



GREECE



OUR VISION SAFE TRANSPORTATIONS

- Employees
- Contractors
- Products

Supply Chain Scope in Lafarge Greece



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Network:

- 3 plants (3 ports)
- 6 Distribution Centers (6 ports)
- 11 Quarries (3 ports)
- >800 Customer Sites/RMX

Products:

- 6 types of bulk
- 3 types bagged

Road Transportation

- >300 Road Tankers
- > 450 drivers/contractors
- 95% with GPS
- > 30.000.000 km /yr

Sea Transportation

- Pneumatic ships - Cement
- Bulk Carriers - Raw Materials
- Contractor personnel in Sea Transport
- >250.000 nautical miles /yr





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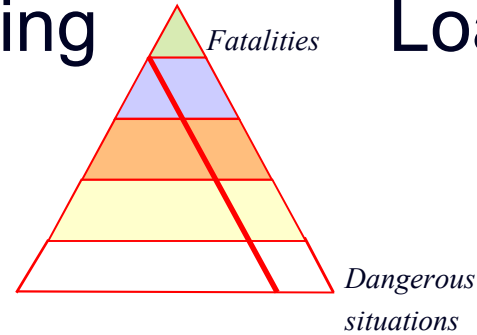
Customer Site Safety Program:

- Circulation Plan
- Unloading
- Silos

Unloading

Loading

- Lafarge Standards
- Circulation Plan
- Safe Match
- Secure Cargo



In Transit

- Road Transportation Program
- Sea Transportation (Port Safety Project)



The Five Pillars of Road Transportation Safety



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A. Behaviors

- ✓ Road Transportation Safety Days
- ✓ Defensive Driving & Induction Trainings
- ✓ VFL Audits: (“Pairno Thesi”)
Antiskid – Anti roll-over Trainings

D. Performance

- ✓ Award Policy
- ✓ Sanction Policy

B. Standards

- ✓ Contractification
- ✓ Safe Driving Policy & Rules
- ✓ Loading & Unloading Rules
- ✓ Safe Pass System
- ~ Cargo Securing
Road Transportation Safety Manual

E. Monitoring

- ✓ “Safe Pass”
- ✓ Speed limit violations (GPS)
- ~ Working Hours (GPS)
- ~ Unloading pressure (GPS)
- ✓ Safety Performance Database

C. Equipment

- ✓ Strict age limits for trucks, road tankers and silos
- ✓ “Safe Pass” (*) requirements for vehicle



Milestones 2005 to 2010



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Awareness

2005

Reporting of Accidents

2006

Behaviors



- ✓ Defensive Driving training
- ✓ Drivers' assessments on the road
- ✓ Policies and procedures
- ✓ Participation in European programs

2007

Monitoring

Training of Employees and Contractors

Audits (~2500 per year)

- ✓ Audits from external consultant (road, plant, customer) – behavior and equipment
- ✓ VFL (“PAIRNO THESI”)
- ✓ Age limits for trucks
- ✓ Technical improvements

2008

Consolidation & Tools

Rise in incidents

Launch of Road Transportation Safety Program

- ✓ Road Tr. Safety Days (1 w/end at each site)
- ✓ Co-signing with contractors of H&S Policy
- ✓ New contracts
- ✓ GPS Project completion
- ✓ Performance and penalty system

2009

Maturing

Drivers behavior monitoring through GPS

Speed limit violations reduction by 98%

- ✓ Speed Control through speed violations monitoring
- ✓ SAFE PASS System
- ✓ Road Transportation Safety Day follow up

2010

VISION:
ZERO ACCIDENTS

- ✓ SAFE PASS System
- Local speed limits
- Driving hours
- Reduce risk at interfaces / co-responsibility: un/loading , customer sites
- Holistic Vendor Evaluation System Process



Safe Road Transportation Campaign 2010



- Content:
 - 5 events throughout Greece for all silo trucks drivers & owners
 - Emphasis on People, Behaviour & Risk Awareness
 - 10 Golden Rules for safe transportation & Unloading Video
 - Unsafe conditions reporting booklet
 - Q&A
- Target Audience
 - Drivers & Owners
 - Customers
 - Dispatch & Sales Employees
 - Key Stakeholders
- Communication Tools
 - Invitation Letter to local authorities & customers
 - Invitation Letter & Newsletter to own employees



Milestones - Dangerous situations metrics

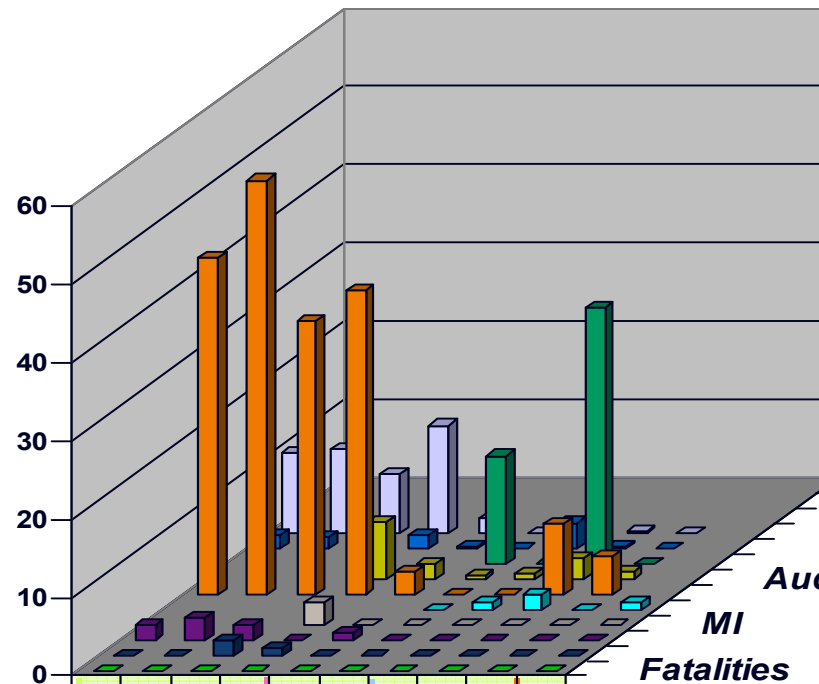


GPS:

- Real time monitoring around the clock
- Increased visibility on unsafe situations
- Measuring of critical KPIs
- Drastic reduction of incidents

Pressure Monitoring System:

- Real time monitoring around the clock
- Increased visibility on unsafe over-pressurization situations
- Termination of unloading process on pressure limit violation



Pressure limit violation incidents

Truck damages / millions of tons

Audits % of non conformities

MI

Fatalities

	'05	'06	'07	'08 (1-8)	'08 (9-12)	01.09	12.09	FY '09	'10 (1-8)	'10 (8-12)
Fatalities	0	0	0	0	0	0	0	0	0	0
Fatalities - Third Party	0	0	2	1	0	0	0	0	0	0
LTI	2	3	2	0	1	0	0	0	0	0
MI				3	0	0	0	0	0	0
FA						0	1	2	0	1
Truck damages	43	53	35	39	3	0	0	9	5	
Audits % of non conformities				7,4	1,9	0,6	0,7	2,7	1	
Speed violation incidents (000's)						13,9	0	33	0,1	
Truck damages / millions of km	1,7	1,5	1	1,7	0,3	0	3,3	0,3	0	
Truck damages / millions of tons	10	11	7,6	14	2,1	0	0	0,3	0	
Violation of driving hours regulation										
Driving profile: Harsh acceleration										
Pressure limit violation incidents										

Before RTSP

After RTSP Launch

After GPS Installation

After Pressure Monitoring System & TCS

NEW

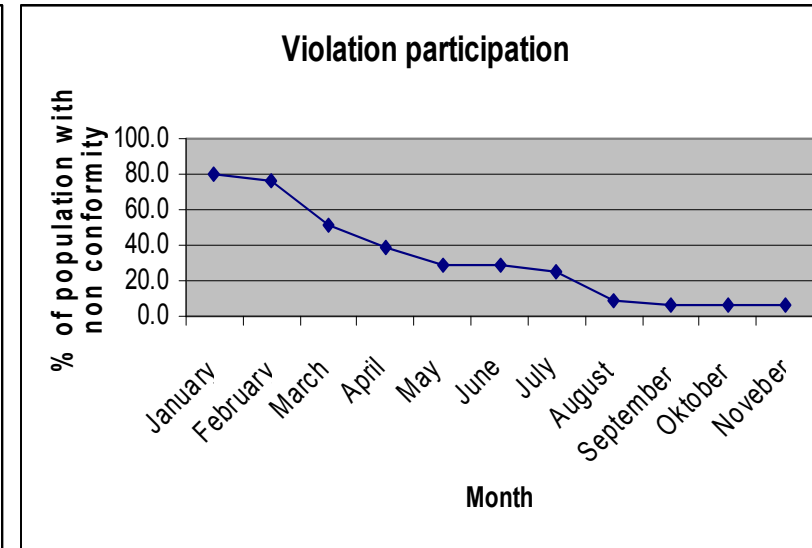
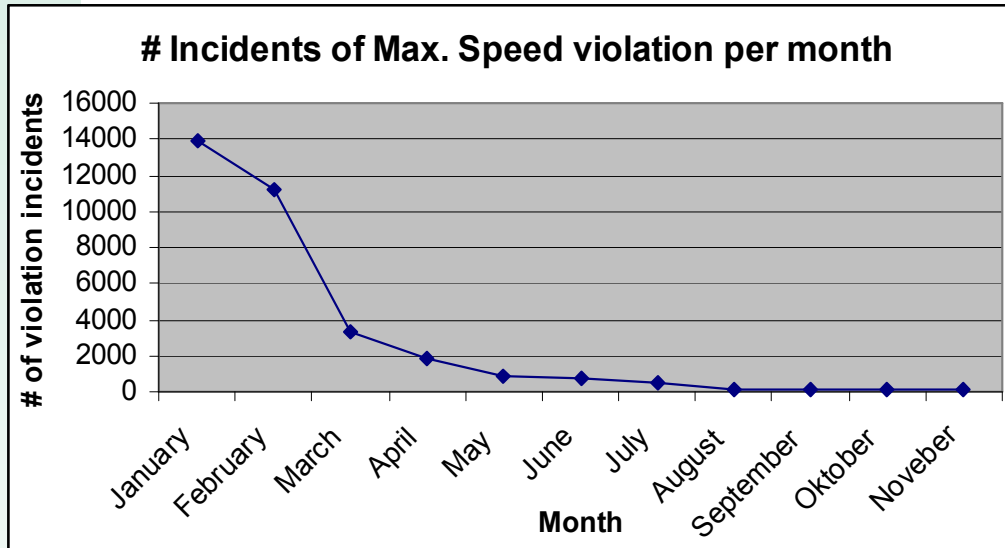
New KPIs !!!

Through continuous improvements and usage of new systems we managed to identify additional KPIs that will lead us towards reduction of unsafe conditions

Safety Road Transportation – GPS Safety Metrics



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- Performance metrics evolution in 2009

- Speed violation incidents from 14,000 in January down to 20 in December
- % of non conformities from 80,1 % of fleet in January down to 5,6 % in December





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Κρατάμε τη ζωή στα χέρια μας
 Ας προσέχουμε που την οδηγούμε

Όταν οδηγούμε το αυτοκίνητο, κρατάμε τη ζωή μας και τη ζωή των συνταξιολητών μας στα χέρια μας. Ας γίνει λοιπόν οδηγός και συντάξιμος αμαρτία μας η αμελής οδήγηση.

- Φοράμε τη ζώνη ή τα κράνη μας
- Δεν «βλασκάζουμε» μετά από καταστάσεις ατυχή
- Περνούμε τον κόπο μας Οδηγώντας Βασικά Χωλίκους

Η Ασφάλεια αποτελεί θεμελιώδη αξία για τον Όμιλο Επιχειρήσεων της Α.Γ.Ε.Τ. ΗΡΑΚΛΗΣ και πρωταρχικό καθήκον της Διοίκησης της εταιρείας. Ημερές της Ασφάλειας και μηδέν ατυχήματα.

Ειδικά για την **οδική ασφάλεια**, εφαρμόζουμε ένα ολοκληρωμένο πρόγραμμα, που καλύπτει όλες τις δραστηριότητες οδικών μεταφορών και μετασχηματίζουμε εργαζομένους και συνεργάτες του Ομίλου. Το πρόγραμμα «οδική ασφάλεια» βασίζεται στην εκπαίδευση (αυτοκίνητο - οδήγηση) και στην αξιοπιστία για την οδήγηση συμπεριφοράς κατά την οδήγηση. Για το πρόγραμμα αυτό, η Α.Γ.Ε.Τ. ΗΡΑΚΛΗΣ μετέχει τις πρώτες ελληνικές εταιρίες που υπήγαγον την Ευρωπαϊκή Χάρτη Οδικής Ασφάλειας, συμμετέχουν στην πρωτοβουλία της Ευρωπαϊκής Ένωσης για μείωση των θανάτων οδικών ατυχημάτων.



Truck Control System – Safety Centered Dispatching



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■ Description of TCS

- An integrated fleet dispatching system

■ Scope in terms of safety

- Safety centered route allocation and dispatching – SCD (e.g. route safety risks, driving hrs)
- Reduction of drivers waiting time at dispatch sites

■ Safety performance metrics

- Drivers daily working hours
- Drivers waiting time
- Route history (Speed Violations)
- Max unloading pressure overruns





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Report

Route Summary (Pressure)

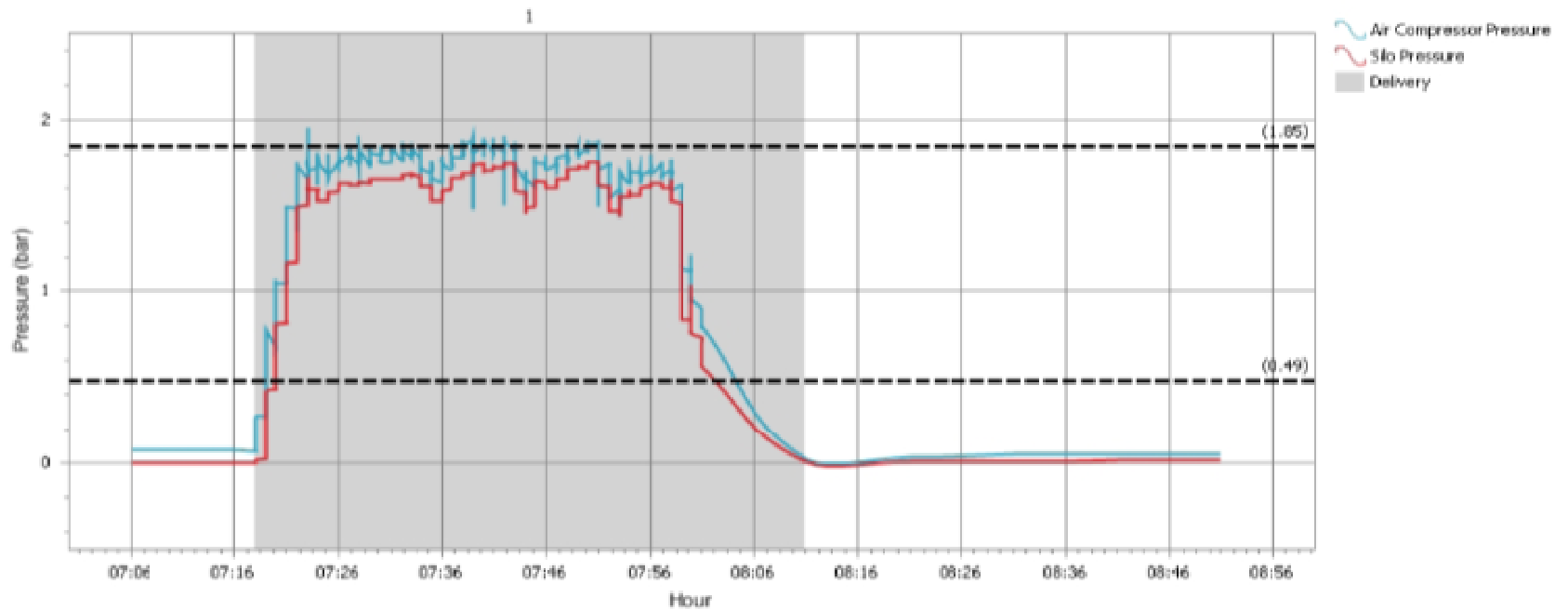
From Date: 13/09/2010 07:00
To Date: 13/09/2010 09:00

Min Stop Duration: 5m



Vehicle: EKA-9356
Date: 13/09/2010

Departure: 13/09/2010 05:14
Arrival: 13/09/2010 09:20



Emphasis Telematics, 15/09/2010 14:45

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Safe Driving at Head Office Campaign



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→ ΕΙΣΟΔΟΣ
Κεντρικών Γραφείων με Ασφάλεια





ΑΣΦΑΛΗΣ ΕΙΣΟΔΟΣ
Κατεβαίνοντας την Σ. Βενιζέλου
(από Κηφισιά προς Μεταμόρφωση)

ΕΠΙΤΡΕΠΕΤΑΙ
η στροφή δεξιά στην είσοδο



ΕΠΙΚΙΝΔΥΝΗ ΕΙΣΟΔΟΣ
Ανεβαίνοντας την Σ. Βενιζέλου
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ΑΠΑΓΟΡΕΥΕΤΑΙ
η στροφή αριστερά στην είσοδο

**Ασφαλής διαδρομή για είσοδο στα Κεντρικά Γραφεία
από την κατεύθυνση της Μεταμόρφωσης**





← ΕΞΟΔΟΣ
Κεντρικών Γραφείων με Ασφάλεια





ΑΣΦΑΛΗΣ ΕΞΟΔΟΣ
Βγαίνοντας από την έξοδο

ΕΠΙΤΡΕΠΕΤΑΙ
η στροφή δεξιά προς
Μεταμόρφωση



ΕΠΙΚΙΝΔΥΝΗ ΕΞΟΔΟΣ
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ΑΠΑΓΟΡΕΥΕΤΑΙ
η στροφή αριστερά προς Κηφισιά

**Ασφαλής διαδρομή για έξοδο από τα Κεντρικά Γραφεία
με κατεύθυνση προς Κηφισιά**







Safe Driving at Head Office Campaign

Mandatory Rules

- General good physical and health condition for driving
- Systematic use of safety belts (even for short trip)
- No use of mobile phone while driving
- Strict respect of road legislation
- Helmet must be worn on motorbike

Personal behaviour is the critical contributor to safe driving and it is a daily personal discipline.



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Supply Chain Safety Vision for Dispatching



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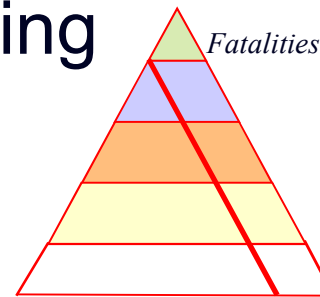
Customer Site Safety Program:

- Circulation Plan
- Unloading
- Silos

Unloading

Loading

- Lafarge Standards
- Circulation Plan
- Safe Match
- Secure Cargo



Dangerous situations

In Transit

- Road Transportation Program
- Sea Transportation (Port Safety Project)

Improvement projects and actions plans are in place for all three Loading – In Transit – Unloading

