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Demand for German automobiles in countries such as China and Brazil is higher than ever before. And many people in Germany wear clothing produced in Turkey or India, or eat fresh fruits from Brazil during the winter. All of that is made possible by logistics, interlinking businesses well beyond national borders and distributing goods quickly and efficiently over thousands of kilometers.

Expert, well-connected partners are vital to the safe, reliable transportation of goods. Located at the heart of Europe, bordering nine different countries, Germany’s logistics service providers are the ideal partners for the transportation of your goods. Outstandingly trained personnel, continuous quality management and efficient processes ensure that your goods will be transported safely and smoothly to their ultimate consumers. This book profiles the Logistics Alliance Germany, German logistics services and the benefits they offer. The Logistics Alliance Germany is an initiative of the German Federal Government. Our aim is to assist you in choosing the right logistics service provider to handle the transportation of your products to Germany or other European countries. At the end of this volume you will find a listing of all the members of the Logistics Alliance Germany, with short profiles setting out their extensive portfolios of specialist services. We will also be glad to answer any further questions you may have.

Logistics Alliance Germany
Located at the heart of Europe, Germany enjoys an ideal position for handling freight. A highly developed infrastructure, innovative logistics services and highly qualified personnel ensure that goods reach their destinations quickly, efficiently and reliably.
were 2.556 million trucks operating in the
German logistics sector in 2010 (not includ-
ing semitrailers). Of that total, 430,000 were
over 7.5 tonnes gross vehicle weight rating.
The second-largest freight transport seg-
ment in Germany is the rail network, which
in 2012 carried a total of 365 million tonnes
of goods. Ocean shipping was the third-
largest, carrying 298 million tonnes. The to-
total volume transported by inland shipping
in the past year was 219 million tonnes. Air
freight accounted for 4.3 million tonnes in
2012.

Combined transport is very important in
Germany. This special form of intermodal
freight transport involves truck semitrailers
or other cargo units such as containers or
swap bodies being carried over extended
distances by rail or water. Trucks are used
only for short stretches, to transport the

Importing goods into Germany ensures
they are targeted right at the heart of Eu-
rope. Germany shares borders with nine
countries (Denmark, Poland, Czech Republic,
Austria, Switzerland, France, Luxembourg,
Belgium, Netherlands) – more than any other
in Europe. So it is no wonder that Germany
has become Europe’s leading logistics cen-
ter. According to the German logistics net-
work BVL, the logistics sector in Germany
generated sales of EUR 222 billion in 2011.
The BVL forecasts that the sector will grow
further in 2012, estimating sales of around
EUR 225 billion. That makes logistics the
third-largest industry in Germany, and one
of its top employers.

Germany enjoys a leading position in Eu-
rope. According to the Fraunhofer Institute,
the German logistics sector generated the
highest sales of all 27 EU member states
plus Norway and Switzerland. In fact, its rev-
ences were roughly the same as those of
second-placed France and third-placed
Great Britain combined.

Well-developed infrastructure
The foundation of a successful logistics sec-
tor is a well-developed infrastructure. With
over 650,000 kilometers of roads, 42,000 kilo-
meters of rail network, 36 ports and 27 air-
ports, Germany offers efficient, eco-friendly
transport by whatever means operators
choose.
Most freight traffic is carried by road. Accord-
ing to the German Federal Association for
Freight Transport, Logistics and Waste Man-
agement BGL, the sector employed almost
586,000 people in 2010, of whom 445,800
were drivers. Road freight accounted for
about 77 percent of total transport volume
in 2012, carrying 3.3 billion tonnes. There

Gross domestic product
(GDP, nominal):
2010: EUR 2,496 billion;
2011: EUR 2,593 billion;
2012: EUR 2,613 billion*

*) Estimated/forecast

Per capita GDP
(nominal):
2009: EUR 29,000
2010: EUR 30,500
2011: EUR 31,700

Population: 81.8 million
Capital city: Berlin
Land area: 357,121.41
square kilometers

Source: German federal and state statistical offices
(as of Dec. 31, 2011), Germany Trade & Invest 2012
Success founded on know-how

The importance of the logistics sector to Germany’s economy is demonstrated not only by its infrastructure data, but also by its employment statistics: Some 2.85 million of the country’s total workforce of 41.5 million people are employed in logistics – either with logistics service providers or in the logistics functions of wholesale, retail and industrial companies in all sectors. The industry places particular emphasis on professional training. Technical colleges and universities offer a wide range of specialist courses, while traineeships incorporating part-time studies ensure that logistics services are handled by highly qualified personnel. Research and development carried out at universities, institutes and companies in the industry contribute to the ongoing enhancement of complex logistical processes. Those efforts are not only concerned with making transport more efficient. Research is also focused on devising innovative intra-logistics solutions with the aim of combining state-of-the-art materials handling and logistics systems, advanced software and automation with highly qualified personnel to optimize on-site material flows and so speed up the relevant processes. Such highly efficient processes have helped keep Germany’s logistics costs 70 percent below those of other countries such as India and China.

Numerous regional and national cooperation structures and logistics networks provide ideal transport links. In the package freight segment especially, small and medium-sized enterprises have successfully banded together as system partners to offer 24/48 hour overnight service packages. Such services are made possible by a combination of state-of-the-art IT and a system of national and regional distribution hubs interconnected by fast direct links.
Sustainability and environmental protection

The logistics sector currently accounts for more than 5.5 percent of all CO₂ emissions worldwide. In view of that fact, German logistics service providers have set themselves the goal of doing as much as they can to help attain climate protection targets and enhance sustainability. A key aspect of those efforts is state-of-the-art vehicle engineering, which is helping to cut fuel consumption and CO₂ emissions. Many companies also rely exclusively on highly trained drivers whose road-wise intelligence and anticipation also helps reduce fuel consumption. In conjunction with telematics systems which efficiently plan routes and avoid empty runs, this opens up enormous potential for savings which in turn help combat environmental pollution. Sustainable logistics infrastructure which enhances resource efficiency in the use of energy, water and materials, alongside the use of eco-friendly packaging, also helps minimize the carbon footprint of German logistics service providers.

Differing demands

All these solutions are offered in a wide variety of sectors which place differing demands on logistics service providers. The primary role of automotive logistics, for example, is to cover the entire supply chain from procurement through transportation and value-adding to parts distribution and contract logistics. Operators in this segment must adopt a global approach and be able to offer transport networks incorporating car terminals at seaports and on inland waterways, road and rail transportation, as well as all ancillary technical services. This is where German logistics service providers are able to profit from the country’s highly developed infrastructure.

Service providers in the textile logistics segment face other challenges. The textile industry is nowadays very fast-moving, as trends shift ever more rapidly. The cycle from an idea through to delivery of the goods to individual outlets is often just a few weeks, so fast transportation is vital. Another factor nowadays is that most clothing is made in Asia, so supply chains have become longer and more complex. Specially trained personnel and custom IT solutions to optimize...
processes make it possible to meet all those challenges. The portfolio of services offered by German logistics specialists includes other features such as ensuring that garments remain uncreased in transit and that clothes hangers are recycled. Speed is even more vital to food and fresh produce logistics than it is in the textile segment. It imposes additional high demands including guaranteed maintenance of the characteristic properties and condition of fresh produce in transit and in storage. Measuring and monitoring systems allied to intelligent software solutions help optimize transport routes and ensure that food logistics processes meet the high legal requirements and that the goods arrive at the consumer fresh and undamaged.

**“EU-29”*: EUR 979 billion sales**

*Source: Fraunhofer, “The TOP 100 in Logistics 2012/2013”*  
*Member states of the European Union, Norway, Switzerland*
Jeans from China or mangoes from Brazil – increasing globalization means products can be bought cheaply all over the world. That trend is driving the international exchange of goods: Global trade has roughly quadrupled in the last 20 years.

Markets are changing faster thanks to global links. Product lifecycles are becoming ever shorter; products and services are becoming ever more diverse. At the same time supply chains are becoming increasingly complex. Working in such an environment demands maximum reliability and exact planning – the core competencies of the members of the Logistics Alliance Germany.

Located at the heart of Europe, Germany is a major center of global trade. That position not only benefits companies within Germany. The country’s role as an international freight hub means that German logistics service providers transport goods around the globe, ensuring smooth, efficient handling all along the supply chain.

Brazil:
Temperature-sensitive products such as fresh foods (including mangoes from Brazil) are typical air freight items.
Turkey:
Germany has larger bilaterally agreed volumes of approved road freight transport with Turkey than with any other third-party state.

China:
Door-to-door transportation (of clothing for example) by ship to Germany usually takes six to seven weeks.

India:
90 percent of India’s foreign trade is handled by the country’s more than 200 ports.

Source: German Federal Statistical Office
Photos: M. Home Photography (ship), createur (truck), T. Michel (aircraft), Archive (maps)
To implement a just-in-time system, German logistics service providers draw up a detailed schedule to ensure that the goods arrive punctually with the recipient exactly as and when needed. This means that no storage costs are incurred.

Track & Trace systems are becoming increasingly important as transportation processes become ever more complex. German logistics service providers ensure that your customers are kept updated on the progress of the goods.
Demands are becoming ever more diverse and transport distances are increasing. As a result, multi-link transport is gaining in importance. In multi-link transport operations the goods are transferred from one transport means to another. If the mode of transport is also changed, the term ‘multimodal transport’ is applied. A goods supply chain normally consists of three phases: pre-carriage, on-carriage and post-carriage. In the case of intercontinental supply chains it is usually necessary to use several different modes of transport, as the on-carriage phase can only be handled by ship or aircraft. The pre-carriage and post-carriage road transport is mostly handled by trucks.

When handling international supply chains, German logistics service providers organize the complete transport, acting as intermediaries between the sender and the recipient. On accepting a transport order, they plan the complete physical transportation process, including the pre-carriage, on-carriage and post-carriage phases, as well as handling the information flow. This means German logistics service providers are responsible for all planning and organization along the entire supply chain. What that involves, and what services the members of Logistics Alliance Germany provide, is set out below.

**Across borders**
Different countries, different customs, different customs clearance formalities: German logistics companies handle international goods consignments, including import and export customs clearance. Customs advice and management services are an essential element of the portfolio offered by German logistics specialists. The package includes drawing up invoices for customs purposes, applying for special customs documents, and bonded storage.

**Post-carriage**
The transport handler starts planning the post-carriage at an early stage. These procedures include coordinating with the terminal operator to organize the inland transport. From there the freight forwarder handles the final truck transport to the recipient. The post-carriage is often handled by a rail operator who transports the container shipment by rail to a freight terminal. From there the goods are again transported by road to the recipient.

**Warehouse logistics**
Storage, picking and packing – German logistics service providers can not only organize transportation, they also offer a range of value-added services tailored to your transport needs.
Air
Cargo volumes handled by German airports in 2012 totaled 4.3 million tonnes. 71 percent of international freight traffic was intercontinental, most of which was with Asia.

Air freight is a very fast method of transporting goods compared to other modes. Other advantages include high frequency and safety in transit. It is therefore most suitable for transporting high-value goods and goods which are not particularly voluminous and need to reach their destination quickly. Like ships, aircraft are often employed as a link in a long-distance multimodal supply chain.

Rail
Some 257 million tonnes of freight were carried on Germany’s rail network in 2011. Rail combined transport handled 31 million tonnes by container and swap body. Rail is a particularly popular mode of transport in the hinterland of the country’s major ports.

Rail is suitable for transporting bulk goods or goods of widely varying kinds over distances of 300 kilometers and more.

Inland shipping
More than 54 million tonnes of freight were transported on Germany’s inland waterways in 2011. The network also carried over 18 million tonnes of through traffic.

Inland shipping is suitable for transporting bulk goods over long distances. It is an environmentally friendly, cost-effective, safe means of transport.
Truck
More than three quarters of all freight traffic in Germany is carried by road. Many logistics service providers also offer road freight services to a number of other European countries.

Road freight is particularly well suited to door-to-door transport services and 24-hour distribution networks. Truck transport is highly flexible in terms of the jobs it can handle and with regard to transshipment. Transport times for short or medium-range distances are relatively short. Consequently, trucks are mostly used to handle the post-carriage phase and hinterland transport services as part of international supply chain operations.

Ship
Some 296 million tonnes of cargo were handled by Germany’s seaports in 2011. More than 60 million tonnes of the volumes handled originated in Asia: some 23 million tonnes from China and approximately 3.7 million tonnes from India. The most important German seaport for freight handling is Hamburg.

Ships can carry very large volumes of goods over very long distances. Ocean shipping is therefore particularly well suited to intercontinental transport. It is also suitable for transporting bulk goods and hazardous goods such as oil and gas. Ocean shipping is also comparatively cost-effective and environmentally friendly.

Many routes lead to the destination: by road, rail, water or air.
Road
Germany has some 230,700 kilometers of inter-urban roads for the carriage of freight. The country’s 12,819 kilometer highway network is one of the largest in the world. 3,311 million tonnes of freight were carried on Germany’s roads in 2012. The federal highway network is vital to the country’s transport infrastructure. Germany’s central location makes it Europe’s main transit country.

Many routes pass through Germany ...

The foundation of the reliable, punctual freight transport services offered by German logistics companies is the country’s highly developed infrastructure. Whether goods are destined for Germany or merely in transit – its extensive transport network offers all modes.

Inland waterways
Germany’s federal waterway network covers a total of 7,700 kilometers. The integrated network links to the major seaports and their hinterlands as well as to the key industrial centers. Almost 220 million tonnes of freight were carried by water in 2012. Most of Germany’s major cities have a waterway link. The country’s largest inland ports are along the Rhine and its tributaries.

Rail
Freight trains are able to utilize Germany’s 41,500 kilometer rail network. Rail offers ideal transport links, particularly to the hinterlands of the country’s seaports. For example, some 70 percent of all long-distance container shipments, both exports and imports, are transported by rail via the port of Hamburg. Almost 365 million tonnes of freight were transported on the German rail network in 2012.
... and from there all around the world

**Germany the hub**

Thanks to its central location in Europe and its array of major transport centers, Germany is also in great demand as a transshipment point for freight transport operations. Major air freight hubs such as Frankfurt send goods from all over the world all over the world. Germany also has a large number of seaports which are important elements of the global trade network. They form part of the backbone of the globalized economy and provide hubs for the exchange of goods within the European single market. The Altenwerder container terminal at the port of Hamburg, for example, is one of the most high-tech in Europe. The country’s key role as a hub enables German logistics service providers to assure safe delivery of goods whatever their ultimate destination.
10 reasons favoring Germany as a logistics location

Germany ...

1. ... is Europe's economic center, and the fourth largest economy in the world.
2. ... is surrounded by nine neighboring countries at the heart of Europe, and is a hub for all trans-European transport routes.
3. ... offers access to almost 250,000,000 consumers within a 500-kilometer radius.
4. ... is the gateway to Europe, the most attractive location for goods distribution within Europe.
5. ... has the world's most highly developed transport infrastructure.
6. ... offers a wide range of strong locations as the basis for pan-European and global logistics.
7. ... has fast-acting, flexible logistics service providers offering industry-specific solutions and expertise in all areas of logistics.
8. ... has a highly trained and flexible workforce.
9. ... is home to numerous global logistics service providers.
10. ... is the largest logistics market in the European Union.
Logistics is a complex, challenging and exciting business. Anyone working in the industry needs to have an analytical approach and strong communication skills, be multilingual in some cases, and also have essential logistics expertise. While the requirements for established personnel are clearly defined, there are no strict rules governing recruitment. In fact, a wide variety of different channels are available for highly motivated personnel to join the industry – whether they be people with some experience transferring to a new career, young and dynamic apprentices, or highly qualified college graduates. That diversity ensures a continual supply of highly specialized experts from one generation to the next, providing a wealth of all-round talent and a strong pool of potential management talent. In order to maintain that strength of human resources in the future, many logistics companies invest heavily in education and training. “Germany’s system of dual vocational training – that is to say, the combination of on-the-job training and academic study – provides an ideal mix of theory and practice,” according to Elke Schneider, head of vocational training with the German freight forwarding and logistics association DSLV. It is that combination of theoretical and practical training which makes the German education system so special – and also well respected internationally.

**Looking to study logistics?**
Many institutions in Germany offer the opportunity:
- 27 universities
- 93 technical colleges
- 3 dual study colleges
- 5 vocational academies
(Source: studienwahl.de)

**Well prepared for practical work tasks**
Career opportunities for young people are as rich and diverse as the future tasks they may be called on to perform. To meet the wide-ranging demands, companies promote and develop their recruits’ interests and skills in a targeted manner. This provides the ideal preparation for the roles they will subsequently take on. A period of training combining theory and practice, usually lasting three years, ensures that they have all the know-how and skills to become experts in their chosen jobs – whether that be as a freight forwarding
Logistics specialists in Germany are supremely well trained. That level of expertise is a product of the high standard and wide diversity of vocational training and higher education study courses on offer. German specialists are international leaders in their field as a result.

Three questions to Thomas Wieske

Professor Wieske heads the Institute of Risk Management & Logistics Law at the Hochschule Bremerhaven college.

How good is logistics teaching at German colleges and universities?

It is of a very high standard, as is demonstrated by the high level of international respect it enjoys. Graduates from Germany are much in demand internationally. Many of our students land jobs in places such as Hong Kong, Sydney, Shanghai, Zurich or Detroit.

What is the focus of your teaching?

It is actually a generalist approach, incorporating aspects of economics, IT and engineering, and complemented by special subjects such as law and languages.

So your students are provided with a strong start to their careers...

Our experience shows that even our bachelors degree students, who have completed only the three-year course and so often are still very young – maybe 21 or 22 – have very good chances on the job market simply because they are indeed so well trained. Career opportunities often open up during the on-the-job training phase in the sixth semester. Around 25 percent of our bachelors students also go on to specialize further by taking a masters degree.
Continuous innovation

The German logistics industry is firmly committed to research and development, always on the lookout for new ideas and improved solutions. As a result, customers are provided with innovative services tailored to meet their needs.

The logistics sector has the potential to be for Germany what IT and Silicon Valley are to the USA. We have to grasp the opportunity to make that a reality based on carefully targeted research and development,” asserts Bettina von Janczewski from the Fraunhofer Institute for Material Flow and Logistics IML. It is a goal which the IML has been working toward ever since it was established back in 1981. There are currently 190 scientists and 250 doctoral and degree students working at the Institute, supported by staff in workshops, laboratories and service functions helping to handle some 700 projects a year.
The IML is not the only organization concerned with the full spectrum of internal and external logistics, however. Quite the opposite: Many major corporations, as well as SMEs, are continually searching for new and improved solutions in areas such as material flow systems, logistics, transport and the environment – often in conjunction with customers and technology partners. And there is a key reason why: Germany enjoys a major competitive edge in the transport and logistics sector thanks to its location at the heart of Europe, but in order to fully exploit that advantage research and development are vital. That fact has long been recognized by industry specialists. “The German logistics industry is a global driver of innovation,” states Bettina von Janczewski. Moreover, by coming up with tailored innovative solutions for their customers, service providers are also safeguarding their own long-term success – as well as saving time and money. Thanks to shuttle technology, for example: Shuttles carry units autonomously between the storage location and shipping point, providing a genuine alternative to conventional materials-handling systems. Their adaptability to a wide variety of applications without the need for extensive customization of their mechanical components and control systems has been a key factor in establishing shuttles as an additional solution employed by virtually all manufacturers of materials-handling systems. And more and more warehouses are now operating on a shuttle basis.

**Intelligent route planning**

Solutions which take account of traffic conditions in city centers and conurbations and at the same time cut CO₂ emissions are also more in demand than ever before. The Smart Truck is an intelligent transport vehicle of the future incorporating innovative technology which continually adapts the vehicle’s route: a dynamic route-planning system, radio-frequency identification (RFID) for automatic monitoring of the load, a Global Positioning System (GPS), navigation system, and telematics supplying data on the latest traffic situation. It also uses continually updated traffic information from taxis to predict congestion build-up and similar impediments. The Smart Truck’s efficient route-planning technology also benefits the environment. It not only cuts the vehicle’s CO₂ emissions but also its fuel consumption.

Other smart components are sensors which monitor the condition of sensitive goods in real time. They indicate the cargo’s location as well as variables such as fluctuations in temperature, vibration or other shock impact, humidity and changes in light conditions. Users need no hardware of their own, as the data collected by the Smart Sensor is transmitted wirelessly to a Web-based system. The small sensor unit is packed along with the consignment and transmits all relevant data to the linked Web portal in real time.

**Real-time data**

Many projects and innovations are also responding to the trend of increasing road traffic volumes against a background of constraints on infrastructure capacity. New solutions are essential. Rail and, above all, waterways offer a means of combating the rise in transport volumes. In the past, however, planning combined transport demanded specialist prior knowledge and took too long. An online portal currently in development seeks to combine such transports quickly and easily in the future. Its aim is to improve the utilization of existing transport capacity, build new combined transport systems using eco-friendly rail and waterborne options, and so relieve the strain on the road infrastructure.
Quality is essential – and German logistics service providers are well aware of their obligations

Punctuality is a virtue traditionally associated with Germans, and that maxim still holds true today. In a recent survey, nine out of 10 people stated that they consider punctuality, reliability and good order to be attributes just as desirable as they ever were. And Germany scores particularly well when it comes to passenger and freight transportation: 95 percent of letter mail within Germany reaches its destination the next day and 93 percent of the country’s trains arrive exactly on schedule – levels of efficiency which people in many other countries can only dream of.

Certified quality management
"In the logistics sector, too, ‘made in Germany’ is a clear indicator of quality," asserts Olaf Vieweg, a researcher at the Fraunhofer Institute for Material Flow and Logistics (IML) in Dortmund. How seriously German companies approach the issue is demonstrated, among other ways, by the fact that almost 50,000 businesses are certified according to the ISO 9001 quality management standard. Even France and the UK do not come close to such levels. In the logistics industry, especially, certification is everywhere. Anyone looking to acquire contracts from large-scale customers has no chance without it. Expert Olaf Vieweg sums up the general attitude: “Everyone has understood the importance of quality management.”

The automotive industry has always been a groundbreaker in high-end logistics. All

Quality management also means routinely checking all procedures.

Photo: Deutsche Bahn (both)
By means of international certification and by specifying zero-defect procedures, German companies ensure that their logistics services conform to high standards.

major German carmakers routinely measure and transparently report the performance of the carriers they engage, for example. Did the goods arrive on time, and in the specified quantity? Were there any defects or damage to the cargo? How long did the carriage take? All these key performance indicators are disclosed to the service provider by way of a Web portal, and often additionally visualized by traffic light symbols. Green signifies that everything has been handled punctually, efficiently and without error. Red indicates that the material flow is backlogged; improvement is required. In this way the quality of logistics processes is clearly shown at a glance.

Another trend is cross-sector globalization: The days when each industry laid down its own quality management standards are past. As Olaf Vieweg reports: “Today everyone works to international standards.” As one example, many carriers of produce for the food industry are currently working to acquire certification to the IFS Logistic Standard. It lays down a wide range of requirements, including full traceability of the produce, hygiene rules, and warehouse pest control procedures. No detail is too small when top quality is the goal. Companies working to IFS Logistic are only allowed to use bulbs covered by a protective sheath, for example, so that in the event of shattering no splinters can contaminate the foodstuffs.

High standards in pharmaceutical logistics
Zero-defect operation is a long-established stipulation for companies in the pharmaceutical logistics sector, too. For them it is not uncommon, for example, that a pallet might hold just one pack of pills. This is because units must not be intermingled during in-house processing, so as to prevent errors in picking and packing. And from next year onward, many logistics service providers will be working to even more exacting requirements – the so-called Good Distribution Practice (GDP), one of the most stringent quality standards in the world. As one example of the requirements: even drugs which do not have to be cooled will then only be transported at an absolutely constant ambient temperature. That means, for example, that a temperature of 20 degrees Celsius will have to be maintained all along the supply chain – from the pharmaceuticals manufacturer to the retail pharmacist, electronically monitored and computer-documented.

Companies looking to comply with the IFS standard, for example, will have to invest heavily. Certification even for a small transport business can easily cost a five-figure sum per year. Part of that cost lies in continually refreshing employee know-how, as well as in routine external auditing. Nevertheless, many logistics companies are convinced that it is an essential step. “Quality management often means assigning a structure to things, which you should be doing anyway,” says Olaf Vieweg with a laugh.
Companies operating logistics services conforming to the principles of sustainability are not only more environmentally friendly, but in many cases also more profitable.

Germans are keen on green: 94 percent of those surveyed in Germany state that protecting the environment is important to them, and more organic produce is sold there than in any other country in Europe. Ecological concerns extend far beyond the dining table, however. In relation to logistics, too, sustainability is more and more in demand. And business has responded accordingly: One in three companies in the consumer goods and retail sectors is now willing to pay more for transport services if they are environmentally sustainable. Such figures highlight the fact that Germany is becoming an international pioneer in green logistics.

Climate-neutral letters and parcel post
It starts right from the smallest scale: All letters sent within Germany are now climate-neutral – that is to say, mailing a letter creates no new greenhouse gas emissions. Many postal and courier services also operate electric-powered vehicles, and some even use bicycles so as to avoid polluting the already over-congested urban centers even more. And incidentally: there are more environmentally friendly trucks on Germany’s roads than anywhere else. More than three quarters of journeys on toll roads are undertaken by commercial vehicles conforming to the stringent Euro V emissions standard. And soon the air will be getting even cleaner, because from 2014 only trucks with engines conforming to the updated Euro VI standard will be admissible for registration. Such units will bring a further two-thirds cut in soot particle emissions compared to older vehicles.

Even small freight forwarders – traditionally the backbone of the German logistics industry – nowadays offer their customers climate-neutral transport services. It takes a lot of careful calculation to do so: First a computer program logs the truck’s route, documenting any inclines and noting the weight of its load. From that the program calculates how much greenhouse gas was produced during the trip. In a second step, a specially contracted carbon trading agency ensures that the corresponding amount of CO₂ emission is avoided elsewhere in the world, such as by the construction of wind farms in developing countries. This carbon-trading mechanism ultimately costs customers a few cents more per kilometer to transport their goods, but in return they are able to state in good conscience: Our product distribution is carbon-neutral. At present it is primarily the environmental sector itself which is driving green logistics. Manufacturers of photovoltaic plants, for example, consider it good form to transport their collectors to customers by climate-neutral means.

Using renewable energy sources
More and more German logistics companies are committing to the goal of reducing their carbon footprints. There are wide-ranging options to help them: Solar cells can be installed on warehouses; drivers can be trained to adopt an energy-saving driving style; and improved operations scheduling ensures that fewer empty runs are made. When searching for ways to conserve natural resources, no detail is too small. A freight forwarder in the German state of Baden-Württemberg operates its truck wash with waste water from the site’s washbasins. A special standard – DIN ISO 14001 – voluntarily implemented by many companies in the industry keeps ecological concerns in the focus of everyone’s attention.

So green logistics means more than just more economical trucks. Experts see great prospects in terms of environmental benefit from multimodal transport operations especially. Shifting a supply chain from road to rail results in four times less climate-damaging pollution, while transferring to inland waterways is even more of a positive move. In view of those figures, many companies are beginning to restructure their supply chains. One of the major German carmakers, for example, is now even supplying its production facilities in China by rail, because it is twice as fast as a container ship. Such examples highlight the fact that green logistics not only helps the environment, it is also of economic benefit.
Germany's 22 airports handle some 1.15 million flight departures a year.

The country’s average temperature over the year is 9 degrees Celsius.

Gardens in Germany are home to an estimated 25 million gnomes.

Germany is the world’s second-largest market for organic produce after the USA.

The German Football Federation has almost 7 million members.

90% of all German households have a cell phone.
To build one kilometer of highway in Germany costs EUR **26.8 million**

147 million visitors spent nights in German guest accommodation in 2011

77% of German households have Internet access

**Figures**

Almost 70% of the economic value created in Germany stems from the service sectors

The average German consumes **65.6 kilograms** of fresh fruit, including tropical fruits, per year

Truck traffic corresponding to a **15,000 kilometer** stretch of highway moves around Germany every day
The Logistics Alliance Germany has been operating for two years. Its aim is to promote the expertise of German logistics service providers to international exporters.

Leading logistics service providers with expertise in sector-specific logistics, network logistics, transport logistics, contract logistics, procurement logistics, distribution logistics and much more, across all transport modes.

Top European logistics center offering ideal conditions for all sectors and customers looking for easy, efficient access to European and global markets.
flexible and sustainable solutions for all areas of logistics, carefully tailored to the special needs and wishes of their customers. That is made possible by large corporations, medium-sized enterprises and small businesses too.

**Target regions: Asia and South America**

The Logistics Alliance Germany initiative has utilized the two years since it was founded to identify key target markets for German logistics service providers. The main areas of the LAG’s focus are Asia, South America and Turkey. The public-private partnership’s delegates establish contacts with exporters in the various target countries at trade fairs and conference events, for example, as well as on specially organized tours. The LAG has developed some 400 leads, resulting in 20 concrete inquiries, in each year of its existence to date. Logistics services for the automotive, food and textile industries are attracting particularly great interest.

In mid-May the LAG also launched a new event format, inviting representatives from the various partner countries to Germany in order to establish direct contacts with German logistics service providers.

**German logistics services are of interest to...**

- international shippers looking to launch their products on the European market.
- international shippers already operating on the European market and looking to gain market access via Germany.
- international shippers already operating on the European market and not yet working with a German logistics service provider.
- international logistics service providers looking for a German partner.
- international operators of logistics hubs such as sea and inland shipping ports or airports interested in German logistics know-how transfer.

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www.logistics-alliance-germany.de
Utilizing top international trade fairs and exhibitions as a platform

Bilateral dialogue with Bharat Forge Limited.

Bilateral dialogue with Mahrratta Chamber of Commerce, Industries and Agriculture (MCCIA).

German Federal Transport Minister Peter Ramsauer (front row, 3rd from left) with LAG representatives at the “transport logistic 2011” trade fair in Munich.
Stand at “transport logistic 2011” in Munich.

“Logistics made in Germany” event in cooperation with the Confederation of Indian Industry (CII) – Institute of Logistics.

Visitors to the LAG Forum at the International Logistics & Transport Fair (CILF) 2011 in Shenzhen.

“Logistics made in Germany” event in cooperation with the Confederation of Indian Industry (CII) – Institute of Logistics.

Presence in target countries:

transport logistic China
Shanghai, China

SIAL Brazil
Sao Paulo, Brazil

Korea Electronics Show (KES)
Goyang/Seoul, Korea

International Logistics & Transport Fair (CILF)
Shenzhen, China

Logitrans – Transport Logistics Exhibition
Istanbul, Turkey
Organization Profile

Arbeitsgemeinschaft Deutscher Verkehrsflughäfen (ADV)

The oldest civil aviation organization in Germany, the ADV – Arbeitsgemeinschaft Deutscher Verkehrsflughäfen (German Airports Association) – has been representing the interests of German airports for over 65 years. The ADV also works closely with the airports in Austria and Switzerland. The ADV is committed to promoting and maintaining efficient, competitive air transportation and modern, efficient airports in Germany. One of the ADV’s particular concerns is the observance of good relations between airports and their local communities. The ADV supports all measures to implement needs-based development, ensure optimum use of available capacities, encourage intermodality and promote the environmental sustainability and economic viability of air transportation. The ADV represents the common interests of its members at the national and international level, and supports the German Federal Government in bilateral negotiations on aviation matters. As a highly reputed professional organization, the ADV produces scientific studies which policy-makers and the aviation industry utilize in meeting the economic, technical and operational challenges of the day. The ADV is an advisor and partner to business and regional and national policy-makers in all legal and commercial matters. Areas of focus include aviation safety, airport site development, integrated transport planning as well as environmental protection and aircraft noise pollution control.

Corporate Profile

BLG Logistics Group

The BLG Logistics Group is an international logistics service provider. The company and its subsidiaries employ 16,000 people at 100 locations. Its operating divisions are Automotive, Contract and Container Logistics. Sales in 2012 totalled EUR 1.14 billion, generating pre-tax profit of over EUR 49 million. As well as operating car terminals at seaports, on major rivers and on inland waterways, BLG also provides rail, road and waterborne transport services and associated technical services. Its fleet of 530 car transporters routinely supplies 7,000 dealers around Europe. Company-owned car trains link manufacturers’ plants to BLG’s terminals. A fleet of seven river freighters transports cars on the Rhine and Danube. The company handled 6.75 million vehicles in 2012, making BLG the European market leader. The Contract Logistics division develops logistics systems tailored to customer needs in the car parts sector, industrial and production logistics, selling and distribution and seaport operations. BLG customers include leading corporations such as BMW, Mercedes-Benz, Volkswagen, Bosch, Siemens, Tchibo, Konica Minolta and IKEA. A new feature of the company’s portfolio is logistics for offshore wind farms. BLG’s joint venture EUROGATE is the market leader in Europe. The network comprises locations in Bremerhaven, Hamburg, Lisbon, Gioia Tauro, La Spezia, Ravenna, Salerno, Cagliari, Tanger, Wilhelmshaven and Ust Luga. It handled 13.3 million standard containers (TEUs) in 2012.
Corporate Profile

Brunsbüttel Ports

Brunsbüttel Ports GmbH is part of the SCHRAMM Group. It owns and operates the infrastructure and suprastructure of the Brunsbüttel Ports group, which includes the river Elbe port, the Ostermoor port on the North Sea-Baltic Canal and the North Sea-Baltic Canal oil terminal. The Brunsbüttel Ports’ strategic locations on the lower Elbe river and on the North Sea-Baltic Canal provide direct access to the North Sea and the Baltic, being also close to the city of Hamburg, offering links to the European inland waterways network, and serving nearby industrial areas. Those geographic benefits, allied to the group’s comprehensive range of maritime services, make the Brunsbüttel Ports an attractive location to handle logistics for the largest single industrial area in northern Germany and the metropolitan region of Hamburg. Its core competencies in serving a regional, national and international customer base are in handling, storage, transshipment as well as project logistics.

Sector: Port operator/logistics service provider
Location: Brunsbüttel
Year founded: 1967
Workforce: 140
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Organization Profile

Bundesverband Güterverkehr, Logistik und Entsorgung

The Bundesverband Güterverkehr, Logistik und Entsorgung (Federal Association for Freight Transport, Logistics and Waste Management) is Germany’s top-level organization in the road freight, logistics and waste management sector. It represents the professional interests of some 10,000 transport logistics companies organized within its state associations. The BGL’s member companies operate primarily in the road freight, logistics, freight forwarding, storage and waste management sectors. Through its member associations, the BGL represents businesses nationally and internationally in all key areas of trade and industrial policy. It operates representative offices in Berlin and Brussels. Its departmental structure comprises sections relating to transportation safety; the environment; hazardous materials and waste management; basic economics; international transport; legal and insurance matters; social policy and vocational training; technology; business information systems and IT; public relations and economic analysis. The BGL also operates a Cooperation Exchange for transport logistics companies. This enables vendors and buyers to establish long-term cooperation agreements on an anonymous basis free of charge. Any companies interested in such a service can find the BGL Cooperation Exchange at www.bgl-ev.de/web/kooperation/index.htm.

Sector: Transport logistics
Location: Frankfurt am Main
Year founded: 1947
Workforce: 40
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www.bgl-ev.de
Buss Port Logistics operates a total of nine highly efficient multi-purpose terminals in Hamburg and at six other locations. At the Buss Hansa Terminal in Hamburg, state-of-the-art tandem-operating hoisting technology enables handling of cargo weighing up to 280 tonnes. The location provides an ideal short-sea hub, in particular for short-sea freight transport to southern and eastern Europe, Scandinavia and the UK. Buss offers a wide-ranging portfolio of port-related services. The terminals handle containers, project logistics, package freight and bulk cargo, and are backed by a comprehensive package of ancillary services: stowage, lashing and securing, as well as a Container Freight Station (CFS). Subsidiary Securitas Seeverpackung specializes in packaging solutions for heavy cargo and project logistics. Buss also offers tailored logistics solutions all along the project logistics chain. The company additionally plans and develops new port installations. In the offshore wind logistics sector, Buss Port Logistics operates base, production and service terminals in Eemshaven, Sassnitz and Stade. Services include near-shore logistics, cargo handling and plant storage as well as pre-assembly.

Buss Port Logistics

Best in class. Our wide-ranging portfolio of services means we can provide you with a real competitive edge – all around the world. Founded in 1925, our business is based in the Free Hanseatic City of Bremen. We offer services to organize and handle your national and international transport needs. The BWG Reimer Group employs 450 highly qualified and motivated staff. For us logistics is much more than just transporting goods from A to B. It involves a broad array of different activities and the deployment of state-of-the-art communications and technology in order to ensure that all operations run absolutely smoothly. We can offer tailored solutions for your business’s logistics needs too. Here are some of the services we offer: Contract and project logistic and value-added services. Our logistics consulting will optimize your supply chain all the way to the interface with production planning. Import and export procedures including customs clearance services. Special hazardous material storage facilities for your goods on request. We are an accredited designated service provider, capable of storing and transporting your goods and keeping them safe at all times. We operate an interconnected network, interfacing directly with your own IT systems to interchange the relevant data. We document all our processes. We execute national and international transport services by land, sea and air. Our operations encompass complete pre-carriage services, container loading and unloading, package freight distribution in Germany and across Europe, as well as a parcel service. Contact us – we will be glad to help you.

BWG Reimer
DB Schenker Logistics

DB Schenker Logistics is a highly specialized integrated logistics service provider. Expert teams combine the company’s service modules to create complex value-adding chains. DB Schenker Logistics supports industry and commerce in the global transportation of goods: with land-based transport services, through global air and sea freight services, contract logistics, and supply chain management. The company’s workforce of approximately 62,200 people at about 2,000 locations in some 130 countries around the globe generated sales of EUR 15.389 billion in 2012. As a specialist in road and rail transport throughout Europe, DB Schenker Logistics operates a tight-knit network of scheduled freight services serving the key economic regions in over 40 European countries. The company also specializes in global air and sea freight solutions and associated logistics services. Its integrated logistics centers at global freight transport hubs efficiently interlink all transport modes, enabling the delivery of a broad range of value-added services. DB Schenker Logistics enjoys top positions in the automotive, high-tech and consumer goods freight sectors, as well as in trade fair and exhibition transportation, specialist transport services and services for large-scale sports events.

Deutsche Möbelspedition (DMS)

Deutsche Möbelspedition (DMS) is a German-based worldwide transport, removals and logistics services company. The business was originally founded in 1968 as a cooperative network of 21 shareholders. According to the Fraunhofer study on the Top 100 logistics businesses in 2011, DMS is one of the leading vendors of global removals and logistics services. DMS’s portfolio extends from its core private and corporate removals business to specialist logistics services such as transportation and assembly of high-tech machinery and of medical products and technical equipment of all kinds. Offering the optimum method for any needs, shock- and vibration-resistant transport containers and custom-built special packaging solutions ensure safe, reliable transportation. Special cart systems are employed for the assured, systematic relocation of libraries or archives. DMS also implements a wide range of systems and techniques to protect artworks and antiques against dust, damp and vibration in transit. The DMS projects team is able to devise needs-based concepts and flexible solutions based on customized coaching for any commission – whether trade fair and exhibition logistics, complete solutions for facility and business relocation; employee relocation services; national and international road freight, overseas and air freight services; through to warehouse logistics incorporating consignment, self-storage, and container rental and sales.
Corporate Profile

Deutsche Post DHL

Deutsche Post DHL is the world’s leading postal and logistics service corporation. Its Deutsche Post and DHL brands embody a unique portfolio of services in the fields of logistics (DHL) and communications (Deutsche Post). The group offers its customers both easy-to-handle standard products and innovative tailored solutions – from one-to-one marketing to industrial supply chain management. Its workforce of some 475,000 people in more than 220 countries and territories constitutes a global network focused on service, quality and sustainability. The group fulfills its corporate social responsibility through a range of environmental protection, disaster management and educational programs. We aim to maintain our position as Germany's postal service provider and as the world’s logistics provider. We aim to make our customers, employees and investors more successful – without compromising on results. The two key pillars of that strategy are postal services and logistics. In the Postal sector we focus on quality and on introducing new products for electronic communication. Our DHL division consolidates the various business fields in order to meet our customers’ needs in the optimum manner. Our DHL Customer Solutions & Innovation division helps us translate innovative ideas more effectively into marketable solutions. We are also intensifying the development of targeted solutions for specific sectors such as Life Sciences and Tech. In 2012 Deutsche Post DHL generated sales of over EUR 55 billion.

Organization Profile

DSLV Deutscher Speditions- und Logistikverband e.V.

As the top-level organization in the logistics services sector, the Deutscher Speditions- und Logistikverband (German Freight Forwarding and Logistics Association; DSLV) represents some 3,500 businesses accounting for around 95 percent of the sector’s total sales turnover of EUR 79 billion (based on the organization’s own calculations for 2011). The DSLV embodies a tradition stretching back over 130 years as the top-level representative of the transportation services sector in Germany. Alongside its traditional role as a representative voice on transport policy matters, the DSLV sees itself as an advisor and service provider to its member-companies, as well as aiding knowledge transfer from practical experience to feed back into practical application. Its key objectives are to develop education and training and to promote Germany as a logistics center. By their direct membership in one of the 16 state associations, DSLV member-companies profit from the organization’s standing as an employers’ federation setting collective pay policy. The state associations also offer a wide range of specialist seminars, forums and workshops. The DSLV’s representative office in Berlin enables it to maintain contacts with key policy-makers. The DSLV maintains global links as a member of the European freight forwarders’ association CLECAT and the International Federation of Freight Forwarders Associations FIATA. It engages in debate on transport policy matters and responds on behalf of its member-companies to draft legislation and planned regulations and standards. It also represents the industry’s interests in relations with cargo handlers and transport providers. Practice-oriented committees, investigative commissions and working groups provide forums for intensive analysis of logistics matters as well as legal, organizational and commercial issues, and devise innovative solutions.

Deutsche Post DHL

Sector: Postal services, logistics
Location: Bonn
Year founded: 1995 (Deutsche Post AG)
Workforce: approximately 475,000
Contact information:
+49 (0)228/182-0
www.dp-dhl.de

DSLV Deutscher Speditions- und Logistikverband e.V.

Sector: Freight forwarding, logistics
Location: Bonn
Year founded: 2003
Workforce: 24
Contact information:
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www.dslv.org
Corporate Profile
Port of Duisburg – duisport

As Europe’s largest inland waterway port, handling 2.6 million TEUs a year, duisport is the leading logistics hub in the European hinterland. The port’s integrated logistics services offer companies around the locality an ideal base to serve industry and commerce throughout Europe. Its direct, multimodal international freight transport network underpins its position as the gateway to European markets. The companies operating at the location profit from the infrastructural and suprastructural advantages of the multi-purpose port and the value-added services it offers. A total of nine multimodal container terminals, handling over 360 combined-transport links a week to more than 80 European and international destinations, with extensive warehousing and logistics capacity, are backed by a package of on-site market- and customer-oriented services. Packing services – in particular for machinery and plant manufacturers – are complemented by integrated transport and contract logistics solutions. The port additionally offers companies interested in basing themselves at the locality a comprehensive relocation management package, incorporating the development and construction of turnkey warehousing facilities. The duisport operating company also provides consulting services relating to the infrastructural and suprastructural development of port installations, the establishment of hinterland transport links and the integrated interlinking of logistics centers. This extensive consulting expertise is utilized by governments, port operators and investors worldwide.

Corporate Profile
Emons Spedition

Emons is a long-standing family business founded in Cologne in 1928. It has since grown into a highly successful global transport and logistics company with over 1,950 employees. Still based in Cologne, the Emons Spedition business today operates more than 70 facilities in Belarus, Bulgaria, China, the Czech Republic, Germany, Italy, Lithuania, Poland, Romania, Russia, Switzerland, Turkey and Ukraine, as well as working with a large number of expert logistics partners all over the world. Emons provides reliable and flexible worldwide logistics services, operating road, rail, sea and air freight transports. Its portfolio of services is based on the transport networks in Germany and throughout Europe, and is handled through specialist subsidiaries. As a well-established medium-sized enterprise, Emons Spedition operates one of the few private independent logistics networks in Germany. Emons is among the top ten package freight service providers on the German market (based on 2007 figures). Quality, service and the efficiency and commitment of a highly motivated, well trained workforce have been the foundation of Emons’s philosophy ever since it was established. The company’s long-term strategy is to develop its operations in the logistics segment, build its national, eastern European and pan-European networks, and also to grow its sea and air freight business. The strategy also involves strengthening its comprehensive package of customs clearance services.
Corporate Profile

Sassnitz/Mukran Ferry Port

The Sassnitz/Mukran ferry port – with its combined road, waterborne and rail transport links – offers an economical alternative to purely land-based transport, and is a key industrial facility for the entire Baltic region. It provides regular, high-frequency ferry services to Trelleborg, Rönne, Klaipeda, Ventspils, Ust Luga, Baltiysk and St. Petersburg, making the location an increasingly important transport hub within the expanding European Union. A water depth of 10.5 meters and state-of-the-art wharf installations make the port accessible to virtually all classes of shipping operating around the Baltic. The Sassnitz/Mukran ferry port is Germany’s largest rail ferry terminal, and is the only port in Western Europe to provide Russian wide-gauge tracks and handling facilities. A highly efficient infrastructure and suprastructure, allied to a management system incorporating a broad range of round-the-clock seaport services, make the Sassnitz/Mukran ferry port the ideal terminal for handling rolling cargo. The port offers optimum links to the European rail network with a fully electrified two-track route which still has capacity reserves. Work is currently nearing completion to adapt the infrastructure for future use as a base port for the installation and servicing of offshore wind farms in the Baltic. Between 2008 and 2012 the port also acted as the base for construction of the Baltic gas pipeline between Russia and Germany.

Corporate Profile

Fahrzeugwerk Bernard KRONE

Innovation, expertise and responsibility – those are the qualities which have for many years characterized the philosophy of vehicle body manufacturer Fahrzeugwerk Bernard KRONE. The right mix of know-how, entrepreneurial courage and close attention to customers’ needs created the foundations for the successful growth of the family business located in the Emsland region of northern Germany. The company’s product range comprises flat-bed and box-body semitrailers, container chassis, interchangeable systems, trailers and car bodies. The product portfolio is rounded off by an extensive package of services. They include Krone Telematics, the full-service package Fair Care, the 24-hour ADAC breakdown service, and Krone Finance. Backup also includes a Europe-wide service network with an emergency hotline and the Krone online spares service. These are services which are increasingly in demand on the market, and which greatly aid the everyday operations of transport companies. As such, KRONE sees itself not only as a developer and manufacturer of innovative commercial vehicle products but also as a flexible full-package service provider. KRONE places great value in protecting the environment and conserving resources in its production, ensuring that its trailers set new standards in terms of ecological and economic sustainability. It consistently succeeds in developing practical vehicle concepts in a cost-effective, efficient way while incorporating all aspects of environmental compatibility. It is also continually optimizing vehicle safety by developing new, certified load securing variants.

Corporate Profile

Fährhafen Sassnitz GmbH

Sector: Transport and logistics/seaport
Location: Sassnitz/Neu Mukran on the island of Rügen
Year founded: 1992
Workforce: 52
Contact information:
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www.faehrhafen-sassnitz.de

Corporate Profile

Fahrzeugwerk Bernard KRONE

Sector: Commercial vehicle manufacture
Location: Weite (Emsland)
Year founded: 1965
Workforce: approximately 1,000
Contact information:
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Corporate Profile

HaCon Ingenieurgesellschaft

Transport, traffic and logistics are the core topics on which HaCon has focused for almost three decades. HaCon has built a team of more than 170 highly experienced specialists in IT and transport planning to create one of Europe’s leading consultancies and software specialists for planning, operations scheduling and information systems. The internationally successful HAFAS timetable information system now has users in 25 countries. HaCon has also created the TPS timetable and management system, which is becoming increasingly well-established on the European railway market. For the logistics sector, HaCon offers solutions such as HAFAS Cargo and the Train Monitor IT system. The system optimizes operations based on real-time information indicating a train’s position, status and projected arrival time. HaCon also provides clients with advice and support in implementing projects in the rail freight and combined transport sector based on an all-embracing, results-oriented approach. The interdisciplinary consulting team of transport engineers, economic geographers, legal experts and IT specialists is able to call on many years of experience in operations optimization and in the management of projects funded by the European Commission and other sponsors. In addition to drafting and negotiating applications for grant funding and handling all the financial and administrative formalities, HaCon coordinates all project procedures and partners such as rail companies, shippers, public institutions and professional bodies.

Corporate Profile

Hapag-Lloyd

With a fleet of 144 state-of-the-art ships, Hapag-Lloyd is Germany’s largest shipping line and the sixth-largest in the world. The biggest ships in the company’s highly eco-friendly fleet can carry as many as 13,200 containers. In 2012 Hapag-Lloyd transported some 5.3 million standard containers (TEUs) worldwide, generating sales of over EUR 6.8 billion. A workforce of some 7,000 people at 300 offices in 114 countries provides local expertise worldwide, ensuring smooth handling of transport services for standard cargo, temperature-sensitive cargo, hazardous materials and special overweight or oversize loads. Hapag-Lloyd ships operate 90 lines with numerous linked services through 430 ports in 110 countries. If customers wish, Hapag-Lloyd can also organize the linking of land transport from and to almost any location around the world. Its services have attracted thousands of satisfied customers worldwide. That success is documented by numerous awards, including 2012 “Best Carrier of the Year”, presented to Hapag-Lloyd by five leading international freight forwarders for delivering top service. Hapag-Lloyd ships have been a regular sight on the world’s oceans for 165 years. The company has been providing many countries and continents around the globe with regular scheduled services for over a century. That great tradition is backed – on-board and on land – by state-of-the-art IT systems and outstanding innovative strength.
Hartmann International, based in Paderborn, Germany, is a family business which has been owner-managed since 1856. In January 2010 a second corporate base was established in Ibbenbüren, as the headquarters of system logistics specialist Hartmann International Systemlogistik. Hartmann is a global business employing some 350 people. Its core operations are in freight forwarding, logistics, air and sea freight and removals. The company-owned fleet comprises a total of 60 trucks which provide national and international freight transport services on a daily basis. The logistics operation is based on a 45,000 square meter warehouse facility with capacity for some 40,000 pallets. Hartmann provides air and sea freight services, including all the associated customs clearance procedures, as well as handling national and international removals. Hartmann International is a founder-member of two major global cooperation networks: Online Systemlogistik, established in 1995; and UTS, established in 1985.

Horst Mosolf

With a staff of over 2,000 people, 800 specialist vehicle transporters, 300 railway wagons and over 30 engineering and logistics centers in Europe and Brazil, the Mosolf Group transports more than 2,200,000 vehicles a year. Founded in 1955, the family business based in the German town of Kirchheim unter Teck is a leading systems service provider to the European automotive industry. The Mosolf Group’s portfolio includes tailored logistics solutions and special transports, as well as workshop services, special-purpose vehicle building, industrial coatings, vehicle assembly and recycling, and mobility solutions. Mosolf provides comprehensive single-source customer-oriented solutions to the automotive industry and to fleet operators, employing state-of-the-art software to handle the associated data flows.
**Corporate Profile**

**KombiConsult**

KombiConsult advises logistics companies, planners, government agencies and professional and trade bodies on the development, planning and implementation of intermodal logistics solutions. By integrating transport and deploying intermodal carrier units such as containers, we seek to improve the productivity and eco-friendliness of freight transport operations and enhance the competitiveness of businesses and entire industrial centers. We operate in four areas: Our Market Research division collates data on combined transport in Europe, identifies market potential for combined transport, analyzes trends in terms of the impact on intermodal supply and demand, and appraises combined transport technologies. Our Intermodal Logistics Solutions division works with shippers and freight forwarders to devise transfer concepts and supports vendors of combined transport services in developing new services and improving their existing portfolios. Our Intermodal Terminals division covers the full range of services involved in the construction of new combined transport terminals and the development of existing facilities. The portfolio includes feasibility studies; layout planning; capacity and process organization; materials handling equipment; operator tendering. Our Policy Consulting division draws up forecasts, market studies and development concepts as well as master plans for terminals and logistics. We evaluate the legal framework for combined transport operations and devise new appropriate methods of funding. Our consulting philosophy is founded on a combination of practical experience, market knowledge and technical know-how, academic methodology and pragmatism. This ensures that we always come up with creative solutions in line with customers’ needs.

**Kombiverkehr**

Kombiverkehr is a neutral operator enabling freight forwarders and transport companies to run intermodal transport services on almost all European transport routes. Whether combining truck and rail, or ship and rail: with our national and international terminal-to-terminal networks and over 170 train departures per night, we open up new opportunities for rail transportation, delivering cost-effective and eco-friendly logistics. Kombiverkehr’s aim is to continually improve the cost-effectiveness and appeal of its portfolio in order to build its national and international transport operations further and strengthen the perceived value of combined transport over the long term. The core business – the development, organization and marketing of transport services – is backed by complementary activities. These include establishing and operating transshipment terminals, development and maintenance of special-purpose wagons as well as traction and consulting. The ancillary activities support the core business operations, enhancing their quality and efficiency. Kombiverkehr was founded in Frankfurt in 1969 as an equal partnership between 230 freight forwarders and DB Mobility Logistics AG. The organization’s close cooperation with DB Mobility Logistics AG ensures an optimum combination of production know-how on the one hand with market and product knowledge on the other.

**Corporate Profile**

**KombiConsult**

**Sector:** Logistics consulting
**Location:** Frankfurt am Main
**Year founded:** 2000
**Workforce:** 7

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**Corporate Profile**

**Kombiverkehr**

**Sector:** Combined transport
**Location:** Frankfurt am Main
**Year founded:** 1969
**Workforce:** 142.5 full-time posts (2011)

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[www.kombiverkehr.de](http://www.kombiverkehr.de)
**Corporate Profile**

**Krage Speditionsgesellschaft**

Krage Speditionsgesellschaft mbH is an owner-managed medium-sized business which has been specializing in logistics and transport services for several decades. We offer high levels of quality and service, all backed by the commitment and skills of our employees. Regular staff training to assure continuing professional development is an established part of our corporate philosophy. Our decision-making channels are short, and our processes are clearly defined. We operate an integrated management system in accordance with DIN EN ISO 9001:2000, incorporating internal audits and a continuous improvement process. This benefits our customers, because our absolute reliability is the foundation stone of their trust in us. We are fully committed to the good of our customers – meeting their needs and wishes is the key objective in everything we do. IDS has been among the market leaders in the German package freight sector for years. The network is also ideally equipped to meet the challenges of the future. The IDS network’s key attributes are quality and stability, allied to an innovative drive which enables us to continually enhance the efficiency of our systems. IDS has its sights firmly set on a successful future based on its innovative safety systems, its central hub operation and its international network links. Logistics network comprising 10 shareholders and two partner businesses with 43 locations throughout Germany.

**Corporate Profile**

**Kube & Kubenz**

Kube & Kubenz is a specialist in the transportation of hazardous liquids, chemicals and chemical gases. The company’s core competencies lie in tank and silo transportation, hazardous materials transportation, all aspects of tankers and containers, as well as combined transport. It carries products including amines, calcium carbonate, fertilizers, gases (ethylene oxide, dimethyl ether, butadiene, etc.), glycols, GMP products, isocyanate, caustics, solvents, oils, paraffins, polyols, detergent base materials, and many more. Its customers include leading European chemical and petrochemical companies. The equipment used is subject to high demands – with regard to both environmental protection and safety. Continuous training ensures that staff have the necessary expertise to implement smooth, efficient workflows. Training courses and safety briefings, as well as routine internal and external audits, are part of standard operating procedures – after all, transporting hazardous materials always poses a challenge to the people handling them and to the systems employed. Kube & Kubenz was founded in 1930 in Berlin, originally as a freight forwarder. The company’s portfolio grew rapidly, and it established branches throughout Europe. The business relocated to Hamburg, and transportation of liquids became more prevalent. Over the following decades the management continually expanded the portfolio of services on offer, adapting it to market needs. In 1980 Michael Kubenz took over as head of the by-then highly successful business. He subsequently built it further to become one of the best-respected and most advanced carriers in the whole of Europe. He is still running Kube & Kubenz today, having made the company a by-word for know-how, experience and innovation in the industry.
The "transport logistic" international logistics, mobility, IT and supply chain management trade fair is held in Munich every two years. It is the world's largest trade fair covering the wide-ranging fields of road, rail, waterborne and air freight transport. The portfolio comprises transport and logistics services, freight transport systems, IT and telematics, and in-house logistics. Since 1978 "transport logistic" has grown into the key international industry event, and it is continually expanding its scope. That growth is also being driven by the international versions of the event – "transport logistic China", held every two years in Shanghai, and the annual "logitrans" fair in Istanbul. In 2013 the 110,000 square meter Munich fair, spread across nine halls plus an open-air showing area, is expected to play host to some 2,000 exhibitors, presenting their products and services to over 50,000 visitors. The "transport logistic" event also incorporates 'Air Cargo Europe', an exhibition and conference for the global air cargo industry. An extensive conference program also promises to provide a wealth of insights into new markets, trends and innovations in the international transport and logistics sector. Showcasing at "transport logistic" will be transport companies, freight forwarders, rail companies, combined transport providers, sea and inland waterway port operators, shipping companies, airlines and airport operators, commercial vehicle and forklift truck manufacturers, as well as IT and telematics specialists. Consequently, "transport logistic" covers the full extent of the global materials handling supply chain.

Owner-managed family business Meyer & Meyer has been providing logistics services for over 100 years, and for more than 60 years now has been specializing in fashion logistics. The company's portfolio of services extends from raw material and production logistics, through warehousing, processing and quality assurance through to ready-for-sale distribution of goods to retailers. It is the leading fashion logistics specialist in Europe. Meyer & Meyer refers to its services along the entire fabric supply chain as "From Sheep to Shop". Alongside fashion logistics, the company also offers specialized logistics solutions for bicycles, automotive products, household appliances and a variety of other highly sensitive items. From its corporate headquarters in Osnabrück, northern Germany, and through a network of branch offices and partners in Germany and abroad, Meyer & Meyer's workforce of some 2,000 people provides logistics services in Europe, Asia and North Africa. The company operates in over 40 countries, and can call on a Europe-wide distribution network. As a logistics provider, Meyer & Meyer is well aware of its responsibilities in terms of climate protection, and has implemented a comprehensive sustainability strategy. The strategy includes searching for alternative drive technologies and transport concepts, generating energy from renewable sources, as well as social sustainability. As one example of that responsible approach, Meyer & Meyer offers its employees a comprehensive health management scheme, and supports them in maintaining an appropriate work-life balance.
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Corporate Profile
Paul Schockemöhle Logistics

The Paul Schockemöhle Logistics Group develops innovative customized logistics concepts for its customers based on its core transportation and storage competencies. Whether in fulfilling a single service contract or providing a complete solution, from procurement logistics, through warehousing to distribution and spares logistics – the company offers packages for any needs. In addition to its main base in Mühlen in the German state of Lower Saxony, the group operates eight branch offices in Germany and one in Poland. The company-owned fleet comprises around 300 trucks providing the highest standards of technical reliability and maximum flexibility in meeting transport requirements. Alongside conventional tarp trucks, the fleet includes refrigerated trucks and trucks fitted with special handling systems such as lifting platforms, crane, and on-board forklifts, as well as vehicles to carry large loads. Paul Schockemöhle Logistics also employs combined transport by road and rail, with daily rail consignments complementing its road transport services. The company’s warehouse logistics are based on an approximately 105,000 square meter warehouse and transshipment facility, incorporating a range of system variants. It houses block and open-air storage areas as well as high-bay and temperature-controlled storage. The portfolio also extends to the storage of hazardous materials. The company’s quality policy is underpinned by certification, including to SQAS (road transport and storage), ISO 9001:2008, ISO 14000:2004 and GMP+B4.1. State-of-the-art IT and telematics technology enhances planning accuracy and creates the basis for reliable service delivery.

Sector: Transportation and logistics
Location: Mühlen
Year founded: 1966
Workforce: 700
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Corporate Profile
PERSONALUNION

PERSONALUNION is an owner-managed recruitment and management consulting company founded by Uwe Borowy in Hamburg in 1997. The company’s core competency is the professional recruitment of management staff and highly qualified new-generation managers – principally for the transport and logistics industry. The client base ranges from owner-managed SMEs to global corporations. Detailed industry knowledge enables potential candidates to be reliably identified and serves as the basis for a professional direct approach. In the past 15 years PERSONALUNION has successfully provided its consulting services to many leading national and international businesses. The company’s focus is on support when acquiring and selling businesses, as well as in matters of shareholdings. Combined with the company’s recruitment consultancy, this enables owner-managed businesses to develop an optimized successor program.

Sector: Recruitment services
Location: Hamburg
Year founded: 1997
Workforce: 1
Contact information:
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Corporate Profile

Seifert Logistics

The European land transport services of Seifert Logistics cover a territory from the Atlantic to the Urals and from the North Cape to the Mediterranean. Transport modes include tarp trucks, temperature-controlled trucks, silo trucks and tankers. Seifert Logistics Group schedules more than 800 vehicle journeys a day, serving leading customers in the region around Ulm as well as throughout Germany and the rest of Europe in the automotive, building materials, chemicals, wholesale and retail, machinery, paper and pharmaceuticals sectors. The Seifert Logistics Group further demonstrates its innovative strength with patented load-securing systems such as the Seifert LaSiChem®. In the contract logistics field, Seifert Logistics operates state-of-the-art logistics facilities covering a total area of more than 214,000 square meters in Germany and Poland. The logistics specialist not only bundles logistics processes but also optimizes supply chains, thereby protecting earnings and maintaining a strategic competitive edge. Alongside procurement, production and distribution logistics, Seifert Logistics also specializes in a wide range of value-added services. The Seifert Logistics Group is certified in line with industry requirements. This ensures that the high quality standards which our customers expect, and which we impose on ourselves, are documented and met. The over 720 staff of Seifert Logistics offer you uninterrupted service. We are at your service 24 hours a day, 7 days a week, 52 weeks a year – and we look forward to meeting the new challenges you set us!

Sector: Logistics and freight forwarding
Location: Ulm on the Danube
Year founded: 1947
Workforce: 720
Contact information:
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Corporate Profile

TimoCom

TimoCom Soft- und Hardware GmbH is an IT service provider serving all businesses in the transport sector. With its staff of over 300, TimoCom offers two Web-based tendering and contract award platforms: the European market-leading freight and load space exchange TC Truck&Cargo® and TC eBid®, an online platform for transport tenders. In September 2012 TimoCom also launched Europe's largest warehouse logistics exchange. All the company's programs are available in 44 countries and in 24 languages. Some 85,000 users place as many as 300,000 freight and load space offers a day on the TC Truck&Cargo® site – and the trend is rising. The platform is a tool to help optimize capacity utilization and avoid costly empty runs. Complementing the actual program, TC Truck&Cargo® offers lots of extras and clever add-on features. The company's second main product is TC eBid®, a platform for Europe-wide transport service tendering. The software is extremely user-friendly, and saves time and money. Companies place their freight jobs for online bidding, potentially reaching over 30,000 validated transport service providers from all over Europe. The Europe-wide online warehouse logistics exchange is a logical extension of the product portfolio. It provides companies with access to as many as 30,000 warehousing and logistics facilities. The "warehousing search engine" also works the other way around: Bidders can upload their contact details together with all relevant search criteria – including the type of warehousing they operate and their logistics systems – in order to improve their capacity utilization.

Sector: Transport/logistics
Location: Düsseldorf
Year founded: 1997
Workforce: 350 (as of March 2013)
Contact information:
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Corporate Profile

Universal Transport

The Universal Transport group is a leading specialist in the transportation of large and heavy loads. As well as transporting heavy goods, the company carries items which are simply too long, tall or wide for a conventional truck. With a staff now numbering over 500, operating 300 company-owned heavy-duty trucks and generating annual sales of EUR 110 million, Universal Transport truly provides XXL-format logistics services. The business currently operates from 10 branches around Germany as well as from dedicated sites in Poland, Ukraine, the Czech Republic and Romania. A key feature of the company’s portfolio in the past especially was planning and executing the transportation of complete wind turbines across Europe. Everyday operations today also encompass carrying prefabricated concrete elements, rail vehicles such as trams, large vehicles such as tanks and combine harvesters, as well as large industrial consignments. Universal Transport has also built up worldwide heavy transport services, and in recent years has established a healthy projects business. The company additionally uses any modes of transport other than trucks as appropriate. It also of course offers ancillary services such as customs clearance, scouting and procurement of approvals.

Organization Profile

Verband Deutscher Reeder (VDR)

The Verband Deutscher Reeder (Association of German Shipping Companies; VDR) represents the common interests of German shipping companies in consultations with policy-makers and government agencies on a federal, state and local level, as well as in relations with other industry bodies, trade unions and the public at large. The VDR also represents German shipping companies in dealings with European and international institutions. It does so either directly or through the international confederations of which it is a member. The diversity of interests to be preserved demands intensive internal communications. Policy constraints are defined and a consensus is established for the ongoing work of the VDR based on continuous dialogue within the framework of the association’s internal commissions created for the purpose, its administrative board and steering committee. The VDR additionally advises its members in relation to legal protection matters under employment and social legislation and judicial representation in those areas. For the member companies who have signed up to the VDR’s collective bargaining scheme, the association concludes collective pay agreements with Germany’s maritime workers’ unions. The VDR is committed to improving the competitiveness of German shipping companies and enhancing the role of Germany as an industrial base; promoting the operation of shipping under the German flag; developing attractive professional training courses; creating stable, future-proof jobs; assuring on-board safety and environmental protection on an international level; highlighting the importance of ocean shipping to the common good; and safeguarding a competitive business climate in line with the principles of a market economy.
Corporate Profile

VTL Vernetzte-Transport-Logistik

The VTL (Vernetzte-Transport-Logistik; Integrated Transport Logistics) cooperation network is a leading provider of package freight services and a vendor of Europe-wide logistics solutions. Based in Fulda in northern Germany, VTL links together over 125 small and medium-sized freight forwarders to provide a smart, comprehensive package of services backed by state-of-the-art IT systems. The central logistics base, combined with the highly reliable transport network and additional services, is highly beneficial to businesses from outside of Germany when they need fast response to provide them with a competitive edge. For machinery manufacturers and the automotive industry in particular, quality of service and fast, efficient parts backup are becoming increasingly important as commercial success factors alongside a wide range of products and services, high-level technical know-how and product quality. The most successful businesses today are those who have incorporated their parts and servicing operations and related logistics as a fundamental aspect of their corporate philosophy. VTL markets an affordable multi-user solution. Based at our central parts warehouse in Fulda, we can offer foreign machinery manufacturers a full parts management package, with short response times and cut-off times up to 10 in the evening – a service which few German machinery manufacturers can match in the same way. This enables machinery of equivalent quality (to the German manufacturer) to be marketed at lower cost and with considerably better parts/after-sales service. These unique selling points are highly persuasive, and will greatly enhance opportunities for foreign machinery manufacturers in Germany.
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Corporate Profile

Winner Spedition

Specialization is the key. It has enabled the third-generation family company Winner Spedition to grow into a pan-European logistics service provider specializing in semi-finished products and long metal bars made of steel, brass, copper and aluminum, in fabricated lengths from 3 to 12 meters. The entire organization is focused on professional handling and distribution of the materials. It transports over two million tonnes of cargo a year, operating a total of 16 branches around Europe. With a workforce of some 450 highly trained and motivated staff, a large fleet of company-owned vehicles and an 80,000 square meter warehouse and logistics facility, the company’s services include long bar distribution in 17 European countries and daily Winner Company Trains operating combined transport across the Alps. The company is certified to DIN EN ISO 9001:2008 / AEO status. Winner Spedition’s specialist long metal bar distribution services open the door to your potential customers.

Wormser Qualitätslogistik

Wormser Qualitätslogistik’s quality logistics services are founded on the maxim: Top-quality work is the key to success. That is to say, top quality, absolute reliability and close attention to customers’ needs are not just marketing jargon for us, but are corporate principles which are put into practice by all staff at all hierarchy levels. The importance of those principles, today and in the past, is demonstrated by our company’s 65-year history of success as a European logistics service provider. Since our top-quality work is also key to our customers’ success, working with Wormser is beneficial to everyone. We are also committed to supporting the logistics sector in Germany: As a member of the Logistics Alliance Germany – an initiative of the German Federal Government – we support activities aimed at enhancing the reputation of Germany as a logistics center at the heart of Europe. The Wormser Logistics division supports businesses with tailored transport, outsourcing and warehousing services. Our transport service provides customers with effective backup in handling their logistics needs for construction sites, food and animal feed deliveries, and in the solar sector, ensuring that all their processes run smoothly. Wormser’s outsourcing services are targeted at customers in a wide variety of different sectors who are looking to save money by outsourcing their in-house logistics or container/packaging management systems. We offer our industrial customers a Europe-wide network of state-of-the-art container cleaning installations, achieving cleanliness down to 50 μm in automated operation. Wormser’s large-scale outdoor and indoor storage facilities are designed to provide distribution and administrative services tailored to customers’ needs.