000069003  
0020  
5713434

0001000069003  
024  
57130443

0001000069003  
0016  
57118574

0001000069003  
0017  
571163491

HOWARD SOC. COOP  
Member & Shareholder



### Functional logistics and services

Logistics has a fundamental role to play in the passage from production to distribution. In this phase, the logistics provider must create added value for the client with organisational and operational solutions to ensure continuity of stock, efficiency of processes and punctuality in the **physical distribution of products on the market.**

Before goods reach their final destination, businesses must be able to count on safe places to store them. Smyb provides 4 platforms for logistics and micro-logistics to respond to the needs of

customers who outsource their distribution network, even in case of low rate of delivery across a wide area.

The platforms are located strategically at route centres: **Salerno, Nola, Avellino** and **Potenza** permit efficient coverage of two important Southern Italian regions. Staff dedicated to logistics operations manage the flow of goods on time and paying attention to the differences between different types of goods to be transported.





## Logistics supporting **the fashion industry**

Logistics as a fashion service must be personalised to each individual client. Continuity of stock, seasonal picking for stores with high inventory turnover, and season change management make us experts at providing service to an extremely complex sector.

**Fast fashion or prêt-à-porter.** The flexibility needed makes the logistics provided by Smyb a perfect fit.





## Integrated fashion service supporting the industry.

Integrated fashion service supports industry players. In the world of fashion there is nothing more important than precision and punctuality. Clothing is subject to constant seasonal change and logistics must therefore be managed in total harmony with the requirements dictated by individual marketing strategies

Smyb, specialising in fashion distribution and hanging garments, has developed an integrated fashion service project which spans from pick-up to warehouse and inventory management to the distribution and delivery of the product to point of sale, providing a complete logistics service to businesses in the fashion industry. All deliveries are managed with efficiency and precision, and once they arrive at their destination personnel unload and organise the products according to the instructions of sales or representative staff.

Garment transportation requires precision, specialisation, organisation and technology. Smyb has developed all of the above thanks to years of experience in the sector and a significant flow of raw materials, semi-finished products and finished products. Items are handled in specially equipped warehousing facilities with metal garment rails and are transported within vehicles which are also equipped with clothing rails, allowing the garments to remain hanging. The advantage to this is that the client receives the goods in the same condition as they left the factory in, and since they are transported and handled while hanging, maintenance of the quality of the product is ensured.

The business is structured to keep inventory of thousands of hanging garments at its own logistics platform, ready to be delivered to final clients, even months earlier than originally agreed. This organisation allows us to maximise flexibility of dispatch without putting limits on quantity of items.





### Bespoke Solutions.

Solutions created for the specific requirements of businesses operating in the fashion industry.

Companies requiring a valuable partner able to change transport procedures when needed can turn to Smyb, which has become one of the most important transporters for **producers of fabric and clothing.**

Inventory of garments in the platform is managed in circumspect areas held secure through CCTV connected 24/7 to a private security company.

Transport is carried out on vans equipped with satellite alarm and security systems.









## An opportunity for the environment, **the responsibility of us all**

A development project on **combined transport** is part of Smyb's contribution to **safeguarding the environment**.

Combined transport means anything involving more than one type of transportation, for example road and rail, to reduce traffic and environmental impact.

To make this service available, Smyb has chosen to locate its structure near the TIN (Nola Terminal Hub), facilitating the **development of a rail transport network**.

Rail transport permits movement of almost any type of goods and reduces traffic on the roads.

Smyb's social responsibility is in line with the European Union's transport policy, which declared that by 2030 at least 30% of goods travelling more than 350km must travel by rail. Intermodal transport is one of the ways in which goods can be transported over medium to long distances for a reduced impact on the environment. Each delivery by rail reduces energy consumption and contributes to safeguarding the climate. On average, inter-modal transport reduces CO2 emissions by 55% compared to road transport alone.

## More focus on **green vision**

We have chosen to use inter-modal transport due to our awareness of the importance of environmental issues. Our strategy is to combine technology with care for the environment in order

to reduce environmental impact by using Euro 5 and Euro 6 vehicles which respect EU emissions guidelines, and, when possible, transporting goods by rail.





## Track & Trace



Every delivery is managed on our IT platform: clients can stay up to date on the status of their delivery at all times.

# Smyb

Business Logistics 

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