


CargoTime

1/2017

The customer magazine of  CargoLine



Lending a helping hand

How Kissel keeps the wheels turning for specialist manufacturer KAUP

In expert hands

CargoLiners and their customers reveal the inside story from the "Contract Logistics Day"

Swiss take quality overseas

How Interfracht continues to implement Swiss quality standards in Asia

A GLIMPSE OF THE FUTURE

Which logistics visions have the potential to transform the industry?



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Dear readers

Do you remember the film “The Fifth Element”? The one in which Bruce Willis swoops through the concrete canyons of a metropolis in a flying taxi? The science fiction scenario of 20 years ago is now beginning to look less like a flight of fancy. Why? Because the first test flights of taxi drones are happening right now – although they are not yet carrying humans. Further futuristic solutions are also in the starting blocks: driverless trucks, robot couriers and freight capsules which glide through subterranean tunnels. Cargoline has always planned for the future, so innovations like these naturally grab our attention. And we would like to share our thoughts about them with you in this edition of CargoTime. In the Focus section, we look at the latest trends in logistics, identify those we believe will succeed and consider how they are likely to affect the sector (page 6 ff).

Crucial components in both driverless vehicles and robot couriers, magnetic valves are inconspicuous but highly specialised, state-of-the-art products. On page 11, we take a look at these tiny, but vital components – manufactured by Rausch & Pausch, distributed by amm logistics. In other news, the freight forwarder Kissel has developed a unique concept for distributing forklift truck attachments made by the specialist manufacturer KAUP. And because the CargoLiner’s business is booming, it has also recently built a new facility covering an area the size of nearly 13 football pitches (page 12/13). In the meantime, our Swiss partner Interfracht continues to invest in Asia where it has been represented for many years and is continuing to expand its business. Catch up on these exciting developments from page 18.

Also, this CargoTime issue again provides a chance to meet some of our colleagues from the alliance. Discover how Thomas Steger from Amm Spedition manages to be faster on two wheels than the trucks he supervises (page 17). Or how two apprentices from John Spedition have been gaining work experience in France (page 22). In addition, we report on the “CargoLine Contract Logistics Day”, which offers further insights into the group’s services (page 20/21). Contract logistics are the second mainstay of our business and create win-win situations for both our customers and logistics service providers. This is more than enough reason to extend our annual invitation to experts and partners in the industry and shed light on the latest trends and challenges in the world of outsourcing. We conclude this issue of CargoTime by presenting a mobile solution for field service staff. And just for a change, Bruce Willis has nothing to do with it ...

I hope you enjoy reading this edition of CargoTime!



Jörn Peter Struck
Chairman of the Management Board



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FOCUS

Far-sighted or far-fetched?

Logistics visions under the microscope

From using new data and information to driverless trucks, comparison websites or delivery by drone – the list of imaginative innovations in the logistics sector goes on and on. Jörn Peter Struck, Chairman of the CargoLine Management Board, and Andreas Hartmann, Managing Director of CargoLine shareholder HARTMANN International in Paderborn, discuss the potential for change in the sector.





Who could have imagined that the automobile would replace the horse-drawn coach so quickly, that diesel locomotives would shatter the romance of steam or that electric motors would power a rapidly growing number of vehicles on our roads today? “Disruptive technologies” drive out existing solutions to our needs. They have always and will always face enormous initial scepticism. However, CargoLine follows many innovations with interest and is seeking answers to important questions. How much potential can we find in these innovations for our own business? Will they be adopted and why? And how can they change logistics?

Idea: mining unused data and information

In business and in our private lives, we generate a greater volume of data today than ever before. In 2013, people around the world produced 3.5 zettabytes (that’s 35 followed by 20 zeros) of data. This will grow to 40 zettabytes by 2020 – that is by a factor of twelve as much in just seven years. This is what the forecasters tell us. Logistics companies receive and process significant quantities of data and information due to electronic tracking and recording of consignments as well as the switch to paperless freight forwarding. This could be a valuable resource for optimising services provided to shippers and their customers.

Will this idea succeed?

As the networks linking processes and technologies grow and become more profound – especially in the context of Industry 4.0 (see CargoTime 1/2016) – it will become downright essential to use existing and new data more intelligently as a valuable resource.

Why?

Because it will allow companies to manage logistics processes more efficiently, plan capacity utilisation more effectively and reduce the burden on the environment. >

How will it change the logistics sector?

The logistics sector already uses some very complex concepts based on digital technology. After all, we are very closely networked with our customers. Shipment data hurries ahead of the transports, users can access the status of every interface at any time – and CargoLine can inform its customers of the precise delivery time of each consignment long before it arrives. However, we will continue to expand our range of services. One possibility is a scheduling software solution, which recognises and automatically records the time that the customer prefers to receive deliveries so it learns to suggest the right appointments. Another is enabling the customer to change the time and place of the delivery electronically until just before the goods are loaded onto the truck.

Idea: driverless trucks

All the major manufacturers are developing them. The technologies such as radar units, cameras, sensors and projectors, which can detect and analyse the truck's surroundings, are available. The first prototypes are already being tested on major highways. Experts predict that within ten years, no truck drivers will be required for long distance hauls. Another five years and logistics companies will even be able to use driverless trucks in towns and cities.

Will they succeed?

Alexander Dobrindt, the German Minister for Transport, hopes Germany will be the first country where driverless trucks will go into operation. On 30 March 2017, the German parliament passed new "Regulations for vehicles with highly and fully automated driving functions", which are to make the necessary amendments to the German Federal Road Transport Law and which have taken the minister a major step closer to achieving his dream.

Why?

The freight forwarding sector offers two key arguments: general traffic safety and reducing the workload of the truck driver. Self-driving vehicles have the potential to minimise driver errors and ease traffic congestion by keeping trucks moving at a steady speed. These and other benefits would simplify the work of truck drivers and possibly make the job more attractive again.

How will it change the logistics sector?

Many CargoLine trucks already use electronic systems such as GPS, congestion or lane assistants. They are networked with each other and with their dispatchers. To that extent, we are always on the cutting edge of what is technically possible and reasonable. This technology



The project Mercedes-Benz Future Truck 2025 aims to free up the driver to process documents or schedule his next destinations while the truck brakes and accelerates autonomously at 85 km/h in the right-hand lane of the autobahn – precisely matching the speed of the vehicle ahead.



The infrastructure of many cities is at breaking point. Subterranean freight capsules

also lays the groundwork for a system that allows several vehicles to drive in line with very small gaps between them. This is done with the assistance of a technical control system and is known as "platooning". Autonomous trucks could also ease the problem of driver shortages. But people would still be required for manoeuvring, loading and unloading; these issues would still need to be addressed.

Idea: cargo pipes

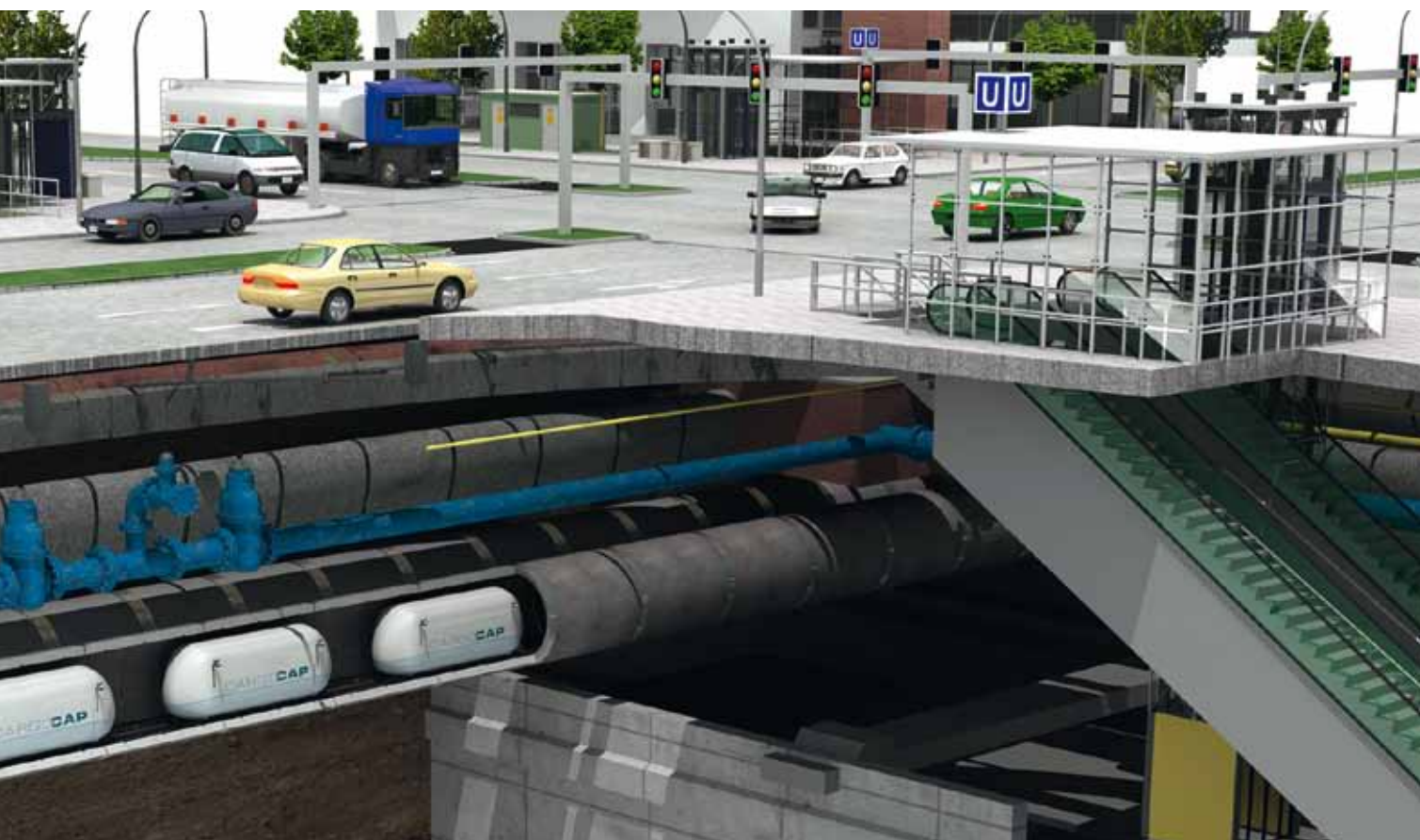
In Bergisch-Gladbach, a plan is under consideration to build two underground pipes – two metres under the surface, each with a diameter of two metres and a length of six kilometres – which will connect a freight centre near the motorway with the town centre. The freight capsules are capable of transporting up to two euro-pallets at a speed of 36 km/h and a spacing of four metres to multiple stations along the line. Cost of the basic infrastructure alone: 60 million euros. The city council is currently discussing whether or not to draft a recommendation for the project.

Will they succeed?

People have been discussing "Cargo Caps" for a long time and the technology does exist to build them. Pipes like these could certainly make sense for regular, high volume transports between a fixed group of participants.

Why?

The deliveries would be independent of traffic conditions and relieve congestion in city centres. But actually building such a system is difficult because of the obstacles the Cargo Cap would inevitably encounter – such as power cables, water mains, sewers or geological features. A faulty capsule could cause a jam in the pipe which would be difficult to clear. And the high-precision loading and unloading would pose a logistical challenge. Furthermore, it is uncertain whether the high costs would ever allow such a project to be economically viable.



could be a solution.

How will it change the logistics sector?

Essentially, it will remain an isolated solution. We look forward to seeing when the first project will actually be completed.

Idea: industrial manufacturing with 3D printers

3D printing is of particular interest to aircraft manufacturers. Until recently, Airbus sourced all its components from suppliers. Now it is printing its own double-walled fuel lines. But the plans don't stop there: "Thor", a small unmanned aircraft, is made from just 60 individual components, all of which are manufactured on a 3D printer – apart from the engine and remote control. Airbus has also teamed up with the car manufacturer "Local Motors" in the USA. The company has created special software which it can use to develop a complete car and make most of the parts on a 3D printer. Boeing, too, uses a printer to make fuel nozzles and turbine blades for its wide-bodied 777 jet. In addition, around 1,000 parts for the A350 are also produced using this technology.

Will it succeed?

Definitely: this innovation is unstoppable.

Why?

Today, it is already possible to pulverise titanium. This opens the way to major advances in 3D printing. It allows companies to print extremely strong parts that weigh only a fraction of "traditional" components. This is worth its weight in gold to the aviation industry (and other sectors in future) – not least because it reduces fuel consumption and thus cuts costs for airlines.

How will it change the logistics sector?

If you can print parts directly where they are needed, it reduces the number of transports. It might also be possible to send the printing data to a 3D printer on a truck. The products could then be printed during the journey – as long as the printer can withstand the shaking.

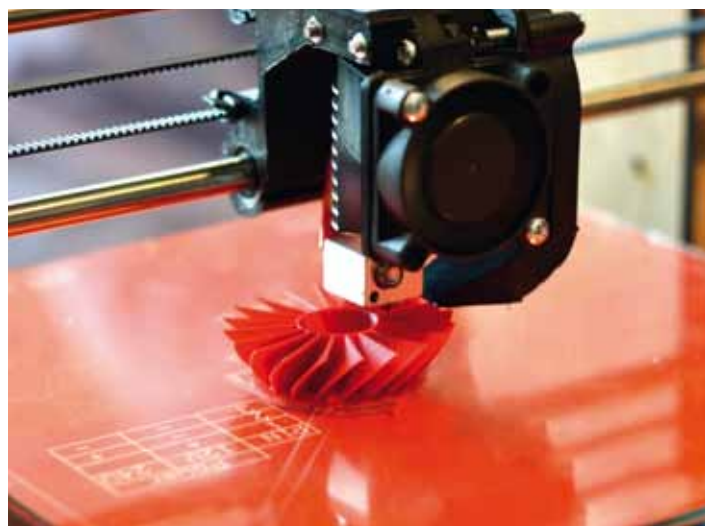
However, it is doubtful whether the production costs will be lower than those for conventional transportation and/or warehousing in the foreseeable future.

Idea: Internet agency portals

Agency websites for the logistics sector are booming. They automatically assign orders or payloads to registered transport companies and run vehicle-sharing sites for general cargo or delivery-sharing services for private customers. Originally intended as a solution for on-demand transport services, they now also offer transportation of sensitive and hazardous goods. Expansion into the market for sea and air freight is also in planning.

Will they succeed?

They might – for part-loads, orders in the private sector or individual shipments of general cargo. But these agency websites cannot meet >



Spare parts straight from a 3D printer.



What was science fiction just a few years ago could soon become a reality: a drone departs with a package for a customer.

the requirements of the professional general cargo and contract logistics sector where service providers have to consider an enormous number of special factors.

Why?

A company which needs to move a lot of general cargo pallets or has customers which depend on reliable deliveries will always put its trust in a contracted service provider with strong know-how and staff at desks with telephones and PCs. Why? Because this service provider will know how to handle the specific shipment correctly – from shipping regulations to securing the load or special requirements to be met on delivery. And you can always contact someone if you have any questions. A website cannot determine what to do with a shipment if the addressee refuses to take delivery; nor can it comply with the retailer's notification regulations and organise pallet exchange.

How will they change the logistics sector?

Agency portals will only attract a small share of existing transportation business. A more relevant question for CargoLine is whether and how we can develop our existing online services to better meet the diverse needs of general cargo consignors.

Idea: drones for people and goods

A number of companies are planning to dispatch goods in autonomous flying drones – offering hope for congested cities and remote villages. Plans for taxi drones are also well-advanced. In Dubai, there are plans to use them to transport passengers from skyscraper to skyscraper without a pilot. The first test flights of the unmanned flying objects have been successful.

Will they succeed?

Quite possibly in special situations, e.g. to deliver urgently needed medicines to an island or supplies to disaster areas. We'll probably have to wait for the proliferation of taxi drones, though.

Why?

Existing drones are not suitable for daily deliveries of bulky goods or transporting people. They would have real trouble with a consignment of general cargo, which can comprise several packages or pallets and weigh up to 2.5 tonnes. They would be far too expensive and therefore inefficient.

How will they change the logistics sector?

It will have no impact on the traditional freight forwarding sector. It is more likely to be successful for parcel deliveries and in emergency situations.

Idea: robot couriers

Robot couriers are already operating on the streets of Hamburg, London and Washington and being tested by the Swiss Postal Service. In Hamburg, Hermes is running a test using these compact assistants for delivering packages, previously collected at a ParcelShop, to private customers. They are equipped with GPS and image recognition for navigation, mobile phone technology for communication and cameras and sensors to help them to avoid collisions. So far, the prototypes have a human escort – but in future they are expected to operate around towns and cities independently.

Will they succeed?

Not in the general cargo sector although they could be interesting for delivering shipments to end customers. However, they are of interest to parcel courier services. At the moment, it is difficult to say when and if they are likely to be widely adopted.

Why?

There are simply too many obstacles – traffic lights, gates blocking access to front doors and, of course, stairs. The legal consequences of a collision with other vehicles or pedestrians are also unclear. Autonomous robot couriers would be vulnerable to vandalism. Moreover, it would be impossible to transport general cargo consignments or group items together for a delivery tour. These economies of scale are key to reducing transport costs – particularly with groupage and general cargo – and enable CargoLine partners to be more efficient.

How will they change the logistics sector?

Parcel robots, "parcelcopters", cars as letterboxes – the aim is to make it even easier for private recipients to take delivery of their orders at any time with minimum effort. CEP service providers also stand to benefit from these innovations. They are a useful complement to Packstations, which have limited space and can be very busy – especially in the Christmas season. In the B2C general cargo sector, we may see more precisely defined delivery windows and customised delivery locations. However, we are still a long way from finding a solution to eliminate long waiting times at business customers' loading bays.

Over the coming years, there will be many more innovations we have yet to imagine. One thing is certain though: at CargoLine, our minds will always be open to new ideas and we will think laterally as we continue to challenge and put old habits under the microscope. <



Never stand in front of a closed parcel shop door again: robot couriers bring consignments from the ParcelShop to your front door.

Quality builds trust

RAPA and amm logistics reinforce a precious partnership.

Inconspicuous but indispensable, they are usually hidden away in concealed or inaccessible places where their role is not immediately obvious. Yet these unobtrusive control devices are highly specialised state-of-the-art products. They operate with high precision and outstanding dynamics: magnetic valves.

High-tech from Upper Franconia

Rausch & Pausch GmbH – also known as RAPA – is one of the world's leading developers of hydraulic and pneumatic valve systems. For 40 years, the family company has been a trusted development partner to top manufacturers in the automotive industry. Its know-how can be found in critical components used in comfort, functionality, driver safety and environmental protection features of many vehicles. Every product is developed and manufactured individually to customer specifications. The company's reputation is well-established in the automotive industry but is also gaining ground in other sectors, such as medical-technical systems and heating, air-conditioning and sanitation technologies.

Listening to customers

Of the total of 950 employees in three locations – 850 in Selb and Wunsiedel, 100 in Auburn, USA – about 15 per cent work in the company's research and development department. This focus has paid dividends: the company is in its fourth generation of family ownership and holds a large number of patents. RAPA will continue to focus its energies on developing innovative technologies for electrical drives, autonomous vehicles and reducing CO₂ emissions to maintain a high profile among existing and potential customers.

Synergies in know-how

"Our customers expect a high level of flexibility, innovative solutions and outstanding precision in order to meet the growing demands of the market. We follow our customers' wishes and expect our logistics partners to do the same," says Dominik Wormland, Head of Logistics at RAPA. The family company therefore puts its trust in the CargoLine partner amm logistics from Konradsreuth for procuring components and distributing finished valves.



RAPA is a modern and innovative company with visionary ideas in valve technology.

"We build long-term relationships with our partners – based on trust, shared goals and clear communication," he continues. amm logistics shares these values and has been a reliable, regional procurement and distribution logistics partner for RAPA since 2003.

Partners working together

Alexander Prittig, Branch Manager at amm logistics, appreciates the close nature of the partnership. "It is based on give and take. We never feel like a service provider when dealing with RAPA but like a partner offering valued expertise." Furthermore, RAPA has been known to call the CargoLiner at 5.30 a.m., urgently requesting swap bodies for an unplanned delivery. Moreover, RAPA's trainee logistics staff complete part of their training at amm logistics to gain a 360° experience of the transport and logistics sector. "We understand the value of these opportunities and it speaks volumes for the spirit of trust and honesty between the two companies. After all, our trainees gain insights into the freight forwarding business that a customer does not normally have," says Wormland.

RAPA is loyal to its business partners. "The complete package has to be right. How do we benefit from a lower price if it becomes difficult to communicate with the drivers, the service is poor or the freight forwarder is not trustworthy?" explains the Head of Logistics. The road to future growth seems clear for both partners. <

Rausch & Pausch

... based in the Upper Franconian town of Selb, is one of the world's leading developers of hydraulic and pneumatic valve systems for the automobile industry and increasingly for other sectors. Roman Pausch, Managing Director, is the fourth generation of his family to run the company, which was founded in 1920 and now has over 950 employees at three locations in Germany and the USA. The company motto "We care about important values!" applies equally to its products and corporate culture.
www.rapa.com

amm logistics

... is a medium-sized logistics company based in the Upper Franconian town of Konradsreuth. It is a subsidiary of Amm Spedition GmbH (Nuremberg). Its key focuses are national and international transport logistics, contract logistics, air and sea freight. The freight forwarder's 175 employees operate 108 loading bays distributed across a 5,500 square metres cargo handling facility and 3,000 square metres logistics area generating annual sales of 34.2 million euros. Logistics centres in Konradsreuth, Schwarzenbach (Saale), Hof and Selb with a total logistics area of 31,000 square metres and more than 20,000 pallet bays complete the range of transportation services.

www.amm-logistics.com

Lending a helping hand

KAUP in Aschaffenburg is one of the world's largest specialist manufacturers of attachments for forklift trucks. For all its European transports – including deliveries of new equipment and its rental service – it puts its trust in Kissel.

The rugged, bright yellow forklift with dual tyres bends a little at the knees. It's understandable. After all, the vehicle has to lift a weight of over five tonnes above head height to load it onto a goods wagon. The driver sitting in his closed cab is relaxed; he knows what he's doing and he can depend on his new piece of special equipment – a loading clamp developed specifically for the purpose. It can pack and transport coils of wire for subsequent processing in steel production with pinpoint precision. A forklift with standard equipment would struggle with this job. These coils with an internal diameter of up to one metre can weigh several tonnes. So their manufacturer – Badische Drahtwerke in Kehl – commissioned the forklift attachment specialist KAUP to come up with a suitable solution. According to the product description, KAUP's coil clamp has a "telescopic, hydraulic boom with a pivoting, hydraulic clamp" which safely grasps into the coil. In other words, the device reaches into the coil from above and locks into position. Simple but brilliant – although the implementation of these complex mechanical processes required considerable ingenuity on the part of the developers. After all, the job took over six months to complete from planning to manufacturing the finished model and successful deployment.

A solution to every problem

KAUP is based in Leider, a district of the city of Aschaffenburg. Originally a metal forging business, the company has a rich history and



manufactures around 40,000 attachments for forklift trucks per year. It works closely with all manufacturers and dealers. "Our products range from sidershifters weighing 50 kg to rotators with a weight of up to 30 tonnes for unloading railway trucks," explains Sebastian Künzel from the company's marketing department. Not only the

majority of its series-produced attachments but also its customised products are manufactured with the assistance of 20 welding robots and 60 computer-controlled machines. “The 30 specialists in our design department have developed solutions for virtually every task on behalf of our customers,” continues Künzel. As well as customised products, the company also offers its own rental service for used attachments, spare parts available at short notice and global customer service. Under the slogan “Helping hands for your forklift truck”, KAUP has grown to become a leading company in the sector with twelve branches of its own and representatives in 33 countries.

A family affair

To compete successfully, KAUP not only depends on a sophisticated product portfolio but also on reliable partners. One of them is Kissel, the freight forwarder based in Stockstadt am Main. The CargoLiner has been working for KAUP for 17 years – and as its principal freight forwarder for all European business since 2013.

The numbers are impressive. Each year, Kissel transports more than 7,300 shipments of new goods for KAUP as well as equipment for the rental business with a total weight of nearly 6,000 tonnes. To do this, it developed a joint logistics concept perfectly tailored to the needs of its customer, as Sebastian Künzel explains. “It’s based on the cyclical principle: Kissel quickly transports new and rental equipment to

the customers and returns rented attachments to Aschaffenburg when they are no longer required.” Frank Krausert, Head of Customer Service at KAUP emphasises that the partnership runs smoothly and, above all, punctually. “Kissel achieves very high delivery standards: Over 98 per cent of attachments reach the customer within 48 hours and over 90 per cent within 24 hours.” As he points out, the CargoLiner is much more than a standard service provider – it is an equal, working hand-in-hand with its partner.

As Head of Sales and Marketing, Michael Kissel is delighted to hear such positive customer feedback. He is one of the four sons of the company’s founder and, like his brothers, a managing partner in the family business. Over the years, the partnership with KAUP has grown dear to his heart. And not only because the two companies are just four minutes’ drive from each other. “We have a friendly, harmonious relationship – both in day-to-day business and our other business connections,” says Kissel.

This day-to-day business includes shipments of relatively light general cargo and full loads weighing 20 tonnes. “Where necessary, we organise transportation of special oversized loads in conjunction with a specialist company,” explains Kissel. “We place a strong emphasis on securing loads and handling the goods carefully – as if they were raw eggs. After all, the shipments are often extremely valuable.”

Hidden logistics champion

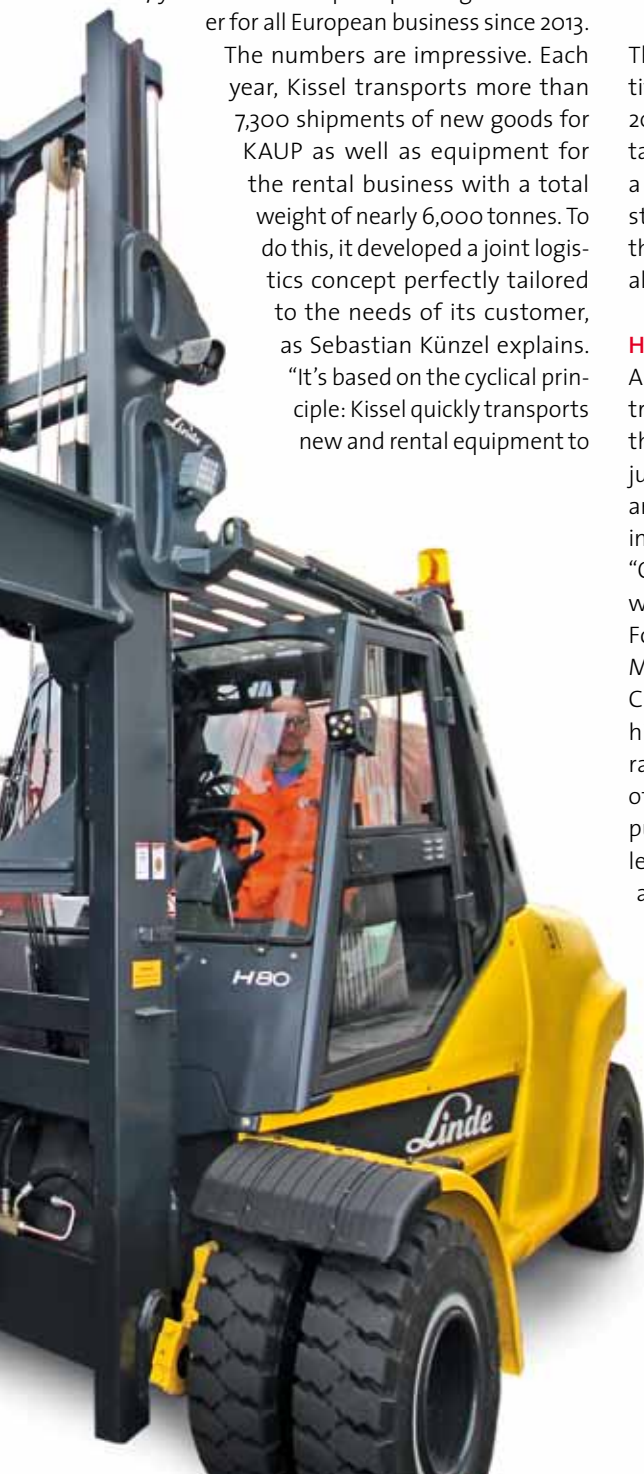
As Kissel explains, the annual transports to various trade shows pose a particular challenge because they “have to be planned in minute detail” – not just in terms of punctuality but also of unloading and manoeuvring. The freight forwarder’s success in overcoming these challenges led to it being voted “CargoLine Partner of the Year 2015”. It was the clear winner of the alliance’s internal quality rankings. For Jörn Peter Struck, Chairman of the CargoLine Management Board, Kissel is a typical “Hidden Champion”. “This is reflected in the consistently high marks it achieved in every category of the rankings,” he notes. These include the percentage of deliveries which meet the specified quality and punctuality standards, engagement with staff and level of networking with partners in the CargoLine alliance. As we know, quality prevails – so it is not surprising to learn that Kissel has been growing continuously. The company is currently working on a major expansion and redevelopment of its headquarters in Mainaschaff near Aschaffenburg. In the future, the logistics specialist aims to combine all its external warehouses, projects and expertise on a site with a total area of 90,000 square metres – almost as large as 13 football pitches. <

KAUP

... is one of the world’s leading specialist manufacturers of attachments for forklift trucks. The family business based in Aschaffenburg has twelve branches and representatives in 33 countries. It employs more than 800 staff around the world and generates annual sales of around 80 million euros. The company has production plants in Aschaffenburg and Xiamen, China. It has nine production halls in Germany with a total area of 43,000 square metres and 12,000 square metres in China. www.kaup.de

Kissel Spedition

... was CargoLine Partner of the Year 2015. The company was founded in Aschaffenburg in 1979 and is now based in Stockstadt. It employs 176 staff and nine apprentices. The freight forwarder has over 60 vehicles for local deliveries, 35 for long distance transports and 150 swap bodies. Regular deliveries to the Baltic states are just one of its many strengths. www.kissel-spedition.de



CargoLine expands its network

In mid-January, a new franchisee joined the CargoLine network. Borne Logistik & Spedition from Trierweiler has taken over responsibility for part of the area previously served by the freight forwarder Balter in Mülheim-Kärlich. "We are delighted to have attracted such a committed medium-sized company to our group – particularly as Borne's head of freight forwarding used to work for another CargoLine partner and is therefore extremely familiar with our workflows and requirements," explains Jörn Peter Struck, Chairman of the CargoLine Management Board.



In addition, Rhenus Unna has been a new system partner since 1 January 2017. This is due to the division of the Wuppertal area by the general cargo partnership System Alliance (SyA) between its franchisee Rhenus Unna and Schmidt-Gevelsberg, the CargoLine shareholder based in Schwelm, after a gap emerged. As part of this reorganisation, Schmidt-Gevelsberg handed over a number of CargoLine postcode areas to Rhenus. However, both companies will continue to feed their outgoing group shipments into their own networks. <

First-class trio: CargoLine Partners of the Year 2016



Managing Directors Burkhard Frese and Torsten Huberti (both Schmidt-Gevelsberg, front), Jan and Jörg Feldberg (both BTG Feldberg, left) and André Biwer (Lebert, right) receive "Partner of the Year" trophies on behalf of their companies.

Schmidt-Gevelsberg, based in Schwelm, is once again "CargoLine Partner of the Year" – the leading company in the alliance's quality rankings. The freight forwarder has been awarded the title before – in 2010 – and also has a number of second and third places to its credit in other years. "Schmidt-Gevelsberg has grown continuously without compromising quality thanks to the strong performance of its staff and excellent strategic decision-making. The whole CargoLine alliance benefits from its success. Moreover, the company's management makes an active contribution to developing the network in the areas of production and sales/marketing. That earns it extra points in the rankings," says Jörn Peter Struck, Chairman of the CargoLine Management Board.

International advances

Second place was claimed by Lebert (Kempten), one of the CargoLiners with the most Top 3 finishes in the Partner of the Year awards. The freight forwarder from the Allgäu region of Germany achieved strong growth in the area of international shipments. Daily line hauls make up 94 per cent of all transports in the CargoLine network as a whole

and Lebert makes an important contribution to this statistic.

The third place winner, BTG Feldberg (Bocholt), celebrated its first podium finish. This company also grew rapidly, especially in the international sector, and scored heavily above all due to the involvement of its management in many of the alliance's working parties. "BTG Feldberg has performed consistently to a high standard and successfully managed the handover of the company from the third to the fourth generation of owners," emphasises Struck.

Measurable criteria

To determine the "Partner of the Year", the network analyses key data over a period of twelve months. These include the proportion of deliveries completed in accordance with the specified quality and time, the percentage growth in shipments compared to the previous year, the quality of interface scanning processes in track & trace operations as well as participation in CargoLine's working parties and executive committees. The award ceremony took place at the AGM of franchisees on 15 March in Seeheim-Jugenheim. <

Putting a smile on children's faces

Not every child in Germany is guaranteed to receive a Christmas present – even in a city as prosperous



Daniel Schröder, Regional Manager of the children's project "Die Arche" in the Rhine-Main area, visited CargoLine's system headquarters with "Arche" protégé Ann-Marie to collect the gifts personally from Jörn Peter Struck, Chairman of the CargoLine Management Board.

as Frankfurt. That is why every member of staff at the CargoLine system headquarters personally bought and wrapped a gift worth 20 euros based on a wish list of the "Arche" children and presented it to the children's project in Frankfurt. (www.freunde-arche-ffm.de)

"We would like to thank all the employees at CargoLine system headquarters and everyone else who helped us put a smile on the faces of around 500 children and teenagers in Frankfurt this Christmas. The children's gratitude and genuine joy are all the motivation we need to continue our work," explains Daniel Schröder, Regional Manager of the "Arche" project for the Rhine-Main area.

Imitators welcome

CargoLine partner Hofmann in Biebesheim was so inspired by the charity that it spontaneously donated 500 euros to "Arche" in Frankfurt – money that "Arche" will invest in worthwhile and uplifting projects for its children and young people in 2017. <

Hofmann seeks to solve driver shortage



Three of the six trainees at Hofmann – Felix Windemuth, Sven Giebeler and Dominik Janku – with "their" Truck 80.

The logistics sector is struggling to attract the next generation of professional drivers. One problem is that not every freight forwarder can afford to finance the very expensive training programme. Another is that young people often find the challenging nature of the apprenticeship discouraging. The syllabus includes aspects such as securing loads and operating a variety of instruments – from digital tachographs to road toll equipment – as well as learning to drive safely and fuel efficiently. Many also find the working hours and conditions unattractive. Hofmann, the CargoLine partner from Biebesheim, is therefore proud to be training six young people as professional drivers.

But it has even bigger ambitions. "We want our up-and-coming professional drivers to get practical experience of the job as early as possible. So we have bought a 3,5 tonne truck – just for our trainees," reports Uwe Hofmann, Managing Director. "As part of a mentoring scheme, they will also service and maintain the new truck. This will teach them to take responsibility for the vehicle in their charge."

Many other CargoLiners are also training professional drivers to counter the current shortage. <

New partner for Sweden



On 1 March 2017, a new partner joined CargoLine in Sweden. "PostNord is Scandinavia's leading supplier of logistics and e-commerce services. The new partnership allows us to offer shippers even better coverage with an excellent level of service. This applies especially to our NightLineEurope products offering delivery receipt, fixed delivery time and priority services," explains Bernd Höppner, CEO of CargoLine, who is responsible for the alliance's international business.

At the same time, the partnership will help PostNord to grow systematically in the general cargo market segment. Both parties expect significant growth in their transports to and from Sweden.

CargoLine will continue to work with its long-standing partner Leman in Denmark, with Freja in Finland and Nortrail in Norway. <

amm logistics in bachelor's degree partnership

The vocational academy in Glauchau has recognised amm logistics as a partner for practical study course components. The freight forwarder based in Konradsreuth, Upper Franconia, is now officially approved to offer the practical component of dual study bachelor's degree courses in transportation and logistics. CargoLine congratulates amm logistics on this achievement! <

A birthday business expansion

In its 55th year, Hofmann has significantly expanded its facility in Biebesheim. The company has added 2,200 square metres to its existing cargo handling area, creating space for eleven loadhouses and further loading ramps of differing heights for up to 30 vehicles. Crane tracks in the new cargo handling hall make it easier to handle heavy, bulky products gently and safely – especially those made by Alo, the agricultural technology manufacturer. The CargoLine partner's facility is Alo's European distribution centre. Gas-fired radiant heaters in the ceiling now ensure a comfortable working environment throughout the new building while state-of-the-art LED lighting provides optimum illumination.



The company has also opened a new 18,000 square metre outdoor storage area. This will primarily be used to store front-end loaders and associated agricultural equipment from Alo.

Naturally, both the extended hall and outdoor areas are monitored by CCTV. The site now covers a total of 75,000 square metres of which 4,500 square metres are dedicated to cargo handling, 9,500 square metres to contract logistics and warehousing and 25,000 square metres to outdoor storage – and there is still space for further growth. <

Making the boss pay up – for a good cause



Erich Baumgärtel, Managing Director of Kochtrans (2nd from left) with Bernd Siggelkow, founder of “Arche” (4th from left) and children, staff, friends and sponsors of the Munich-based charity at the cheque presentation ceremony.

Erich Baumgärtel, Managing Director of Kochtrans, knows how to motivate his team. “I will match every euro you donate from my own pocket!” he announced at the company's Christmas party. This opportunity to make the boss pay up was too good to miss for the employees of the Munich-based CargoLiner. That evening they collected a healthy 700 euros. Baumgärtel doubled the total as promised and was able to present a cheque for 1,400 euros to the children's charity “Arche” on 2 February.

Since 2006, “Arche” (www.kinderprojekt-arche.eu) has been providing daily care for up to 120 children and young people aged from 5 to 18 in Munich

alone. They receive a healthy, hot meal, homework supervision and can participate in a wide range of leisure activities. The charity also offers help to socially disadvantaged people and tries to establish relationships with the children's parents, e.g. by providing advice and regular breakfast gatherings.

“Arche” children on Kochtrans trucks

Kochtrans also supports the charity – as do many other CargoLiners – by featuring advertisements for the “Arche” organisation on its local delivery vehicles (see picture as well as CargoTime 2/2016) and providing it with free transports. <

New multi-user and multi-product warehouse for Schäflein

At the beginning of May, CargoLine partner Schäflein will open the extension to its logistics centre on the Schwebheim industrial park near Schweinfurt. Now covering an area of 22,000 square metres (previously 10,000 square metres), the centre is used to store and dispatch a wide variety of products – including food and feed products, sanitation supplies and machinery components – for many customers operating in distinctly different sectors. The extension cost 8 million euros and creates additional capacity for the Röhlein-based freight forwarder's distribution logistics business as well as future growth. “The site has an excellent location and transport connections. Our expertise offers shippers genuine added value in terms of service and cost-efficiency,” says a confident Achim Schäflein, Chairman of the Board of Schäflein AG.

One of the customers already taking advantage of the logistics centre's convenient position is Einkaufsbüro Deutscher Eisenhändler (E/D/E) – Europe's largest purchasing and marketing confeder-



tion. Schäflein manages its central warehouse for the sanitation sector with a current total of around 4,500 core articles from well-known contract suppliers. This involves tasks such as receiving goods, checking article master data, quality assurance, order picking, implementation of various packaging requirements and preparation for shipment. As part of the 24-hour service, Schäflein ensures E/D/E customers receive a delivery performance of more than 95 per cent at all times. In addition, the transport and logistics partner manages a further 90,000 articles through E/D/E's new procurement service via cross-docking. <

The thrill of speed

When Thomas Steger climbs onto his bike, he intends to go full-throttle. In his free time, this fleet management employee of Amm Spedition tackles so-called motor-paced races. Going up to 100 km/h, he is then faster than the trucks he looks after.

It happened for him in 2013: Thomas Steger watched the motor-paced racers' European Championship live for the first time. In this, teams of two competed against each other, with the racing cyclists riding at a distance of only a few centimetres behind motorcycles, in the slipstreams of which they achieved extremely high speeds. "It gave me goose bumps to see these ultra-fast teams fighting for the victory in front of the rooting spectators. I noticed that I absolutely wanted to join in," he recalls.

Same centrifugal forces as in a rollercoaster

Since then, the fleet manager of the CargoLine partner Amm Spedition and Thomas Ruder from the Nuremberg cycling sport club RV Union 1886 have formed a successful team: Steger as so-called stayer on the bicycle, and Ruder as the so-called pacer on the motorcycle.

The term "stayer" is a very appropriate expression, because after all the cyclist pedals over a stretch of 30 to 40 kilometres at an average of 70 to 80 km/h. In duels he even achieves maximum speeds of up to 100 km/h – despite sometimes 45 degree curves and the same centrifugal forces at play in a rollercoaster! To do this he must always stick to the pacer. Otherwise he is very quickly "off the roller", as the gadget is called that is used to create a uniform distance between the motorcycle and the racing cycle, and falls behind the other teams.

Accommodating managers and colleagues

In order to avoid this, Thomas Steger trains throughout the year. In summer, for example, the 30-year-old gets on his bike three times a week, practices intervals and collects as many kilometres as possible in races. This would not be possible without the understanding and agreement of his managers and of his three department colleagues. After all, the trained professional driver and now Technical Business Manager is responsible for the training courses

of around 130 drivers, the apprenticeships of the future truckers, the maintenance and repair of the fleet, the planning of legal inspections, such as the HU and AU, and much else besides: "With flexible working hours they make it possible for me to train. I am highly grateful to them for this," says Steger. Amm Spedition even sponsors Steger's club and has contributed to the financing of his new bicycle.

Attention to detail

Stayer cycles have neither brakes nor gears. For every race, depending on how fast a track is and what the ground covering is, Steger uses different combinations of various sized chainrings and sprocket wheels. This way, he can control the propulsion and pedal frequency. Like a formula 1 driver, he also selects the tyres depending on the ground.

Blind understanding

The third criterion for success, apart from condition and technology, is the interaction of the stayer and pacer. The latter must keep watch on the course of the race and set the speed. A helmet that is open at the back allows him to hear commands such as "allez" ("faster") or "ho" ("steady, slower"). But a lot of it happens by instinct: "If you have been riding with the same pacer for a long time, he knows the stayer's preferences and strengths, and knows when he can put his foot down and when it's over," explains Steger. The most important thing, however, is "that after each race we can discuss objectively what went right and what didn't."

Thomas Steger and Thomas Ruder will be aiming for podium finishes at the German Championship at the beginning of July in Nuremberg and the European Championship in October in Berlin. By then they want to be stepping it up a notch. <





INTERNATIONAL

Swiss take quality overseas

Mountains, nature and people who love their home. That is a classic notion of Switzerland. But things are far more international here than many people think. After all, many groups of companies such as Trisa, Coop and the Roche Group are based here – to name but a few. So it is only natural that logistics companies like Interfracht operate globally. The Swiss CargoLine partner has its second mainstay in the Far East.

The company Interfracht, which is based in the metropolitan area of Basel, has been active in logistics for more than 50 years, and for 13 years now it has also been a logistical player in Vietnam. But why on earth did the Swiss found an office in Ho Chi Minh City back then, just under 10,000 kilometres away? “We already had many years of international experience and wanted to expand, preferably into a country that was still on the upswing,” explains Heimo Fischer. He is the Managing Director and shareholder of Interfracht Overseas (see box). “Vietnam offers the greatest economic growth after China, but costs are much lower, because it is about 15 to 20 years behind the People’s Republic in its economic development.”

Making four from one

Existing Interfracht customers were already purchasing goods from Asia. On top of that, there were contacts with a Swiss trading company with Vietnamese owners, who encouraged the CargoLiner to turn its plans into action. And there was certainly no lack of action: after the set-up work in Ho Chi Minh City, formerly Saigon, had been dealt with by Swiss, German and Vietnamese employees, the company dared to tackle other Asian destinations a little later. This time in the People’s Republic of China: although it is not as low-cost as it was before, it is still an extremely important production and investment site. This started with an office in Shanghai in 2010, followed by others, and then led on to Shenzhen (2011) and Ningbo (2012).

Typical standard tasks of the Asian branches include general cargo shipments (e.g. promotional items, tools, furniture) for the Swiss retail trade. “Every week we book consolidated containers that usually get to Europe by sea freight. For this, we agree the delivery dates with the Asian suppliers, arrange delivery to the port and clarify the customs aspects of exporting,” says the Managing Director. Interfracht Overseas prefers to direct the said sea freight to ports in the Netherlands or Belgium, because further trans-



Managing Director Heimo Fischer and his crew from Interfracht Overseas in front of the company's Ho Chi Minh City office.

ports within Europe can be flexibly arranged from there – whether this be by rail, truck or Rhine ship. So it is no wonder that freight forwarder Rotra is one of the Swiss company's firm partners: within the CargoLine network it is responsible for the Benelux countries and even has its own inland shipping harbour (see CargoTime 2/2016). A lively exchange is also maintained with Italian cooperation partners and German ones such as Bursped, Finsterwalder, Koch and Nellen & Quack. “The contacts within the network are enormously important for us, because all partners guarantee the same uniform quality standards,” says Heimo Fischer.

From general to heavy cargo

As well as shipments from the Far East to Europe and to North and South America, Interfracht is also recording more and more deliveries in the opposite direction. “The checking of these is often carried out by Asian importers, but we arrange for our sales departments overseas to process such shipments as well,” explains Heimo Fischer. This is not just general cargo, but also bulky and heavy cargo such as vehicles, large machinery for the construction industry or tank containers for the chemical industry. “For the Messer Group, a German industrial gas manufacturer, we used a variety of special HGVs to transport a gas installation weighing several hundred tonnes from the port of Haiphong in the north of Vietnam into the interior,” explains the Managing Director. One of his employees spent a whole week in North Vietnam for the supervision of the transshipment alone.

Interfracht can rely on its employees in the Far East. They are committed to the company's values, such as reliability, customer proximity and Swiss quality. This is also confirmed by trainees like Felix Brucker and Maximilian Schwarz, who are closely connected to CargoLiner Wackler and have gathered their own experience in the forwarder's Asian offices. “First, they explained to me all the work processes of the employees, who were very well-trained and spoke excellent English. They are the key to operating successfully in the Far East, because business is more a matter of trust than it is here. Of course, there are cultural differences but these are recognised

by the Swiss managers on site – so misunderstandings can be very largely avoided,” says Schwarz, who was on site for around four months in 2015. And it is precisely experience gathered over the years which helps the company to exist in the dynamic Asian market.

Playing it safe

In order for the company to defend its position on the market over the long term it also requires several permits. In China it is normal, for example, to first of all entrust a logistical task to an agent, who then in turn commissions a local company. A risky undertaking because many local firms are not insured. The Chinese Interfracht branches, however, are all approved as “Non Vessel Operating Common Carriers” (NVOCC): they are permitted, within China, to render and invoice all forwarding services themselves. So the customer gets everything from one source – and great security. This is because NVOCC licenses are only granted to companies that have proven company registration and corresponding insurance cover, and have deposited a large guarantee amount.

High-speed on the Silk Road

While Interfracht Overseas is acquiring more and more customers as a capable and trustworthy partner, the company is considering opening an additional office in the harbour town of Qingdao (in the east of China). It is also attentively observing developments on the new Silk Road, which is intended to become a highway of world trade – partly thanks to new rail connections. Interfracht is already using sections that have been developed. “Last year we transported 20 containers from Zhengzhou in China to Hamburg for one customer. Thanks to the use of the Trans-Eurasia-Express on the route, he received the urgently needed goods within a fortnight – twice as fast as with conventional transportation by ship! At the same time, we also reduced CO₂ emissions by about 95 per cent,” says Heimo Fischer with a smile. <

Interfracht Overseas

... is a subsidiary of the Swiss company Interfracht Speditionen AG, which was created in 1965 and employs more than 200 people. Interfracht Overseas was founded in 2005. While the branch in Ho Chi Minh City in Vietnam has ten employees, the three Chinese offices in Shanghai, Ningbo and Shenzhen have a total of 20 employees. Whether it be from port to port or door to door, all sites offer all logistics and transport services and are managed by another office in Hong Kong, which deals only with administration. www.interfracht.ch www.interfrachtvietnam.com www.interfrachtchina.com

The CargoLine tip: fiscal customs clearance

You can find out on our website how companies within the EU generate a liquidity advantage with fiscal customs clearance when importing from countries like China or Vietnam. www.cargoline.de/fiscal-customs-clearance



In capable hands

Contract logistics are CargoLine's second mainstay – alongside general cargo. At CargoLine's annual "Contract Logistics Day", experts explain every aspect of the business while customers report their experiences with the service. This year's event took place at Koch International in Osnabrück.

Time and again one reads of accidents resulting from incorrect handling of gas grills. This is usually due to incorrectly installed connections between grill and gas bottle, especially in the case of goods ordered on the Internet. Across Europe, the connection standards for gas grills are different from the ones in Germany and Austria. With the goods being shipped worldwide, mix-ups can easily occur.

For the inventor of the spherical gas grill, company DKB, and its brand Outdoorchef, such risks are not an issue: firstly, a funnel is built in as a protective shield against fat fires. Secondly, the grill experts have deliberately outsourced their entire delivery and returns handling to a logistics expert: CargoLiner Koch International in Osnabrück (see also CargoTime 1/2012). It operates the warehouse, with up to 17,000 pallet spaces, for DKB Household Germany GmbH. This comprises more than 3,000 different goods, 200 of which are range items including spare parts. In addition, Koch International delivers the goods to the trading partners of DKB, around 30,000 commissioned pallets a year.

But that is not all: in the run-up, the forwarding company also installs the right connections, packs the grills correctly and encloses the respective operating instructions. For exhibitions, trade fairs and seminars, the specially trained employees also handle the complete

assembly of the gas grills. If there do happen to be complaints, the transport and logistics service provider collects the goods from the retailer and then checks whether it can be sold again, cannibalises defective devices, manages and stores the intact parts and disposes of the remaining materials.

The spherical grills are of course also sold via the online giant Amazon. It places extreme demands on its automated logistics. Koch International coordinates all necessary steps here up to the delivery to the different Amazon warehouses in Germany and abroad. This includes, among other things, the order-specific labelling of the repackaging and the booking of predefined timeframes.

Added value through outsourcing

The cooperation between Koch International and DKB was an example of successful outsourcing at this year's "Day of Contract Logistics" of CargoLine. People met at the Osnabrück network partner in September 2016 at the invitation of Managing Director Jörn Peter Struck. After the themes of the previous years – "Lean Management" (2012), "Think Out of the Box" (2013), "How Logistics Boosts Online Retail" (2014) and "Storing and Transporting Hazardous Substances Safely" (2015), the topic this time was "Outsourcing as a Win-Win Situation".



Dominic Steinborn, a specialist lawyer in the field, provided important tips on the implications of liability and labour laws in outsourcing.

During the event, it was explained that there was a lot to be won by everyone in the process, the legal background was clarified and the future prospects of this important field of business were described. It has meanwhile become a second mainstay for CargoLine.

Dominic Steinborn, specialist solicitor for transport and forwarding law, enlightened listeners in detail concerning the necessary liability law and contractual agreements for outsourcing. He recommended that before concluding a comprehensive logistics contract, one should first carry out a fiscal, legal and commercial audit, and compose a letter of intent. He advised supplementing the latter agreement with a detailed performance agreement in the enclosure. The disciplinary implications of changing an operating part to the new owner and the existing protective provisions need to be taken into account. It was also important, he said, to have a precise explanation of the hardware and software used, an exact interface description, and regulations on the confidentiality of in-house and production-internal information.



Thanks to some sophisticated logistics, Peter Kovacs, Managing Director of DKB, has the barbecue boom firmly under control.



Ulrich Lorchheim, PwC, believes that outsourcing logistics – especially industrial contract logistics – continues to offer scope for improving competitiveness.



Wolfgang zur Stadt, Director General Procurement and Logistics at KME Germany, knows how quickly the right service provider can implement a logistics project.

and not in the consumer sector. Promising opportunities were arising in industrial contract logistics, especially for medium-sized logistics service providers with a specialised range.

Wolfgang zur Stadt, Director General Procurement and Logistics at the cooper goods manufacturer KME Germany, described how

Where is the journey going?

Ulrich Lorchheim of the audit firm PricewaterhouseCoopers then took stock of contract logistics from a market standpoint. He estimated the volume of this business field in Germany at 90 billion euros with growth of one to three per cent a year. He stated that an outsourcing of individual logistical activities up to whole areas of activity clearly leads to cheaper cost structures for the customers and increases their competitiveness. Here, however, he made a clear distinction between consumer goods and industrial contract logistics, seeing very high potential for growth in the latter

quickly a complete outsourcing can be handled once the project has been planned. After thorough examination and planning, the management in Osnabruck agreed to outsource their operational logistics processes in their entirety, including warehouses, to an external service provider outside the KME factory grounds. Koch International was chosen, and the project could already begin after just four months.



Once again, the fifth "CargoLine Contract Logistics Day" was well-attended. As usual, it offered plenty of helpful and interesting information for companies interested in outsourcing as well as an opportunity to network.

How strongly the subject of contract logistics is anchored in the group and how projects can be implemented in a technically sound and precisely planned way was again made apparent during the course of the meeting. At the end, Jörn Peter Struck emphasised another advantage for customers: "We offer them contract logistics and transport from one source. This means that the customer has only one contact, one invoice, fewer interfaces and the certainty that his goods will be properly and punctually delivered." <

Logistics concepts:

Companies performing simple transport tasks (First Party Logistics = 1PL) are distinguished from forwarding companies which also take on more complex partial performances in shipping and warehousing (Second Party Logistics = 2PL). Contract logisticians (Third Party Logistics = 3PL) as system providers are also responsible for the entire logistics and/or delivery chain. As outsourcing partners, they also look after e.g. packaging and assembly of the goods. 4PL companies, on the other hand, are only active in the planning and coordination. They do not have their own fleet and are reliant upon the interposition of subcontractors.

Contract Logistics at CargoLine:

Since the end of 2009, CargoLine has extended its quality management according to ISO 9001 with the field of contract logistics and defined the necessary processes in an appropriate logistics manual. Also, all individual customer requirements, such as display construction, assembly and checks, are subject to the bindingly fixed quality audit. 25 part-

ners in the group operate active contract logistics. The main focuses are on the following sectors: automotive, chemical including hazardous substances, consumer durables and consumer goods, e-commerce, health-care including pharmaceuticals, foodstuffs, aerospace, mechanical engineering, electrical engineering and paper.

Intelligent mobile solution for drivers and field service representatives



The daily work of delivery drivers, suppliers and field service employees has changed drastically over the past few years: out with the flood of paper, and in with digital technology. The use of telematics for documentation, navigation and route planning, for example, is now carried out entirely by mobile computer – and these have to be able to cope with the rough shipment environment. Falls, cold, heat, dust and dirt are major challenges for sensitive electronics – Zebra Technologies has taken care of all of these with the development of the TC56 mobile computer.

The design of the mobile device is based on that of modern smartphones to make operation intuitive. Built for use in transport and field service, the TC56 is particularly robust: it possesses a fall-resistance of 1.2 m onto concrete across the whole operating temperature range (-10 °C to 50 °C). So if the mobile device happens to slip out of cold hands in winter, it will survive the fall undamaged, even in temperatures below zero. In addition, users can also carry out inputting with gloves on or an appropriate pen.

Exorbitant power

According to the manufacturer, the batteries have an operating time of up to 14 hours, so that employees can get through even long shifts with only one charge. If a battery has not been charged, it can simply be replaced without interrupting use or loss of connection, thanks to the warm swap mode. Furthermore, a display with the most important battery values shows information including when old or weak batteries should be replaced.

Suppliers can document a delivery in real time, register the condition of the goods and feed everything into a central administration sys-

tem: a built-in 13-MP camera shoots high-resolution photos while a 1D/2D imager can scan barcodes in virtually any condition and from every direction. As an addition to this, Zebra offers the SimulScan, an application from its Mobility DNA suite – a collection of corporate applications and development tools. With SimulScan, employees can simultaneously register barcodes, text fields, telephone numbers, pictures, signatures and even checkboxes at the press of a button.

Transparency in real time

For deliveries to retail traders, professional applications are available on the TC56 for automated ordering, delivery tracking and inventory management. Even delivery confirmations and invoices can be produced with the TC56. Furthermore, employees can use applications for asset management and access site-specific services. In field use, tools are also available for spare parts inventory and planning. This new solution allows continuous order management between forwarding software and drivers, and thus offers companies transparency in real time. WLAN and 4G LTE are supported in order to ensure a lasting Internet connection.

Android 6.0 Marshmallow runs on the TC56, but upgrading to Android Nougat and the following operating system are possible. The mobile devices thus offer high security of investment. In addition, Android smartphones are familiar from private use, which makes handling easier for drivers and reduces the need for instruction. Zebra is thus offering a mobile device that combines future-proofness, industry-specific company application and intuitive operation. <

Transport logistics. Contract logistics. Right across Europe. 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
Spedition Balter und Zimmermann GmbH
07554 Korbußen

► 1....

TLT Berlin GmbH
14478 Potsdam
Hans Sander GmbH & Co. KG
18146 Rostock

► 2....

Jeschke & Sander Spedition GmbH
21129 Hamburg
KG Bursped Spedition-GmbH & Co.
22113 Hamburg
Hans Sander Güterlinien Nah- und Fernverkehr, Spedition und Lagerung GmbH & Co. KG
2524 Itzehoe
moresco logistic GmbH
26789 Leer-Brinkum
BHS Spedition und Logistik GmbH
28197 Bremen

► 3....

Carl Köster & Louis Hapke GmbH & Co. KG
31319 Sehnde
HARTMANN International GmbH & Co. KG
33106 Paderborn
John Spedition GmbH
36124 Eichenzell
Friedrich Zufall GmbH & Co. KG
Internationale Spedition
37079 Göttingen
CargoLine Magdeburg
c/o CargoLine GmbH & Co. KG

► 4....

Nellen & Quack Logistik GmbH
41066 Mönchengladbach
BTG Feldberg & Sohn GmbH & Co. KG
46395 Bocholt
Heinrich Koch Internationale Spedition GmbH & Co. KG
49090 Osnabrück

► 5....

CargoLine Cologne
c/o CargoLine GmbH & Co. KG
Borne Logistik und Speditionsgesellschaft mbH
54311 Trierweiler
Gustav Helmrath GmbH & Co. KG
55543 Bad Kreuznach
Spedition Balter GmbH & Co. KG
56218 Mülheim-Kärlich
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 Saarouis
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
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 Augsburg
c/o CargoLine GmbH & Co. KG
Franz Lebert & Co., Internationale Spedition GmbH & Co. KG
87437 Kempten
Lebert & Co. GmbH Internationale Spedition
88255 Baienfurt
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89231 Neu-Ulm

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F-67720 Hoerdt (Strasbourg)

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Englmayer Hungária Kft.
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S.I.T.A.M. S.r.l.
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GRUBER Logistics SpA
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I-39100 Bozen

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LV-1012 Riga

Nortrail – Norsk Trailer Express AS
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Rotra Forwarding BV
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