



Holland  
International  
Distribution  
Council



**NDL/HIDC (Holland International Distribution Council) acts as a matchmaker for logistics in Europe. We are a private, non-profit independent organization representing 300 companies in the Dutch logistics industry.**

### What we do

- NDL/HIDC serves as the ideal matchmaker to find the right service provider for logistics in Europe.
- Based on independent research, NDL/HIDC advises industry, government, politicians, and the media on the economic importance of logistics and on the Netherlands as an attractive location.
- NDL/HIDC is a platform where representatives from the Dutch logistics industry meet to exchange knowledge and views about logistics and supply chain management.

### NDL/HIDC's matchmaking process consists of four steps

1. Advice on European supply chain structures and assistance in defining logistics requirements.
2. Neutral advice on logistics partner selection.
3. Fact-finding trip in the Netherlands to meet potential partners.
4. Assistance with every step – now and in the future.

### All of our advisory services are

- Free of Charge
- Without any obligation

**Please check out the [HIDC introduction](#) movie for additional information on who we are and what we do!**

### NDL/HIDC

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In order to be able to give the best possible assistance it is crucial that we have a good understanding of your company, your product and your ambitions in Europe. We would therefore like to ask you to complete questions listed below. The information in this questionnaire will be used as a guideline and is mainly used to get an overview of your business. In case you are new to the European market and you don't have any actual sales please use a forecast on where you expect to be one year after entering the European market.

All information provided in the NDL/HIDC Logistics Questionnaire remains confidential.

**Company name**

**Company website**

**Contact person**

**E-mail**

**How did you learn about HIDC?**

**1 Do you already sell products to the European market?** Yes No

**2 If yes, please describe the current sales channels used**

- a. (Exclusive) agents
- b. B2B websales
- c. B2C websales via own website
- d. B2C websales via third party websites and platforms (e.g. Amazon)
- e. Direct sales
- f. Distributors
- g. Retail
- h. Other

**3 Please describe desired sales and distribution network in Europe:**

- a. (Exclusive) agents
- b. B2B websales
- c. B2C websales via own website
- d. B2C websales via third party websites and platforms (e.g. Amazon)
- e. Direct sales
- f. Distributors
- g. Retail
- h. Other



**6 Inbound transportation flow (from production location to warehouse in the Netherlands)**

- a. What would be the country and city of origin (and would you use air-or sea transport)?
- b. What would be the size and weight of the average incoming shipment?
- c. How many shipments will be sent on an annual base?

**7 How much warehousing space do you need?**

- a. How many SKU's will you store in the warehouse?
- b. What is the number of pallets that needs to be stored in the warehouse (please provide number of pallet locations):
- c. Would you need store products on shelf locations or in bins? Is so, please give an indication of the number of shelf locations or bins that would be needed.
- d. Certifications required for storage

**8 Are value adding activities required**

- |   |     |    |
|---|-----|----|
| a. Assembly                             | Yes | No |
| b. (Re) packing                         | Yes | No |
| c. Reconditioning                       | Yes | No |
| d. Kitting                              | Yes | No |
| e. Labeling                             | Yes | No |
| f. Customization                        | Yes | No |
| g. Reverse Logistics related activities | Yes | No |
| h. Are other services needed?           | Yes | No |

Please indicate:

**9 Outbound transportation (from warehouse in the Netherlands to customers)**

a. Please describe typical outbound shipment (number of order lines, number of outbound cartons, pallets etc).

b. Please provide countries and (if possible) cities that will be served out of the Netherlands

Countries

Cities (if known)

c. What is the anticipated number of outbound shipments (per month)

**10 When would you like to go live with your new European logistics set-up?**