

Maintaining adaptability

Waldo Remijn, regional manager Benelux at multimodal forwarder Bellville Rodair International (BRI), says that capacity and rates are the two major factors affecting the air freight industry. Although volumes have risen in the last couple of months he noted: “Whether this is the traditional peak of the year-end season ... or a true upswing in demand, remains to be seen.

“Alongside this we have seen the creation of artificial restrictions on capacity, caused by airlines parking some of their planes”, but with rates going up airlines are adding capacity again – which could push prices back down again, he observed.

Whenever the situation stabilises, Remijn is confident in BRI’s ability to handle an upturn. With certain functions outsourced, such as its trucking service, the forwarder’s specialist air freight team is able to maintain tight control over its subcontractors while ensuring maximum flexibility and adaptability.

In addition: “We are able to manage our



Remijn seeks to maintain controlled growth

growth because we have smaller clients and our portfolio is wider and better spread, rather than dealing with just a few big customers.”

BRI’s Amsterdam branch saw a record 91 percent year-on-year growth in revenue and a 118 percent improvement on its gross profit for 2009.

Remijn said its focus on quality of service and investment in having “the right people on board” had helped BRI to both retain and gain customers, despite volumes in the region being down 25 percent.

He also anticipates “a great year” for the company’s Brussels office, opened in December last year, as an extension of BRI’s existing handling deal for non-routed freight with Lufthansa Cargo.

Remijn concluded: “Our past has been very good. Going forward, our aim is to maintain our position and keep growing in a controlled manner. There is a danger with very fast growth of things getting out of control but we must avoid that.”