

CargoTime

A white drum, likely for hazardous materials, is secured with a black webbing strap and a black plastic buckle. The buckle has a red release tab. A diamond-shaped hazard label is visible on the drum, showing a black silhouette of a dead tree and a dead fish, indicating environmental hazards. The background is a gradient of red and orange.

1/2019 The  CargoLine magazine

HAZARDOUS MATERIALS? SURE!

Why dangerous goods are in safe hands at CargoLine

Inexpensive and sustainable
Hinterberger gives fresh rubber for retreaded tyres

Stable and forward-looking
M&M Greece continues to grow

Involved and inclusive
Project to support equal opportunity jobs

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Publisher

Cargoline GmbH & Co. KG
 Lyoner Str. 15
 D-60528 Frankfurt am Main
 Phone +49 69 951550-0
 Fax +49 69 951550-30
 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

kiosk:mediendienste:
 Ludwig Janssen
 Marion Kamp
 Stefan Kreutzberger

Contact

sandra.durschang@cargoline.de

Design

kiosk:mediendienste:
 Wolfgang Scheible

Print

Gebr. Geiselberger GmbH
 84503 Altötting

Picture credits

Cover: Montage kiosk:mediendienste/
 kontur-vid/Fotolia.com,
 Miceking/Fotolia.com
 Page 3: Alex Fischer/vor-ort-foto.de
 Page 7: Montage kiosk:mediendienste/
 bongkam/Fotolia.com, bbernard/Shut-
 terstock.com, Zazulla/Shutterstock.com,
 CastecoDesign/Shutterstock.com
 Page 8: Hofmann Internationale Spedi-
 tion GmbH, Fritz GmbH & Co. KG
 Page 10: Fotolia.com/Björn Wylezich
 Page 12/13: KRAIBURG Austria GmbH
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 Page 14/15: fionline/PhotoAlto
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 Page 16: Nellen & Quack Logistik
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 foto.de, Dave McLaughlin/Cargoline
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 Page 20/21: sebos/Shutterstock.com,
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Dear readers,

What do batteries, garden fertilisers, and deodorant sprays have in common? Above a certain quantity, they are classified as hazardous materials in the logistics sector and are thus subject to special storage and transport regulations. In Germany alone, freight forwarders transport more than 306 million tonnes of hazardous materials each year – and the trend is rising. This makes it all the more important to learn how to handle them safely. But what are the key safety considerations that shippers and freight forwarders have to comply with during storage and transport? And why do we believe that we are the right partner for our customers in this area? It's because we have an obsession for hazardous materials and are a full-service provider that offers everything from transport to storage in state-of-the-art halls to contract logistics. After all, specialist services are best provided by specialists. Discover more from page 6.

RENNER prides itself on the high quality of its products. The company's powerful and efficient compressors are "Made in Germany" and offer outstanding reliability – logistically speaking, it has found the perfect counterpart in the CargoLiner Fritz (page 14). "Fresh rubber" is the topic on page 12. Here you can find out more about the advantages of retreaded tyres from KRAIBURG and how the freight forwarder Hinterberger is ensuring the shipping of its products runs as smoothly as the tyres themselves. We also wander further afield. This time to M&M Greece – a Cargoline partner for the past ten years that has continued to grow despite the economic crisis in its domestic market (page 20).

On page 22, we offer an insight into an inclusion project that seeks to ease the transition into regular employment for people with disabilities. The experience has been of enormous benefit to both 21-year-old Marcel Rima and the CargoLiner Koch International.

Is there anything we have forgotten to mention? Of course, because Brexit is a key issue for the logistics industry. However, since the main political decisions have not been taken at the time of publishing, we will address this issue in detail in the autumn edition of the CargoTime.

Until then, I hope you find the current issue both stimulating and inspiring!



Jörn Peter Struck
 Chairman of the Management Board





	FOCUS
6	Prepared for any danger! Demand for logistics services in the hazardous materials sector is growing continuously. But only a few freight forwarders have the expertise to comply with its strict regulations. CargoLine is different: from transport to storage and much more, many CargoLiners are full-service providers in the area of hazardous materials. Their solutions are as complex and individual as their customers' requirements – this article offers examples of both.
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Prepared for any danger!

Logistics for hazardous materials are extremely complex. Fortunately, many CargoLine partners are experts in the field and constantly expanding their services. They support their customers with a wide range of solutions that help them meet even the most demanding requirements for the transportation and storage of hazardous materials.

It's morning and everything seems right with the world as you get yourself ready in the bathroom. Deodorant, perfume and hair spray are waiting peacefully on the shelf awaiting their turn to be used. Hazardous materials seem a world away. No sign of ammunition, radioactive waste or fireworks. And yet many everyday household items fall into this category for providers of logistics services. These include not only the above-mentioned toiletries but also batteries, anti-freeze and lighters – to name just a few examples.

“Individually, products like these pose hardly any risk. However, when you have to transport and store them in large quantities, they require special handling in accordance with very specific regulations,” explains Sven Köcke, spokesperson for the Finsterwalder Group, which operates a state-of-the-art warehouse for hazardous materials. The CargoLiner is one of many partners that is more than capable of meeting the high standards relating to dangerous goods. In this complex field, CargoLine can provide or create an extremely diverse range of solutions. The following article contains just a few examples – you can find further information and suitable CargoLine partners at www.cargoline.de/gefahrhut.

Chemical industry provides 40 percent of warehouse stock

For now, we'll stay with Finsterwalder, which selected its location in Halle an der Saale for good reason. At the time of the German Democratic Republic, it was home to VEB Chemiehandel. The state-owned enterprise worked for the chemical collectives in surrounding towns, e.g. in Bitterfeld and Leuna where many new chemical companies have settled since the fall of the Iron Curtain. Today, the Bitterfeld-Wolfen Chemical Park is one of the largest in Europe so it is hardly surprising that up to 40 percent of Finsterwalder's stock is stored on behalf of customers in the chemical industry. The freight forwarder stores and transports varnishes and paints, adhesives and spray cans for a discounter as well as sulphides and phosphates for a manufacturer of plant protection products.

In 2014 and 2018, the company built the most advanced hazardous materials warehouse in Central Germany in two phases. Finsterwalder invested a great deal of time and energy in the approval process for the new building which complies with the additional requirements of the German Hazardous Incident Ordinance (Störfall-



Who thinks of hazardous materials during one's daily beauty regime?

verordnung). The company had to provide full planning information to local residents and businesses, answer and document questions, and take appropriate measures when legitimate concerns were raised. This public procedure lasted over a year and had to be completed before construction could begin.


Largest single investment

"The project cost a total of 35 million euros – the largest single investment in our company's history," says Köcke. But it was worth the effort. The warehouse covers an area of almost 11,000 square metres and can be used to store toxic, oxidising and explosive goods, substances and mixtures as well as

hydrogen fluoride. "This enables us to meet very specific regional customer requirements." The development also takes future opportunities into account. Areas still being used for conventional storage can also be used for water-polluting substances on request.

Of course, a warehouse that stores hazardous materials must also make provisions for improbable but possible accidents. Preparations include regular exercises for emergency services and rescue teams in a range of different scenarios. In consultation with Finsterwalder, local hospitals also keep stocks of special medicines available for use in the event of a serious accident.

Most hazardous materials, however, are familiar products we can find in our own kitchens or bathrooms. Finsterwalder's customers not only appreciate the professional storage in a state-of-the-art warehouse and the special care it takes in handling their goods, but also the additional logistics services the company provides. For example, on a second level, there are areas for order picking shipments.

Like many other CargoLine partners, the freight forwarder is also a full-service provider of transport and storage solutions for hazardous materials. This includes the transfer of goods from production facilities, a shuttle service to and from the warehouse, loading and unloading of rail transports, 

Independent of the type and the packaging of hazardous materials, they are safely and reliably stored and transported by CargoLine partners such as Hofmann Internationale Spedition (small pictures) and Fritz Group (big picture).



customer-specific warehouse management, preparation of accompanying documents, and a variety of material handling systems, such as drum grippers.

Customised solutions

“Liquids, solids, acids, bases and solvents – it takes years of experience, profound know-how, and high-quality technical equipment to offer professional transportation, logistics, and packaging of hazardous materials,” explains Patrick Leue. At Koch International in Osnabrück, he is responsible for implementing customer requirements in the area of hazardous materials. These include conducting reviews of operating procedures with recommendations for the correct handling of hazardous materials during storage and transport, project support and assistance in working with regulatory authorities, etc.

With an area of 13,000 square metres, the CargoLiner operates a warehouse for raw materials and finished goods, temperature-controlled storage, a special pyrotechnics warehouse, order picking and packaging



of dangerous goods, returns management, and customer-specific label printing. Like all CargoLine partners, Koch has modern burglar alarm and central fire alarm systems as well as permanent video surveillance.

Meeting customer requirements

The Fritz Group in Heilbronn also boasts comprehensive expertise and facilities. On 18,900 square metres, divided into twelve fire sections, it stores paints and coatings, motor oils, additives, bleach and gases on behalf of its customers – sometimes in temperature-controlled storage areas. It also performs haz-

ardous goods checks for shipments and offers labelling and packaging as value-added services. In addition, there is the possibility of an inventory of hazardous substances in real time via an online portal.

As well as a CO₂ fire extinguishing system, which purges all the oxygen from the space and thus starves the fire, the hazardous materials hall also has a plunge pool that can be used to submerge an additives fire and extinguish it quickly, if the need arises.



20 years of expertise with hazardous materials

Every CargoLiner has its own special systems for handling a wide range of substances. For example, Wackler in Wilsdruff (near Dresden) is incorporating 20 years of expertise with hazardous materials into the design of a new warehouse. Its customers are primarily seeking suitable solutions for highly flammable liquids and large quantities of spray cans as well as for toxic and corrosive substances. “We will be able to meet these needs very soon with the construction of our new warehouse for hazardous materials. With an additional 17,000 square metres, we will more than double our available storage capacity for these substances,” explains Kathleen Dietrich, Head of Logistics at Wackler.

Customers such as BASF and Wacker Chemie have already shown their interest in the new warehouse and the additional opportunities it offers. Wackler is storing lubricants and silicone oils for the leather processing industry and water-polluting substances used in cleaning agents for these and other companies. The new warehouse is scheduled to open in 2020. “Our connection with the reliable CargoLine network is also an important

CargoLine has the answers

More than 300 million tonnes of hazardous materials are transported in Germany every year. Around 140 million tonnes are shipped by truck – and the trend is rising. Flammable and liquid substances account for about two-thirds of this total. However, only 16 percent of providers surveyed by the German Haulage and Logistics Association (DSL) offer services for hazardous materials. And only six percent see this as their main focus.

For CargoLine and many of its partner companies, however, hazardous materials are a growth area. This is evidenced not only by their investments in warehouse facilities, but also by the fact that, in addition to the CargoLine partner’s own full and partial loads, one in ten consignments in the general cargo network contains hazardous materials. No wonder – since the cooperation can offer shippers full-service solutions from warehousing to transport and return of empties.

advantage in negotiations with existing and new customers,” says Dietrich. “Cross-border local deliveries and our contacts with the responsible authorities, which we have developed over many years, are also persuasive arguments.”


Speaking of authorities, another reason for the construction of the new hazardous materials warehouse in Wilsdruff is that lawmakers are extending the regulations to an ever growing number of substances or classifying them more strictly. “For example, hazard class 3 has been extended by redefining the permissible flash point for highly flammable liquids. This increases the number of goods in this hazard class,” explains Kathleen Dietrich.

Trained and qualified

Legal changes of this kind must be communicated promptly to drivers and warehouse staff at all the partner companies. This is why companies hold regular training courses and briefings with in-house and external experts in hazardous materials for all employees who work with these goods. The central CargoLine Academy also offers a variety of training courses – with topics ranging from basic courses on hazardous materials to load securing and the new regulations introduced in 2019.

They show drivers and warehouse staff how to handle the materials correctly and ensure that all the necessary accompanying documents, labels, and vehicle equipment comply with the strict regulations. It should also be noted that only drivers with an ADR certificate, i.e. a driver’s licence for hazardous materials, are allowed to transport these goods. Wackler, for example, has 130 drivers with an ADR certificate while Finsterwalder has 136.

Optimising facilities

In addition to training, CargoLine partners also appreciate the standardised and automated processes within the network. Ultimately, they benefit the customer. “All essential data regarding hazardous materials are forwarded digitally in advance and can be traced at any time,” explains Stefan Seemann, assistant to the management board at Hofmann Internationale Spedition in Biebesheim am Rhein. “They are checked and, if necessary, completed both when the goods are collected from the customer and when they are handed over at the hub or to a partner company.” 



Thanks to the orange signs that classify the shipment (here sodium carbonate peroxohydrate with UN no. 3378 and hazard no. 50) and whose use is mandatory on lorries transporting hazardous materials, paramedics and firefighters know exactly how to handle the shipment in case of an emergency.

While Hofmann knows it is in safe hands within the alliance, the company's experiences with other providers have been mixed. For example, until a year ago, the freight forwarder had been storing smaller quantities of hazardous materials in large, external warehouses due to its own lack of capacity. "We had to register the shipments days in advance and were always at the back of the queue as a C-list customer," says Seemann. "But at least it allowed us to offer our customers an acceptable interim solution."

Hofmann, though, wanted to find a better way to meet its customers' needs and optimise its own facilities – so it decided to buy an existing hazardous materials warehouse. Stefan Seemann, who was responsible for the acquisition, explains the advantages of purchasing an existing property. "Buy-

ing the warehouse meant we were able to continue using the existing permits. And we have gradually been adding more," he says. "This significantly reduced the otherwise complex approval procedures required for a new building."

The 2,400 square metres hazardous materials hall that Hofmann has acquired and modernised may be smaller than others but it has almost quintupled the company's existing space for these goods. Additional storage facilities have been created in a newly completed new logistics hall: there, 7,500 pallet spaces – of which 1,000 with cooling to 2 to 8 °C – offer room for environmentally hazardous and corrosive substances according to the German Water Resources Act (WHG). "So we are well prepared to meet the needs of our existing customers and have the capacity

Tips for shippers

- Label the outermost layer of packaging clearly and correctly
- Provide safety data sheets
- Do not cover hazardous materials stickers with other labels
- Register the shipment correctly
- Do not hand over damaged packages
- Always close screw caps correctly
- Observe the ban on mixed loading of hazardous materials
- Adapt container packaging to the transport conditions
- Establish a secure connection between the container/goods and the load carrier
- Ensure the load is secured in a form-locking manner in order to prevent slippage of the cargo
- Inform driver of dangerous goods
- Further obligations for shippers arise from Chapter 1.4.3.1 of the ADR as well as from § 21 of the Ordinance on the International and International Carriage of Dangerous Goods (GGVSEB)

we need for future enquiries," says Seemann confidently. And because its customers also want Hofmann to fill, unload and transport liquid hazardous materials on their behalf, the logistics specialist from Biebesheim operates its own fleet of vehicles especially for chemical transports of this kind.

State-of-the-art software and warehouse technology

Schäfflein's hazardous materials warehouse in Röttlein set a new benchmark in 2016. The CargoLiner was the first in its region to build a new warehouse which – like those of Finsterwalder, Fritz, Hofmann and Koch – is compliant with the "extended obligations under the Hazardous Incident Ordinance". Furthermore, the new warehouse has a special, high security area for toxic substances.

As warehouses become larger and more complex, intelligent IT systems become ever more important. For example, the warehouse management software used by Schäfflein and other CargoLiners permits batch management and tracking as well as ensuring compliance with the prohibition on mixed storage of hazardous materials. The warehouse software stores the hazard classes for every article so it can automatically find the right storage location. If a forklift driver selects the wrong space, the scanner will alert him to the problem. The driver can only continue working once he has stored and scanned the goods in the correct area.

Moreover, Schäfflein provides the fire brigade with hardware and software that send real-time information about all the hazardous substances stored in the warehouse. In the event of an incident, the emergency services can then decide exactly which equipment, extinguishing agents, and protective clothing they require.

Shared standards – individual approaches

Finsterwalder, Fritz, Hofmann, Koch, Schäfflein, Wackler and other members of CargoLine are proof of the advantages that the alliance offers through its uniform standards and training in the sensitive handling of hazardous materials. At the same time, each partner has the freedom to position itself individually within the network and offer a wide range of different solutions – as diverse as their customers' requirements and hazard classes themselves. So it's good news – and not just for deodorants, perfumes, and hairsprays. ◇

Good advice

Uwe Wesselhoeft, owner of “Wesselhoeft – Gefahrgutservice und Beratung” advises CargoLine’s headquarters and partner companies on all matters relating to hazardous materials. In this interview, he looks back on his own experiences in the sector and highlights important issues that shippers and freight forwarders should be particularly aware of when dealing with hazardous materials.

Mr Wesselhoeft, how do you assist CargoLine?

Uwe Wesselhoeft: My team and I support 14 CargoLiners in the area of hazardous materials. All their employees receive training every year if they work with these materials – even though it is only required every two years by law. In addition, we keep them and CargoLine headquarters up-to-date on new regulations and perform regular inspections of the hub. The partner companies can also call us with their questions or problems at any time.

Are there many new regulations at the moment?

This year there are only a few, e.g. concerning the quantities specified in the transport documents or the expiry of transitional arrangements for lithium batteries. Regular training ensures that all the CargoLine partners are familiar with the latest regulations.

Where do you see problems relating to hazardous materials in the logistics industry?

If there are any, they mostly relate to the prohibition on mixed loads of hazardous materials, load safety, or vehicle equipment. Freight forwarders face significant penalties if they violate these regulations. And once a freight forwarder has been discovered breaking the rules, you can be sure their vehicles will be checked particularly carefully in future. Moreover, news of this kind of misconduct can spread fast and damage the company’s image. For this reason alone, freight forwarders have a huge vested interest in complying with the law. As I said, we support 14 CargoLiners and last year they made a total



Uwe Wesselhoeft, owner of “Wesselhoeft – Gefahrgutservice und Beratung” (Hazardous materials services and consulting).

of just two mistakes in the paperwork – these were corrected immediately. Naturally, such a low level of complaints reflects very well on the image of the alliance as a whole.

What difficulties do customers encounter with hazardous materials?

Those who handle them regularly know the regulations and have a lot of experience in working with them. It is a different matter for customers who only deal with them occasionally. If they do not clearly know which materi-

als are hazardous, or that they are hazardous at all, the information they provide may be incorrect. Shipments of dangerous goods can also be incorrectly labelled and packaged, or identified using outdated hazardous material safety data sheets. These shipments cannot be transported until the freight forwarder has corrected the errors together with the customer.


And what do you advise customers?

Firstly, they should transmit all the information specified by the safety data sheet. Secondly, they must label and package their shipments correctly. Furthermore, they should ensure that drivers have all the legal paperwork relating to the hazardous materials. Generally, drivers insist on this because there are significant penalties if they breach these regulations – including fines of up to 2,000 euros, penalty points on their driving license, or even the immobilisation of the vehicle. By the way, the freight forwarder needs these safety data sheets for warehousing enquiries as well. After all, he has to decide whether, and in what quantities, he is permitted to store the materials and ensure the necessary safety precautions are in place. On request, we can even visit the customer together with the CargoLiner to highlight the problems and offer advice.

Can you explain precisely what is meant by the 1,000-point rule and limited quantities?

If certain set limited quantities are not exceeded, the shipment is exempted from much of the ADR transport regulations. The same applies to the 1,000-point rule. Based on the list of hazardous materials, points are awarded for each packing group. If the consignor remains below 1,000 points, certain legal requirements for the transport of hazardous materials can be neglected, for example ADR-proof packaging and equipment of the vehicle. Moreover, the driver does not require an ADR certificate.

Let’s go back to the storage of hazardous materials. What is your experience in this area?

We are very satisfied with the freight forwarders with whom we work. They all have the necessary permits from the relevant authorities and handle the goods responsibly. If anything should go wrong, despite these precautions, they know exactly what to do. As a result, the questions they ask us mostly focus on the handling of specific products or authorised quantities. A constant dialogue, such as the one we have with CargoLine, is the best way to prevent problems. 

Fresh rubber!

They are inexpensive, safe and environmentally friendly: retreaded tyres. KRAIBURG Austria is one of the leading manufacturers in this segment. CargoLine partner Hinterberger from Altötting is responsible for keeping its products rolling down the road to customers.



When worn tyres need replacing, what kind of tyres should you choose? Compared to well-known brand tyres, and especially to cheap imports from Asia, high-quality retreaded tyres have long been an efficient and economically viable alternative. It is already common to retread truck tyres once or twice, while tyres used by off-road commercial vehicles can be retreaded up to three times, and aircraft tyres as many as twelve times.

“When a tyre has completed its first life, i.e. it has worn down to the legal minimum tread depth, only about one third of the tyre has been consumed. It would be a shame to throw it away completely because the carcass, the entire substructure, can generally be reused,” explains Michael Gorski, Product Manager at KRAIBURG Austria, the retreading specialist.

Inexpensive and environmentally friendly

By purchasing retreaded tyres, companies not only save money but also contribute to the protection of the environment. “Retreading a used tyre is much more efficient than manufacturing a new one. It uses 50 percent less energy, cuts consumption of raw materials

by 70 percent, CO₂ emissions by 30 percent and water consumption by as much as 80 percent,” said Gorski. Even the tread buffings produced by the process can be used, e.g. as a raw material for road surfaces, sports areas and playgrounds.

Sophisticated mix

KRAIBURG Austria produces an assortment of treads covering a broad range of applications – from long-distance, local and distribution transport services to city buses, municipal waste disposal trucks and mixed use road/construction site vehicles. “We produce more than 1,250 km of new tyre profile every year, which is roughly the same distance as a journey from Salzburg to London,” explains Gorski, a trace of pride in his voice.

In addition to its wide variety of profile designs, the company offers a number of

different rubber compounds to comply with mileage requirements, rolling resistance and abrasion properties while taking account of the necessary braking characteristics. Among other things, the profile designs must provide excellent traction, be robust enough to resist external influences and have good self-cleaning properties.

Detailed advice

But that’s not all. In addition to the treads, which are identified by blue, green or yellow stripes, KRAIBURG Austria develops and manufactures almost all the other materials that are required to retread the tyre.

The medium-size enterprise also advises officially approved retreading plants on setting up premises and process technology issues. Moreover, the company passes on its expertise to committees and industry associations. For example, it successfully campaigned for legislation to ensure that all winter tyres meet the strict standards of the Three-Peak Mountain snowflake (3PMSF) symbol.

From supplier to full-service provider

While the company, until now, has focused primarily on its retreading business and consulting activities, it is also looking to the future. Under the brand name RECOM, it is planning to produce and sell retreaded tyres in selected markets together with a few hand-picked partners. The advantage: with this premium product, they have com-



plete control over the quality of all the materials they use.

Partnership of equals


For its logistics, KRAIBURG Austria – based in Geretsberg, Austria – places its trust in Hinterberger, the CargoLiner with its headquarters in Altötting, 30 km away on the German side of the border. “We did our first transport for the parent company, Gummiwerk KRAIBURG in Waldkraiburg, Bavaria, way back in 1998. For the past ten years, we have also been responsible for running transports for its Austrian subsidiary. Last year, we transported nearly 7,000 tonnes of general cargo shipments, partial and complete loads – both nationally and internationally. We also handle its raw material warehouse logistics,” says Christian Kraus, Freight Forwarding Manager at Hinterberger, proudly. “Our long-standing cooperation is based, not least, on trust and the fact that it is a partnership of equals. It is very pleasant. In addition, we appreciate Hinterberger’s flexibility and proximity to our location,” says Silvia Lackner-Gann, Head of Logistics at KRAIBURG Austria, describing the relationship between the two companies.

24-hour service for outstanding flexibility

Purchasers of KRAIBURG products also benefit from the freight forwarder’s efficient service. “Our general cargo service offers 24-hour delivery to destinations in Germany. In other words, if a KRAIBURG customer places an order before 11.30 a.m., the goods will be shipped on the same day and arrive the next. CargoLine’s premium products even offer guaranteed delivery for individual shipments by 8.00, 10.00 or 12.00 on the next day, if necessary. This means that customers can keep their

inventories low and still maintain a high level of flexibility,” says Lackner-Gann.

Like many other companies, KRAIBURG Austria and Hinterberger had to deal with a shortage of cargo space last year. The result was that customers did not always receive deliveries at the scheduled time and with the required quality. “But we talk continuously with our counterparts to gain an ever better understanding of the current challenges they face. This allows us to develop solutions together,” says the Head of Logistics.

In the future, the two companies are planning to make further improvements to the delivery service. “We want to gather even faster and simpler information about the progress of each consignment so we can inform our customers proactively about the status of their deliveries – particularly in the case of traffic jams or bad weather,” explains Lackner-Gann. Thanks to the electronic data interchange between the two companies and the connection of Hinterberger’s forwarding department to OCTOBUS, CargoLine’s centralised “data brain”, this wish can easily be granted. This means that the road ahead should be even smoother for KRAIBURG and Hinterberger. 

KRAIBURG Austria

... is an independent company in the KRAIBURG Group which was founded in 1947 with its headquarters in Germany. It has a wealth of experience in rubber processing and is a leader in the industry. Customers in its core European market, as well as in the United Arab Emirates, Australia, New Zealand and South Africa, include tyre retreading companies, manufacturers of new tyres and companies with high footfall and stand-up workstations which purchase workstation mats produced by KRAIBURG Austria.

75.9

million euros turnover in 2018

> 330

employees, making KRAIBURG Austria a major employer in the region of Upper Austria

www.kraiburg-austria.com/en/

Hinterberger

Since it was founded in 1936, Hinterberger has grown continuously from a pure transport company to a universal logistics service provider. Today, the owner-operated company offers complete logistics solutions and information technologies in networks for packaged and liquid bulk goods for customers throughout Europe.

> 130

employees

> 60

vehicles

10,000

square metres of storage space and its own tank interior cleaning system

24

million euros turnover in 2018

www.hinterberger-logistik.de

High pressure

RENNER, based in Göglingen in the district of Heilbronn, is a manufacturer of powerful compressors for trade and industrial applications. CargoLine partner Fritz ensures that these are delivered safely and punctually to specialist dealers.

Anyone can create pressure – just take a deep breath. When we breathe in, our lungs compress the air allowing us to blow it out again purposefully and at a higher pressure. These natural compressors can process about 100 litres of air per minute and generate a pressure of up to 0.08 bar. A bellows or bicycle pump is more efficient but can still be quite tiring for the arms. The compression of air or hydraulic fluids generally requires a great deal of energy but, so far, no other method has been found to replace it.

Industrial applications

Compressed air is the ideal energy source for anything that requires kinetic energy. The benefits are clear: tools operated by compressed air are more powerful and lighter than comparable electrical appliances. This offers advantages in terms of wear and handling. “Piston compressors are a true classic among compressors,” explains Bernt Renner, owner of the company RENNER Kompressoren. They can be found in trade applications and small businesses, such as petrol stations and car workshops, where they produce compressed air for tyres as well as for pneumatic wrenches. The industrial sector, on the other hand, needs greater volumes of compressed air to cope with heavier loads. It is dominated by the screw compressor. The areas of application are extremely varied and range from controlling and regulating to sand blasting and plasma cutting. For sensitive sectors –

such as the food industry or dentistry – which have the highest standards for compressed air quality, RENNER develops special systems such as oil-free scroll compressors or screw compressors with water injection.

Manageable family business

In 1994, Bernt Renner and his wife Annette bought a small company that manufactured compressors after seeing an advertisement in the IHK (Chamber of Industry & Commerce)

magazine. “We started out with three people,” he recalls. By 1998, there were ten of us and we no longer had enough space. We decided to build our own premises. In 2000, we opened our office and put the production hall into operation. Today, we have 165 employees and are still growing.” Half of RENNER’s customers are located in Germany with a further 25 to 30 percent in other European countries. The rest are spread throughout Asia, Russia and Latin America. However, the company has made a conscious decision to avoid China

Simple but ingenious

Compressed air has played a major role in the history of industrialisation, e.g. in the construction of the first tunnels in the French Alps using pneumatic hammer drills in 1857, the invention of the pneumatic tube, or even the development of huge compressed air networks in the sewers of Paris in 1891.

A compressor squeezes air and gases creating an overpressure in its interior. This forces the air through a hose to drive a connected tool. The high energy released can be used to operate screwdrivers, nail guns and spray painting systems which are

more powerful than their electric counterparts. The only disadvantage is the high energy consumption of the compressors themselves. These are driven by electric or gasoline motors. For this reason, RENNER is always trying to identify ways to save energy. “We use heat exchangers to recycle waste heat,” explains Bernt Renner. In addition, the company takes special care that the machines have no leaks which would allow compressed air to escape and be wasted. These measures can save up to several thousand euros a year.






industrial customers,” says Günter Gruber, Head of Freight Forwarding and authorised signatory at Fritz. An average consignment weighs around 316 kg and is transported either on smaller disposable pallets or standard flat Euro pallets.

If the compressors are too bulky, they are not packaged but screwed onto the pallet and film-wrapped for the journey. “To a certain extent, the devices are sensitive but we almost never experience any damage,” says Gruber. In addition to careful product handling, reliability plays a major role in the partnership with its customers – a fact much appreciated by Bernt Renner. “The Fritz truck arrives every day at 14.30 – when you see it, you always know what time it is,” he grins.

Fast and direct

“Together with our network partners, we deliver RENNER products throughout Germany as well as providing reliable services to Belgium, Austria, the Netherlands and Switzerland,” explains Günter Gruber. Fritz is not the only punctual company working for RENNER. After all, it is a member of CargoLine which guarantees uniform standards throughout the network and also offers deliveries to recipients in specified countries and regions in Europe within 24 hours on request. This service is made possible by a combination of scheduled services in CargoLine’s close-knit network and onward delivery by sprinter or minibus.

Gruber knows that RENNER operates in a fiercely contested market and understands the importance of efficient logistics in the struggle to gain a competitive advantage. “RENNER can always rely on us and the CargoLine network,” he says, emphasising this key point. However, the relationship is based on more than smoothly running processes. For Bernt Renner, regional proximity and the personal contact with the people at Fritz are also important reasons for the success of the long-term partnership. “It’s really good – everyone knows each other so everything is less complicated and we get the work done more quickly. The quality of communication for us both as medium-sized partners is priceless.” 

and the United States. “Prices in China are simply too low – we can’t compete there. And in the US, the official technical requirements are too complicated while the legal and current customs situations are also unclear,” explains Renner.

Reliable connections

Just over seven years ago, RENNER put the transportation of its compressors entirely in the hands of the Fritz Group. “It’s classic general cargo: a range of different product models of varying sizes, destined for trade and



RENNER develops, manufactures and distributes all kinds of compressors and compressed air accessories.

RENNER Kompressoren

... is a rapidly growing, family-owned and operated company with its headquarters in Güglingen (near Heilbronn) and a subsidiary in Bautzen. It employs 165 staff in the development, manufacture and distribution of its compressors and compressed air accessories. These include oil-free scroll compressors, screw compressors with water injection, control systems, and spare parts. Its products are sold exclusively through specialist dealers.

25th anniversary

in 2019

165

employees

More than

6,000

different compressors on offer

www.renner-kompressoren.de

Fritz Group

... is an owner-operated freight forwarding and logistics company with its headquarters in Heilbronn. It was founded by the Fritz family in 1938. The company’s service portfolio ranges from national and international transport services to flexible procurement, distribution and contract logistics solutions.

> 85,000

square metres of warehouse area

> 18,900

square metres available for the storage of hazardous goods

own fleet of

250

vehicles

www.fritz-gruppe.de

Orderly succession: Rhenus acquires Nellen & Quack



Heiner Hoffmann's most heartfelt wish was for a planned and orderly succession that ensured the future of his company Nellen & Quack in Mönchengladbach. For this reason, on 1 January 2019, the 60-year-old owner sold his transport and logistics company to the Rhenus Group, based in Holzwickende.

"This step allows us to offer our employees long-term stability and future prospects. That was very important to us," says Hoffmann, speaking also on behalf of Anita Breit, with whom he heads the company. "As a founding member of CargoLine, we wanted to find a solution that makes sense for the alliance, too. With Rhenus, which has been a CargoLine partner since 2017 and a shareholder since 1 January 2019, we have been able to achieve both," he adds.

Still passionate, still on-board

"We have great respect for Heiner Hoffmann's decision to sell his business. The choice of Rhenus as the new owner is the ideal solution for us. As a well-established

company and shareholder in CargoLine, Rhenus is making a long-term contribution to the stability of our network," explains Jörn Peter Struck, CEO of CargoLine. "From the outset, Heiner Hoffmann dedicated a great deal of passion to the development of the general cargo alliance and we are greatly indebted to him. So we are even more delighted that he will continue in his key position within the alliance as head of the production, quality & hub working group and can continue to benefit from his great experience."

Rhenus has acquired all of Nellen & Quack's shares. The deal includes the entire freight forwarding business with all its employees, customers and assets. Both Heiner Hoffmann and Anita Breit will continue as managing directors of the company. The acquisition of Nellen & Quack boosts the presence and capacity of the Rhenus Group in North Rhine-Westphalia. ◇

Lebert remains a CargoLiner

Another wedding in the CargoLine family. On 1 January 2019, the freight forwarders Lebert & Co. with locations in Kempten and Baienfurt and the Noerpel Group with locations in Kempten and Ravensburg merged their business activities to operate in future as Lebert-Noerpel. The shares of all Lebert & Co. companies were transferred to the Noerpel Group.

Despite this merger, the new company will remain loyal to its long-standing cooperations with CargoLine (Lebert) and IDS (Noerpel). As a result, their customers and partner companies will barely notice any difference. "After a number of long conversations with André Biwer, Managing Director of Lebert, and Stefan Noerpel-Schneider, Managing Partner of the Noerpel Group, we were persuaded that both are serious about their commitment to CargoLine. The contracts therefore remain unchanged – as does the structure of the individual locations as medium-sized enterprises. The new company Lebert-Noerpel will thus continue to be a suitable and valuable member of our network," says Jörn Peter Struck, CEO of CargoLine.



André Biwer, Managing Director of Lebert (left), and Stefan Noerpel-Schneider, Managing Partner of the Noerpel Group, announce the news of their fusion.

Concentrated competence and excellent network security

The specifics of the merger are as follows: since the first quarter in 2019, the freight forwarding employees at the Noerpel locations in Kempten and Ravensburg have been added to the workforce at the nearby Lebert sites in Kempten and Baienfurt/Bad Waldsee. This concentration of freight forwarding competence and the merging of vehicle fleets, combined with state-of-the-art IT systems and building structures, guarantees sustainable production, high network security and outstanding quality.

The CargoLine partner Lebert AG in Kreuzlingen (Switzerland) has not been affected by the merger. ◇

CargoLine partners on the podium

How do you motivate your partners to perform at the highest level? A competition is a great start – especially when the awards for national or international “Partner of the Year” are at stake.

A previous winner in 2010 and 2016, Schmidt Gevelsberg – the transport and logistics service provider from Schwelm – won the award for CargoLine’s German partners for the third time. Second place was awarded to Schäflein Spedition from Röthlein – the first time the company has secured a position in the Top 3. Third place went to Hartmann International from Paderborn.

“High transport carrier rates, a shortage of skilled staff, poor transport infrastructure, and significant volatility in shipment volumes – we are very proud of our partners’ outstanding achievements in 2018 in the face of these and other challenges. They are not merely concerned with securing their own futures but also the stability of our network, e.g. through their commitment and contributions to our alliance’s committees. This outstanding team spirit sets us apart as a cooperation,” says Struck.

Well-positioned throughout Europe

Rotra Forwarding – the transport and logistics service provider from Doesburg in the Netherlands – prevailed in the award category for the alliance’s European partners in 2018. Interfracht from Pratteln in Switzerland took 2nd place with Brigl from Bolzano (Italy) taking third place.

“Increasingly, our international partners are cooperating with each other and putting



Representing their companies at the award ceremony for German CargoLine partners (from left to right): Thorsten Schmied (Branch Manager at Schäflein Spedition), Bernd Schäflein (Chairman of the Board and Head of Operations at the Schäflein Group) and the Managing Directors Torsten Huberti, Burkhard Frese (both from Schmidt-Gevelsberg), Andreas Hartmann and Uwe Lachmann (both from Hartmann International) receive their trophies for the “CargoLine Partner of the Year 2018”.



The international partners were represented by (from left to right): Andreas Goggi (Managing Director at Brigl), Tara Fürer (Member of the Management at Interfracht) and Frank Roos (Manager Agent Relation Road at Rotra Forwarding).

our European network philosophy at the heart of their daily lives. This is underlined by their high scores relating to the degree of networking and the number of pan-European products. These factors are just as important to us as our seamless, cross-border track & trace system and uniform quality standards,” says a delighted Bernd Höppner, Managing Director, who is responsible for international development at CargoLine.

Measurable criteria

To determine the “Partners of the Year”, CargoLine analyses key performance data,

such as the proportion of deliveries meeting specified quality and punctuality targets, the percentage growth in shipments compared to the previous year, and participation in working parties and executive committees of the cooperation. The award ceremony for the national winners took place at the annual general meeting of franchisees in Bad Homburg (Hesse, Germany) on 20 March 2019. The European winners received their awards at the meeting of the cooperation’s international partners in Dublin, Ireland, on 9 April 2019. 

CargoLine looks back on a successful business year

Despite challenges, such as strong fluctuations in the number of shipments, a lack of cargo space and shortage of drivers, the general cargo alliance ended 2018 with a significant increase in volumes and sales. At the same time, the network continued digitisation and boosted the strength and stability of the network still further. Over the coming years, these measures will help to make CargoLine not just the strongest medium-sized general cargo cooperation but also the most innovative and attractive.

Successful business year 2018

Shipments in the network (outgoing shipments only)	12.48 million	+ 2.3
of which domestic	9.51 million	+ 2.5
of which European land transports	2.97 million	+ 1.7
Sales in euros	1.42 billion	+ 2.9
Total number of franchisees	48	
of which shareholders	14	
Total number of Employees	7,650	+ 4.4
of which trainees	870	+ 0.9
Number of daily direct transports throughout Europe	1,645	+ 2.6
of which domestic	1,365	+ 2.6
of which cross-border	280	+ 2.6

(rounded, as at: 31 December 2018)


Right column: change from previous year in percent

Even more space for complex logistics

Since February 2019, Koch International in Osnabrück has had approx. 19,000 additional pallet spaces available for its customers. The company constructed a 10,300 square metre facility on a site directly adjoining its corporate headquarters at Fürstenauer Weg. The new logistics hall mirrors the Osnabrück freight forwarder's continuous development as a company. "The opening of the new hall represents an expansion of our range of logistics services. For example, a specially designed pre-zone of the new building, in combination with different storage strategies, enables us to switch between high-frequency order-picking goods from B2C customers and full pallet handling in the B2B area," explains Uwe Fieselmann, Managing Director. In addition, the new facility enables Koch International

to meet the strict requirements of individual industries, for example by taking into account special temperature conditions as well as hazardous goods regulations. Koch International also offers complex fulfilment services, value-added services, e-commerce and return logistics as well as other logistics solutions and transports. That way, the company has recently been able to expand its cooperation with a long-standing existing customer and win new customers.

Clever CO₂ savings

The new hall was built in accordance with the requirements of the latest energy saving regulations ("Energieeinsparverordnung EnEV"). Thus, the CargoLiner has installed numerous technical devices such as a semi-automatic drive for the best ratio between energy supply and speed, intelligent lighting systems and ceiling fans for swirling the heat energy. According to EnEV, their use saves 493,417 kWh and 125,301 kg of CO₂ each year, thus contributing to a responsible use of resources. 



“Sales is my life!”

Despite being a newcomer to the business and a single mother of four children, Nicole Simmet has risen rapidly within the ranks of the freight forwarder Graßl to become its sales manager just six months after joining the company – and she has already obtained her heavy goods vehicle licence.



In the autumn of 2017, Nicole Simmet applied for a position as a sales associate with the freight forwarder Graßl in Plattling, Bavaria. The seasoned entrepreneur made a strong impression and got the job despite having no experience in the sector. She describes her CV as “somewhat unconventional”. Having trained as a tax officer, she soon became bored dealing with tax issues and decided to set up her own travel agency. However, this required her to work a 70-hour week which put considerable strain on her marriage. Since then, she has taken care of her four children alone – two grown-up boys, a 16-year-old girl and a 12-year-old boy who is still in school.

Turbulent times

Nicole Simmet gave up her business and took a job working regular hours in the accounting department of a large corporation. But here, too, she lost interest in the long run. “I am the kind of person who needs action. That’s why sales is perfect for me – it’s my life,” she says with genuine conviction in her voice. At Graßl, her restless, creative spirit found the scope it needed to express itself. “I wanted to go through every department and see who did what,” she remembers, smiling. For her, the company is “like a family – with a positive atmosphere, friendly colleagues and a young boss.” She believes that a new generation is on the way “which is capable of achieving great things.”

DIY woman

When Graßl set up a second level of management, it quickly became clear that she would be appointed Head of Sales. In February 2018, she began her new job and first completed

all CargoLine’s e-learning courses. She particularly enjoyed the product training on the alliance’s portfolio. But Nicole Simmet also wanted practical experience. When the company experienced some operational bottlenecks, she decided without further ado to drive trucks herself. So she extended her driver’s license by the necessary five modules. During driving lessons, she learned a lot of things that salespeople do not usually know. The job is still considered a male domain. “Once I wanted to park in the yard, but there was only one parking space left. I had to reverse into it. In the mirror, I could see the other drivers watching and wondering whether I would be able to manage it. Fortunately, I parked just the way I learned at driving school. When I got out, everyone clapped and the ice was broken.”


Honest and open

As Head of Sales, she has already achieved a lot with her small team in the first year. The sales department has been reorganised, a

more modern customer management system introduced and processes standardised. She is particularly proud of the good relationship she enjoys with her colleagues. “I can trust my co-workers completely.” She also believes it is important to be authentic. “I don’t want to dazzle customers with promises. Sales discussions must be based on honesty and we should only make promises we can keep.” Thanks to this open approach, she has already won many new customers.

Family and work in harmony

During the Easter holidays, she is planning to tour the UK with all her children. “Probably just after Brexit,” she says with a wink, because this topic is keeping the customs department – which also falls under her responsibility – pretty busy. As far as her professional plans are concerned, she wants to “learn about even more areas of logistics” and continue to evolve.

The freight forwarder’s philosophy seems particularly apt: “People want to reach out to the world with their ideas, products, dreams and skills. We help them in the process.” For Nicole Simmet, this vision has come true. 

Always on the move

Never stand still. This has been the motto of Militzer & Münch S.A. Greece for almost 50 years. With the expansion of its portfolio as a 4PL provider and the opening of a new warehouse, the CargoLiner has made a powerful statement of its future-oriented thinking and strategy.



Almost exactly nine years ago, the financial crisis broke over Greece like a tidal wave. While this man-made disaster swept away many businesses, others remained steadfast like rocks in the surf. One of these was the Greek branch of Militzer & Münch (M&M). Founded in 1971, it was the first foreign subsidiary of the Swiss holding company and thus boasts many years of experience and the support of a strong parent company. These two factors have given it considerable stability. But its recipe for success is actually quite different. “We are stable but never rigid,” says Panagiotis Manolopoulos, Managing Director. “We always try to react to current trends as flexibly and quickly as possible, or even to be proactive, because demand and purchasing power in this country are constantly changing.”

Unique selling point: 13 hubs across the country

Purchasing power has an enormous influence on the company’s business. After all, imports account for around two-thirds of the freight forwarder’s transport business. A major reason for this is the country’s topology. It is dominated by islands and mountains – making the production of many goods difficult. “It means that almost everything is concentrated around just two locations: the met-

“What makes the CargoLine network so special? Its partners respect each other enormously. That creates trust and reliability – and we can build on that.”

Panagiotis Manolopoulos, Managing Director of M&M Greece



ropolitan areas of Athens and Thessaloniki. Outside these areas, there are virtually no existing structures onto which you can build a logistics network,” says Panagiotis Manolopoulos. “As a result, we have set up our own network with 13 hubs spread all over Greece.” This secures transport links from the mainland to the islands. However, CargoLine’s Greek partner does not need its own fleet, as the managing director explains. “We rely on subcontractors who work almost exclusively for us. They are all family businesses – i.e. they are owner-operated, which requires them to be efficient and customer-oriented – and guarantees a high level of reliability.”

New warehouse for higher productivity

While M&M has built its Greek transport network on proven structures, in other areas it likes to break new ground. The company only moved into its new premises in Athens – a modern terminal with a large warehouse – at the end of November 2018. “We have room for around 22,000 pallets here,” says Manolopoulos. “It allows us to offer our new as well as existing customers even more options and improve our productivity.” M&M’s customers include well-known companies, such as Nestlé, the Viohalco Group (metalworking), and Atlas Copco (mechanical engineering




Münch Group and beyond,” says Efi Moucha, the project’s commercial manager.

“Beyond” is a reference to the Cargoline network which is playing a crucial role in the project. The products are first transported by air and sea from the USA to the hub operated by LEMAN, the general cargo alliance’s Danish partner. From here, shipments are sent out to their final destinations – in co-operation with Englmayer in Austria, Rotra in the Netherlands, Geodis in Ireland, Stante in Italy and others. Planning is also underway for an expansion of the distribution network to other countries, such as Germany, where M & M Greece is involved in further projects with Cargoline partners. “We would welcome more projects like this because we greatly appreciate the alliance’s seamless European coverage. It gives us enormous flexibility,” says Manolopoulos.

Lower taxes, less bureaucracy and better training

For the Greek 4PL provider, major orders of this kind and the new warehouse have created a healthy basis for growth. After all, the difficult economic situation appears unlikely to end soon. What changes would Panagiotis Manolopoulos and Efi Moucha like to see most of all? Their answers are quick and clear: lower taxes (tax rises in Greece have been extreme) and less bureaucracy. As they point out, both are important in order to stimulate the economy. “A dual vocational training system based on the Austrian and German models – to train qualified young people and keep them in the country – would also be good,” adds Manolopoulos.

Both he and his commercial manager have strong German connections. Born and respectively raised in Germany, both also began their careers in the country and thus speak perfect German. The same is true of six other company employees who, like all members of the 40-strong team, who won’t let anything get in their way of pressing full steam ahead. Crisis or not. 

and toolmaking) as well as manufacturers of pharmaceuticals and high-tech products, and the DIY chain Praktiker Hellas – to name but a few.

M&M Greece is also a strong partner for major projects. A few years ago, the Cargoliner was responsible for the logistics in the construction of Athens International Airport Eleftherios Venizelos. “We had to overcome some interesting challenges on the way – such as bringing in a generator that was so large it did not fit through the doors of the building. In the end, we lowered it through the roof from a helicopter,” says Manolopoulos with a grin.

4PL provider: for more efficiency in the supply chain

The Greek CargoLiner is currently handling another major order – this time from a well-known fashion brand in the USA. Its mission is to deliver the brand’s lingerie and beauty products to shops in malls and international airports around Europe. “We can offer each customer the optimum logistics solution for their country and their needs – both within the Militzer &



Commercial Director Efi Moucha is in charge of the company’s latest major project.

What is a 4PL provider?

A 4PL provider is the coordinator for all storage, logistics, picking and packing as well as transport services relating to a (large) order. The goal is to optimise flows of materials and information and thus increase the efficiency of the entire supply chain.

M&M Greece

... will celebrate its 50th birthday in 2021 and is part of Militzer & Münch International Holding, which is based in Switzerland (St. Gallen). The service provider has been Cargoline’s partner for Greece and Cyprus since 2011 and is one of the Top Ten companies in the Greek freight forwarding industry. Its headquarters is based in Aspropyrgos, a suburb of Athens: at the end of November 2018, M&M Greece moved into a warehouse with more than 14,000 square metres of covered space, state-of-the-art security technology and electric forklift trucks. It also operates another 4,400 square metres facility in Sindos, a suburb of Thessaloniki.

www.mumnet.com

Equal opportunities



Marcel Rima has become one of Koch International's valued employees.

For several years, Koch International has employed disabled people as part of a project known as "outsourced workplaces". Their partner is the organisation HHO Osnabrücker Werkstätten which aims to find work for "100 valued employees" in the region.

What are outsourced workplaces?

An outsourced workplace is a project for the integration of mentally or physically handicapped people and supervised by Workshops for People with Disabilities (WfbM) under new German integration legislation. Anyone who holds such a job is legally an employee of the workshop, not the company. However, unlike temporary work, this project seeks to provide qualifications and integration and is planned and supervised in conjunction with employees from the workshop. The aim is to help people with disabilities make the transition to regular employment.

The employer pays a wage that is contractually agreed upon. Half the wages can be deducted from the compensatory levy which must be paid if the business does not employ the legally prescribed percentage of severely disabled persons.

The "Labour Budget" introduced in 2018 provides additional financial incentives to promote the regular recruitment of workers employed by Workshops for People with Disabilities (WfbM). These include a wage subsidy of up to 75 percent to compensate for lower productivity and cover the expenses for support required in the workplace.

Information:
www.bagwfbm.eu/page/bagwfbm

An inclusive, supportive society that is worth living in should offer equal opportunities for all people – with or without disabilities. This is not just the aim of legislators. A growing number of businesses are also putting it at the heart of their philosophy. Many companies already routinely employ people with disabilities – one example is Koch International in Osnabrück.

Six years ago, the workshops run by the charity Heilpädagogische Hilfe Osnabrück (HHO) approached the freight forwarder requesting opportunities for company internships. The Cargoliner was intrigued by the concept of an "inclusive working environment" in which the participants are supervised and supported by integration support workers. Over the years, the partnership has created several "outsourced workplaces" (see info box) and internships for disabled people in supporting roles, such as maintenance and inspection work.

Helping people to realise their potential

Marcel Rima has proven himself to be a particularly committed employee at Koch. The 21-year-old was initially employed in the locksmith's shop at HHO where he saw a notice posted by the freight forwarder. He soon received a response to his application

for a four-week internship – he was accepted. Very soon he realised that he wanted to stay there longer! Koch was keen to retain him and the internship was followed by a vocational training course that led to a new job at the end of 2018.

He is now employed repairing faulty pallet trucks and maintaining the underfloor chain in the cargo handling centre. "Sometimes there is a lot to do, but I always look forward to coming to work," says Rima. Some of his knowledge is self-taught but he has also learned a lot from experienced colleagues: "They have always supported me. They're great. Today, I can do most of the tasks on my own," he explains.

Thomas Dieckmann, Team Leader Technology at Koch's cargo handling centre, has supported Marcel Rima from the outset and is delighted with his progress. "We are a colourful band of employees here. Our ambition is to perceive the personality and promote the skills of every individual. Everyone belongs here. We sense this in the solidarity and loyalty of the staff that is based in outsourced workplaces as well." ◇

OCTOBUS Back in the future

Just over nine months ago, CargoLine introduced the modular platform OCTOBUS as its exclusive tool for data exchange. Designed to offer greater digitisation, speed and service, the new IT system opens fresh horizons for the alliance's many members. EIKONA AG played a key role in developing the system architecture.



The modular platform incorporates pioneering technologies and has quickly achieved its main objectives. For improved customer service, the network can now use microservices which provide optimum support for the many tasks requiring coordination within the alliance. In addition to well-established tools, e.g. for track & trace and entering new orders, CargoLine plans to launch a succession of further services – tailored to the needs of its customers. This is possible only because the new platform lives up to its name: it provides CargoLine with the innovative “Enterprise Service Bus” technology. The development order awarded to EIKONA, a software and IT solutions provider based in Volkach in northern Bavaria, was titled “Organisation CargoLine to Bus” (OCTOBUS). The central IT system not only supplies the connected companies with all the data they require but also with logistics applications – automatically, in real-time, by interfaces based on event sourcing technology.

Prelude to further development


“OCTOBUS means that our future, in practical terms, has already begun,” explains Peter

Beste, Member of the Management Board of CargoLine shareholder Koch International in Osnabrück and head of the alliance's IT working party. After all, the centralised system is the starting point for the comprehensive digitisation of the network. And the alliance has taken this task so seriously that its investment significantly exceeds the usual commitment made by medium-sized networks. “With the modernisation of our IT platform complete, we now have the means to play a decisive role in shaping the digital logistics market. We have had to take a long hard look at ourselves and our businesses to reach this point,” says Sebastian Grollius, Head of IT at CargoLine. So what technological possibilities can customers look forward to in future? The automated hazardous goods and compliance

checks, which CargoLine already provides via optional services, offer a foretaste. “Soon it will be completely normal for our customers to be able to call up the status of their shipment directly via their own IT system, without having to change the application,” explains Grollius. CargoLine and its partner EIKONA offer comprehensive support for integrating the systems that make this possible.

At your service

“With the help of our IT platform, we want to set the benchmark for customer service,” says Sebastian Grollius emphatically. OCTOBUS allows CargoLine to develop and implement new services much more quickly and without having to modify its member companies' transport management systems. “It also allows us to choose the development partners who have the greatest expertise in the required field,” he continues.

In addition, the network is now much better equipped to handle exceptionally high shipment volumes. The modern interface technology with a so-called REST-API (Representational State Transfer Application Programming Interface), now enables third parties to connect directly to the system and exchange all the necessary data. “OCTOBUS means we are prepared for every facet of the future in the transportation market,” says Sebastian Grollius, a note of satisfaction in his voice. 

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
CargoLine Schwanebeck
c/o CargoLine GmbH & Co. KG

► 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....

CargoLine Köln
c/o CargoLine GmbH & Co. KG
Borne Logistik und Speditionsgesellschaft mbH
54311 Trierweiler
Gustav Helmrath GmbH & Co. KG
55543 Bad Kreuznach
Gates6 Systemverkehre GmbH
56751 Polch
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
CargoLine Krautheim
c/o CargoLine GmbH & Co. KG
HDLV GmbH
76189 Karlsruhe
Klumpp + Müller GmbH & Co. KG
77694 Kehl
CargoLine Aldingen
c/o CargoLine GmbH & Co. KG
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 Röhlein
AXTHELM + ZUFALL GmbH & Co. KG
99428 Nohra

► International partners

G. Englmayer Spedition GmbH
A-4600 Wels
Jöbstl Gesellschaft m.b.H.
A-8142 Wundschuh
Rotra Forwarding NV
B-1910 Kampenhout
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 Hoerd (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 Batorbágy
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 Limited
IR-Dublin 15
AD Services UAB
LT-06229 Vilnius
Cargomax SIA
LV-1012 Riga
Nortrail – Norsk Trailer Express AS
N-0614 Oslo
Rotra Forwarding BV
NL-6984 AA Doesburg
Lazar Logistik Sp. z o.o.
PL-43-187 Orzesze
Lusocargo (Sul) Transitários, Lda.
PT-2671-901 Loures (Lisbon)
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
Joebstl d.o.o.
SLO-1231 Ljubljana-Črnuče
Ekol Logistik A.S.
TR-34934 Sultanbeyli/Istanbul
Europa Road Ltd.
UK-Dartford, Kent DA1 5PZ



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