



Connecting New
Zealand and UK
businesses for
over 100 years

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support of



**NEW ZEALAND
TRADE & ENTERPRISE**
Te Taurapa Tūhono

A Workshop for Exporters

Richard Davies
Director
HGL New Zealand



Richard Davies
HGL New Zealand
021 800 257
rdavies@hgl.nz
www.hgl.nz

Self Introduction

Richard brings over 30 years of industry experience to the table, having started from the bottom and worked his way up through various roles in warehousing, shipping, transport, and export. With a two-decade tenure at Hemisphere, he initially served as the transport and warehouse manager.

In 2016, Richard embarked on a new venture by establishing HGL in New Zealand, laying its foundation from scratch. As a linchpin within HGL, he ensures smooth operations and assists his team whenever necessary, earning him the reputation as the glue that holds everything together.

Richard's demeanor is characterized by being straightforward yet passionately committed to his industry. He sets a high standard for customer service at HGL and extends this benchmark to their partners. His approach involves active listening and delivering exceptional customer experiences, where each client receives equal care, attention, and time.

What truly sets HGL apart, according to Richard, is the genuine concern for clients and partners, prioritizing relationships over transactions.



2000
Started with HFS
(UK sister company)



2016
Started HGL
in New Zealand



2020
First employee
hired



2021
First multi million
turnover year



2024
Team has grown
5 employees

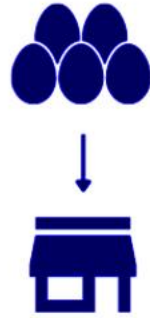


HGL Limited

YOUR LOCAL GLOBAL LOGISTICS PROVIDER

1PL

A farmer who delivers eggs to a grocery store to sell.



2PL

A courier delivers eggs from farm to grocery store.



3PL

A fulfillment company with a fleet of trucks transport eggs from farm to grocery store.



4PL

A logistics company that manages a 3PL on behalf of the farmer to package and deliver eggs to the grocery store.



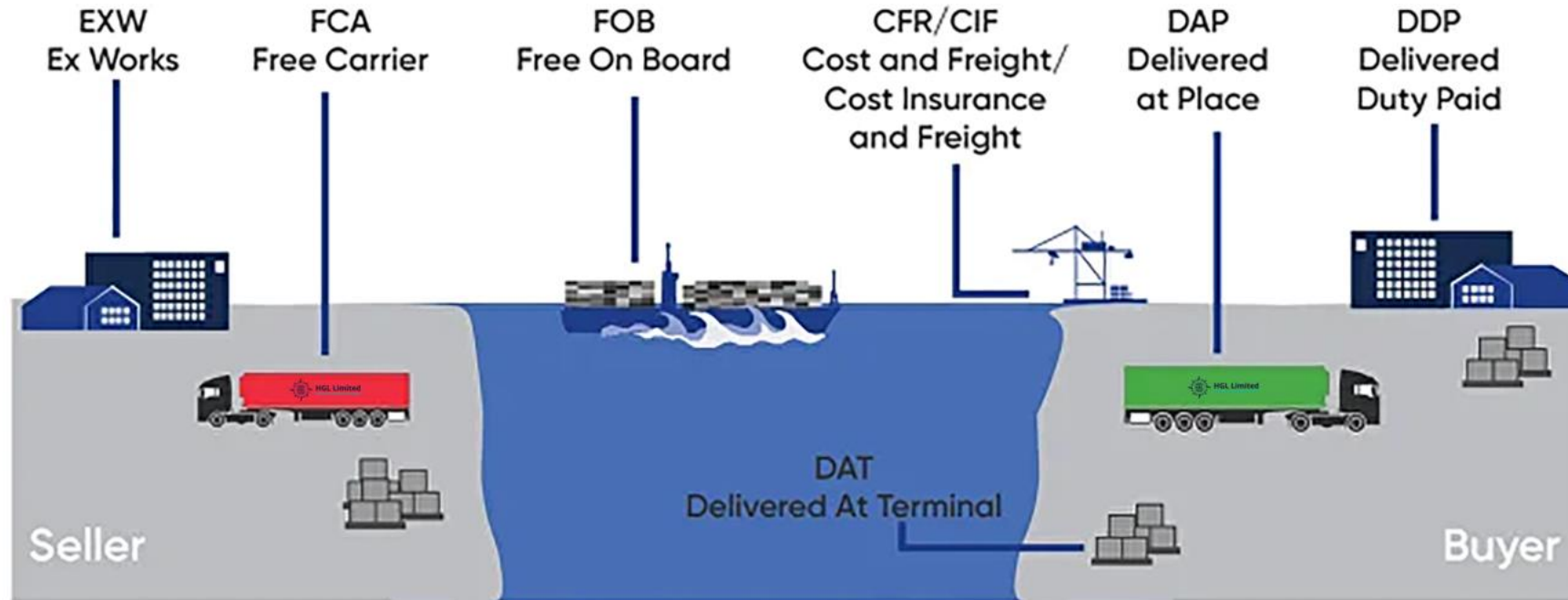
5PL

A logistics company manages the farmer's supply chain from production to delivery.



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