

CargoTime

2/2023

The  CargoLine magazine

FROM SIMPLE TO COMPLEX:

Individual contract logistics solutions for all requirements



Modular logistics is a competitive advantage offered by the Würth Group. Wackler in Wilsdruff knows how to implement it for them

“Little table, spread thyself!” but eco-mindedly, please! Which is why table decoration specialist Duni relies on Koch International’s green logistics, too

The strengths of being mid-sized are something DGS knows how to harness. With CargoLine, the French partner finds the best basis to do so



**BOOK YOUR
TIME SLOT
FOR MORE
INFORMATION**

▶ **EIKONA Time Slot Management**

STILL WAITING FOR PICK-UP?

Optimised EIKONA Time Slot Management: even more user-friendly, unbelievably efficient, faster than ever

The optimised time slot management covers all aspects of communication between your production or warehouse location and the delivering and unloading hauliers.

Time slots can be planned taking into account the loading and unloading windows while the new calendar views provide an even better overview. From the registration of the vehicle at the gate to the allocation of parking spaces, from dispatching at the ramp to departure – each of these steps can be controlled.

The driver receives the required information via app or SMS, while each process is controlled by means of time stamps – this guarantees you a constant overview of all movements on the factory premises.

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

www.eikona-logistics.de



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 German Press Law

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

Editor-in-chief

Sandra Durschang

Editors

Marion Kamp
 Stefan Kreuzberger

Contact editorial office

sandra.durschang@cargoline.de

Design

Wolfgang Scheible, graphic design,
 Cologne

Print

Gebr. Geiselberger GmbH
 D-84503 Altötting

Picture credits

Cover: titipong8176734/
 stock.adobe.com
 Page 3: Alex Fischer/vor-ort-foto.de
 Page 7: pamela_d_mcadams/
 stock.adobe.com
 Page 8: Koch International, Nellen &
 Quack/Rhenus, Fritz Gruppe, ESA-
 CNES-Arianespace/Optique Vidéo du
 CSG - G. Barbaste
 Page 9: Fritz Gruppe
 Page 10/11: Duni
 Page 12/13: Adolf Würth GmbH & Co. KG
 Page 14: Robert Bosch GmbH, Jens
 Schmidt/vor-ort-foto.de, CargoLine
 Page 15: Brigl, CargoLine, Wackler
 Page 16: Lars Taiber/Hofmann Spedition,
 SbphotodesigN/CargoLine
 Page 17: Sylvia Scholtka, Klaus Maier
 Page 18/19: DGS
 Page 20: redgreystock/stock.adobe.com,
 Kirsten Bucher/vor-ort-foto.de
 Page 22: Shutterstock.com/Alpha-
 vector
 Page 23: EIKONA

Dear readers,

“What? That’s also part of what you do?” When CargoLiners like Hartmann, Schäflein or Wackler grant people a closer glimpse into their portfolio, the insights are a surprise. And it’s this very glimpse that we’re giving you in the Focus section of this edition – with contract logistics as its central theme. A wide field that ranges from appropriate storage in multi-user or hazardous goods warehouses to the completion of a wide variety of products and tailor-made e-commerce concepts.

Surprising, too, is what Klaus Maier does in his spare time: the experienced businessman converts bus stops into mini-galleries. How? And why has he been loyal to Kissel for 40 years? Find out on page 17. Without successful staff motivation, at any rate, it wouldn’t have been possible. That is exactly what we provide – with individual courses at CargoLine Academy, among other things – see page 22.

We also pursue a particular strategy in climate protection, which I shed more light on in the interview on pages 20/21. That’s also where I share my thoughts on why the toll increase has no incentive function – and why the giga-liner long truck should really be called the eco-liner.

Speaking of sustainability: Duni, one of the leading manufacturers of tableware products, is set to become climate-neutral by 2030. On its quest to find an ecologically organised freight forwarder, it came across CargoLiner Koch International, which was able to win Duni over on account of its electric and hydrogen vehicles as well as its EcoVadis Silver Medal certification (pages 10/11).

Würth’s modular system logistics is no less ambitious. The world market leader in assembly and fastening material found the appropriate partner in Wackler in Wilsdruff to successfully implement its sophisticated concept (pages 12/13).

On pages 18/19, we whisk you off to France, where DGS skilfully demonstrates the solid business ethos of the companies in the general cargo cooperation. DGS works with our European products, which go well beyond the standard – naturellement!

In this spirit – may this CargoTime edition be an inspiring read!

Yours,



Jörn Peter Struck
 Chairman of the Management Board

P.S.: To make reading this magazine easier for you, we do not differentiate between masculine and feminine terms in the text. We expressly emphasise that all people – regardless of gender, nationality, ethnic and social origin, religion/belief, ability, age and sexual orientation – are equally welcome.



6



10



12



18



- 6 | FOCUS
The extra touch
With their distinctive customer- and industry-specific know-how, their skilled labour and warehouses of all kinds, CargoLiners offer widely varied contract logistics solutions. A reliable all-round service for dangerous goods is just as much the order of the day as the manufacturing of complete products. And customers do not need to adapt to existing processes – instead, the logistics experts tailor their own processes individually to suit the customers’ needs.
- 10 | PRACTICE
”Little table, spread thyself!”
Washable, finest quality and tear-proof: these are the qualities that Duni’s paper table covers are known for. Less well-known is the brand’s acute ecological awareness, something that is also reflected in its logistics – and impressively implemented by Koch International.
- 12 | PRACTICE
To each their own Würth
With over 125,000 products, Würth is the world’s market leader in fastening and assembly technology. Its modular logistics, implemented by Wackler in Wilsdruff via the CargoLine network, contributes to this success.
- 14 | IN BRIEF
> 100 points and a gold star > **Quality ranking 2022: Schmidt-Gevelsberg and Lebert Switzerland lead the way**
> **Feat for CargoLiner** > **Friends for life** > **Passion unites**
- 17 | UP CLOSE
The world’s smallest gallery
Klaus Maier heads Kissel’s accounts department. He knows how to convert bus stops into excellent art projects, too.
- 18 | INTERNATIONAL
France counts on quality
Unlike large companies, “we are able to adapt our plans and strategies quickly and flexibly to changed situations.” Quentin Manceau, CEO of the French CargoLiner DGS, is aware of the advantages that mid-sized companies come with. And wants to continue to grow with the general cargo network.
- 20 | STRATEGY
Investing in karma
The transport sector is meant to be climate-neutral by 2045. What does CargoLine think about the political initiatives for this? And what steps is it taking itself? Managing Director Jörn Peter Struck answers these questions and others.
- 22 | SOCIAL
Leading means motivating
In times of staff shortages, employee retention is more important than ever. To help achieve this, CargoLine supports the general cargo network’s partners by offering tailored courses through the CargoLine Academy.
- 24 | PARTNER MAP

The extra touch

With a very high degree of customisation, contract logistics is exciting, to say the least. Especially when, like CargoLine, you have such an extensive network of individually operating partners, competent specialists and multi-user warehouses in combination with highly modern vehicle fleets at your disposal.

Be it kids' bicycles, city and trekking bikes or e-bikes: Winora Group, which today belongs to Accel Group from the Netherlands, has a vast product range. But although these bikes can cover long distances, they only reach the market thanks to the force of horsepower. "With the CargoLine network, we supply all of the group's retailers throughout Europe. In Germany alone, that's over 700," says Bernd Schäflein, CEO of Schäflein Spedition. As the head of operations, he is responsible for the entire transport and warehouse logistics for the supplier of two-wheelers, including the quality control of the batteries. A value-added service that the bicycle manufacturer takes on board with gratitude: "Schäflein AG has been with us for decades. With its sustainable logistics, it creates the basis we need to continue to see success in a rapidly changing competitive environment," explains Dominik Thiele. With these words, the Winora Group's Regional Director DACH is also referring to the multi-user warehouse in the Röhlein industrial park, where Schäflein set up operations in 2019: of its 25,000 square metres, the specialist occupies an entire 40 percent – after all, e-bikes with their full-sized cardboard packaging require lots of space and are still very much in high demand.

For many clients, it's important that their logistic partners keep up with their growth. The general cargo cooperation is showing great willingness to invest in this accordingly. Schäflein, for example, is currently building another multi-user warehouse for another 23 million euros in Gerolzhofen, where suppliers of heat pumps, for instance, have already secured capacities. Hartmann International for its part has launched the construction of a lo-

gistics building comprising 20,000 square metres. And as if that weren't enough, a new multi-user warehouse is being built in Ibbenbüren, too. So the demand for storage space on the part of the industrial sector is immense. This is not least because many industries are currently facing an oversupply of goods, with the demand being at a lower level than in previous years due to an increase in inflation.

Special products? Special treatment!

Space alone is not enough, because nearly every product requires a specific type of storage. Paper, for example, must be protected not only from moisture, but also from smells that it might acquire. For certain foods, cosmetics and medication, temperature-controlled storage is essential, which is supplied among others by Honold. On the basis of its Good Manufacturing Practice certification (GMP), the latter has been storing medicines manufactured by the pharmaceutical company Teva, best known for its medicines under the ratiopharm brand.

Teva recently extended its contract logistics agreement with the CargoLiner by another ten years. The agreement included setting up a special 550-square-metre climate cell, in which medication is stored at a consistently monitored temperature of two to eight degrees Celsius. "Honold made a substantial investment in this cooperation right from the start and has shown what it takes with its compliance to all the standards and its high degree of availability and flexibility," says Alexander Bentele, Associate Director Distribution International & Logistic Support at Teva, ◇



in explanation of the decision. If products are flammable or are fraught with other risks, it's all the more important to draw on the latest know-how, long-standing experience and high-quality technical equipment to handle them (see box on hazardous goods).

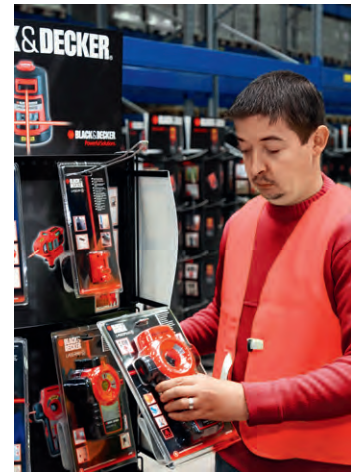
“What, you do that, too?”

When the logistics provider takes on entire work steps that the customer had previously carried out themselves, it's referred to as “forward integration”. Hofmann Spedition provides an instructive example of this: it built three tinting lines for mixing akurit's plasters and paints according to exact specifications. For the company, it was important to have storage and colouring at a central location, as the different production locations had previously made it difficult to carry out mixing orders. This consolidation still pays off today – also as akurit can now react to specific customer requests faster and on time (see CargoTime 2/2021).

In the case of production logistics, the CargoLiners likewise cater exactly to the needs of their contract logistics customers – for example, by ensuring that logistics staff puts together components or products “in sequence” – i.e. in a pre-set quantity and order. Services like those that Schäflein's in-house sawing centre provides, where aluminium and steel are cut precisely to size down to the last millimetre, are also in high demand. Or the container management of so-called KLT boxes (also known as Euro containers). In this case, the task is to document and clean oily boxes in which screws and nuts had been temporarily stored. “The administration of tracing where which containers are or who has access to how many is not to be underestimated. After all, companies like Bosch have thousands of suppliers. It starts to add up,” the Schäflein management board points out. The technology group is highly satisfied with the service provider's performance of these and many other tasks, for example, only recently awarding Schäflein with the “Bosch Global Supplier Award” (see “In Brief”).

Developing new business processes together

Whether for large customers like Bosch or for smaller companies, trust plays a huge role in allocating contract logistics. This is where CargoLine's medium-sized character comes to the fore: customers are met on an equal footing, close relationships are maintained with them (usually also on a local scale) and our



With CargoLine, customers from sectors like healthcare/pharma, consumer goods and automotive find hands-on contract logistics support.

mindset is not to make them adapt to existing processes, but rather to invest in shared development.

An example of this is the cooperation between Wackler and elektro-plus.de. What started with transport and storage developed into Wackler Plus: a renowned provider of

digital B2B and B2C shop solutions, for which the freight forwarder has held a majority of the shares for over ten years. Wackler Plus offers retailers a top-rated sales platform, storage and transports, all from a single source. In addition, the company provides strategic consulting on everything related to e-commerce, as well as handling returns and much more. Koch International has long been known for these kinds of solutions as well, to mention just two other CargoLiners here (see CargoTime 1/2021).




When a CargoLiner organises logistics for aviation and aerospace technology, politicians won't find themselves stranded by the wayside.

Sometimes a cooperation evolves between CargoLine partners, too: over 20 years ago, Schmidt-Gevelsberg was able to win over the group purchasing organisation Einkaufsbüro Deutscher Eisenhändler (E/D/E), whose 1,200 members sell fittings, construction elements, machines, tools and commodities for occupational safety, housing technology, etc., throughout Europe. Even today, the Schwelm-based company is their leading partner for distribution logistics. They also opened the door for Schäflein to take on the

storage, commissioning and dispatch from E/D/E for the sanitation, heating and air-conditioning segment in Röthlein.

A very different example that illustrates what can grow from the transport business (in this case, forward integration) is the cooperation between Schäflein and Fresenius. “We don’t just purchase materials, organise transport to our production site and ensure component quality per piece, but also assemble components and entire products and then sell them as an end product. This is how we shifted from being a pure logistics provider to a supplier,” says Bernd Schäflein, smiling.

Tangible experience

As the requirements related to contract logistics are constantly changing due to digital advances, legal innovations, crises such as the coronavirus pandemic and inflation, as well as changing customer needs, the staff at Hartmann, Koch, Schäflein and Wackler, among others, regularly undergo in-house and external training. Whether specific schooling, courses on hazardous materials storage, cargo securing, ADR training* or lessons in SAP – the range is immense. And the positive impact is noticeable: “With the excellent customer service, the care and professionalism displayed, and the staff’s tangible experience, the Fritz Group meets all the requirements of a good logistics partner,” says Eva Kreuzer, responsible for SurTec’s internal sales and customer service, in praise of their partner. The globally operating specialist for chemicals has entirely outsourced its warehouse logistics to the Fritz Group. The staff understands how to handle the high-grade acids and alkalis in the hazardous materials warehouse with the utmost care – and also how to perfectly satisfy SurTec’s European customer base. Reason enough for the specialists to forge a path with the CargoLiner into the future. “We are very satisfied with the services and look forward to a long-term partnership,” Eva Kreuzer adds. Or borrowing the maxim of bicycle manufacturer Wirona: “Let’s move”. 



Safe handling of chemical products and hazardous substances.

Safe in good hands

More and more frequently, substances are being declared as hazardous, and classifications in certain dangerous goods classes are being tightened. Moreover, official requirements are presenting service providers with considerable financial challenges. Yet even so, the CargoLiners have more than 162,000 pallet storage spaces in store for additives, building materials, bleachers, fertilisers, hairspray, adhesives, fuels, lacquers, mineral oils, perfume, plant production products, pyrotechnics and more. Wackler alone offers one of the most state-of-the-art dangerous goods warehouses in Germany, if not in Europe, with its recently commissioned hall in Wilsdruff near Dresden (see CargoTime 1/2023). In Halle an der Saale, there is Finsterwalder’s equally well-equipped dangerous goods warehouse, which cost 35 million euros to build. And in Röthlein, Bavaria, Schäflein boasts approximately 10,000 palette spaces for almost all TRG 510 storage classes.

The Fritz Group, for example, stores hazardous materials for the Heidelberger Druckmaschinen AG company. The hazardous materials in question are chemicals that are necessary for perfect printing and which are delivered every day. The world’s leading manufacturer of sheetfed offset presses also relies on the Heilbronn-based freight forwarding company for its procurement logistics in Wiesloch/Walldorf. “The Fritz Group is a family-owned generalist that can take on all logistical and transport services within Europe for us. Simply everything from a single source!” says Thorsten Bauch. He works as Head of General Procurement Services & IT PG-NP-W2 and is also Corporate Commodity Manager Logistics at Heidelberger Druckmaschinen AG.

SBM Company, too, settled on the group, “because we’re directly linked with the decision-makers at medium-sized companies here. Fast solutions with good service,” says Dirk Spillman, Head of Customer Service & Supply Chain Manager DACH. The family company with French roots produces and markets

products to care for and protect crops, gardens and houses. Globally active, too, the company consciously handed over the entire logistics for the German market to the CargoLiner: from storage of hazardous materials to construction of displays, from commissioning through to on-time delivery to the client. What can be especially challenging is seasonal business with its associated peaks in commissioning, which due to climate and weather conditions often occur at very short notice. Whether Finsterwalder, Fritz, Koch, Schäflein, Wackler – and the list goes on – their warehouses are highly modern and their solutions end-to-end. Ideal for companies wanting to concentrate on their core business.

Further information: see CargoTime 1/2019

Acceptance of goods upon production or preliminary supplier

Review of hazardous goods and sampling, batch management

Temperature-controlled storage

Observance of mixed storage prohibitions, emergency concepts

Access control systems

Video surveillance

CO₂ fire extinguishing systems

Compressed air foam extinguishing systems

Product and fire water retention

Cleaning of reusable containers

Filling and packing

Pallet and piece picking Loading

Transport suitable for hazardous goods

Environmental management

Trained specialists

* ADR stands for “Accord européen relatif au transport international des marchandises dangereuses par route”. In English this is the “European Agreement concerning the International Carriage of Dangerous Goods on the Road”. It lays out that drivers require specific training for the transport of certain hazardous goods – goods and must successfully pass a test, which is documented by an ADR certificate.

“Little table, spread thyself!”

The Swedish Duni Group, known especially as a manufacturer of paper serviettes and paper table covers, is Europe’s market-leading supplier of products for the set table in the catering industry and sustainable packaging in the take-away sector. Since the beginning of the year, it has had CargoLine partner Koch International handle all of its part-load and full-load transports in Germany, as well as a substantial portion of its general cargo deliveries.



People coming together at large celebrations and events like family parties or company anniversaries often equates with exuberance, laughter, drinks and food. And sometimes things land where they shouldn’t do in all the excitement – from a drop of sauce to a knocked-over glass of red wine. Such stains are hard to remove from white table linen. Table covers and napkins made from tear-resistant paper are the ideal solution in this situation: they protect are decorative, and can easily be disposed of. Even as early as 1965, the Swedish Duni Group was bringing such washable and almost tear-proof table covers onto the European market under the name Dunicel. Since then, they have been standard items in nearly every private household and in the catering industry. The innovative material was improved over the decades to the point where premium products are now hard to distinguish from conventional linen tablecloths in terms of their appearance and feel.

Eco-friendly transports

When it comes to tableware products and packaging of takeaway meals, Duni Group is the market leader in Europe. The product range extends from table covers and serviettes, candles, decorative objects and LED table lighting through to sustainably produced and compostable food packaging and cutlery under the new BioPak brand.



Picking up food for home or having it delivered? With sustainable packaging from Duni, you can enjoy your meal to the full without a qualm.

The company, founded in Sweden in 1949, is positioned internationally and employs staff from 24 countries. It is headquartered in Malmö, with production sites based in Sweden, Germany, Poland, Thailand and New Zealand. In a “decade of action”, Duni Group is committed to the topic of sustainability: the company is set to be climate-neutral by 2030, eliminating all single-use plastics made from fossil raw materials and guaranteeing supply chains that use alternative and renewable energies. The field of transport plays an important role in this context. Pilot tests with biodiesel-fuelled trucks were run in Denmark, and the topic




of hydrogen is relevant, too. “Transports are a crucial link in the supply chain, and we need to make eco-friendly changes (...) that lead to fossil-free supplies to our customers,” says Lidija Peters, Sustainability Manager Logistics at the company.

Responsibility should be shared

This approach is also one that Holger Stoelker lives by, who works at Duni at the Bramsche site as Global Head of Transport and Distribution for all of the company group’s incoming and outgoing transports. The seasoned logistics expert and management consultant has 25 years of global freight forwarding experience under his belt, 15 years of those alone in China. Duni has been awarded an EcoVadis Gold Medal rating every year since 2020. When selecting its service providers, Stoelker therefore always pays close attention to their sustainability concepts. “We want to see them,” he says emphatically, “because alongside the price and the quality, these are important criteria.” For many years, Duni’s in-house forwarder in Germany was a large logistics company from the area. Yet it was unable to meet the specified requirements – in part due to temporary system outages.

“It was clear that we needed to spread out the work to two companies on the premise that if one wasn’t able to deliver, the other would be able to step in.” In 2022, therefore, Duni invited tenders on the basis of two-year contracts for the full- and part-load transports and a large proportion of the cargo transports. The regional CargoLine partner Koch International applied and was then awarded the contract – among other reasons due to its alternative energy concepts, the use of electric and hydrogen vehicles and its EcoVadis Silver Medal certification. Jürgen Hartkemeyer, Sales Manager at Koch International and with the company for 20 years, was delighted about the unexpected new partnership. With his deputy, Marcel Schrage, he had a conversation of more than three hours with Holger Stoelker in late summer and invited the Duni team to survey the new storage facilities in Bramsche. “There was good chemistry between us right from the start,” Hartkemeyer recalls.

The human factor matters

After the price negotiations, several follow-up meetings and the successful kick-off to promote implementation, the team quietly “revved into gear” on 1 January 2023, as Hartkemeyer says with some understatement. “In the full and partial load sector, we transport everything across Germany, and in the general cargo sector for five postcode areas within Germany,” he reports. After eight months, 15,600 shipment orders have already come together. Holger Stoelker praises the “very professional, structured and solutions-oriented cooperation with the Koch team as a whole, both on a personal and a professional level” and emphasises: “The transition to the new partner worked out to 100 percent on both sides.” For him, the “human factor” was highly important. Stoelker explains: “I want to be able to make a quick call and say that it all worked out well or – when the going gets tough – say we need to talk about things openly.” In the last few months, a couple of small problems could be resolved constructively and productively this way. The partnership with Koch was “top”, he says. Jürgen Hartkemeyer is proud of this assessment and would like the cooperation to be extended to all areas of general cargo and also to see international orders. Stoelker can’t make any promises, of course, but he does say: “Discussions are already underway about joining forces in classical warehouse operations.” 

Duni

is a company founded in 1949 in Sweden and listed today on the NASDAQ stock exchange in Stockholm. With seven subsidiaries, the group of companies is active on a global scale and one of the leading suppliers of sustainable and innovative concepts for tableware and the take-away sector. Its German base is in Bramsche, close to Osnabrück in the German state of Lower Saxony.

2,300
employees

in **24**
countries

revenue of just under **7 billion** Swedish kronor (2022) or approx. **590 million** euros

<https://de.dunigroup.com/de>

Koch International

is a versatile logistics company founded back in 1900 in Osnabrück and was also a founding partner of the CargoLine general cargo cooperation in 1993.

16
own locations

over **850**
employees

380
schedulable vehicles,
of which **100** are own trucks

550
swap bodies and **220** semitrailers

Logistics area:
115,000 sqm

Pallet storage spaces:
160,000

In March 2023, a logistics warehouse **20,000** sqm in size and with **36,000** pallet spaces in store was opened in Bramsche

www.koch-international.de

Maximum service, maximum quality

The company Würth supplies commercial companies on a global scale with screws, tools and much more that is needed in manufacturing – doing so with unprecedented product variety and speed. The transport and logistics service provider Wackler in Wilsdruff supports the manufacturer and wholesaler in the process.



Selling screws is absolutely crisis-proof, just like selling beer, bread or milk is," Reinhold Würth said back in 2003, as he charmingly gave a wry smile to the camera. That was for the campaign to promote Baden-Württemberg as a business location, which ran under the slogan: "Wir können alles. Außer Hochdeutsch" ("We can do anything – except speak proper German").

The successful entrepreneur took over his father's wholesale screw business in Künzelsau in 1954 at the age of only 19 and forged it into a world leader for fastening and assembly technology. The company relies on a mix of direct sales, stationary trade, online shops and e-procurement to supply over 125,000 products, such as screws, screw accessories, dowels, chemical-technical articles, furniture fittings, architectural hardware, tools, and stockholding and removal systems, as well as safety gear and workwear, to commercial customers from the craft and trade sector, construction and industry.

Employed by the customer

Globally, over 43,000 sales representatives are in contact with over four million customers, 650,000 of them in Germany alone. Thanks to this direct exchange, Würth knows exactly what the users need. "We are our customers' employees," is the creed that Reinhold Würth lives by.

Accordingly, the company operates a powerful research and development department: in 2022 alone, Würth invested 70 million euros in a new R&D centre. In addition, close cooperation with students ensures that the company is well-equipped to rise to the challenges the future holds in store in the field of fastening technology.

Award-winning logistics

Added to the great variety and high level of availability of the products, the multiple ordering channels, the strength of innovation and high standard of service, logistics, too, makes a significant contribution to the company's market leadership. It is also strongly guided by customer expectations and therefore takes on an important role.

Würth was even honoured with the German Logistics Award by the Federal Logistics Association (Bundesvereinigung Logistik; BVL) for its "Modular Logistics: the Solution for Multi-channel Sales" project in 2009. Developed in 2003, the approach involves thoroughly analysing the customer's operational processes and requirements in order to dovetail sales and logistics structures and design a modular system logistics solution. It is tailored to individual customer groups and replaced the central logistics systems which had been in use until then. "In other words, it's no longer one Würth for all customers,



The company's philosophy, *To each customer their own Würth*, focuses on an individualised delivery service while ensuring high productivity.

but to each customer their own Würth," says Patrick Charrier smiling, as he cites the general motto that Würth lives by. As one of the four business process owners (BPOs), he is responsible for the Outbound area, i.e. for all cross-departmental issues in the field of logistics that affect shipping. Altogether five department heads and four BPOs look after 1,000 logistics employees at the Künzelsau site.

From a single source

CargoLine partner Wackler in Wilsdruff near Dresden, too, contributes to the concept being




due to the high volume of consignments at the Bielefeld warehouse. “There’s always an openly objective, constructive and solution-oriented meeting of minds as equal partners between the Würth, Wackler and Hartmann companies. That’s what I really appreciate about Clemens Christoph, the Schwarz family as owners of Wackler, Hartmann’s managing director Uwe Lachmann and their respective teams,” says Charrier. Instead of the four people planned for a meeting, he says, spontaneously the number became 17 – from the warehouse worker to the managing director – to solve a challenge by taking all the relevant interfaces into account.

Attention to detail is crucial

“We’re always wanting to optimise things further. With Wackler, for example, we’ve gathered empirical values on how to best handle barrels and optimise the processes accordingly,” explains Charrier. “We’ve also discussed questions with Wackler about where to best attach the delivery note on the consignment or whether a one-way palette is better with five or with six boards – small things, really, but they’re what allow the customers to receive the order according their own individual wishes.”

Service level agreements bring clarity

As Würth wants to be able to provide the customer with consistent information on the status of an order, all of the specialist’s processes – from order receipt to invoicing – are supported by technical data. The expectations of the logistics service provider are accordingly high. Says Patrick Charrier: “Any freight forwarder can transport goods from A to B, but mastering our data complexity is another challenge altogether.” One that Wackler, after some minor initial difficulties, is able to cope with easily today thanks to Cepra, the cooperation’s customer portal: “Cepra first needed to learn how to handle our order numbers. After small adjustments, availability of the information is now quick and comprehensive. The system is highly functional and provides all the data about the shipment status that we need,” Charrier says in praise. He adds, “Service level agreements prevent surprises and ensure that the requirements for shipments and the data needed are clear to all parties at all times. After all, the customer would notice weaknesses that we’d share with the respective logistics partner. That’s why we highly appreciate Wackler and Hartmann pulling in the same direction with us. Together, we make even greater headway with logistics.” 

successfully implemented: it supervises six warehouse locations, from where it delivers products to both direct customers and the 570 group subsidiaries across Germany. “We started with one location in 2019. Then step by step, we took on the others, too. This is why we don’t only pick up shipments from our own area and deliver them across Germany via the general cargo network, we’ve also connected to the CargoLiners at the other warehouses. That is to say, we’ve familiarised them with Würth’s requirements, developed concepts for the individual loading sites and linked the partners,” explains Clemens Christoph, Sales Manager at Wackler Wilsdruff.

Objectively and as equal partners

All orders come in to Wackler via EDI, with Wackler then coordinating them within the network. The CargoLiner Hartmann in Paderborn has a particular part to play here

Würth Group

is the world market leader in development, production and sales of assembly and fastening materials. In addition, trading and production companies (so-called allied companies) are active in related business areas, such as electrical wholesale trade, electronics and financial services sectors.

88,000

employees in 80 countries, of which 7,700 are based at the company’s birthplace, Künzelsau, in the district of Hohenlohe in Baden Württemberg

400

companies worldwide, with over 2,500 subsidiaries

19.9

billion euros turnover in 2022

www.wuerth.com

I. Wackler Wwe Nachf

in Wilsdruff, close to Dresden, is a subsidiary founded in 1991 by CargoLine’s founding partner I. Wackler Wwe Nachf. in Göppingen.

257

employees in Wilsdruff

57,000

pallet storage spaces on a logistics area of 35,000 sqm

17,000 sqm

state-of-the-art hazardous materials warehouse, with space for 25,000 pallets of flammable or combustible liquids and solids, toxic and corrosive substances, oxidising materials and goods likely to pollute water

84

local transport vehicles and 44 regular services across Europe

www.wackler.de

Feat for CargoLiners

Global player Bosch awards prize to Schäflein for top performance

Much rejoicing at Schäflein – the logistics company from Röhlein near Schweinfurt received the coveted “Bosch Global Supplier Award 2023” for the first time. The award is presented by the international corporation every two years and considered an accolade within the sector. After all, the services of no less than 35,000 suppliers and service providers are put to the test. The board examines in detail which companies have distinguished themselves in the previous 24 months in terms of excellent quality and above-average performance – and the family-run CargoLiner was able to fully win them over in the field of logistics. This makes it one of only 46 companies from eleven countries to have received an award. “Competitive and innovation-promoting supplier networks are an important key to ensuring the resilience of businesses and companies. For Bosch, our award winners make a special contribution to this,” says Dr Arne Flemming, Head of Supply Chain Management at Bosch, in praise of the recipients. ◇



Bernd and Achim Schäflein (second and third from left) with Steffen Hammer, Joerg Mimmel and Israel Bulut from Bosch (from left) at the awards ceremony.

Quality ranking 2022: Schmidt-Gevelsberg and Lebert (Switzerland) lead the way

For the fifth time in a row now, Schmidt-Gevelsberg (Schwelm) has landed first place as “CargoLine Partner of the Year”. This is because, rather than being content with the status quo, the medium-sized business is dynamically moving forward in all areas. “Old friends” on the winner’s podium were the transport and logistics service provider Hartmann International from Paderborn, which climbed an impressive 14 notches up to second place, and Kissel Spedition from Mainaschaff, which was delighted to come

in third (previous year: twelfth). The prestigious awards ceremony for the year 2022 took place as part of the franchise holders’ general meeting in Marburg in mid-March 2023.

As for the international partners, Lebert, based in Kreuzlingen (Switzerland), won not once, but twice, living up to the quality of the Swiss confederate in style: first, as the winner of the international CargoLine partners’ performance ranking, and second, as the recipient of the cooperation’s “Quality Award” for

an especially high standard in day-to-day business. Also on the victory podium was Spedition Englmayer from Wels (Austria), which defended its second place from the previous year, and – among the top three for the first time – Van Duuren (Netherlands). The awards were presented at the end of April in Paris, where the international partners’ spring meeting also took place at the invitation of French partner DGS. ◇



(From left): Managing directors Björn Böhme and Uwe Lachmann from Hartmann International (Paderborn), Torsten Huberti and Burkhard Frese from Schmidt-Gevelsberg (Schwelm), and Stefan Kissel from Kissel Spedition (Mainaschaff) are delighted at being selected “CargoLine Partners of the Year 2022”.



(From left): Christian Bamminger (coordination for CargoLine, Head Germany/Holland) from Englmayer (Austria), Markus Weber, Branch Manager at Lebert (Switzerland), and Marco de Jong, Head of International Business Development at Van Duuren (Holland), pleased to present their trophies after being appointed “International CargoLine Partners of the Year 2022”.

100 points and a gold star

Whether colliding with colleagues, in the friendliest of ways, or chasing them wildly: at CargoLine's staff party, the bumper cars were the great attraction till late in the night. About 1,300 colleagues accepted the invitation from company headquarters to go to Niederaula to celebrate the network's 30th birthday and the opening of the new hub. The festivities were also intended as a thank you to all of the staff working at our partner companies who have been doing such a good job, even in the difficult period during the coronavirus pandemic.



Catering for body and soul

As with the last celebration in 2018, over 30 partner companies shared carefully prepared specialities from their different regions. The various delicacies didn't only satiate the hunger, though. The food stands also provided a great opportunity to meet colleagues and chat or to finally put faces to those voices on the phone.



Anyone who also wanted to feed the mind was able to delve into CargoLine's history, go to the "hot seat" and ask CargoLine Managing Director Jörn Peter Struck and the Advisory Board Chairman Stefan Seils deeper questions about the network, or compare notes at the trainee stand that Schmidt-Gevelsberg had organised with (other) young freight forwarders.

alternative drives – Rhenus had brought along an e-hybrid vehicle and the Amm Spedition a hydrogen one for guests to experience firsthand.

But not only the trucks on display were brightly polished, so were the overturn simulator and break dancer ride legend, triggering an adrenaline rush. This could be shaken off again on the dancefloor later, where a DJ played music for the CargoLiners till the early hours of the morning.

Polished and poised

Technology enthusiasts got their money's worth, too, whether by admiring a vintage Henschel from Schmelz Spedition or an American Kenworth truck from 1999, with the powerful sound of its large-volume Cummins motor just as distinctive as its horn. People were also able to learn about

Heartfelt thanks

Having recovered from the eventful day and speaking for many other CargoLiners, Uwe Fieselmann wrote to Jörn Peter Struck: "On behalf of Koch International and all of the



staff at Koch who went to the party in Niederaula, I'd like to thank you today for the wonderful, warm family festivities in celebration of CargoLine's 30th birthday. Thanks so much for the excellent organisation of this event, and for showing us all that you are not only masters of general cargo, but also champions at organising XXXL family celebrations. In addition to the many attractions, it was especially the bumper cars, the wonderful food and service, and the harmonious relationships that people repeatedly highlighted in conversation with me today. Everyone really enjoyed themselves and were full of praise, which is why, with heartfelt appreciation, 100 points and a gold star go to both the CargoLine headquarters in Frankfurt and the hub staff in Niederaula." ❖

CargoLine would like to sincerely thank the following sponsors:

Aktiv Assekuranz, ANAXCO, Architekt Kellner, AWP, Brügggen, EIKONA, Gluck Bau, Große Vehne, IOVAVUM, Krone, Logo Consult, PAKI, s.a.f.e., TIS and Wesselhoeft



A memorable farewell

After stepping onto the terrace of the Red Ochse guesthouse in his hometown Rheinau in Baden and looking at faces he never expected to see that day, Rudolf Schott visibly struggled to retain his composure. At the initiative of Lars Taiber (Hofman Spedition) and Christian Czemmel (until recently Fritz Gruppe), altogether 14 active and former freight forwarding managers from CargoLine

partner companies had travelled a distance of up to 659 kilometres to make their farewells to their long-standing companion, now retiring from professional life and leaving the cooperation behind him. Rudolf Schott, in turn, had been invited to come to the restaurant on a pretext and was fully unaware of what would await him.



(From left): Rudolf Schott (formerly Klumpp + Müller, Kehl), Karin Dahlmann (once Schmidt-Gevelsberg, Schwelm), Dominik Herr (formerly Noerpel, Baienfurt), Christian Bachmann (Noerpel, Baienfurt), Markus Weber (Lebert, Kreuzlingen, Switzerland), Uwe Klapsch (Wackler, Wilsdruff), Christian Kugler (Lebert, Kreuzlingen, Switzerland), Werner Poloczek (Wackler, Göppingen), Lars Taiber (Hofmann, Biebesheim), Philipp Loeffler (Streck, Freiburg), Christof Domian (formerly BHS, Bremen), Jens-Peter Michel (Hugger, Aldingen), Carsten Gantner (Robert Müller, Saarlouis), Christian Czemmel (until recently Fritz, Heilbronn) and Markus Parden (Schmidt-Gevelsberg, Schwelm).

After Schott, who worked for CargoLiner Klumpp + Müller for 46 years, had greeted everyone and his pulse had returned to normal, the time was ripe to unwind. Together, the 15 of them went for a wine tasting session at the Oberkircher Winzer cooperative, where they had the chance to taste wines under various light conditions and could thus experience how the surrounding light can mislead the sense of taste. But by the time the three-course meal was served, all senses had again been restored! And since all good things come in threes, Rudolf Schott received another gift, a one-day course in fly fishing – as a way to pick up his old hobby again in the retirement phase that he’s now entering.

The celebrations culminated in a joint breakfast the next morning. “Rudi, we’re going to miss you,” was the general tenor. But when colleagues turn into friends, the next meeting is probably not far off. ◇

Passion unites

How good it was to finally be able to present ourselves at the transport logistic fair again after the forced break due to the pandemic! From 8 to 12 May, this is exactly what the cargo network did. Under the maxim “Passion unites”, the focus of CargoLine’s 216-square-metre stand was particularly on the topics of European transport, digitalisation and CO₂ reduction. With these, it would seem we captured the spirit of the times. Many thanks to all those who visited our stand for the many good conversations. We were delighted to touch base with so many of our contacts and make new ones. And we’ll meet again – from 2 to 5 June 2025 by the latest – at the next transport logistic!



The smallest gallery in the world

Klaus Maier has been working at Kissel Spedition in Mainaschaff for 40 years and runs the billing department there. In his spare time the creative travel enthusiast conjures award-winning art projects in the public realm.



Along the banks of the Main river beneath Aschaffenburg's Schloss Johannisburg castle, stands a faithful reproduction of a bus stop. It's not buses, though, but pedestrians and cyclists who stop in their tracks – to marvel at just this. What exactly is happening here? Where's the journey heading? Taking a closer look at the posted timetables, they discover in the green metal frame images of paintings, graphics, photographs and texts as well. These are works by contemporary artists. The forwarding agent Klaus Maier was the one who single-handedly organised this unusual art project. He has been working locally at Kissel Spedition for 40 years. As head of a ten-strong department, he is responsible for invoicing all outgoing shipments and reviewing incoming invoices. After a long day at the office, however, the 59-year-old doesn't make his way over to the fitness studio, like many of his colleagues do, but to his artist's workshop and the places where his art projects are shown.

No stopping now


From the time he was a young adult, Klaus Meier lived his dream of travelling weeks at a time through Asia. Back-packing alone with just an air ticket to his name, he was time and again drawn to Laos and Cambodia. Without the confines of set travel plans, he was able to get to know the countries and the people, finding a contrast to his busy work schedule

as a freight forwarder. Back in Germany, he processed his experiences in colourful collages comprising photos, map sections, tickets, and some poems and pieces of prose. In 2001, he published his collected works for the first time, changing his first name to Bob in the process, a call-out to his music idol Bob Dylan. Among the locals in Aschaffenburg, he is well-known as a prolific artist under this name. The abbreviation BOB (which in turn alludes to the "Regionale Omnibusbetriebe" bus service ROB) is the name of his bus stop project, which he launched for the Aschaffener Kulturtag event in 2011. It consisted of 18 A3-sized timetable schedules showing a network of the routes of his various trips. The installation included a bench as well, on which he himself sat, inviting those passing by to join him and have a chat. Later, during the Christmas season, he convinced 24 artist friends to create a joint Christmas calendar at



the bus stop – every day a new work of art in a public space. The idea immediately sparked interest. To date, "Bob" Maier has curated 47 timetable changes at three bus stops in the city with 40 artists from the region as well as from Frankfurt and Würzburg. The exhibits are copied from the originals and focus on such subjects as leaving, arriving, yearning for far-away places and spending special times at others.

A gallery for everyone

In 2015, the Kunstverein Aschaffenburg art association honoured Bob Maier with the sponsorship award for contemporary art for his work. The FAZ, a renowned German newspaper, has described his project as "the smallest gallery in the world", and it is probably the most affordable, too. After all, it requires no energy costs, no security officers and no administration for admissions and billing. His employer is quite accommodating. "Time-wise, I have always been able to rely on the Kissel family's support of my artistic work," says Maier. For him, boredom at the forwarding agency is an unknown entity. That is why he wants to continue working in his job for as long as possible – while allowing his art projects to lead him to further surprising shores. 

France counts on quality

The French freight forwarding and road transportation company DGS Transports is a long-standing Cargoline partner for the regions of Paris and northern France. With solid traditional business values, together they rise to the challenges that the European market holds.



France not only wants to be ahead of the game when it comes to food culture, but also strives to be a leading country in the field of traffic, transport and logistics. In the last four years, the state has invested altogether 13.4 billion euros in this area, of which 5.1 billion euros went into road construction. The stated aim is that the logistics sector itself and the companies with transport needs should improve their cooperation and coordination with each other.

Challenge in growing markets

As is so often the case, however, reality proves to be more complex and contradictory. According to Quentin Manceau, CEO of the medium-sized company DGS Transports, based in the Paris area, the market is increasingly influenced by ever-expanding multinational corporations. Even though the French transport business as a whole is developing steadily, depending on the region – in the countryside or in the industrial centres – and on the topographical location – by the sea or in the mountains – it faces very different challenges. “We therefore need to see France as a place with different markets and solutions,” he says emphatically, adding that new business challenges have emerged within Europe that make strong cross-border cooperation essential. “The large multinational companies are buying up more and more of the independent ones. Many smaller family-owned forwarding companies will therefore no longer be able to keep up without solid network connections,” the logistics expert reasons.



Quentin Manceau, CEO at DGS Transports, believes in the future of logistics from mid-sized companies.

Family business with a few extras


The family-owned company DGS Transports, which was founded in the early 1980s and which has its own domestic network called TSE (Trans Système Etoile) in France, joined the Cargoline network as an exclusive partner for the Paris region and for northern France in 2017. With approximately 150 employees, over 70



quickly.” The cooperation with CargoLine that has grown over the years and feels almost like family is extremely important to him: “In the six years, we’ve built up a solid cross-border network and have evolved together,” he says. DGS Transports has benefitted greatly from CargoLine’s various services in the process, especially in the NightLineEurope sector. For Manceau, the outstanding quality and transparent conditions are what characterise the connection between the French network and CargoLine’s.

Another example for DGS Transports’ readiness to react to challenges is the commitment it shows in the field of climate protection: vehicles that run on biofuel already cover 75 percent of its delivery area. This in turn results in a

60 percent decrease in CO₂ emissions, which means they already comply with the Paris environmental zone regulations that only come into force in 2024.

“We want to continue to grow step by step with CargoLine and our customers. We’re not an anonymous corporation, but a medium-sized company offering better service than the big players, which is exactly why our customers work with us.” If the challenges are met at the right pace, says Manceau with conviction, a bright future is in store for DGS Transports, the CargoLine network and for medium-sized companies as a whole – “because quality, flexibility and human values prevail.” 

partners and its own hub boasting a handling space of 8,000 square metres, 2,500 consignments are processed daily that are sent within France and to other European countries, 800 alone to the Paris region. One feature distinguishes DGS Transports from many logistics service providers in France: French companies specialising in groupage usually only handle general cargo comprising not more than one or two palletes in their own network. Beyond that, the goods are chartered, which leads to an increased administrative burden, longer transit periods and incomplete shipment traceability. The DGS Transports network, on the other hand, covers up to six palletes as part of its core business, thereby ensuring shorter delivery times, smoother procedures and better shipment traceability. DGS Transports uses a consistent track & trace system which is based on the global EDI standard and thereby makes it compatible with CargoLine’s Cepra system. And DGS Transports fosters its human values, too – both within its own workforce and with its suppliers, partners and customers. “The best competitive edge will always be our committed staff,” says Manceau emphatically.

Indispensable solid networks

Quentin Manceau sees precisely the mid-sized nature of his company as a particular strength: “We are able to adapt our plans and strategies quickly and flexibly to changed situations. Large companies, on the other hand, are much too heavy-footed to be able to move

Safely and unswervingly across the continent with NightLineEurope

Around 80 CargoLine partners in Germany and abroad make up a stable, comprehensive network, ensuring that consignments arrive quickly and safely in all corners of Europe. This is based on binding standard transit times that are clearly defined for nearly all countries.

This already high standard can be further fine-tuned and individually adapted by drawing on the following additional services that, for instance, increase predictability of the supply chain and simplify the forwarder’s receivables management.

NightLineEurope Priority ensures priority delivery in 30 European countries, thereby allowing supply chains to be optimally planned.

If things need to go as quickly as possible, the **NightLineEurope NextDay** service is available in a number of countries: a general cargo shipment weighing up to 1,000 kilograms can cross borders and be directly with the recipient within 24 hours. This is made possible by a combination of scheduled services in CargoLine’s close-knit network and a special connecting journey by sprinter or bus.

For all customers who want to see a general cargo shipment delivered on a specific working day, **NightLineEurope Fix** is the answer. The delivery date may take up to five days longer than the standard delivery time for the respective country.

NightLineEurope Receipt is a delivery note service that can be combined with all of the above-mentioned NightLineEurope products. With it, a confirmation on a separate delivery note is issued in situations when a simple delivery receipt is not enough. As CargoLine digitally archives the signed document directly in the network’s own **track & trace system Cepra**, this receipt is quickly available online.

CargoLine developed **B2CLine Europe** specifically for end-customer delivery. When booking this service, the private recipients, currently in ten countries, receive a message referring to the exact time and date of delivery of their consignment. If the proposed date or time is not appropriate, they are able to choose an alternative at the touch of a button or can change it by telephone.

Investing in karma

The transport sector is meant to be climate-neutral by 2045. CargoLine Managing Director Jörn Peter Struck speaks about self-imposed commitment, why the toll increase has no incentive function and why long trucks should really be called eco-liners.



Mr Struck, CargoLine has been offering the NightLineEco and NightLineBalance products since November. What's the story?

With NightLineEco, the customer gives us up to four days to deliver the consignment and thereby save 13 percent of the shipment-specific carbon footprint. This means that if the truck heading to the CargoLine recipient partner is already full on collection day, we simply load the shipment the next day or the day after, instead of organising an extra truck. Likewise, depending on the capacity of its local transport vehicles, the recipient partner has 48 hours' time for delivery.

With NightLineBalance, on the other hand, customers consciously choose to make a positive contribution to climate protection. They financially support two projects in Indonesia and Uganda which have been certified according to the highly reliable Gold Standard and which we opted for in cooperation with the renowned climate protection agency myclimate.

“Positive contribution to climate protection” instead of compensation?

Ever since the Paris Agreement was adopted in 2015, very strict rules have been in place. One of these is that the industrialised Global North is no longer allowed to “redeem” it-



Jörn Peter Struck, Chairman of the CargoLine Management Board, makes a case for doing good simply for the sake of doing good.

self using CO₂ savings achieved in the Global South. Instead, we must take targeted internal corporate measures ourselves, additionally helping poorer countries in their environmental protection methods on a voluntary basis if we choose to.

Why should a company do the latter?

Karma (laughing). In other words, actively doing something good without expecting a return service or reward. And because time is short. The projects we're supporting also go far beyond pure climate protection. They also contribute to five of the 17 Sustainable Development Goals, or SDGs, that were formulated by the UN. For instance, one aim is to ensure that girls in particular have more time for education by removing the need for them to collect firewood for cooking or heating.

Why isn't CargoLine supporting a project that's closer to home?

Initiatives such as reforestation or the watering of drained wetlands are also very important. Yet for one, they don't have as far-reaching an impact as projects that fulfil several SDGs all at once. And for another, their contribution to environmental protection is not as reliable in the long term as is the case with certified Gold Standard projects.

What do you say about the toll increase being linked to the CO₂ emissions of trucks?

In principle, it's not a bad idea to use the toll as a steering instrument to accelerate the transition to climate-neutral drive systems. But now try to get emission-free vehicles! Also, despite being subsidised, these trucks are



long-truck journeys save three journeys using conventional trucks, as it's not the weight, but the load volume that is the limiting factor for about 80 percent of the transports. This means that using the long trucks leads to efficiency gains and fuel savings of between 15 and 25 percent. Traffic jams are reduced, as is the impact due to noise and emissions. We would also be able to alleviate the problem of driver shortages this way. And because a long truck is not allowed to weigh more than 40 tonnes in Germany, bridges and streets are not exposed to more load but rather to less on account of fewer vehicles being used. And they're safe, too, because each long truck needs to be equipped with driving safety systems, including a blind spot assistant, and the demands made on drivers are higher than with a standard truck.

The German Pro-Rail Alliance tells a different tale ...

... and in best tabloid manner, too – which doesn't make its allegations any truer. The fact is that combined transport is only possible and feasible on certain routes. When deploying long trucks, therefore – which can also be used in combined transport, by the way – we're not switching back to the streets, as no notable shift to rail had taken place beforehand.

But we ourselves have been using combined transport for a long time where we can, which is also in integral part of our sustainability roadmap.

What else does this sustainability roadmap include?

As I mentioned earlier, it's currently very difficult for transport and logistics companies to do the right thing. On the one hand, the federal government's specifications to make the transport sector climate-neutral by 2045 are justified. But on the other, there's no investment security for freight forwarders. This is due to the lack of a binding strategy on the part of the government, the more so as very few of the plans are backed up with concrete commitment appropriations. The German government's Climate and Transformation Fund – the KFT – does nothing to change things here either, as it only benefits us freight forwarders to a very small degree.

So we initially concentrated on what was doable and together with Professor Dirk Lohre at FORLOGIC³, we defined a sustainability roadmap. In concrete terms, what this means is that we've got the sustainability products that I referred to earlier off the ground and are in the process of converting hub transports and as many main runs as possible to HVO-powered trucks. It means we're increasing the share of e-trucks in local transport, we're shipping even more consignments in combined transports and as ever continuing to reduce greenhouse gas emissions in the individual CargoLine businesses. We've also joined the Science Based Targets initiative SBTi, which regularly checks that we're fully implementing our sustainability goals as planned.

Apart from the roadmap, which will also play a big role in 2024, of course, what expectations do you have going into the next year?

Like everyone in the industry, we are currently experiencing a decline in shipments on a national scale due to market conditions and don't expect the economy to pick up in 2024. We're more optimistic when it comes to Europe.

And if we're just looking at the CargoLine microcosm, we can be more relaxed as we move into the new year: with Torrestir, we've acquired a wonderful partner in Portugal, our new hub in Niederaula offers improved chances for European growth, and the sense of solidarity among the CargoLiners, without which such projects as the construction of our own hub or the founding of CDW and our startups would not be possible, remains very strong. The high number of participants at the staff party⁴ in June also testifies to strong identification with the network and the "CargoLine spirit", which continues to be lived to the brim with great dedication. 

always extremely expensive, and it's hard to know which drive system to bank on. Electricity is not suitable for long distances. LNG, in turn, is fossil-based, and extracting and transporting it is climatically not entirely harmless. Added to which, the network of electricity and hydrogen filling stations is still far from being comprehensive, and both forms of energy are not always produced eco-sensitively.¹ Bio LNG petrol stations are still rare, too. And unfortunately, HVO²-fuelled trucks are not exempt from the toll payment, especially as the availability of HVO100 still leads a lot to be desired, too.

So for us, this toll increase only means that the government is raising freight costs substantially and thereby further burdening shippers, buyers and freight forwarders in an economic situation that is already very tense – which does little to achieve the objective.

Would there be better instruments to reduce carbon dioxide emissions in the near future?

Yes – for example by further extending the positive list for long trucks. I bet you that if instead of giga-liner, the truck was called eco-liner, it would already be driving everywhere in Germany. As is the case in Denmark, Finland and Sweden. According to the German Federal Highway Research Institute, two

¹ See CargoTime 1/22.

² Hydrogenated Vegetable Oils.

³ FORLOGIC – Steinbeis Consulting Center Forwarding and Logistics Center, headed by Dirk Lohre, Professor of Logistics Services at the Heilbronn University of Applied Sciences, advises companies on logistics-related concerns, offering exclusively customised solutions in the process. The focus is on "production management and production controlling", "green logistics and sustainability" and "personnel development and qualification".

⁴ See article in the "In Brief" section on page 15.

Leading means motivating

In cooperation with the Lobraco Academy, CargoLine offers extensive training and further education opportunities for its partners. After the pandemic, the Schäflein Group made the most of the situation and ran a successful in-house series of seminars for its management.



What has become a vital factor in the competitive market today, alongside high-quality training, is the inspirational leadership of employees in the team. And in this context, leadership doesn't just mean appropriate guidance, but the understanding and targeted deployment of individual strengths and motivation of all team members.

Tailor-made intensive courses

In December last year, the Schäflein Group from Lower Franconia offered all its managerial staff at shift supervisor and division manager level a three-day training programme at the Langenau site, which elicited enormous interest: the eight to ten spots for each of the five units were booked up in no time. "There are wonderfully varied teams from five to 50 people of different nationalities and genders here who want solid leadership," explains Claudia Wahler from Schäflein's personnel department. For their managers – involved more on the operational side of things – there is great need for appropriate further training, she says. After detailed consultation on site, a tailored range of seminars was developed in cooperation with the CargoLine Academy and its implementing partner Lobraco Akademie GmbH: two days of intensive face-to-face instruction on the fundamentals, followed by a day of in-depth, hands-on training. Under the title "Leadership training & communication", the first two days were devoted to theory and then moved on quickly to practical group work. The agenda included the definition of

leadership, the role and task of a leader, situational leadership, the basics of communication and active conversation management. "How do I appear to the outside world, what do I need to focus on, and what are the critical points? These are questions we focused on intensely. The projector stayed switched off most of the time," trainer Mark Oliver Wöss reports. Later, the participants looked at different types of one-on-one conversations with staff, such as appraisal and delegation talks. "Experienced and less experienced staff sit at the same table. The idea is that the older ones reflect on their experiences and the younger ones benefit from this," says Wöss – concluding that it has proven to be highly effective.

Unanimously positive response

A few weeks later the participants met up again for a practical day of training. They looked at personality models, rehearsed con-

versation management and looked at how to provide constructive criticism. "This was met with great enthusiasm – everyone was able to take something away with them," reports Claudia Wahler. The evaluation forms yielded positive results throughout. The tenor: "Why have we only started doing this now? These are exactly the topics we've been waiting to work on for so long." This success reinforces the freight forwarder's plan of expanding the programme to a total of 34 locations. "We now want to offer this in all regions," explains Claudia Wahler. Lobraco is also visibly impressed with Schäflein's interest and active participation. Lobraco's managing director Claudia Schwinn emphasises that the participants' feedback was highly appreciative and grateful. "They want to be truly good leaders in order to do justice to Schäflein's great corporate culture." She already has more ideas and concepts in mind for 2024, such as a new interpretation of "agile leadership". ◇

CargoLine Academy

Continuing education and training (CET) in freight forwarding topics, solid foreign language skills, intercultural competence, digital solutions, knowledge of new legislation and team-oriented leadership are highly important for success. To promote development in these areas, CargoLine set up an academy that has been offering CET programmes for all levels of staff at the CargoLine partner companies for about 20 years. Since 2010, experienced trainers from the sector have been providing a number of courses, seminars and training sessions in cooperation with the Lobraco Akademie GmbH, which usually take place in the CargoLine training centre in Fulda or directly on the partner company premises. Many of the programmes can also be completed online. Every year about 1,000 people interested in further education take part in these classroom or online training courses.

Optimised EIKONA Time Slot Management

All dressed up and nowhere to go is a thing of the past!

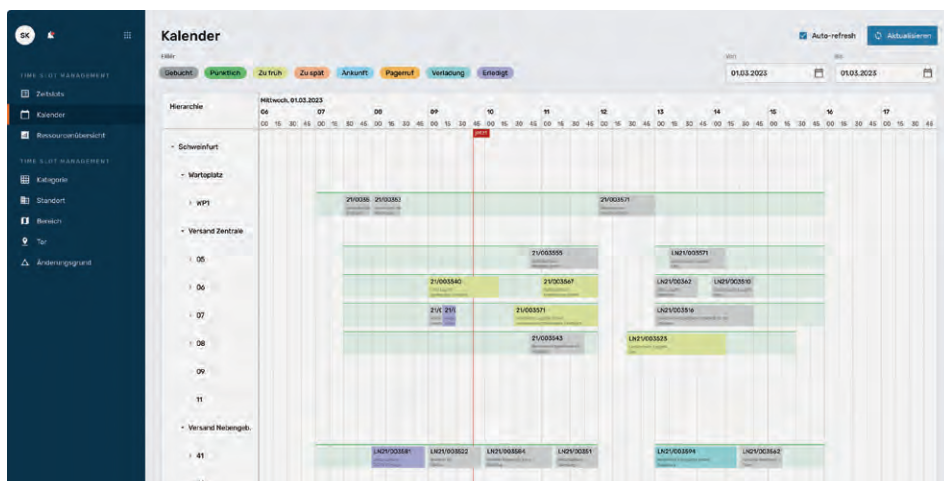
Imagine a forwarder, a truck and the relevant goods assembling at exactly the right moment. The point is that with good time slot management, this is not a case of wishful thinking, but reality. Our optimised EIKONA Time Slot Management digitalises and streamlines the processes in your warehouse, at the ramp and in the yard, and makes sure that all involved parties are consistently aware of which step is planned next.

Filling “informational black holes”

Time is money, as the old saying goes – especially in logistics. One process needs to seamlessly flow into the next for all of the following ones to take place as planned. As far as time slot management and yard management are concerned, however, time and again there are “informational black holes” in logistics: the late truck that’s stuck in traffic isn’t able to be at the ramp for when it was scheduled. But this information wasn’t passed on in time – and because of this, the wares intended for a transport squeezed in at short notice are not yet ready. As a result, peak load times often alternate with empty run phases. In short: the utilisation of available resources, including personnel, is not optimal. Our software reliably fills this information gap and increases transparency in the loading and unloading process.

Booking time slots has never been easier

With the current climate of fluctuating demand along with global and geopolitical crises, rarely has it been harder for logistics to create plans that are able to withstand constantly changing conditions. Time slots that deliver what they promise are therefore worth their weight in gold. And booking the time slots has never been easier. Forwarders or sub-contractors book via a connected on-



line portal or a direct link that is sent via email or text message. Any updates and changes are communicated this way, too.

Even more user-friendly and efficient, even faster than before

Improvements to our software always come directly from practical experience. Our optimised EIKONA Time Slot Management therefore connects the time slot booking with important functions of yard management. In so doing, it enables the tracking and tracing of all movements in the yard. Time stamps record the truck’s every motion in the yard. All vehicle movements can be traced, which significantly facilitates truck yard management. Also, thanks to the new calendar overview, everyone involved in the process can scan all important information even faster.

Real-time communication thanks to time slot management

Along with precise planning, good communication is the key factor when it comes to successful processes in the yard. Only if all parties involved are informed in real time about who is where and what wares need to be ready at which ramp can the loading processes run efficiently. Our optimised EIKONA Time Slot Management therefore takes on the exchange of information for them and covers all aspects of communication between your production/warehouse locations and the forwarders delivering and collecting the goods. When is the next truck due to arrive? Which ramp should the driver go to? The time slot management system supplies the answers automatically – so that the ramp staff, the drivers and the loading supervisors always know which stage is due next.

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....

Gebrüder Weiss 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-Brevannes
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
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