

CargoTime

1/2023

The  CargoLine magazine

GENERATIONAL CHANGE MADE SIMPLE(R)

**How CargoLine supports
its partners and therefore
the network as a whole
in succession processes**



**Hartmann International offers
its customer Bübchen ...**
... an all-inclusive package of an
unusual kind

An axle of trust ...
... connects SAF-HOLLAND and
Kissel Spedition, quite literally

**The network is taking the
green pathway forward ...**
... with its 2030 agenda and two
climate-friendly products



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- ▶ **New clearer calendar**
- ▶ **Time slots taking into account loading and unloading windows**
- ▶ **Track and trace of all movements in the yard**

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Dear readers,

CargoLine has been up and running for an impressive 30 years. That alone is enough to celebrate, because the network is doing well! One reason for this is that we steer consistent change with the same consistency. In the current Focus section, for example, find out how we are providing professional support for the change of generations within the network: Uwe Hofmann and his daughter Isabel use their family business as a practical example of how the highly complex processes of succession can succeed. Along the same lines, we're presenting you with Logistics People Management Circle (LPMC) – a new series of events that enables a range of CargoLiners to jointly find creative solutions to key issues in human resources and the shortage of skilled workers.

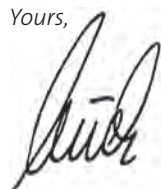
The special sense of solidarity within the network was also the key to a literally grand project: our first and very own main transshipment warehouse. The spacious new building unites the central and European hub under one roof, thereby allowing even more efficiency to you and us, and compelling also due its adherence to ecological principles (page 20). Which brings us to the “sustainability” concept and the next piece of news: as from May 2023, CargoLine will be offering NightLineEco and NightLineBalance, two climate-friendly transport alternatives for your consignments. You'll find the details on page 22.

Protecting the environment – this is what a lot of our customers do, too, such as the company Bübchen: for its bottles, the market leader in baby and children's care products uses only recycled plastic. CargoLiner Hartmann International transports them in conscientious fashion (pages 12/13). And SAF-HOLLAND, client of Kissel Spedition and one of the world's largest manufacturers of trailer axles and truck couplings, produces sustainability in series. How so? Find out on pages 14/15.

But back to the news: there's still Torrestir – since February 2023 our exclusive cooperation partner in Portugal (pages 18/19). In addition, on page 10 we'd like to introduce you to probably our most unusual partner yet. But perhaps you can just ask “Alexa” yourself to find out what it's all about ...

I hope you're inspired by the read!

Yours,



Jörg Peter Struck
Chairman of the Management Board

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Responsible according to German Press Law

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Gebr. Geiselberger GmbH
D-84503 Altötting

Picture credits

Cover: Shutterstock.com/Sunny studio
Page 3: Alex Fischer/vor-ort-foto.de
Page 7: iStock.com/Giulio_Fornasar
Page 8: Hofmann Internationale Spedition GmbH
Page 9: Hofmann Internationale Spedition GmbH
Page 10: Technologietransfer- und Existenzgründungs-Center der Uni Paderborn (TecUP)/someventure GmbH
Page 12, 13: Bübchen Skincare GmbH
Page 14: SAF-HOLLAND GmbH
Page 17: L. Wackler Wwe. Nachf. GmbH
Page 18: Torrestir SA
Page 22: Shutterstock.com/Photobac
Page 23: Paul Gärtner



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Actively planning succession solutions

At CargoLine, family businesses have always played a very special role. They bring their own set of challenges with them, though – especially when it comes to the company succession. With a special project that provides professional support for the complex processes involved in the change of generations, the network strengthens its partners as well as itself.

The German economy has one very particular strength: an impressive 90 percent of the companies based in the country are family businesses – for the large part owner-managed. Unlike corporations, they invest their own money. This means that, as a general rule, they take a longer-term view and act in a more crisis-resistant fashion. In addition, they place greater emphasis on team spirit and a good working atmosphere, and have particularly close ties with the location they are based – a series of studies¹ by the Stiftung Familienunternehmen (Foundation for Family Businesses) testifies to this. Characteristics that CargoLine, but also a number of employees and customers, have come to appreciate.

Being a medium-sized company – and staying one!

Ever since the cooperation was founded exactly 30 years ago, it has always put special emphasis on preserving its medium-sized character along with a good balance of smaller and larger companies. The network has been successful with this. What's more, nearly all of its founding members are still on board, which provides for a special sense of solidarity. A number of other partners, too, have been loyal to the network for many years.

One reason for this exceptional continuity is that many family businesses are passed on successfully from generation to generation, whether Amm Spedition, Bursped, Graßl, Koch International,

Schäflein or Wackler, to name just a few. Yet a successful company transfer should not be taken for granted. It is a highly complex process that needs to be carefully planned and implemented, because it can have existential effects on staff and customers, in fact even on entire regions.

Young and old at the same table

It's therefore a good idea to keep sight of the larger picture and draw on professional support. CargoLine offers both – with a still young, very special project that has set itself the task of strategically and actively supporting the handover in family businesses. “On the cooperation's management boards, there are a number of people of similar age and in a similar situation: we want to position our companies and the network is such a way that they can be led successfully in the time to come,” explains advisory board member and co-initiator Uwe Hofmann. This is why the 56-year-old introduced the practical exchange of ideas and the use of synergies within the network.

Alongside initial workshops – led, among others, by a coach specialised in company successions – working groups were set up in which the juniors and seniors met separately. In May, the two groups will get together and exchange ideas cross-generationally – thus the status as at going to press in February. On the basis of that meeting, the next steps will be planned to anchor the ◇

¹Source: series of studies by Stiftung Familienunternehmen (Foundation for Family Businesses) – in cooperation with the Technical University of Munich, among others, www.familienunternehmen.de.



topic long-term and professionally within the network.

Raised on freight forwarding

For Hofmann Spedition this is in fact the second company transfer. Uwe and his brother Helmut already took on the company founded by their parents nearly three decades ago. “But speaking of a ‘generation change’ doesn’t quite hit the mark,” says Uwe Hofmann. “We grew up as part of the firm, lived on the top floor of the freight forwarding business and were always in the thick of it, even as children.” For the two brothers, it was clear that they wanted to work here. When they joined, the classic haulage business gradually developed to become a full-service logistics provider, which also serves well-known pharmaceutical and chemical customers. “We provide logistics that are explicitly geared towards individual customers and have filled many market niches. This is exactly what has led to economic success – along with healthy organic growth. Our own fleet, which currently numbers about 80 towing vehicles, continues to be a guarantee for quality and an important component. I can’t say we’re not proud of the course that the company has taken,” Uwe Hofmann says with a smile.

Expanding the horizon

Now the next generation is waiting in the wings. But what was it that sparked the young people’s affinity for logistics? For daughter Isabel it was an internship at CargoLiner Bursped in Hamburg. Her brother Patric’s enthusiasm can also be traced back to a network partner: he completed the practical part of his work-integrated studies at Schmidt-Gevelsberg in Schwelm.

After her internship, Isabel studied business administration with a focus on logistics and marketing, and six months in the family business were soon to follow – “right on the front line,” as she puts it. During the summer semester break, for example, the go-live for a demanding logistics concept was announced. “Small parts picking was a real challenge in the project, and it required improvisation, analytical and interdisciplinary thinking, and determined effort,” says the 27-year-old. “The teamwork was just great, and I learnt how interesting and, in particular, how diverse logistics really is. A great synergy of people from very different origins and professional backgrounds. You get to see what you’ve achieved. I like all that.”



Ready to let go: Uwe (left) and Helmut Hofmann.

◇◇ *Only those who are far ahead in terms of IT technology and their staff will hold their ground on the market. And young people are the best ones to meet this challenge.* ◇◇

Uwe Hofmann, Hofmann Spedition

The CargoLine group is like one big family: just like Patric, his cousin Jill, too, used the network. She got a taste of freight forwarding at Hartmann Paderborn to then immerse herself into the family business with new ideas and suggestions after her studies. Joy, Helmut Hofmann’s youngest daughter, is currently gaining experience in the export sector at an outside company. Like the others, she spent some time abroad. For all four of them, this has enhanced not only their language development, but also their ability to stand on their own two feet. After all, individual accountability is key to bearing managerial responsibility for the company later on.

Going with the times and setting a course

Alongside gaining experience in other companies and abroad, sustainability and modern human resource management are what are

particularly important to the new generation. The latter was already a focus of interest for Isabel Hofmann in her master’s degree “Leadership” – much to the delight of her father. “One of the core tasks today and in future as an employer in the region is to make the company and the sector interesting for young people. The next generation has a special role to play here. The young are also ahead of us when it comes to digital transformation.”

Taking responsibility – and sharing it!

But the “young” don’t just want to push things forward, they also want to take responsibility. The challenges and dimensions in this context should not be underestimated – which is why Uwe Hofmann recommends thinking about succession early on, sitting down together at the same table and devising a plan. Once the young people have begun to work at the family business, they are gradually mentored to take on partial responsibility. This way, they can gain important experiences and at the same time gradually decide whether and how they want to continue with the chosen path. So taking time is important. As is the sharing of responsibilities. After all, the classic approach of one family member taking over management alone is generally losing ground in favour of teams – whether they consist of family or non-family members.

Drawing on external support

Whether a multiple-head model consisting of family members is the ideal solution needs to be decided individually from company to company. Professional and private differences make it difficult to get along at times. Even if everyone gets on well, it can be arduous when there is hardly any scope for a clear separation between business and family. "I'm okay with us talking about pressing problems at work on and off over lunch," says Uwe Hofmann. "Everybody needs to be able to talk about what's important to them, even if it's a difficult topic. But there should also be times when family is family." His daughter recommends taking care of your own work-life balance. In other words, to very consciously take time out for yourself.

◊◊ *We have completely different parameters to our parents or grandparents, we are much more interconnected, are able to draw on helpful technology and can also exchange ideas via digital communication channels in an entirely different way.* ◊◊

Isabel Hofmann, Hofmann Spedition

Both confirm their good experience with external support: neutral partners to speak with can help to see viewpoints that have become stalemated or rigid from a fresh angle and to work out solutions together. The Hofmann family draws this support partly from CargoLine's follow-up project mentioned earlier on, which is currently picking up speed. They also talk with a specialised coach who personally accompanies the individual handover process and is equally available to everyone concerned. "There are several people involved with the generation topic at our company. This means that not everyone always has the same opinion on things, of course. But what's needed for the change of generations to be successful are decisions taken together, backed by everyone. In this situation, a coach can be of tremendous help to us all."

You've got to earn the respect

Another key aspect for a successful transfer or succession of business ownership is the inclusion of the management team and the entire workforce. Clear signals and a trusting relationship are important factors to prepare the staff for the generational renewal, too, and to show them a perspective for the future.

The potential successors' initial phase requires particular attention, too: "Those who

◊◊ *I can't recommend enough how valuable it is to have a neutral coach accompanying the process. After all, a generational change only takes place once in a lifetime and it needs to be successful. You only really have the one chance.* ◊◊

Uwe Hofmann, Hofmann Spedition

show presence and commitment will be forgiven many a mistake later on," says Uwe Hofmann. Technical know-how is also required, of course – you need to prove yourself and not be afraid of getting your hands dirty.

Isabel Hofmann's achievements in her entry phase and current day-to-day work as well as her behaviour towards all employees have certainly granted her respect. "The workforce needs to feel that the young people are bringing about positive change," says Uwe Hofmann. Leading by example and abiding by the principles of mutual respect are of course also important. "If you appreciate each individual and meet them on an equal footing, you get the same appreciation back," his experience has shown.

Speaking of experience

If you stop and think about how much experience Hofmann Spedition has under its belt alone in terms of business transfers and add to that the experience of the other CargoLiners, it looks like a lot of streamlined competence is set to come together in the network's generation project. It will be interesting to see what the next steps are and what results they will yield. ◊



With Patric, Isabel, Joy and Jill Hofmann (L to R), the next generation is all set to carry responsibility.

A network approach to HR topics

It's long been a serious issue in the logistics sector as well – the shortage of skilled labour in Germany. To deal with it efficiently, CargoLine has launched a project called Logistics People Management Circle (LPMC). This is a very special series of events designed to herald the break-up of traditional ways of thinking and to lead to new approaches that provide solutions within human resources.

The idea is to create an exchange forum specifically for the cooperation partners' HR managers. Here, they can analyse the respective challenges together, introduce best-practice examples and work out alternative options for solutions that can be adapted as the situation demands from company to company. "Perhaps some partners already have tried-and-tested solutions that can work as models for CargoLine as a whole. In addition, scaling and efficiency advantages often crop up when working out new basic approaches together. This is why it makes a lot of sense to use the strength of the network in the form of a creative personal circle," says Professor Rüdiger Kabst. The first LPMC event took place under his leadership in December 2022. "The kick-off workshop was a highly

positive experience both in terms of group dynamics and results. Based on the innovation methodologies from the start-up sector, we tapped into the HR-related problem and solution area here in a very targeted way. The shortage of skilled workers, employee retention, employer attractiveness, incentive/

compensation structures and the assumption of professional responsibility were identified as the most "burning" challenges. "I'm especially happy about the fact that more than 30 CargoLiners now want to find solutions to these core topics," Professor Kabst continues. So let's watch this space ... ◇

◇◇ *Solutions in the HR field require new formats and pathways. The collaborative approach, the content-related support from Professor Rüdiger Kabst's team along with the willingness of the LPMC participants to discuss the challenges and solution approaches in an open, constructive and goal-oriented way have fully convinced me of this format.* ◇◇

Jürgen Vedic, Head of HR at Schwarz Group in Göppingen, to which CargoLine shareholder Wackler also belongs and which is responsible for the LPMC project on behalf of CargoLine.

Professor Rüdiger Kabst

... holds a chair in the Faculty of Economics at the University of Paderborn. He is the chief scientist at the Technology Transfer & Start-up Center (TecUp) as well as at garage 33, an innovation space for founders (both also based in Paderborn) with which CargoLine has been cooperating for many years. Professor Kabst's expertise has gone into the development of their start-up hub Cargo Digital World as well as their spin-offs (Cargoboard, Cargocast, Cargonative and Warespace).



Taking in a start-up atmosphere to break out of traditional ways of thinking: the CargoLine partner companies' human resources managers at a workshop with Professor Rüdiger Kabst in garage33.

Typing is so yesterday

Ever since an IT strategy change took place six years ago, CargoLine's data-driven applications have grown vastly in terms of scope and customer benefits. Latest coup: a dedicated skill for Amazon Echo devices.



It all began with a workshop in July 2022. At the time, Sebastian Grollius, IT Manager at CargoLine, was sitting with his colleague Hanna Barth to talk with Eikona. Their aim was to think about new applications with their long-standing service provider that would be of tangible benefit to the cooperation's partners and its customers. And suddenly the idea cropped up: "Hey, let's build a CargoLine skill for Alexa!"

The Amazon Echo devices (smart speakers) and the associated voice control function Alexa are, after all, widely used in private surroundings already. So why not use them at work, too, especially when the work is not necessarily tied up to being in an office?

"Alexa, ask CargoLine ..."

The playful idea has meanwhile become a proof of concept – which essentially means that the project has reached a stage that shows in principle the feasibility of the project. Now the time has come for the rollout.

"With the so-called CargoLine skill for Amazon Echo devices – comparable to an app – shippers will soon be able to track their shipments within the corporation's network via digital voice assistant – in compliance with all data protection regulations, of course," explains

Hanna Barth, who is managing the project on the CargoLine side.


Pickup by voice command

In addition, a CargoLine customer can order a pickup vehicle via Alexa in future. After entering the relevant keyword, the skill independently asks for the required parameters, compiles an EDI for the relevant CargoLine partner and voilà – the vehicle is at the shipper's ramp at the desired time. Other features include the estimated time of arrival (ETA), information on statistics and a help function.

First general cargo service provider with digital voice assistant

"Six years ago, we migrated our Cepra IT system from a single host to a modular IT architecture. Since then, it has evolved from a pure shipment tracking system to a veritable customer centre," explains Sebastian Grollius. "It's a source of pride for us that we've now, as the first general cargo cooperation to do so, built a skill for Alexa, linked it with Cepra and provided shippers with a very special service in doing so. It also shows that our strategy is effective and that we're working with the right IT partner."

"With CargoLine, we have a customer that challenges us, without it being constricting," says Bastian Späth, CEO of EIKONA AG. "So we read up on the technology and built a framework that communicates with Cepra in the necessary way. A particular challenge here was to find out which words and sentences are of significance for Alexa in order to get the results we wanted. It was more complicated than we thought – but now we know how it works."

Curious? Shippers wanting to use the CargoLine skill can contact their CargoLine partner at any time for further information. 

Cepra customer centre

In 2022 alone, CargoLine invested a high six-figure amount in the expansion of its cross-partner customer platform portal.cepra.de. More and more microservices are the most visible outcome – they allow shippers to manage their transport orders and customer account at a single location in a comfortable, time-effective manner and to communicate easily with "their" CargoLine partner.

An environmentally friendly connection



The company Bübchen – a market leader in baby and children’s care products – now only uses recycled plastic for its bottles, abides by a sustainable production line and relies on the Cargoline partner Hartmann International when it comes to delivery and appropriate storage.

According to estimates from the United Nations, over nine billion tonnes of plastic have been produced since 1950, more than the number of people living in the world today. But not even ten percent of this huge amount of plastic has been recycled so far. The bulk of the plastic waste is still incinerated, winds up in landfills, is carelessly dumped in nature and transported by rivers into the sea. Animals choke on it, dying as a result, and via the food chain decomposed microplastics also enter the human body. Between 2016 and 2040, plastic pollution in the oceans and other waters may more than double, the UN warns. The company Bübchen in Soest in North Rhine-Westphalia, too, seeks to put a check on this development by using the means at its disposal. Since 2022, the popular baby and children’s care brand has been manufacturing its entire bottle portfolio from 100 percent recycled plastic. In the last year alone, this saved 634 tonnes of new plastic. Only the caps and labels are still made from so-called primary plastic – due to sourcing reasons.

Geared towards sustainability

The long-established company, founded in 1961, develops dermatologically approved care products for gentle cleaning of babies’ and children’s skin. Ever since Dallmann’s Pharma GmbH, an indirect subsidiary of Katjes International, took over Bübchen in 2020, the company strategy has been systematically aligned to taking principles of sustainability into account: “Using limited

resources in a responsible fashion is a fundamental building block for protecting the world of our children,” says Managing Director Martin Kemper. The shampoos, shower gels, creams and oils are manufactured directly in the main plant in Soest. Bübchen places particular emphasis on the majority of its products being vegan and containing no microplastics, silicones, colouring agents or preservatives. Also, the production site has been climate-neutral since the beginning of 2021, because all CO₂ emissions have been reduced – for example by using green electricity and energy-efficient machines. All CO₂ emissions that the company is not (yet) able to reduce are offset by a certified climate protection project, which entails the construction of biogas plants in southwestern India.

Environmentally sound logistics

What applies to the sustainable production and the resource-saving packaging in the iconic blue bottles is also the guiding principle for transport and logistics, of course. After being taken over, Bübchen’s central warehouse remained located in Bavaria till the end of 2021, approximately 600 kilometres away from where production occurred. “It didn’t make any sense to be sending several trucks, including empty ones, across the country every day, for reasons of cost as well as of sustainability,” says Christof Marx, Head of Supply Chain Management at Bübchen. In addition to operational purchasing, inventory control and order processing, he is also responsible for the warehouse and logistics. Marx was now keen



Sustainable distinction: since 2022, the iconic bottles from Bübchen have been made 100% from recycled plastic and can themselves be fully recycled, too.


to find new storage options in the Soest region as well as a reliable partner for the transport – ideally both from the same company. He soon came across Hartmann International, which was able to provide Bübchen with large storage areas: “It was a massive move with over 7,500 pallets,” Marx recalls. “Not many companies have that kind of capacity. Hartmann International provided us with a professional and very timely solution, not least because it has strong ties within CargoLine,” says the logistics expert emphatically. Using more than 100 trucks, the entire move was completed in just two and a half weeks. Impressed, Marx assigned Hartmann two further jobs: “First, the logistics area with incoming goods inspection, storage, order picking and putting together the routes – and secondly, all of the transports in the national and international field as well as overseas handling.” The cooperation began on a modular basis: initially, with the container business and as from March 2022, with all other services. Since then, Hartmann has been loading two to five overseas containers in Paderborn every day, clearing the production plant up to five times a day and supplying Bübchen’s customers promptly and punctually.

Logistics, transports and a whole lot more

Marcel Niebuhr, a seasoned CargoLiner, is very pleased about the new cooperation with Bübchen. The Business Development Manager has been managing these kinds of customer projects at Hartmann International for five years. Beforehand, he worked for many years at Wackler, a CargoLine partner based in Wilsdruff in Saxony. Since October 2021, he has been in charge of

all customer relations. “We designed and completely refurbished a logistics centre of 7,000 square metres, in which we now store 8,000 pallet spaces. Every day, we handle around 500 pallets in incoming and outgoing goods with a not inconsiderable volume of parcels to boot,” he explains. Meanwhile, Bübchen has acquired Henkel’s Oral Care business, including all brand rights. “We’re currently developing further logistics capacities for our customer’s growth strategy,” says Niebuhr.

Hartmann delivers the mild care products from Paderborn to the central warehouses of the German drugstores dm and Rossmann as well as to those of the large German retail chains such as REWE, EDEKA and Kaufland. “We also take care of commissioning individual hospitals and children’s clinics,” Marcel Niebuhr adds. Added to this, Hartmann builds and equips a great number of displays and trays according to predefined packing plans for the special sales campaigns in the individual stores. Currently, it’s “the display with the Bübchen children’s care products in Pokémon design that’s the money spinner,” says Christoph Marx, for which Bübchen has acquired the necessary rights.

In addition to sustainable production and an approach that’s suitable for the target group in question, the greatest assets for the experienced manager are trust and reliability: “It is highly important for us to have a logistics partner with whom we can work together in an easy, collaborative relationship. In Hartmann, we have found one.” A fixed point of contact for all concerns, frank and open discussions on a regular basis and round-the-clock availability are what characterise the relationship. It is a sustainable partnership, not just a functional relationship between customer and service provider.” 

Bübchen

... is a pharmaceutical company founded in Soest in 1961. Under this name, the chemist Ewald Hermes developed a children’s soap and a tea to ease stomach ache in the 1950s. Today, Bübchen is the market leader in Germany in the area of baby and child care and its many products are sold around the world.

140

different articles

130

members of staff

50

million euros annual turnover

www.buebchen.de

Hartmann International

... is a family business in the fifth generation headquartered in Paderborn. The forwarding business first began in 1856. Due to its air and sea freight, the full-service logistics provider is a globally operating company today, which itself has approximately 82 European connections that it serves, and which also offers excellent digital services in its own data centre. Since 2015, the Paderborn location has been a CargoLine shareholder and partner.

500

employees

12,300

sqm transshipment hall for general cargo with 149 gates

33,700

sqm of storage space

10,000

sqm photovoltaic systems

www.hartmann-international.de

An axle heavy-weight

SAF-HOLLAND, one of the largest manufacturers of trailer axles and truck couplings across the world, is committed to developing leading-edge products and social diversity. For its transports and also its growth, the company relies entirely on CargoLine partner Kissel Spedition.



At the end of the 1960s, a German confectionary manufacturer advertised with the claim that its chocolate bar would immediately restore the energy used up during sports activities. This fitness promise delivered very little apart from high sales. These days, real recuperation, i.e. recovery and storage of motional energy, is offered by a brilliant technical solution for the sustainable saving of costs and emissions, especially in the transport sector. This technology is well-known for charging up batteries during braking processes in electric cars or on the railroads. But using it to generate electrical energy for truck trailers when driving was a remote possibility – until now. The SAF-HOLLAND Group developed two electrical recuperation axles for trailers in 2021. The energy that these generate can be used to electrically operate the cooling units in refrigerated vehicles or to help power the tractors, for example.

The sustainable company that is headquartered in Bessenbach in Lower Franconia, Bavaria, is one of the leading manufacturers of trailer axles, suspension systems and couplings, in particular in the nine-tonne range. In 2022, it received the European Transport Award for Sustainability in the “Components and Assemblies” category for its environmentally friendly axle SAF TRAKr – which is already produced in series today.

◇◇ *We appreciate Kissel’s high degree of flexibility and the short decision-making processes.* ◇◇

Patrick Bay, SAF-HOLLAND



Final assembly of the axles occurs flexibly in three production lines in Bessenbach.

Sustainability in series production

“We were very pleased to receive this award and feel highly encouraged to continue on our path of sustainable electrification and digitalisation when it comes to our product portfolio,” says Stephan Kleinschnitz, Marketing Director Europe at SAF-HOLLAND. Other advanced developments have meanwhile become indispensable to the axle business. Take the SAF Intra pneumatic axle, for example: introduced 20 years ago already, it has been consistently developed and optimised ever since. Today, it weighs around 70 kilos less than its first generation predecessor. “It’s our bestseller,” Kleinschnitz says emphatically, adding,




or wood. “We prefer racks made of metal, because they are long-lived and therefore more sustainable,” explains Bay. “Shipping is a major challenge for a logistics network, because the axles often need to be handled several times. This requires a high level of sensitivity.” For over ten years, the axle producers have been relying on the sure instincts of Spedition Kissel based in nearby Mainaschaff. The family-run logistics company was awarded the contract following a call for tenders and has been transporting SAF-HOLLAND axles for the construction of trailers since then, also handling the entire after-sales market, i.e. the spare parts business. And a whole lot of weight is moved about in the process – over 12,000 tonnes per year from more than 10,000 shipments of part-load traffic and general cargo. Everything rests in the same trusted hands in the process, because for Managing Director Michael Kissel, one thing is quite clear: “We drive SAF axles exclusively in our own fleet. It’s not without reason, after all, that our claim is “From the region, for the region.”

Looking to the future



SAF-HOLLAND wants to serve its customers as a one-stop systems supplier. To this end, the Group acquired the Swedish company HALDEX, a specialist for braking systems, at

the end of last year. This has yielded nine additional production sites with around 2,500 new employees. Stephan Kleinschnitz explains the objective: “SAF-HOLLAND and HALDEX are a perfect match techno-

logically: axle and suspension system, telematics and EBS control are now growing together into one intelligent unit.” The ambitious business expansions naturally have an impact on the transports yet to be authorised, too, and on the shipping volume in general. Kissel, with its state-of-the-art freight forwarding facility, opened in 2021, and its dedicated workforce, is ready. Michael Kissel predicts that “we will greatly expand our service in the next two years.” And Patrick Bay pinpoints the nature of the continued partnership when he says: “We benefit from each other and grow together in the region!” 

not without a touch of pride: “We’ve meanwhile sold millions of these axles and produce 300,000 of them per year in Europe alone.” In addition to its flourishing and sustainably oriented production, the company also lives up to its responsibility in the social sector:

in March 2022, the company signed the “Diversity Charter”, an initiative by the German economy under the patronage of the German Chancellor. By doing so, SAF-HOLLAND expresses its appreciation of all employees regardless of age, ethnic origin and nationality, gender and gender identity, physical and mental capacities, religion and ideology, sexual orientation and social origin.

 **We cultivate a partnership of equals.** 

Michael Kissel,
Kissel Spedition

An axle of trust

To quickly and safely get all the axles, couplings, kingpins and landing gears to the customer, “particularly competent logistics partners with relevant capabilities and experience,” are required, as Patrick Bay, responsible for the transport management and logistics at SAF-HOLLAND, emphasises. Of course, reliability and adherence to delivery dates are top priority, but the damage ratio is important, too, he says. This is because a special aspect is a part of the equation when it comes to shipping the axles: they are not packaged in crates or cardboard boxes. The heavy shafts rest loosely on specially constructed transport racks made of metal

SAF-HOLLAND

... is a corporate merger that rose in 2005 between the long-established Sauer Achsenfabrik, headquartered in Bessenbach, Germany, and the US-based Holland Group. The company is the largest independent listed supplier of commercial vehicles and one of the leading manufacturers of chassis-related assemblies and components, particularly for trailers, but also for trucks, buses and camping vehicles.

turnover of **1.56**
billion euros in 2022

approx. **5,500**
employees worldwide

over **25**
production sites on five continents

www.safholland.de

Kissel Spedition

... is a family-run freight forwarding company founded in 1979 on the Lower Mai. It has been a CargoLine network partner since 2004 and a shareholder since mid-2015. Its activities cover all areas of forwarding services as well as contract logistics. In 2021, the company moved into its spacious freight forwarding facility in Mainaschaff.

181
staff members

42
own vehicles

9,000
sqm of cargo handling area with
82 hall gates

5,000
sqm of logistics space with **5,500**
pallet storage spaces in high racks

www.kissel-spedition.de

In the best hands – for 130 years

It all started with two horses and a wagon. In 1893, Ernst Schmidt founded a haulage company in Gevelsberg to transport coal and building materials. 130 years onwards and these small beginnings have become the internationally operating logistics company Schmidt-Gevelsberg, a company that attaches great importance to its tradition as a medium-sized business. Interestingly, after the Second World War, it was Ernst Schmidt's daughter-in-law who rebuilt the company after her husband's death and, together with her second husband Hans Grünewald, developed it to become one of the most renowned freight forwarding companies in the region. It was she, too, who shortly before her death set up a foundation that has since then been the only shareholder of the continuously growing company and which donates a significant proportion of the profits to specified charitable causes.

The group of companies now employs more than 450 people. Over 5,000 shipments are handled at the Schwelm site every day for destinations in Germany, Europe and across the world. Over 25,000 pallet spaces are available to shippers in the company's own logistics warehouses.



The freight forwarding company is particularly proud of its IT subsidiary Anaxco, which has developed to become one of the leading providers of freight forwarding software and has more than 60 employees. The two managing directors, Burkhard Frese and Torsten Huberti,

who have been with the company for over 23 years and have been running the company as sole managers since 2017, look back with satisfaction on the continuous and sustainable development of the company, which invests not only in social institutions, but also massively in research and development every year.

The most important element of Schmidt-Gevelsberg's logistics network is its shareholder status with CargoLine, and many of the company's staff have been actively involved in its committees for numerous years.

It was a particular pleasure and an incentive for all employees that the company was able to win the title of CargoLine Partner of the Year, extraordinarily for the fifth time in the last five years. Congratulations from the entire network – and happy 130th! ◇

Boredom? Not a chance! Bernd Höppner celebrates his tenth anniversary as Managing Director at CargoLine

How time flies by! For ten years now, Bernd Höppner has been heading CargoLine as Managing Director together with Jörn Peter Struck. The trained forwarding agent, who studied business administration at a college of commerce (HWF) and graduated from the German Logistics Academy, joined from CargoLine partner Schäfer in Neunkirchen, where he had been a member of the management and had taken an active part in the "International" working group for the cooperation. Within the decade of his work at CargoLine, as foreign minister of CargoLine so to speak, the 54-year-old personally visited all of the international partners of the network family in their countries. "All except Romania," he admits, "in fact I think I should book that right now ...," he adds, smiling.

His favourite line of work as Managing Director is to duly exchange ideas and further develop CargoLine's European network with his colleagues at system headquarters and



in the "International" working group. In addition to all the travelling, he looks to make time for other matters that are important to him, taking particular pride in the new hub in Niederaula that he planned over the course of the last three years with the hub team and which he successfully implemented within just one and a half years.¹

What he especially appreciates in CargoLine is the dynamic nature of the network and "that due to the shareholder structure being

focused on medium-sized companies, we can take decisions easily and maintain proximity to both customers and staff." His colleagues at system headquarters appreciate this, too. As a thank you for his many years of faithful service, he was not only presented with heartfelt words on his anniversary, but also gifted a crate of his favourite beer, along with a large bouquet of flowers and a voucher for a spa weekend in the Netherlands, his favourite holiday destination. Veel plezier ermee – enjoy! – and many more happy days to come. ◇

¹In addition to Bernd Höppner, the core hub team consisted of the CargoLine company representatives Uwe Lachmann (Managing Director of Hartmann International, Paderborn) and Torsten Huberti (Managing Director of Schmidt-Gevelsberg, Schwelm), the site manager of the hub, Uwe Heinbach, and the IT director of system headquarters, Sebastian Grollius. See also article on page 20.

Hazardous goods in safe hands

The forwarding agency Wackler, based in Wilsdruff in Saxony, recently launched one of the most advanced hazardous goods stores in Germany – if not in Europe. The 14-metre-high, 100-metre-long and 170-metre-wide hall offers space for 25,000 euro pallets or about 30,000 tonnes of hazardous goods. These include flammable or combustible liquids as well as solids, toxic and corrosive substances, oxidising materials and goods likely to pollute water.



The warehouse is state-of-the-art and complies with all current safety regulations and specifications. Before passage of a substance is granted, safety data sheets must be checked. It may also be necessary to consult with the authorities on the storage.


The hall is divided into 14 fire sections with a maximum space of 1,200 square metres each, so that any fire arising wouldn't be able to spread easily. The built-in extinguishing system contains 70 tonnes of carbon dioxide that can be deployed within 50 seconds of the alarm should the need arise.

An aspirating smoke detector is installed for early fire detection. Additionally, gas detectors identify and report volatile substances. Sensors constantly monitor the air humidity in sections with particularly high requirements. Extensive drip pans are installed under aisles in which liquid is stored. Added to this, underground containment fixtures safeguard adjacent sections from potential environmental contamination.

By using an intelligent warehouse management system, Wackler ensures that the prohibition of combined storage is adhered to. What's more, the navigation system for the

high-rack stackers is one-of-a-kind in Europe. From truck to respective storage location, everything runs semi-automatically. The staff stay safely on the ground while monitoring and controlling the procedure using cameras. If everything has proceeded as it should, he or she then approves the storage.

Specifically trained personnel are of elementary importance for the handling and storage of hazardous substances. This is why Wackler's staff undergo appropriate training on a regular basis.

Customers are able to check their current warehouse stock themselves via the warehouse management system's web tool. Wackler also offers other services: from bulk or fine picking commissioning through to inventory, certified according to ISO EU 9001. The strict access control system and video surveillance ensure that the goods are closely monitored. 

At the young age of 30


What's the best of birthday gifts for a transport cooperation turning 30? A beautiful new hub of its own of course! The present has since been unwrapped to reveal a state-of-the-art, sustainably operated and ecologically optimised building¹ in Niederaula in the eastern part of the state of Hesse. Characteristics that are very much in line with those CargoLine has itself!

At 30, the critical formative years and the turbulence of puberty are a thing of the distant past – the corporation has become wiser and calmer, but is by no means stuck in its ways. These are effectively the best years for intensified networking and for more growth, both on a quantitative and qualitative scale. A look back brings home all that's already

been achieved and sharpens awareness of the challenges on the horizon. The recurrent theme of innovation and strategic foresight weaves itself from electronic shipment tracking and the foundation of Cargoboard as a digital freight forwarder to the establishment of Cargo Digital World as a hub for start-ups and of the highly modern customer and partner portal titled Cepra. The task at hand is to responsibly meet the demands of a transport sector that is sustainable for future generations and the environment. To this end, CargoLine is currently issuing a sustainability roadmap and launching appropriate new products on the market.²

The shareholders and partners obviously like the jubilarian's work: six of the seven found-



ing members are still on board and a number of potential partners have joined them. All employees throughout Europe are invited to a big party in Niederaula in June to celebrate the anniversary and the opening of the new hub. Thanks especially goes to all those who have done a most excellent job in tirelessly supporting the network throughout the years and in particular over the course of the pandemic. 

¹ See article on page 22.

² See article on page 20.

Seamlessly through Portugal

CargoLine has been working exclusively with Torrestir in Portugal since February 2023. Several direct transports per week link the two companies – and they are further united by their mid-size company values and transnational IT.

The mild climate, 3,000 hours of sunshine per year, the Algarve beaches and interesting cities like Lisbon make Portugal a popular destination throughout the year. But Portugal also has a vibrant industry – and Germany is one of its most important trading partners. The country on the Atlantic, with a population of over ten million people, exports mainly textiles, shoes, agricultural products, wine, car parts, components for IT and telecommunication products, and capital goods. In turn, Portugal imports machines, chemicals and components for the automotive industry from Germany.

Directly to and from Porto and Lisbon

Torrestir, headquartered in Braga in northern Portugal, plays a major part in these transports. The full-service logistics provider is classified as a national market leader – and it is one of the top three most successful providers in the international general cargo sector. Since 1 February, the owner-managed company has been CargoLine’s exclusive partner in the south-western European country. In return, it uses the general cargo cooperation’s network for distributing its shipments throughout Europe. To this effect, import and export direct services operate between the Torrestir locations in Porto and Lisbon and six German CargoLine partners, which in part act as a gateway for the entire network.

IT – a competitive edge

Helder Silva, Managing Director of the Torrestir Transitários transport segment, attributes the success of the group – which was founded in 1962 – mainly to two aspects: its high quality in terms of implementation and its continuous digitalisation, regarding both the processes and the flow of information. “In today’s world, information is of immense significance –



L to R: João Paulo Carvalho (Overland Business Development & Network Manager, Torrestir), Philipp Tiemann (Europe Coordinator, CargoLine), Helder Silva (Managing Director Portugal & Mozambique, Torrestir), Luis Torres (CEO Torrestir) and Bernd Höppner (Managing Director, CargoLine) after signing the contract.

not just “nice to have”, but a “must-have”. To see eye to eye regarding IT standards was therefore a highly relevant factor when moving to CargoLine. “Shippers are used to having state-of-the-art IT solutions at their disposal in the national transport sector and expect the same on an international level. By meeting this need, we provide our customers the greatest possible transparency, electronic proofs of delivery and more when it comes to their shipments to and from Germany.”

Working closely together as equals

Another key reason for cooperating with CargoLine is the shared DNA: “For us it is highly attractive to have the opportunity of working mainly with medium-sized



companies that are family-owned, like Torrestir, and that share our values” explains Helder Silva.

These values also include environmental protection. “We live in a linear economic system. Raw materials are collected and processed to make products, which we buy, make use of and then dispose of as waste. Knowing full well that we as service providers also benefit from this kind of economic activity, it is incredibly important for us to act in an ecologically friendly way whenever we can. We use vehicles of the latest generation with Euro 6 as a standard or with gas drive, use electronic vehicles for the last mile, monitor fuel consumption consistently, provide training for fuel-efficient driving, build or renovate warehouses in accordance with the Housing Quality Indicator standard, work paperlessly whenever possible, and much more,” explains the director. We’ve also launched a pioneering project with our customer Volkswagen, which sees Portugal’s first Gigaliner truck being used for milk runs between the Volkswagen plant and one of its suppliers.”

Extended logistics options

Bernd Höppner, Managing Director of CargoLine’s international operations, too, is convinced of having found the right partner with Torrestir: “Thanks to Torrestir’s seamless distribution structure in Portugal, its own fleet of around 1,600 trucks including drivers, its profound transport and warehousing expertise as well as the increased frequency of transports between our countries, this co-

operation offers shippers enhanced options for their logistics. A further plus that our franchisee offers is its high degree of digitalisation, which among other things provides cross-border shipment tracking.”

On the move, always and everywhere

The seamless distribution structure that Bernd Höppner refers to is based on 16 locations in Portugal. They work around the clock and are connected with more than 180 scheduled services, meaning that Torrestir can serve the entire country within 24 hours. This factor was decisive, for example, in allowing the company’s subsidiary Torrespharma to distribute the sensitive Covid vaccines throughout the country during the pandemic.

Two of the 16 locations, Porto and Lisbon, additionally act as international cross-docking hubs. They ensure smooth transitions between the national network and the international partners such as CargoLine and are in charge of continuous consignment tracking, among other things.

In addition, they regularly demonstrate their skillset in complex projects. One example is the cross-border transport of 1,600 containers filled with Chinese solar modules, which were recently brought to Spain and for which the coordination between several Torrestir companies was required. Every day, the transport and logistics service provider collected 40 containers from the port, brought them to

one of the sites, reloaded their contents into curtainsider trailers and delivered them to various remote locations in Spain the next day.

“For this purpose, we specifically set up a multi-disciplinary control centre to administer the information between the Chinese suppliers and the Spanish building companies and drew on Torrestir’s own facilities throughout the entire logistics chain,” Helder Silva explains with obvious pride. “One of our biggest advantages, after all, is that we own the entire fleet and all of the sites and that we employ all the drivers and warehouse staff ourselves. We are therefore in a position of having complete control over our national distribution network.” Advantages that shippers in Germany, too, can utilise from now on for their exports and imports to and from Portugal. 

Torrestir Transitários ...

... has been active on the market since 1962 and is today led by the Torres family in the third generation. In addition to general cargo transport on a national and international scale, the corporate group with its own assets offers, among other things, contract logistics, container, heavy-lift and special transports, customs clearance, courier services, refrigerated transport, and transport for perishables and pharmaceuticals under observance of GDP guidelines.

Sector focus areas: pharmaceutical and health-care, retail trade, food including perishables, fashion, automotive, renewable energy and IT.

16

locations in Portugal, including the islands, further ones in Spain, Mozambique and Germany

2,700
employees

Turnover of approx. **235**
million euros (2021)

www.torrestir.com

One for all

It's been up and running since 24 February: Cargoline's first own main cargo handling warehouse. Located in Niederaula, Hesse, the future-ready new building boasts many benefits. At the same time, it is yet another example of the strategic foresight and solidarity displayed among Cargoliners.



It's the middle of the night, but you can see them already from far away: two large illuminated Cargoline signs on an even larger building – the general cargo cooperation's new main transshipment warehouse (hub). Anyone approaching the building in Niederaula reaches it directly via "Cargolineallee" – translated as Cargoline avenue. And the closer you get, the more vivid its dimensions: approx. 250,000 tonnes of earth were moved here to build a modern facility from where an average of 82 routes in Germany and Europe are handled.

After the foundation stone was laid almost one and a half years ago and extensive building work was carried out, the hub went into operation in the night from 24 to 25 February 2023 – a wonderful gift for Cargoline's 30th anniversary. But what was the reason? After all, the cooperation already had two large hubs at its disposal in Eichenzell, Hesse (see box). Yet these had come up against their limits and couldn't be expanded. Cargoline, it should be noted, has been seeing continuous shipment growth for years, further accelerated by new potent national and international partners, the boom in the B2C segment and contracts from its digital freight forwarder Cargoboard. "What we needed, therefore, was a hub able to ensure growth in the transport and logistics industry in general – and keep up with our momentum in particular," says Cargoline Managing Director Bernd Höppner, responsible for the international development of the network.

From two make one

Fortunately, a suitable site was found in a perfect location: in Niederaula in Hesse, nestled between the important German motorways A4, 5 and 7. "On top, the place offered the opportunity of building our own plant according to our specific requirements," says Bernd Höppner. The focus was on uniting the central hub and the European hub (which had previously been located in separate buildings) under one roof. This allows shorter transit times and thus earlier arrival times in the partner depots, not to mention the deployment of fewer trucks. But that's not all. "On account of our expertise and the discussions we had with the staff, and also due to our equipment with state-of-the-art hardware and software,

◇◇ ***We offer not only international premium products, but also first-class networking between national and European economic centres, including a modern, competitive hub-traffic architecture. This is attractive to both franchisees and customers.*** ◇◇

Bernd Höppner, Cargoline Managing Director

we're now able to run many administrative and operative processes more efficiently than before. And further adjustments or improvements can steadily be made on the basis of daily evaluations," explains site manager Uwe Heinbach. He is a proven expert for the planning, organisation and operation of hubs, and Cargoline specifically took him on board in 2022 to help with the new plant. Alongside him and Bernd Höppner, it's Uwe Lachmann, Managing Director at Hartmann International, and Torsten Huberti, part of the management at Schmidt Gevelsberg, who also played leading roles in the facility's planning and execution.

The competent team didn't only rely on state-of-the-art IT, which was masterminded and installed by Sebastian Grollius, IT Manager at Cargoline's system headquarters. What was just as important was the blend of different forklift trucks "to be optimally equipped for every activity during transshipment," as Uwe Heinbach explains. "Together with our experience in transshipment, the modern fleet management constitutes the basis for continuous further development of the necessary processes." What's more, there are already ideas on how the hub might be used during the day. Incidentally – due to its central location and the modern furnishing and equipment of the offices and the plant as a whole, it is already extremely attractive to many employees in the region. In addition, it is only 20 to 30 minutes away from the former main hub – which allows former hub staff



Symbolic act of handing over the keys on the part of CargoLine representatives Torsten Huberti (Managing Director of Schmidt Gevelsberg, Schwelm, left) and Uwe Lachmann (Managing Director of Hartmann International, Paderborn, right) as building owners to Uwe Heinbach, the CargoLine hub's site manager. In the background, the hub's employees await the starting signal in anticipation.




to continue their previous work at the new location.

Multi-digit million euro range

CargoLine Dienstleistungs GmbH, a wholly owned subsidiary of the network, operates the hub – and this is no small feat. While John Spedition, one of the founding partners of the cooperation, was responsible for the previous central and European hub, CargoLine partners have now jointly invested in the construction of a hub. “It was worth a two-digit million euro sum to the cooperation,” Bernd Höppner proudly reports. “The fact that we are together managing a project of such dimensions exemplifies once more the good cooperation between our partners and the forward-looking approach that the network takes.”

Paving the way ecologically

Yet the cooperation's values also include sustainability, and much attention was paid to this factor in the new building, comprising more than a hectare. It is classed with an energy efficiency of EE40 which means that it meets the highest energy requirements for a property. Strictly speaking, it even exceeds them. According to the specifications for this class, at least 65 percent of the overall cooling and heating supply needs to be covered by renewable energy sources – so, for example, by being produced with a PV system or a heat pump. With the new hub, this figure in fact amounts to 74 percent! Compared to a standard building, it thereby saves an impressive 5.4 tonnes of CO₂ every year. Ideal for a successful launch into the future! 

A small big hub story

John Spedition has been operating CargoLine's national central hub in Eichenzell since 1996. In March 2012, it also took responsibility for the cooperation's European hub, which had previously been based in Hauneck and was then moved to Eichenzell. The nightly shuttles from one location to the other, which had been required up until then, thereby became a thing of the past – only one shuttle between the halls was still necessary. Furthermore, the overall handling area was expanded to a size of 10,000 square metres, allowing speedier shipment processing and an increase in shipment growth.

The cooperation's take-over of hub operations and relocation of the two hubs to a joint new building – designed specifically for the current and future needs of the network – marks a further milestone in CargoLine's hub history. This not only opens up new opportunities for the network, but also for John Spedition, as it now has space for its own growth.

The hub in figures

10,800
sqm handling area with **126** gates

Hub for **52** national
+ **23** European lines

Annual throughput of
about **207,000** tonnes (projected)

Where there's a **will**, there's a **way**

CargoLine set out its ecological and social values and measures in a bold sustainability report already ten years ago. There have been a lot of developments since then, particularly in terms of technological innovations. As from May 2023, the network is also launching two climate-friendly products.



The secret of getting ahead is getting started,” wrote the American author Mark Twain. With regard to environmentally conscious business practices, CargoLine took this advice to heart when, in 2008, it completed environmental certification according to DIN EN ISO 14001. Since then, it has unwaveringly been on the path of a partner network that incorporates sustainable thinking and behaviour towards the ambitious goal of achieving a climate-neutral Germany by the year 2045. Whether paperless clearance, bundling of transports, route optimisation, avoidance of empty runs, use of alternative fuel sources and fuel-saving trucks, driver training courses, power generation through solar panels, waste separation or biological water treatment in vehicle washing facilities – these are all the norm, practised for years, and described in detail at the end of 2013 in CargoLine’s first sustainability report. The environmental certificate was quickly followed by certifications in compliance with the Network and Transport Carbon Footprint, a novelty for the sector. As one of the first networks to do so, CargoLine developed a standardised CO₂ shipment calculator that can meanwhile calculate emissions even for partial and full loads and for individual countries.

Hydrogen in use

Across the cooperation, the overall amount of CO₂ emissions has fallen by about 20 percent, and this especially in the sensitive area of the transports themselves, which in turn make up the lion’s share of greenhouse gas emissions in the network with 90 percent. This is also thanks to CargoLine’s insistence on technological innovations and the conduct of pioneers who are willing to experiment, such as our partner Rhenus. It already uses all alternative forms of propulsions: from vehicles and hybrid trucks fuelled by liquefied gas and hydrogen through e-motors powered by hydrogen fuel cells and heavy-duty trucks that run purely on electricity (see CargoTime 1/2022). Now Koch International (Osnabrück) has also put its first truck equipped with a hydrogen e-drive into operation. Amm Spedition, in turn, began to supply stores in the Nuremberg area with four fuel cell trucks in March as part of a cooperative project with drugstore chain dm and

logistics company DSV. And Schmidt-Gevelsberg (Schwelm) has recently started to use an electric “Wiesel” swap body lifting truck – to cite just a few current examples.

On the road to sustainability

In order to bring together all the partners’ existing climate protection activities and plan further coordinated steps, the corporation founded the Sustainability Working Group in 2022. In conjunction with Professor Dirk Lohre from the forlogic forwarding + logistics center institute, the goal is to create a CargoLine sustainability roadmap. “As transport companies, we face more challenges than ever before,” laments Oliver Schwarz, who heads the working group and is Managing Director of CargoLine shareholder Wackler Spedition (Göppingen). “This is why we’re working on our own 2030 agenda, with which we want to do our bit to contribute to the federal government’s goals.” But

CSRD and SDGs explained in brief

With the Corporate Sustainability Reporting Directive (CSRD), the EU wants to ensure greater transparency in sustainable business development. From 2024 onwards (and by 2028 at the latest), large companies and listed SMEs must report in detail which measures they are including in enterprise-specific sustainability strategies that relate to environmental protection and social issues. With this extension, the number of companies subject to a reporting obligation rises from approximately 11,600 to 49,000 across the EU.

In September 2015, the UN General Assembly adopted the 2030 Agenda for Sustainable Development with the aim of achieving a fundamental improvement in the living conditions of all people as well as the protection of the planet by this target year. To this end, 17 Sustainable Development Goals (SDGs) were set up and 231 globally comparable indicators developed that are filled in on the basis of national data. The global sustainability goals are aimed mainly at governments, but also at civil society, the private sector and the scientific world.




so much is certain – without an effectively functioning infrastructure and a new concept for the transport sector in general, logistics service providers as yet don't stand a chance of accomplishing the policy targets. Take e-trucks, for example: the networks of charging stations and capacities that are needed to make the switch to e-mobility are still missing. "What use are e-trucks and forklifts if the power supply is not set up for them and charging takes hours," wonders CargoLine's Managing Director Jörn Peter Struck. "We've got good intentions and are game for it all, but we need a reliable infrastructure and investment security," he says in summary. For climate-friendly – green, of course – hydrogen, the situation is even bleaker: one of

the biggest practical problems is in fact finding a filling station in the first place. There are currently not more than 130 facilities in Germany – which is extremely low even compared to electric charging stations. A fundamental problem also arises from the enormous growth in traffic to realistically be expected: the specific emissions per consignment can be reduced to the required extent, but as long as supply chains in industry and private shopping behaviour do not change, the absolute emissions in total within the sector won't.

Obligations and challenges

In addition to these basic reflections, the Sustainability Working Group also devotes itself to the upcoming challenges arising from the European Union's Corporate Sustainability Reporting Directive (CSRD). Although the reporting obligation will apply primarily to large companies and listed SMEs from 2024 onwards and not to the CargoLine network of medium-sized companies, it will have an indirect effect on the activities of the corporation: it is anticipated that in the coming years, large shippers will be expecting their transport and logistics service provider to run a transparent and effective sustainability

management system and that this is carried out in line with the United Nations' Sustainable Development Goals (SDGs). The working group wants to develop a CSRD guideline on this subject to inform CargoLine partners early on in the process and to reduce their workload. It is initially focussing on five or six sustainability targets that are particularly relevant to the industry. As if that were not enough – upon the Sustainability Working Group's suggestion, the network now offers two products that emphasise CargoLine's sustainable responsibility and provide support to shippers for improving their own carbon footprint: a variable and an offsetting package (see box). Based on Mark Twain's principle, CargoLine has certainly come a long way – but we're not planning to sit back and relax any time soon! 

Varying and offsetting: two new climate products at the ready

On the Sustainability Working Group's initiative, CargoLine developed two special sustainability products that allow customers to significantly reduce greenhouse gas emissions produced.

NightLineEco

The offer is aimed at shippers who can be variable in their schedule planning. The shipment is delivered within a predefined maximum time slot of four days. The exact time of loading then depends on the current utilisation of the trucks. Free capacities are optimally utilised, overhangs avoided, and thereby no additional emissions are generated as a result.

NightLineBalance

The offer is aimed at shippers who attach importance to offsetting the CO₂ emissions of their general cargo shipments. The climate impact determined per shipment is offset by means of a defined surcharge on the transport price through certified savings projects of authorised providers.



Ceremonial initial start-up of four hydrogen trucks that provide eco-friendly delivery to dm drugstores in the Nuremberg area. L to R: Christoph Werner, Dr Michael Fraas, Hubert Aiwanger, Sara Schiffer, Stefan Raum and Ralf Amm (both Amm Spedition), Peter Fog-Petersen, Nadine Siemes, Sabine Essmann, Christian Bodi, Bruno Altenschöpfer.

Transport logistics. Contract logistics. Right across continents.

One of our partners is never far away.

► German postcodes starting with 0...

L. Wackler Wwe. Nachf. GmbH
01723 Wilsdruff

Finsterwalder Transport und Logistik GmbH
06112 Halle/Saale

Franz Transport GmbH
07580 Ronneburg

► 1....

CargoLine Potsdam
c/o CargoLine GmbH & Co. KG
CargoLine Großbeeren
c/o CargoLine GmbH & Co. KG
CargoLine Berlin Nord
c/o CargoLine GmbH & Co. KG

Sander Logistics GmbH
18146 Rostock

► 2....

Sander Logistics GmbH
21129 Hamburg
KG Bursped Spedition-GmbH & Co.
22113 Hamburg
Sander Logistics GmbH
25524 Itzehoe
CargoLine Apen
c/o CargoLine GmbH & Co. KG
BHS Spedition und Logistik GmbH
28197 Bremen

► 3....

Carl Köster & Louis Hapke GmbH & Co. KG
31319 Sehnde
HARTMANN International GmbH & Co. KG
33106 Paderborn
Erich Schmelz GmbH & Co. KG
Internationale Spedition
34123 Kassel
John Spedition GmbH
36124 Eichenzell
Friedrich Zufall GmbH & Co. KG
Internationale Spedition
37079 Göttingen
Ritter Logistik GmbH
39126 Magdeburg

► 4....

Rhenus Freight Logistics Düsseldorf GmbH
40597 Düsseldorf
Rhenus Freight Logistics GmbH & Co. KG
40721 Hilden
Rhenus Freight Logistics Mönchengladbach GmbH
41066 Mönchengladbach
BTG Feldberg & Sohn GmbH & Co. KG
46395 Bocholt
Rhenus Freight Logistics GmbH & Co. KG
47229 Duisburg
Heinrich Koch Internationale Spedition GmbH & Co. KG
49090 Osnabrück

► 5....

Borne Logistik und Speditionsgesellschaft mbH
54311 Trierweiler
Gustav Helmrath GmbH & Co. KG
55543 Bad Kreuznach
CargoLine Polch
c/o CargoLine GmbH & Co. KG
Leopold Schäfer GmbH, Spedition
57290 Neunkirchen
Schmidt-Gevelsberg GmbH
Internationale Spedition
58332 Schwelm

Rhenus Freight Logistics GmbH & Co. KG
59425 Unna

► 6....

Kissel Spedition GmbH
63814 Mainaschaff
Hofmann Internationale Spedition GmbH
64584 Biebesheim am Rhein
CargoLine Saarlouis
c/o CargoLine GmbH & Co. KG
Mannheimer Transport-
Gesellschaft (MTG) Bayer GmbH
68169 Mannheim

► 7....

Rentschler Transport + Logistik GmbH
72213 Altensteig
L. Wackler Wwe. Nachf. GmbH
73037 Göppingen
Fritz GmbH & Co. KG
74078 Heilbronn
Rüdinger Spedition GmbH
74238 Krautheim
CargoLine Karlsruhe
c/o CargoLine GmbH & Co. KG
Klumpp + Müller GmbH & Co. KG
77694 Kehl
Hugger Logistics – Zweigniederlassung der
Bächle Logistics GmbH
78554 Aldingen
Streck Transportges. mbH
79108 Freiburg

► 8....

Hinterberger GmbH & Co. KG
Spedition u. Logistik
84503 Altötting
Kochtrans Patrick G. Koch GmbH
85375 Neufahrn
CargoLine Gersthofen
c/o CargoLine GmbH & Co. KG
Noerpel Kempten GmbH
87437 Kempten
Noerpel Baienfurt GmbH
88255 Baienfurt
Honold International GmbH & Co. KG
89231 Neu-Ulm

► 9....

Amm GmbH & Co KG Spedition
90451 Nuremberg
Streit+Co Internationale Spedition GmbH
93083 Obertraubling
Spedition Georg Graßl GmbH
94447 Plattling
amm logistics GmbH
95176 Konradsreuth
Schäfflein Spedition GmbH
97520 Röhlein
AXTHELM + ZUFALL GmbH & Co. KG
99428 Nohra

► International partners

G. Englmayer Spedition GmbH
A-4600 Wels
H.Essers ZN & Int. Transport NV
B-3600 Genk
M&M Militzer & Münch BG Co. Ltd.
BG-1336 Sofia
Rhenus Logistics AG
CH-4133 Pratteln
Lebert AG
CH-8280 Kreuzlingen

Rhenus Logistics AG
CZ-252 19 Chrášťany
LEMAN International System Transport A/S
DK-2670 Greve
SALVAT LOGÍSTICA S.A.
E-08040 Barcelona
Ziegler France, Région Nord
F-59223 Roncq (Lille)
Ziegler France, Région Alsace-Lorraine
F-67720 Hoerdt (Strasbourg)
Dimotrans Group
F-69330 Pusignan
DGS Transports S.A.S.
F-94456 Limeil-Brévannes
FREJA Transport & Logistics Oy
FI-20100 Turku
M&M Militzer & Muench S.A.
GR-19300 Aspropyrgos
Englmayer Hungária Kft.
H-2051 Biatorbágy
Englmayer Zagreb d.o.o.
HR-10000 Zagreb
Stante Srl
I-00040 Pomezia (RM)
Stante & Ecotrans Srl
I-22071 Cadorago (CO)
GRUBER Logistics SpA
I-37139 Verona
Brigl AG, Internationale Spedition
I-39100 Bozen
Lombard Shipping Ltd
IE-Dublin 15 D15 X7KK
AD Services UAB
LT-06229 Vilnius
Cargomax SIA
LV-1012 Riga
Nortrail – Norsk Trailer Express AS
N-0614 Oslo
Van Duuren Districenters B.V.
NL-4131 NJ Vianen
Rohlig SUUS Logistics SA
PL-62-080 Tarnowo Podgorne
Torrestir Transitários Lda
PT-2660-421 Lisbon
Torrestir Transitários Lda
PT- 4455-594 Perafita
M&M Militzer & Munch Romania SRL
RO-077096 Jud. Ilfov
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