

CargoTime

2/2020 The  CargoLine magazine



DIVERSITY AS AN OPPORTUNITY

**Why a diverse
workforce is
often better**

Good for green fingers
Kissel and Geli hit the gas
for gardeners

Bienvenue – hartelijk welkom!
CargoLine welcomes H.Essers and
Van Duuren as new partners

Insights from the lockdown
Preparation and dedication
keep CargoLine on the move

Estimated Time of Arrival Module



ALWAYS UP TO DATE

The Estimated Time of Arrival (ETA) module from EIKONA Logistics tells you in advance when your shipment is going to arrive. We calculate the ETA using GPS data, route planning or telematics information – so no phone calls are needed. An arrival monitor enables you to see whether the driver is on schedule to meet the agreed time slots.



Dear readers,

How should we act when a situation or person is “different”? What opportunities arise when we embrace difference? Diversity offers a wide range of solutions for the workplace – from recruiting skilled workers to developing product ideas or opening new markets. The tool we use for implementing this process is “diversity management”. Not only does this help companies provide more equal opportunities and show their appreciation of employees, it also makes them more successful and profitable, as we show from page 6.

In the era of the coronavirus pandemic, many things have become “different”. We have all been challenged to work together and show greater solidarity than ever. This also applies within CargoLine – in our dealings with each other, with subcontractors or customers. We have seen how empathy, consideration, solidarity and planning really do pay off (page 20).

With so many changes taking place around us, more people than ever are seeking peace in new activities – many of them in their own gardens with a watering can made by Geli. Demand for garden products has risen sharply, so the freight forwarder Kissel has its hands full (page 10). Meanwhile, the CargoLiner Lebert has been ensuring that ALFA adhesives are delivered punctually to provide top-quality bonding in car seats, mattresses and more. Moreover, two new international partners have recently joined the alliance: H.Essers for Belgium and Van Duuren for the Netherlands (pages 16 to 19).

CargoTime also reports on new services such as ETA – a tool that offers more accurate arrival time forecasts for our transports (page 23). In addition, you can read about employees and their projects – such as about Nicole Müller from Spedition Hofmann, who understands the value of a good team spirit both in her department at the freight forwarder and her private dance troupe (page 15). Finally, we look at Fritz’s apprentices, who plan and implement environmental and social projects themselves (page 22). After all, it is never too early to learn responsibility, as the current times are teaching us.

In this spirit, I hope you enjoy this slightly different edition of CargoTime – look after yourselves!



Jörn Peter Struck
Chairman of the Management Board



IMPRINT

Publisher

CargoLine GmbH & Co. KG
Lyoner Str. 15
D-60528 Frankfurt am Main
Phone +49 69 951550-0
info@cargoline.de
www.cargoline.de

Responsible according to the German Press Law

Jörn Peter Struck
Chairman of the Management Board
CargoLine GmbH & Co. KG

Editor-in-chief

Sandra Durschang

Editors

Marion Kamp
Stefan Kreutzberger

Contact

sandra.durschang@cargoline.de

Design

Wolfgang Scheible, graphic design,
Cologne

Print

Gebr. Geiselberger GmbH
D-84503 Altötting

Picture credits

Cover: Photomontage - Flamingo Images, Dean Drobot, El Nariz, WAY-HOME studio/Shutterstock
Page 7: Cienpies Design/Shutterstock
Page 10: Geli GmbH
Page 12: ALFA Klebstoffe AG
Page 14: photoebene Marzena Seidel
Page 15: Hofmann Internationale Spedition GmbH
Page 16: Van Duuren Districenters B.V
Page 18: H.Essers ZN & Int. Transport NV
Page 20: Photomontage fizkes/Shutterstock/Kirsten Bucher/vor-ort-foto.de
Page 22: LedyX/Shutterstock, Fritz GmbH & Co. KG



6



10



18



20

	FOCUS
6	Diversity as an opportunity Diverse workforces offer companies many advantages. This is confirmed by numerous studies and many Cargoliners. Some chance constellations have proven to be particularly effective. Identify the reasons, make them part of your strategy – and contribute to growing corporate success, more satisfied employees and more equality in society.
	PRACTICE
10	Daily duty for gardeners: watering Growing and caring for plants is a welcome hobby for ever more people. This is good news for Geli, a supplier of high-quality garden products. Its watering cans and flower boxes are manufactured in Germany and extremely popular with customers. Freight forwarder Kissel takes care of much of the constant supply.
12	Bonds that deliver what they promise ALFA revolutionised the entire adhesives industry with its solvent-free water-based products. The Swiss specialists have placed their trust in strong connections for the logistics of their environmentally friendly goods as well – they have been cooperating with Cargoliner Lebert for several years.
14	IN BRIEF > New carbon accounting data available soon > Reorganisation in Karlsruhe > Happy birthday, John Spedition!
	UP CLOSE
15	Always on the move Every step is a conscious choice – whether when working as a sales manager at the freight forwarder Hofmann or while training the show dance troupe she has founded. Nicole Müller gives both roles her all – with a bounce in her step.
	INTERNATIONAL
16	Strong bond “Ship as much as possible via CargoLine” is the aim for Van Duuren, the alliance’s new partner for the Netherlands. The family business has more than 100 years of logistics experience, combining traditional merchant virtues with a dynamic approach. An ideal combination for achieving its stated goal.
18	Wanted – found! When looking for a suitable partner, Belgium’s largest logistics provider H.Essers had very precise ideas. And CargoLine was best able to fulfil these requirements. Both are medium-sized companies and familiar with temperature-controlled transports and hazardous goods – to name just two parallels.
	STRATEGY
20	Insights from the lockdown by Jörn Peter Struck. The Chairman of the CargoLine Management Board knows that the coronavirus is claiming many victims in every sense. But the pandemic has also inspired some uplifting experiences in the alliance. Solidarity and foresight provide the necessary momentum.
	ENVIRONMENT – SOCIAL AFFAIRS
22	“Greenhorns” help people and animals The freight forwarder Fritz knows how to encourage team spirit and a sense of responsibility in young people: it lets trainees select, plan and implement sustainability projects themselves.
	TRANSPORT & LOGISTICS
23	ETA for “on the dot” deliveries With a new customer service, CargoLine gives shippers and their customers the opportunity to better prepare for deliveries and to coordinate follow-up processes in an optimised way.
24	PARTNER MAP

Diversity as an opportunity

Any business that wants to take advantage of social change invests in “diversity management” – a strategic instrument that is helping to alleviate the shortage of skilled workers, ensure the strengthening of equal employment rights and boost corporate success. A number of CargoLiners can confirm the effectiveness of such programmes.

Germany is a rainbow nation: more than ever before in its history, it is being shaped by people of different origins, religious orientations, sexual identities and continuing demographic change. For a variety of reasons, companies must respond to these factors. The first is simple – fundamental rights, such as human dignity and equal opportunities, must take account of diversity in all its forms. The second is that this diversity offers enormous opportunities for businesses – many sectors are experiencing a constant growth in demand for personnel and urgently require a larger pool of potential applicants.

“Greater diversity leads to greater success”...

... this is the finding of a McKinsey study which recently analysed the connection between inclusion, diversity

“50 percent of the shortage of skilled workers forecast in Germany could be alleviated by promoting greater diversity in companies”¹

and business success. Small and medium-sized enterprises (SMEs) have also been shown to benefit from a more diverse orientation. A study by PageGroup surveyed around 140 German businesses, including many SMEs with fewer than 500 employees. The result: more than 90 percent of those

surveyed see diversity management as an important driver of success that boosts performance both internally and externally.

Internal and external mechanisms

Clearly, quick decisions are more likely to be made in homogeneous teams where there are few differences of opinion. However, heterogeneous groups are a distinct advantage when creative solutions are required. Diverse groups of employees can contribute a wider range of experiences, character traits, skills and ◇



“People from 27 nations work together successfully in our company. The resulting diversity makes us a preferred employer in the Heilbronn region,” says Günter Gruber, Member of the Fritz Group Management Board.

perspectives. This increases the probability that a broader range of ideas will be able to flourish – and thus promotes the development of more innovative products or services and expansion into new markets. Diversity management can also be a powerful factor in recruiting and retaining personnel, because employees who feel respected as individ-

uals usually have higher levels of satisfaction. Aspects such as respect, individual development opportunities and a positive atmosphere at work play a major role here, especially for young people. Companies with strong reputations in this area are therefore more attractive for applicants.

Individual personal development

Many companies already have a diverse workforce. Some constellations have proven to be particularly useful – and identifying the underlying structures enables companies to use them strategically. This is exactly what Koch International has done. “Our teams are international in almost every department. Age is not relevant when it comes to assigning roles, and our company welcomes women in ‘traditionally male professions’. In our experience, including employees of different ages and with different professional backgrounds has a positive effect on team structures,” says Kristin Tegeler, who works in Human Resources at Koch International.

The CargoLiner is particularly interested in providing opportunities for people who need special support. Within the scope of an apprenticeship or entry qualification – and in partnership with the Agentur für Arbeit (Germany’s state employment agency) – the company enables young people with different abilities to start their professional lives together and offers additional services such as tutoring; its team of trainers provides practical support if required. Koch International

also cooperates closely with Heilpädagogische Hilfe Osnabrück – a local charitable organisation – in offering employment for people with disabilities, such as Marcel Rima (see *CargoTime* 1/2019). He repairs broken lift trucks, maintains the underfloor chain conveyor and carries out other maintenance activities.

“I would like to stay here longer,” said Marcel Rima in 2018 – and he stayed. At Koch International, he participates in a state-sponsored integration programme for people with disabilities.

Diversity management

... aims to promote appreciation of all employees – regardless of their individual competencies, characteristics, cultural backgrounds, personality traits, lifestyles or life plans. The aim is to create an unprejudiced and inclusive working environment and to identify and make use of aspects of diversity that are relevant to the success of the company.

Breaking the glass ceiling

In principle, logistics with its many job profiles is attractive to a wide range of people. Nevertheless, it is still a sector dominated by men, and women do not always experience respectful treatment or equal recognition of their achievements. It is a problem that affects many industries. So it is even more important to put a stop to discrimination and open up opportunities for qualified, talented female employees right up to the top floor.

Women such as Birgit Bergemann (John Spedition), Gabi Schwarz (Schwarz Gruppe/Wackler), Anita Breit (Nellen & Quack) or Efi Moucha (M&M Greece) have already blazed a trail to the top of CargoLine partners and are now able to promote other women. However, a number of things still need to change if female managers are not to remain the exception. This applies especially to the provision of childcare in Germany. “I spent a whole eight months looking for a place in a kindergarten in Frankfurt,” says Danijela Kotarac, who works part-time at the CargoLine headquarters. As a single parent, she finds it particularly challenging to reconcile her job with her family life. “Although my daughter’s day care centre is open for eight hours a day, I have to take her there or pick her up. When you subtract that time, a full-time job is impossible for people like me.”

“Whenever my child falls ill, I can switch to my home office at a moment’s notice – I really appreciate that,” says Danijela Kotarac, who shares responsibility for event management at the general cargo co-operation.

Migration – the motor in motivation

About one quarter of the German population has a migrant background. This includes people like Danijela Kotarac, who was born in Croatia and grew up in Germany. Increasingly, however, it includes people like Mohammad Shafi Akbari, who was forced to leave his

home country. Born in Afghanistan, he lived in Iran before fleeing to Germany in 2015. Here, he successfully completed a two-month internship at Bursped – followed by an apprenticeship as a commercial clerk for forwarding and logistics services, which he enjoyed very much.

Other CargoLine partners, such as Graßl in Bavaria, actively seek out refugees as employees (see *CargoTime* 2/2019). The same applies to Sander Logistics in Hamburg. “Three of our ten apprentices are migrants – including one female colleague from Iran. She is just starting her third year and is one of our most promising young candidates,” says Stefan Höflich. The freight forwarder’s training manager has a vested interest in creating prospects in the labour market for people with a wide variety of backgrounds and thus make a significant contribution to their integration. His dedication consistently yields good results, as he observes.


Obstacles and assistance

Good language skills are essential to gaining a firm foothold in the professional world – including a command of technical and legal terms. However, these are particularly difficult to learn for non-native speakers. This can lead to a situation where a foreign trainee, who is largely able to communicate fluently in the company and performs excellently, does not pass the final examination at the Chamber of Commerce. Some companies therefore shy away from hiring asylum seekers. These

concerns are exacerbated by uncertainties regarding their right to stay in the country. However, there are outside organisations ready to help interested companies with their questions and challenges – such as the so-called “Willkommenslotsen”,² which could be translated as “welcome pilots”. Assisted training courses and job-related German language courses supported by the German government are also available. Many companies are unaware of these programmes and could take advantage of them more often.

Stefan Höflich does not consider language barriers a legitimate reason to turn away people with a refugee background.

“They make up for this deficit with their commitment. One of our apprentices did not pass his final exams due to his lack of technical language skills – but he is still a valuable employee and developed an image film³ for our group on his own initiative. In my book, that’s wonderful!”

Speaking of dedication – this is demanded by all sides in the area of diversity. “But it’s worth the effort,” conclude the McKinsey study and the CargoLiners. 

“The migrants in our company want to seize their opportunities and are all very committed. The strength of their motivation inspires other employees in our company,” says Stefan Höflich, Training Manager at Sander Logistics.

Tips on diversity management

Not every company has a large human resources department. Nevertheless, everyone can benefit from diversity management because a lot can be achieved through common sense and openness. Moreover, even small steps can make a big difference. Here are some examples:

- Creating mixed teams and tandems, such as combining “young knowledge” with the experience of older employees. “Cross-tandems” are also useful in other combinations
- Turning employees into mentors, e.g. for people with disabilities or language difficulties
- Participating in awareness courses or other training to promote diversity
- Extending flexible working time models and home office programmes, such as for parents or employees caring for relatives

Further information on the topic (guidelines, reasons, best practices, videos, training courses, etc.) can be found here:

- Diversity management for SMEs: www.charta-der-vielfalt.de/en
- Competence Centre for securing skilled labour for SMEs: www.kofa.de – the website also provides information about the Willkommenslotsen (as outlined in running text above)
- Bundesteilhabegesetz zum Angebot von Werkstätten für behinderte Menschen (German law on the provision of workshops for disabled people): www.bagwfbm.eu
- Network for companies wishing to employ refugees: www.unternehmen-integrieren-fluechtlinge.de

... as well as via the websites of the Chambers of Commerce and many others

¹ Source: www.charta-der-vielfalt.de/en

² The Willkommenslotsen are sponsored by the Federal Ministry of Economics and advise companies on all matters relating to integration. They are linked to more than 80 Chambers of Commerce, as well as other business organisations, and are easy to contact in all regions of Germany. <https://www.bmwi.de/Redaktion/DE/Artikel/Wirtschaft/willkommenslotsen.html>

³ The film is available on the front page of www.sander-logistics.de



Daily duty for gardeners: watering

Geli is a medium-sized family business and European market leader in the production of outdoor watering cans. CargoLine partner Kissel delivers them to garden centres and DIY stores in Germany and abroad.

We use watering cans almost every day – for quenching the thirst of beloved house plants or gently watering the blooming flowerbeds that fringe the garden terrace. The horticulturalist's most important job is difficult to perform with a hose pipe. While watering cans were once made of heavy clay, wood, zinc sheet or aluminium, modern versions are manufactured using lightweight plastic and are available in every colour imaginable at reasonable prices. As a result, they are often considered humdrum and receive little attention or appreciation. This is unfair because the watering can is a tool – and symbol – that places human beings in a nurturing and caring relationship with plants. The former German Chancellor Konrad Adenauer also worked intensively on perfecting the watering can – prior to his political achievements nurturing the young Federal Republic of Germany, he submitted several patents for the design of the sprinkler head – or “rose”.

Patented production from Germany

Geli is a family company based in Alzenau at the Bavarian-Hessian border. To date, it has sold around 120 million watering cans with the unmistakable rose mounting device. One year after the Federal Republic of Germany was founded, the Lippert brothers started the production of galvanised watering cans for use in cemeteries. In 1961, they became the first German company to manufacture a plastic watering can from a single mould and to apply for a patent for this process. This was the first key step on their path to success. Today, the company is a market leader in the area of garden watering cans and self-watering planters. Geli also offers many other products for indoor and outdoor use: from large and small flower pots with trays and outer pots to raised beds for urban gardening. “When I started, there were eight companies in this country that produced watering cans and flower boxes on site. Today, we



A watering can made by Geli can be easily recognised thanks to its unmistakable rose mounting device.

are the only one left in Germany,” says Rainer Amberg, Sales Manager, who has been with the company for 42 years (pictured above). He holds the pricing policies of the retail industry, which has forced many businesses to throw

Watering Can Museum

In 2011, a watering can museum opened in the town of Gießen – an appropriate location as “gießen” is the German word for “watering”. It is entirely devoted to this practical and seemingly mundane object. The museum collects watering cans of all kinds and from all periods of history, made from an extraordinary range of materials and in all conditions. Many of the exhibits were originally made by Geli. The exhibition is supplemented by a collection of prints showing 19th century watering cans.

in the towel, in part responsible for this trend, as well as suppliers from Eastern Europe and Asia. “We do not rely on cheap production abroad but manufacture almost everything in our state-of-the-art plant in Alzenau,” he says, explaining Geli’s philosophy. The brand’s latest product is a watering can made of almost 100 percent recycled plastic, for which there is great demand today. “However, it’s not easy to get hold of pure recycled material, despite the fact that German households have been separating plastic waste for decades,” says Amberg. “Our watering cans are made of polyethylene (PE), which we press onto an outer mould using a blow moulding process. Since it is very difficult to sort PE out of household waste cleanly, we also work with production residues from industrial companies.”

Corona gardening boom

Geli supplies the majority of garden centres and DIY stores in most European countries. The company operates its own warehouse and logistics centre for picking and packing goods in the neighbouring town of Freigericht-Bernbach – with three large halls for watering cans alone. In autumn 2019, a further warehouse, also with three halls, was put into operation in Freigericht-Somborn.


Four years ago, the market leader put delivery of its entire range of products partly into the trusted hands of CargoLine partner Kissel in

Stockstadt, with which it had already been working with internationally for some time. During the gardening season from the end of February to the beginning of September, ten to twelve semi-trailers collect goods from Geli’s three distribution warehouses every day. Kissel then transports them as general cargo or directly to the individual DIY stores and their warehouses. “We collect over 18,000 shipments or up to 40,000 pallets every year,” explains Michael Kissel, Managing Director.

This year, that number is much higher because the coronavirus pandemic has led even more people than usual to discover the joys of gardening. After all, the garden is a green oasis of normality in a world that has suddenly changed dramatically. Geli has benefited from this trend: its production plant is now running non-stop around the clock.

Flexible and local

However, reacting spontaneously and appropriately to soaring demand requires sophisticated and highly efficient logistics. “We have always believed it is very important to have enough loading space for our bulky goods whenever we need it,” says Rainer Amberg. “It’s impossible to plan this in advance because demand varies greatly depending on the season and weather. If it rains a lot, our customers need fewer watering cans. If the weather is fine and dry for a long period, everyone wants them.”

For Michael Kissel, fluctuating volumes present no problem. “We’re flexible,” he says. In contrast to large corporations, the medium-sized family business can react quickly to the wishes of its customers. “We also benefit from our geographical proximity and similar mindset,” emphasises the CargoLiner. “Geli and Kissel are very much on the same wavelength. This allows us to work together in a spirit of partnership, in a fair and open relationship.” Rainer Amberg sees the cooperation in the same way. “Our freight forwarder knows exactly what we want. Kissel has never let us down and always adapts to our needs. This has helped us to maintain a healthy rate of growth over recent years.” Similar to a well-tended and watered garden, at that. 

Geli

... is a family-run plastics processing company founded over 70 years ago as Gebrüder Lippert GmbH. Its headquarters are set in Alzenau-Michelbach in northern Bavaria while its logistics centre is located in Freigericht-Bernbach in Hesse, nine kilometres away. The company offers an extensive range of high-quality plastic articles for homes and gardens, manufactured by injection and blow moulding. The smallest flower pot in its range is 5.5 centimetres tall – while the largest has a diameter of 1.2 metres. Geli is a market leader for garden watering cans in Europe.

more than **4,000**
plastic products

140
employees

120 m
watering cans sold in total

32,000 sqm
of storage space

50,000
pallet bays

www.geli.de/en

Kissel

... is a medium-sized, owner-operated freight forwarder founded in Stockstadt on the Lower Main in 1979. At the beginning of 2021, the company will move to a completely new and spacious forwarding and logistics centre in the neighbouring town of Mainaschaff.

160 employees,
12 apprentices

60
local transport vehicles

35
long-distance trucks and
150 swap bodies

8,500 sqm
cargo handling warehouse

5,000 sqm
hall for contract logistics

high-bay warehouse with up to
10,000 pallet bays

www.kissel-spedition.de



Bonds that deliver what they promise

Solvent-free, water-based adhesives are good for the environment and the people who produce and process them. Customers of the Swiss adhesives company ALFA Klebstoffe AG demand high standards – and CargoLine partner Lebert in Kreuzlingen ensures that shipments reach them quickly and reliably.



Without knowing it, probably everyone has come into indirect contact with ALFA adhesives. Products made by the company based in Rafz, Switzerland, are used in a wide range of goods that fuse various materials into a single object, e.g. for seat cushions, foam mattresses, toothpaste boxes, beverage cartons, firework volcanoes, shoe inserts or climbing skins for skis.

The family business has been developing and selling exclusively solvent-free, water-based adhesives since 1972. In 1990, ALFA launched the world's first range especially for foams, patented it and revolutionised an entire industry. The prevailing opinion at the time was that foams could not be bonded without solvents. The company's founder Emil Simmler disproved this thesis with SIMALFA® – true to the motto "There's always a way". Today, the company is a market leader in this segment, with its products still setting the international standard.

Excellent sustainability

"Ever since we launched the first generation of SIMALFA® adhesives, our primary goal has been to offer products that are easy to handle, provide the best possible results and do not require solvents. The responsibility we all bear for our fellow human beings and the environment is greater today than ever before. We are proud that we have been actively contributing to this for more than a quarter of a century," says Thomas Simmler, Managing Director and son of the company's founder.

It is therefore fitting that Zürcher Kantonalbank awarded the company the prestigious SME Award in 2015, which recognises the efforts of small and medium-sized enterprises in the field of sustainable development. The manufacturing of halogen-free products also contributes to this high level of sustainability. In addition, the manufacturer has just put its own photovoltaic system into operation

to cover its electricity requirements. By cooperating with the local waste disposal company, ALFA has also been able to make its own waste collection carbon neutral. Furthermore, the whole company is certified in accordance with ISO 9001 and 14001.

Environmentally friendly without loss of quality

Customers who produce their own environmental balance sheets are among the major beneficiaries of these efforts. Another ecological and economic advantage is that, due to their high quality, ALFA products deliver their full performance using very little material.

The company is also responsible for further innovations, such as the "overspray-free" products, which prevent unnecessary spray mist, as well as frost-resistant versions. These also make usage, handling, storage and processing more efficient.

The range of sustainable features is rounded off by the “free-flow system”, which was developed especially for SIMALFA® products. This eliminates the need for conveying equipment, such as pressure vessels or pumps, reduces consumption of materials and energy, is highly flexible, requires minimal maintenance and can be installed at any workstation in just a few steps.

No hurdle too high

“Our customers know us as a reliable system provider and appreciate the high quality and reliability of our products. They want us to offer local, personal service, think ecologically and provide tailor-made solutions at short notice,” says Simmler.

This is all business as usual for the committed family enterprise, although there are always new challenges to be overcome – especially in the further development of its main product range SIMALFA®. The company also has to comply with strict chemical and regulatory guidelines, ever tighter limits for specific substances and cope with the price war within the industry.

Meeting the scheduling requirements of customers who wish to place their orders at short notice and receive them quickly is critical. This is why ALFA attaches great importance to quick delivery times and short communication channels. In March 2016, ALFA entrusted Lebert – the medium-sized freight forwarder based in Kreuzlingen – with executing a large part of its European transports.

Baptism of fire in the middle of winter


Before making its final decision, the adhesive manufacturer commissioned the freight for-

warder to deliver a variety of test shipments. “Directly the first one went to Hungary in freezing temperatures. The goods were handed over to the CargoLiner Englmayer in Biatorbágy on a Friday afternoon. To ensure the consignment did not fall below a critical temperature in the warehouse over the weekend, our Hungarian colleagues simply consulted with us and moved the pallet into the offices,” remembers Zeki Cicek, who is responsible for the customer at Lebert.

This hasn’t been the only challenge. For example, every week there is one very special fixed date: the delivery of adhesives to an automotive supplier in the far east of Slovakia. CargoLine partner Rhenus has a window of just half an hour to deliver the goods but, according to Cicek, it manages the task brilliantly.

An old flame never dies

“We were familiar with the CargoLine network from a previous job and therefore very confident that it could meet our requirements. The reliability and the proactive delivery support that Lebert provides through the network now help us enormously in our daily work. In addition, the freight forwarder supports us with its own line for frost-sensitive goods,” says Bruno Klingler, export and logistics specialist with ALFA.

ALFA is now planning to take the collaboration a step further by introducing a new ERP system that connects it to Lebert. This will enable both parties to coordinate their partnership even more closely and simplify the job of processing shipments. 



ALFA revolutionised an entire industry with the invention of solvent-free adhesives for foams.

ALFA Klebstoffe

... was founded in 1972 by Emil Simmler. The family business focuses on the development of innovative products and is one of the market leaders in environmentally friendly, water-based adhesives. In the foam-processing industry, the SIMALFA® range is considered the international standard.

63

employees at the headquarters in Rafz, Switzerland

production in Switzerland and New Jersey, USA

distribution office in Shanghai, China

partner companies in Germany, Poland and the USA

exports to over **90** countries

<https://alfa.swiss/en>

Lebert

... is an internationally oriented freight forwarder based in Kreuzlingen, Switzerland. Together with the two Lebert locations in Kempten and Baienfurt/Bad Waldsee, the company has been part of the Noerpel Group since 2019. Lebert has been on the road as the CargoLine partner for eastern Switzerland since 2006.

70

employees

35

vehicles in operation

3,000 sqm
of storage space

1,500
palletbays

CHF **53.5** m
sales revenue in 2019

www.lebert-noerpel.com

New carbon accounting data available soon

Freight forwarders are always caught in the conflict between the needs of their businesses and undeniable climate change. For this reason, back in 2013, Cargoline produced a detailed study targeted at calculating the carbon dioxide emissions generated by the network or per consignment and introducing measures to reduce them. During the summer, Cargoline commissioned another survey

to discover how Cargoline partners have reduced their CO₂ footprint by purchasing low-emission trucks, optimising delivery routes, using alternative energy sources and more. As a result, the cooperation will have an updated figure for its CO₂ emissions in accordance with DIN EN ISO 14064 by the end of the year. It will then be able to determine its CO₂ footprint per shipment according to DIN EN 16258 based on the latest real-world data.

“Over recent years, our partners have invested heavily in lowering their emissions. The new data will enable them to compare their performance against each other and also offer their customers the opportunity to upgrade their own carbon accounting,” says Jörn Peter Struck, Chairman of the Cargoline Management Board.

In safe hands

The latest study was again conducted under the professional supervision of Prof. Dirk Lohre from the Steinbeis Consulting Center Forwarding + Logistics (Forlogic). The institute specified a representative period of four weeks in which Cargoliners had to collect a wide variety of data to provide a meaningful picture of their operations. These included, for example, the number of stops per tour, capacity utilisation in main runs, on-site electricity consumption, vehicle emissions classifications, etc. ◇



Reorganisation in Karlsruhe

On 1 September 2020, NLG Network Logistics GmbH in Ötigheim joined Cargoline, boosting its capacity in the Karlsruhe area. The freight forwarder is part of the medium-sized Gras Group and is networked with Cargoline partners both through direct transports and a daily connection to the alliance's central hub.



NLG is conveniently located directly on the A5 motorway and has a modern transshipment area with 4,300 sqm of space and 70 loading gates for trucks on a 21,000-sqm site.

“NLG offers the capacity we need to handle the growing volume of goods transported within the network. This new partnership future-proofs our operations in the Karlsruhe region,” says Jörn Peter Struck, Chairman of the Cargoline Management Board, in explanation of the reorganisation. ◇

Happy birthday, John Spedition!



Due to the pandemic, Cargoline shareholder and hub operator John Spedition celebrated its 75th birthday more quietly than it would have wished to on 1 September 2020. After the death of company founder Horst John in 1979, his foster son Klaus Schröder upgraded the company to an international transport and logistics service provider. Further proof of his entrepreneurial vision came when he founded the

Cargoline network together with six other freight forwarders in 1993. Since 2011 Birgit Bergemann (pictured on the left with her management team), who has been with John Spedition for 23 years, has been successfully managing the company. Cargoline wishes her and her employees a happy birthday and many more years together! ◇

Always on the move



Nicole Müller works as a sales manager at Spedition Hofmann in Biebesheim upon the river Rhine. In her spare time she trains a show dance troupe. She loves both these aspects of her life and is proud of the strong communities that she has helped to build.

Many people, if their professional work or private lives are not working out in the way they want, simply resign themselves to the situation. Not so Nicole Müller. She knows and always remains true to her goals – even if these involve accepting changes and new challenges. A qualified forwarding merchant, she has decades of experience in the industry. In 1998, she launched her professional career in sales at the former CargoLine partner Mönkemöller & Rieck. After the company was sold to a major corporation, she continued working for her new employer in several positions in sales before joining Hofmann four years ago.

Return to CargoLine

This was a conscious choice. “Corporations are not for me. I wanted to get back into the SME sector – back to CargoLine that I had always missed.” One thing she particularly appreciates about the alliance is its strong and efficient structures. “Customers need reliability. They need to know they can count on us. The sales department also needs a clear structure and attractive products, which we can be really proud of when we sell them – not just something that was thrown together behind the scenes,” she explains.


At Spedition Hofmann, she is right where she wants to be. She leads a team of two colleagues in the field and one in the office. She visits customers herself almost every day and then takes care of her duties as a sales manager: coordinating, discussing, calculating prices, mailing customers and designing presentations as well as the new website.

Do your thing

Nicole Müller is as goal-oriented and assertive in her free time as she is in her work. She has been dancing in sports clubs since she was twelve years old and used to dance as

a majorette or “Funkenmariechen” in carnival parades. Eventually, however, she grew bored with this “parade-ground prancing”. She wanted to do “something that would amaze people” and helped start up a mixed show dance troupe at the local sports club in Groß-Gerau. With the help of a dance instructor, the group rehearsed choreographies from musicals with a variety of themes and was soon able to perform in public – including at the tenth anniversary celebrations of CargoLine, where they wowed the audience with a performance to Latin American rhythms.

Phoenix from the ashes

When their trainer left the group ten years ago, its members faced a difficult question: how to continue? Nicole Müller, who has never been afraid to take on responsibility, quickly took over its leadership and continues to train the now eleven-strong troupe (ten women and one man), which has grown older with her. “We chose ‘Phoenix’ as our new name because we rose from the ashes like the eponymous bird,” the sales manager recalls. She comes up with the group’s annual artistic theme and makes two or three suggestions, such as James Bond or the Jungle Book. Then she writes the choreography and selects suitable music. “But sometimes it works the other way around when I hear a great piece of music,” she says. Everyone helps to design and make the costumes, “pimping up” basic clothes they buy in the shops. Today, the group – whose members are meanwhile between 40 and 60 years old – has developed a great team spirit. After all, they see each other every week at training and perform their six-minute programme approx. six times a year at carnival parties, town festivals or birthdays. Even though some of the dancers are no longer the youngest, no one is thinking of quitting Phoenix. “We can’t perform jump splits or spectacular hand stands anymore,” smiles Nicole Müller, “but we still rock the house!” 



Strong bond

On 1 September, the international CargoLine network welcomed its newest recruit – the Dutch freight forwarder Van Duuren. The family business puts its trust in proven business virtues and the creative power of reliable networks.



The Dutch have always been good traders who understand the value of moving goods quickly,” explains Jeroen van Duuren, owner of the eponymous freight forwarder in Vianen, near the city of Utrecht. For his company, this means processing every order precisely and reliably, and building trusting relationships with customers – not just in the Netherlands, but also in the European market. He and his brother Jasper grew up in the transport business from their early childhood and are dedicated team players who “firmly believe in partnerships with like-minded medium-sized family businesses.” As a result, they cultivate the deeply rooted virtues of the Dutch merchant guilds: honesty, commitment and the creation of strong networks. These values probably date back to the Middle Ages, when many Dutch and Flemish cities were members of the Hanseatic League. This strong trading alliance created strong bonds between up

“Our goal is to ship as much as possible via CargoLine.”

Jeroen van Duuren



Sales and marketing professional Jeroen van Duuren (left) and his brother Jasper, responsible for the operational and financial side of the business, are forwarders by conviction.

to 200 cities throughout northern Europe. They worked together successfully for 400 years, achieving great prosperity.

Eventful company history

Van Duuren is a family business with over one hundred years of history in the transport industry. In 1980, it was a co-founder of the

Dutch parcel service. A few years later, it founded Van Duuren Districenters Elektronika Express and Parts Express. In 1994, the company split up. “Our uncle continued to manage Parts Express. We took over the management of Van Duuren and the Dutch parcel service in Amsterdam,” the brothers remember. Six years later they sold the company to GLS and joined the board of the group’s Dutch division. However, the relationship was not destined to last, as they openly admit. “Although the time



larly drives for well-known companies, such as lingerie manufacturer Hunkemöller, sports shoe retailer Foot Locker Europe, high-tech companies Epson and Bosch Security, as well as various airlines. Jeroen van Duuren is proud of the speed and organisation of his freight forwarder, which has received high praise. For Foot Locker, for example, it takes just eleven hours from the pickup in the Netherlands to delivery of the shipment to the customer in Paris. For the pharmaceutical customer Valeant, Van Duuren makes daily deliveries of contact lenses and eye drops to Madrid and Barcelona in 26 hours.

New location – new challenges

The current expansion of the company headquarters provides further evidence that the decision to break away from a major corporation and rely on a medium-sized solution with independent entrepreneurs was correct. “After spending 16 years in our first building, it was time to expand. Now we will have more than 10,000 sqm of space and 60 loading gates,” say the brothers, who are understandably delighted with their “relaunch”.

The old building has been modernised and is now also suitable for HACCP shipments. The next step will be to expand facilities for the transport of hazardous materials. “We are currently planning to train all our drivers and making the trucks ADR-compliant in order to offer customers this additional service,” explains Jeroen van Duuren.

Continued emphasis on networks

“The aim of the new cooperation is to ship as much as possible via CargoLine,” emphasises the company owner. The first step was to establish the daily connection via the hub in Eichenzell. From here, the shipments are forwarded to CargoLiners throughout Germany and eastern Europe, e.g. Romania, Bul-

garia and Hungary. “Until now, it was far too complicated to organise this service independently. The quantities were simply too small,” explains the logistics specialist. When asked how he became aware of the German network, his answer is simple. “We have worked bilaterally with individual CargoLine partners quite often. When we heard that its Dutch partnership with Rotra was coming to an end, we immediately contacted the group.”

“Everyone involved did a great job of preparing for the transition. This underlines Van Duuren’s high level of commitment and excellent IT systems,” says Bernd Höppner, CargoLine’s Managing Director in charge of International Land Transport in praise. Appropriately enough, Jeroen van Duuren has also launched an intensive development and training programme for his field sales force and a reorientation for the office sales team. “We want our people to understand what CargoLine means. This will enable them to sell the alliance’s products more effectively.”

at GLS was fascinating, we missed the cut and thrust of real entrepreneurship.”

In 2004 they decided to revive their own freight forwarding company as part of a management buyout and to form its board of directors. Since then, the company has been growing at a healthy rate, indeed faster than initially expected. As one of the top 5 family-run logistics providers in the Netherlands, it is well on its way “to achieving a solid position as a pan-European service provider in the transport sector,” says Jeroen van Duuren. The company has three branches (one of them in Barcelona, Spain) and regu-

The Dutch Hanseatic League

The Netherlands has never been rich in raw materials. Historically, and up to the present day, this has been a key factor in shaping a society that is strongly influenced by trade. In the Middle Ages the 22 Dutch Hanseatic cities, such as Harderwijk, Kampen and Doesburg, were already powerful trading centres when Amsterdam and Rotterdam were still small villages. From the 13th to the 16th centuries, the trading posts of the Hanseatic League were part of a pan-European alliance of merchant cities, which stood for the free exchange of goods. Close cooperation enabled them to be more efficient and transport their goods more safely. From the 17th century, the Dutch dominated world trade for around one hundred years, earning them a reputation as outstanding merchants and seafarers. In 1980, the New Hansa – inspired by the Hanseatic League – was founded in Zwolle as a cross-border, cultural community of cities.

Van Duuren

EUR **40** m
annual sales

100
employees, four apprentices

150
trailers Europewide,
50 trucks in domestic traffic

10,000 sqm
of storage space in Vianen

two regional distribution hubs of **3,500**
and **2,500** sqm respectively

39
countries in the European network

245
fixed departures per week

www.vanduuren.com

Wanted – found

The CargoLine alliance welcomed H.Essers to the network on 1 October. Its new partner is not only the largest logistics provider in Belgium, but also the market leader in transport services for hazardous goods, pharmaceuticals and healthcare.

We searched Europe from top to bottom for new partners who would be a good match for our business. In the end, we found just one – CargoLine,” says Johan Ghijselinck, Divisional Manager for General Cargo at H.Essers, Belgium’s largest logistics provider, which is based in the Flemish town of Genk. He has been working for the family-owned company for 16 years and knows the industry like the back of his hand. “Around 30 to 40 percent of our business in transporting fine and speciality chemicals is handled by groupage shipments,” he explains enthusiastically. As he points out, Germany is of particular interest as an international hub and his company’s second-largest market in the general cargo sector after Belgium. “We were on the lookout for a network and spoke with Bursped in Hamburg and Koch International in Osnabrück, among others. That’s how we came into contact with CargoLine,” he recalls. “In addition to its central hub location, we were particularly impressed by the alliance’s high safety ratings and quality assessments in accordance with SQAS – many of the CargoLine partners are certified to this standard. That was important to us because we have a lot of customers in the chemical industry.”

On 1 October 2020, H.Essers officially joined the international CargoLine network as a new partner for Belgium. Initially, the company’s sites in Genk and Vilvoorde near Brussels were established as depots for the alliance. “Both locations are served from the hub by a milk run, i.e. with one scheduled truck per day,” explains Bernd Höppner, CargoLine’s Managing Director in charge of International Land Transport. Like his colleagues at H.Essers, he is delighted about the new partnership – after all, the dynamic freight forwarding company has retained its SME outlook and is thus a perfect match for the alliance.

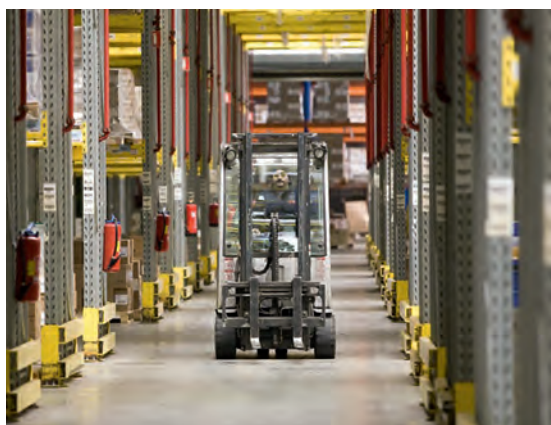
One-stop shop

The logistics provider’s continuous expansion since its inception bears testimony to the energetic *modus operandi* at H.Essers. The family business was founded in 1928 by Henri Essers and is now under the management of the third generation of the family – his granddaughter Hilde Essers, President of the Board of Directors. The company has grown from a small family business into a major player in the European transport business for chemical, pharmaceutical, healthcare and theft-prone goods. 30 years ago, H.Essers became the



Amongst others, H.Essers specialises in the transport of hazardous goods.

first Belgian provider to combine its transport activities with integrated logistics services. The company is represented in 19 countries across Europe and offers products for almost every area of the industry – from small parcels to full loads. With an annual turnover of roundabout 725 million euros and over 6,600 employees, it is an undisputed leader in the Belgian market. “Our strength lies in an asset-based strategy,” explains Ghijselinck. H.Essers is the sole owner of a large fleet of vehicles, enormous storage areas and state-of-the-art IT systems. As a result, the company has full control over all its strategic processes. “We also have the advantages of a family-owned business with short decision-making paths that allow us to react quickly to changing customer requirements or shifting international markets,” emphasises the Divisional Manager. What is also noteworthy is its “synchro-modal approach” to route planning, i.e. the optimised combination of different modes of transport. This not only saves costs, but – completely in line with sustainable transport –




harmful greenhouse gases as well. Thanks to a CO₂ calculator, customers can even verify this by determining the emissions generated by their shipments.

Safety and security – in warehouses and on the road

One of the keys to H.Essers' success is its expertise in the transportation and storage of products with very special requirements. "We are the market leader in logistics services for

the hazardous goods, pharmaceuticals and healthcare sectors," says Johan Ghijselink. The freight forwarder's certified, state-of-the-art warehouses offer clean room conditions with temperature monitoring, cameras and humidity sensors. Every aspect of the organisation and management of the warehouses is controlled by radio data transmission using a proprietary warehouse management system. The company also operates more than 450 security vehicles certified to the TAPA TSR 1 standard. These high-tech vehicles and all other transports are monitored around the clock by an internal and an external control centre. "We have even transported high-security shipments of gold bars," says Ghijselink. "And they all arrived safely at their destination," he adds after a short pause with a smile.

Commonalities that connect

Although CargoLine does not transport gold bars, the alliance is familiar with hazardous goods (see *CargoTime* 1/2019) – an important consideration for H.Essers when selecting its new partner. Another big advantage, according to Ghijselink, is that the alliance offers frost-free transports for groupage shipment orders. In Germany, this special CargoLine service is called ThermoLine. "H.Essers drives a thermal trailer to our hub in Eichenzell, and we immediately ship the goods onwards from there using our own special trailers," says Bernd Höppner, explaining the procedure. He appreciates "the broad portfolio and the medium-sized outlook" of the new partner and is very satisfied with the initial results of the cooperation. His counterpart Johan Ghijselink is also full of praise. "We've already noticed the strong team spirit and highly professional attitude of the alliance. We're enjoying the everyday work together!" 

Value-added services

H.Essers not only has a strong asset base with its own vehicle fleet and large storage areas, but also offers an exceptional range of contract logistics solutions – from connecting printers and cutting cables or metal sheets to packaging chocolates and providing consulting services for optimising logistics processes. The company's in-house IT department alone employs 130 people, supplying services that include business analysis, software application development, data centre management and project management.

H.Essers

77

locations in 19 countries

6,600

employees in Europe, incl.
+4,000 in Belgium

roundabout EUR **725 m**
annual turnover

1,108,000 sqm
of storage space

1,475

tractor units

3,340

semi-trailers

2,000

isotanks

480

safety containers

www.essers.com

Insights from the lockdown

The pandemic has had an unprecedented impact on our personal and professional lives worldwide. The last few months have also created significant challenges for some Cargoline partner companies and their employees. So far, however, the alliance has come through the crisis very well. Jörn Peter Struck, Chairman of the Cargoline Management Board, sums up the year so far from his own perspective.



I am very moved by the personal, social and economic tragedies created by the pandemic. Germany is facing a challenge on a scale unparalleled since the end of the Second World War. The impact in other countries has been even worse. We will all feel the consequences for some time.

Solid foundation

However, during the pandemic, there have also been some inspiring experiences and insights for our network and our customers. Many of these can be traced back to our mindset and team spirit as operators of medium-sized companies. Solidarity and partnership are not empty slogans for us – they are the philosophy that we have lived by for almost three decades. They are a solid foundation that supports everyone.

For example, some members of our alliance serve a great many automotive suppliers and saw their shipments and sales fall by up to 30 percent. Yet, wherever possible, they have avoided short-time working, i.e. the forced reduction in hours and pay for their workers. When this has been inevitable, e.g. to avoid

making employees redundant, many of them have at least compensated employees for the differences in their salaries. For me, that's a sign of true greatness.

This level of care has also been shown in our dealings with subcontractors. For example, all CargoLiners have tried to distribute the contracts they were able to award during the crisis as fairly as possible. The aim was to prevent individual transport companies from getting into difficulties that could threaten their survival – even in Italy, where our partners suffered particularly severe losses in sales and shipments. For example, Andreas Goggi – Managing Director of Brigl, the established freight forwarder based in Bolzano – set great store in ensuring that all the company's subcontractors could weather the crisis and get off to a flying start when the economy revives.

Courage on the road

My special thanks go to all the truck drivers who work for our network. They were – and still are – exposed to an increased risk of infection and yet ensured that goods con-

tinued to flow, production lines kept running and supermarket shelves could always be refilled.

They were not even deterred by the difficult conditions on the ramps of individual shippers and consignees. Some companies refused to provide any assistance in unloading or demanded compliance with extreme hygiene regulations that went far beyond the normal rules for hygiene and reducing contact. In my opinion, this behaviour was unreasonable. To reward the outstanding performance of our drivers, many CargoLiners have served breakfasts, paid bonuses or shown their appreciation in other ways.

Unexpectedly busy

While many partners in other European countries suffered greatly under the lockdown, the network in Germany was, on balance, reasonably busy. During the first half of 2020, we recorded an increase in shipments of around 0.5 percent.

This was partly due to the excellent start to the new year, with volumes in January 2020



and also thereafter up to 2.6 percent higher than at the same time last year. As a result, we entered the lockdown with a buffer.

However, the stronger than expected performance was also due to several customers significantly expanding their online sales. Many people took advantage of the enforced break and the beautiful spring weather to get their gardens into shape or set up pools – and they ordered the necessary materials online. We expect this trend to continue after the pandemic. After all, placing orders online is very convenient and even DIY products, such as stones or potting compost, are now available on the Internet. As a result, we are looking to add still more useful services to our B2C product range, which already include two-person delivery and delivery to the point of use.

Ready for anything

Another reason for our success in surviving the lockdown was the early formation of a crisis management team. This team provided daily situation reports for the network from mid-March to the end of June. All the

CargoLine partners continuously submitted reports outlining the situation for their own companies in accordance with specified criteria. These – and the development of the crisis in general – provided the basis for the situation reports produced by the crisis management team.

The team also drew up a multi-stage action plan to enable the alliance to respond rapidly to possible effects of the pandemic if necessary. The need for good preparation was confirmed when 17 mainly Serbian drivers employed by one of our shareholder companies suddenly had to go into quarantine after spending holidays at home. The surrounding CargoLiners quickly provided trucks and drivers to plug the gap in capacity. In addition, we provided the company with a truck from the vehicle pool of our fleet contract partner Große-Vehne. With this unbureaucratic support, we ensured that the freight forwarder was able to operate essentially as normal – all shipments were picked up and delivered on time and the cargo handling hall was not full to overflowing. Experiences like these make me incredibly proud of our alliance.

Virtual is better than nothing


Naturally, we cancelled all meetings with more than 50 participants planned for the first half of the year, e.g. the general meeting of franchisees and the meeting of forwarding managers. Meetings of smaller committees were temporarily moved online. Until the crisis, we could not have imagined doing so to this extent.

Although a network thrives on regular personal contact, we will continue to hold short virtual meetings on individual important topics in the future. This will significantly speed up our reaction time to current developments still further.

Another positive surprise has been that working from home can be successful even over extended periods of time. At this point, I want to take this opportunity to thank everyone who had to work and look after children or other relatives at the same time. And, of course, all those who would have liked to stay at home, but could not because they were needed in service, in the cargo handling area or at the workshop. Thank you for being there and showing such commitment!

Still there for our customers – in person

There's one final thing that I'm happy to report: little by little, we are now catching up on the customer visits that did not take place for months. This is important because even many of our younger contacts, who are more used to researching online and working by e-mail than their predecessors, do not want to miss out on face-to-face interaction over the long term.

Nevertheless, we are also thinking about the future role and direction of our sales activities. These will have to be redefined – especially with a view to further possible lockdowns and our successful online freight forwarder Cargoboard. This process has already been underway for some time but has now been accelerated by the pandemic. However, in my 14 years as Chairman of the Management Board of CargoLine, I have repeatedly seen that flexibility is what makes us different and effective as a medium-sized cooperation. We – and you – can continue to build on this in the future. 

Jörn Peter Struck

“Greenhorns” help people and animals

Around 15 young people start their training at CargoLine partner Fritz in Heilbronn every year. The company puts a strong emphasis on teamwork and is committed to environmental and social sustainability.



Life is humming, buzzing and blossoming in the miniature nature reserve on Fritz’s company site. A few years ago, apprentices at the freight forwarding company began a project to upgrade a fallow meadow. They planted deciduous shrubs, built a watering hole and nesting boxes for birds. Piece by piece, they added flower beds, a stone wall for lizards, a hedgehog castle and a spacious insect hotel. Once the natural environment was able to flourish, they installed a wooden bench, table and gazebo they built themselves. “This idyllic spot is not only a popular meeting place for insects, but at lunchtime also for our colleagues,” says training officer Ute Metzger with a smile. She started her own apprenticeship with the CargoLiner 35 years ago. She was the driving force behind the Fritz greenhorn project outlined above and many other environmental and social initiatives launched over the past ten years.

A heart for the homeless

The unifying factor behind all these projects is that they are selected, planned and executed by the apprentices themselves. “This not only develops their sense of responsibility but also their team spirit,” emphasises Günter Gruber, Member of the Management Board. The same is true of the company’s “corporate volunteering” scheme, which always takes place in the second year of the apprenticeship. In 2018, the apprentices decided to help the association “Zeig Herz für Heilbronn”, which

cares for homeless fellow citizens in the region. They collected surplus warm coats, boots, thick sweaters and blankets from staff and friends and donated them to the initiative.

In the following year, they supported the animal rescue service in the Odenwald region. “We set up information stands at all the Fritz Group locations and collected money and food for the animals as well as books for the association’s flea market,” recalls 19-year-old Leonie Mayer, who has now completed her training and works as a forwarding agent in the area of special transports. One case moved her in particular: animal rescuers found a terribly neglected dog in a rubbish bin at a motorway service station. “It happens again and again,” she says and continues to donate to the work of animal welfare activists.

Podium place in EcoScouts project

In addition to supporting animal rescue, Leonie Mayer’s year group was also involved in replacing five forklifts with obsolete wet batteries with new equipment relying on lithium-ion batteries. In December 2019, they took second place in the EcoScouts project run by the local Chamber of Commerce and the Heilbronn University of Applied Sciences, which aims to raise awareness for resource protection in companies. The Fritz Group is also cooperating with other research institutions on the subject of sustainable development in vocational training.

If they still have time after working on environmental and social projects, the Fritz apprentices also organise football tournaments. Naturally, these are for a good cause as well. The proceeds from donations go to meseno – a charitable initiative in Heilbronn. ◇



The Fritz junior staff is a committed team (photo taken before the corona pandemic).

ETA for “on the dot” deliveries

CargoLine is expanding its services for both industrial customers and private consignees with a new tool that provides a more accurate estimated time of arrival (ETA). This will help shippers and their customers to prepare more effectively for deliveries and coordinate and optimise their follow-up processes.



Wouldn't it be nice if companies could plan their processes more effectively by receiving accurate ETA forecasts? And private individuals could reliably plan their day around the predicted arrival time of the garden house they just ordered? For general cargo, the provision of precise information about the progress and delivery times of shipments has been the exception rather than the rule. Until now. CargoLine is taking its service to a new level and providing its customers with an ETA module.

Informed right from the start

The forecast is based on the arrival time calculated for the main run. This verifies that a shipment qualifies for same-day delivery as expected. To obtain this data, CargoLine has equipped its entire fleet of approx. 3,000 swap bodies with geotrackers. “Since we start calculating the ETA at such an early point, we can intervene proactively if it appears that it may be difficult to meet a time slot,” reports Sebastian Grollius, CargoLine IT Manager. “This allows us to change the sequence of stops, for example, and adjust the tour as a whole in the medium term.”

The partner network bases the predicted arrival time of the delivery at the recipient's

address – whether B2B or B2C – on this main run ETA forecast. The forecasting system will be made available to CargoLine customers and their consignees in the Cepra customer portal once the test phase has been completed. “This is because logistics processes and holiday management of the final recipients benefit enormously from the ability to plan reliably,” explains Grollius. The portal can also send notifications if requested to do so by the customer.

Broad database ensures accurate information

To ensure it could provide data with the required accuracy, the freight forwarding alliance and its IT service provider EIKONA Logistics first tested a variety of different procedures. The combination of live data from the delivery vehicles, parameterisable vehicle profiles and statistics from past deliveries has proven to be the optimum solution. The general cargo network uses this information to perform continuous approximate calculations of the arrival time.

It can also show a recipient the location of their shipment on a map during a tour and tell them how many stops the delivery vehicle has to make before reaching their address.

“Predicting the arrival time of a shipment sounds simple – but in fact it is a complex web of many different factors. The collected data has to be converted into a uniform format and the process requires approximate calculations to be performed continuously,” explains the alliance's IT manager.

IT strategy: rapid development through microservices

The ETA forecasts are calculated by a “micro-service”, which is connected as a module to the OCTOBUS IT platform. The technical implementation of the service was performed by EIKONA Logistics. The company has been integrally involved in the development of OCTOBUS from the outset. CargoLine uses this central data hub to link its partners, operations and much more. Today, it also manages more than 20 task-related micro-services, such as ETA calculation. When the agile IT architecture was introduced in 2018, CargoLine aimed to use it as a platform for the rapid development and introduction of new services. “This new software module once again confirms the success of our flexible IT strategy,” says Sebastian Grollius with satisfaction.

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....

TLT Berlin GmbH
14478 Potsdam
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....

Nellen & Quack Logistik 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....

Gras Logistik GmbH
50997 Cologne
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
63811 Stockstadt am Main

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....

L. Wackler Wwe. Nachf. GmbH
73037 Göppingen
Fritz GmbH & Co. KG
74078 Heilbronn
Rüdinger Spedition GmbH
74238 Krautheim
Network Logistics GmbH
76470 Ötigheim
Klump + Müller GmbH & Co. KG
77694 Kehl
Hugger GmbH Spedition + Logistik
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
Lebert-Noerpel GmbH & Co. KG
87437 Kempten
Lebert-Noerpel 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 Röttlein
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
Interfracht Spedition AG
CH-4133 Pratteln
Lebert AG
CH-8280 Kreuzlingen
Rhenus Logistics s.r.o.
CZ-252 16 Nučice
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

Geodis Ireland Ltd.
IR-Co. Dublin K67 N237

AD Services UAB
LT-06229 Vilnius

Cargomax SIA
LV-1012 Riga

Nortrail – Norsk Trailer Express AS
N-0614 Oslo

Van Duuren Districenters BV.
NL-4131 NJ Vianen

Rohlig SUUS Logistics SA
PL-62-080 Tarnowo Podgorne

Lusocargo (Sul) Transitários, Lda.
PT-2671-901 Loures (Lisbon)

Lusocargo-Transitários SA
PT-4470-777 Maia (Porto)

M&M Militzer & Munch Romania SRL
RO-077096 Jud. Ilfov

PostNord Sverige AB
SE-212 41 Malmö

Rhenus Logistics, s.r.o.
SK-922 10 Trebatice

Englmayer mednarodna spedicija
in logistika d.o.o.

SLO-1000 Ljubljana

Ekol Lojistik A.S.
TR-34934 Sultanbeyli/Istanbul

Europa Road Ltd.
UK-Dartford, Kent DA1 5PZ



CargoLine
Logistics Network

CargoLine GmbH & Co. KG
Lyoner Str. 15
60528 Frankfurt am Main
Germany
Phone +49 69 951550-0
info@cargoline.de
www.cargoline.de