

## European road transport companies are screaming for truck drivers – how do Girteka Logistics succeed where others fail?

European companies are greatly challenged by a lack of truck drivers, it's estimated that 20% of German trucks are standing still in 2018 due to this shortage\*. Meanwhile, Girteka Logistics has now grown to 5.000 trucks and 5.500 trailers and therefore as well from 8.000 drivers in January 2018 to 10.000 drivers employed on August 6, 2018.

"Girteka Logistics is successfully responding to the market demand for increasing capacity, and is on target to have 10.000 trucks and employ an estimated 20.000 truck drivers by 2021", - says Edvardas Liachovičius, CEO, Girteka Logistics.

Over the last 10 years, Girteka Logistics has been part of a significant professionalization in the Logistics industry towards larger and fully pan-European transport companies. In 2017 the company recorded organic growth of 30%, this year's growth is again on target to reach high double digits.

"We have a significantly different business model than our main International peers such as DSV, DB Schenker, DHL and Kühne & Nagel, we own our trucks and employ our own drivers. Our ability to deliver high quality and increasing capacity with our own assets has put us in pole position", - says Kristian Kaas Mortensen, CCO, Girteka Logistics.

Girteka Logistics clearly has found a way around the industry's severe lack of trucks drivers, but like the entire industry the company is facing rapidly increasing operating costs. This is due to multiple factors ranging from increasing driver's salaries, to EU and national legislation requiring; drivers to sleep in hotels, minimum salary requirements in different countries and as well higher fuel cost.

"Road transport costs in Europe are rapidly increasing due to many factors, a significant lack of drivers being one them. We are reviewing our cost base, and will now adjust our pricing to reflect the new market level", - says Edvardas Liachovičius, CEO, Girteka Logistics.

Girteka Logistics continues to implement simple, yet industry leading and business improving initiatives ranging from advanced truck driver recruitment and training to setting up a technology lab outside the company that will further empower technological advances. Girteka Logistics expect to deliver nearly 450.000 full truck loads in 2018, making the company a noticeable logistics leader.

### Note to editors only

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(\*According to trans.info <https://trans.info/en/germany-is-desperately-looking-for-drivers-due-to-staff-shortages-20-percent-of-trucks-are-at-a-standstill-97306>)