

# CargoTime

2/2024 The  CargoLine magazine

ECONOMICALLY SMART

**How foreign workers  
support our economy**



27 PERCENT OF US

**Bigger, faster, more versatile**  
New partner Delamode Baltics  
generates added value

**Positioned for the future**  
The CargoLine management  
team gets stronger and younger

**On the road to sustainability**  
A clear roadmap and strong commitment  
lead to a climate-friendlier future



“With LUNISA, we were able to fill our open positions (specialists and managers in logistics as well as commercial positions) quickly and with the right people. We greatly appreciate the partnership-based collaboration with the team at LUNISA and look forward to further joint successes.”

Bernd Schäflein, Member of the Executive Board of Schäflein AG

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Dear readers,

Whether from Greece or Guinea, Croatia or Colombia, the employees of our partner companies come from as many as 50 nations! We wanted to know exactly what contribution they make, as well as what challenges the companies face when it comes to the topic of migration and integration. To find out, CargoLine launched an internal survey, and we are presenting you with the exciting results of this in our latest Focus section. We also include a macroeconomic view, elevating our gaze beyond the company.

Our cooperation with the extremely successful logistics company Delamode Baltics is also a border-crossing enterprise (page 11). Since July, it has been overseeing the entire Baltic region for us – a region that is developing just as dynamically as the service provider itself.

Our Practice section is all about powering up on Scandinavian and German roofs. More and more photovoltaic systems are being installed in these countries with the help of BayWa r.e. Thanks to the CargoLiner Wackler, BayWa r.e. is delivering accurately piece-counted items, everything from PV modules to six-metre-long substructures.

Apart from introducing our partners, CargoTime always includes portraits of individuals as well. On page 17, you can find out why Ellen Schultheis from our central and European hub feels so at home at the general cargo cooperation. Andreas Witzigmann, CargoLine authorised signatory and new Head of International Operations, reveals in an interview not only what motivated him to return to the cooperation after a brief foray elsewhere, but also where the journey within his department will take him in future (page 19). In an interview with Prof. Dirk Lohre, we talk about the commitment of our network to sustainability and the latest ISO certification in this regard (page 21).

Here's wishing you an inspiring read with CargoTime!



Jörn Peter Struck  
 Chairman of the Management Board



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





6



11



18



20

	FOCUS
6	<b>Economically smart, socially enriching</b> Twenty-seven percent of the German workforce has foreign roots. These people make a significant social contribution, and not just economically, as a survey within the general cargo cooperation shows. <i>CargoTime</i> shares insights into the results and sheds light on the challenges around migration and integration. For employees and employers!
	INTERNATIONAL
11	<b>Dynamic duo for Baltic trio</b> Delamode Baltics became the new CargoLine partner for Estonia, Latvia and Lithuania in July 2024. The seasoned logistics specialist ensures that processes are streamlined with premium products, direct deliveries and regular hub transports.
	PRACTICE
12	<b>Solar power for everyone</b> When a PV system is installed, all its parts must be ready to hand. To ensure they arrive safely and on time at the construction sites, BayWa r.e. – developer, service provider and wholesaler of energy solutions – relies on the expertise of freight forwarder Wackler.
	IN BRIEF
14	> <b>New partner for Saarland</b> > <b>True to his word</b> > <b>Strong ties</b> > <b>Regional flagship: Wackler's private museum celebrates its tenth anniversary</b> > <b>Pallet hotel and loads of efficiency: Warespace takes off!</b>
	UP CLOSE
17	<b>Feel-good factor? High!</b> “At the supermarket, I always wondered how the apples from Peru ended up here”, Ellen Schultheis recalls. She decided early on to pursue a career in logistics and ensures that processes run smoothly at CargoLine’s central and European hub.
	STRATEGY
18	<b>Leadership trio for CargoLine</b> By adding Sebastian Grollius and Andreas Witzigmann to the senior management team, Managing Director Jörn Peter Struck is taking account of the complex requirements of managing a modern logistics company and lining up the next generation in the starting blocks.
	<b>Boundless enthusiasm</b> After a brief foray to an external logistics provider, Andreas Witzigmann is now back at CargoLine. This time at system headquarters, where he is responsible for the pan-European development of the network as an authorised signatory and Director of International Operations.
	ENVIRONMENT
20	<b>Working together for sustainability</b> Climate protection takes many shapes in our general cargo cooperation, be it as new products and certifications, the Sustainability Roadmap 2030 or the Sustainability Day 2024 – an impressive commitment, says external expert Prof. Dirk Lohre.
	ADVERTORIAL
22	<b>Looking for talent?</b> Unfilled positions, lengthy application processes – LUNISA trust & match promises creative and individualised recruiting methods.
24	PARTNER MAP

# Economically smart, socially enriching

Many employees at German companies have foreign roots. The same applies for the employees at CargoLine's partner companies and its system headquarters. *CargoTime* sheds light on their stories, their contribution to the economy and the challenges associated with migration – including its impact from a business perspective.

**T**wenty-seven percent of the working population in Germany has a migrant background. These people are an integral part of our society and our workforce," says Peter Adrian, President of the German Chambers of Commerce and Industry (DIHK). "Only with this 27 percent can we achieve 100 percent performance in our economy." We are talking specifically about people who either came here from another country themselves or were born here after their parents immigrated to Germany.

CargoLine took this statement as an opportunity to look within its own ranks and asked its German partners: "How high is the proportion of migrants in your organisation? What national backgrounds do your employees have? And what jobs do they carry out?" Since numbers can only tell us so much, the companies were also asked

to report on the benefits these employees created for them. And what hurdles or obstacles they faced when it came to their employment. After all, whitewashing doesn't do anyone any good.

## A matter of substance

There is no doubt about it, the internal survey turned up a good many surprises! One of the biggest being that the percentage of migrants employed at almost half of the participating CargoLiners exceeds the 27 percent cited by the DIHK. For one in four of them, the figure even lies between 30 and 47 percent! The bottom line is, "Without these employees, our performance would be zero percent – we would have to close up shop," says Klaus Weiss, Head of Human Resources at the Fritz Group (Heilbronn), cutting right to the chase. Markus ◇







## Dawod Rabiei



- **Born in Iran**
- **In Germany since 2017**
- **Trained and working as a professional driver at Wackler in Göppingen**

### What is “home” for you?

When I travel to Tehran, I look forward to seeing family and friends. That’s where I grew up. I know every alley there. I always feel at home there. When I come back to Göppingen, where I now live, where I work, have made

friends and have a new family, I feel a sense of relief and familiarity, like homecoming after a long journey. For me, home is a feeling of the past that is associated with many memories. Now, home for me is the presence of people who have similar thoughts, worries and desires to my own. Home is a sense of support and security and doesn’t necessarily have to be a place.

### You were once a road construction architect. Now you work as a truck driver – what’s that like for you?

When I had to leave my home country of Iran, I realised that I would have to start from scratch again. First of all, there was the language, which I had to learn, the foreign culture, which still amazes me to this day, and then the consideration of whether I should have my bachelor’s degree from Iran recognised, whether I should continue my studies or where my journey would take me – in the end, I decided to completely retrain as a professional driver. That was the easier path for me. But the training was challenging for me as a non-native speaker, because I had only been living in Germany for a year. Still, I made it and have now been working five years at Wackler, where I’m very happy.

### What do you love about your new job as a truck driver?

As I have always been interested in technology, cars and trucks, I really enjoy working as a professional driver. I used to drive heavy machinery as a road construction

Neumann, Network Coordinator at Schmelz in Kassel, agrees: “In times of skilled labour shortages, employees with a migrant background are absolutely essential for us in order to survive economically.”

Just think of the many warehouse employees and professional drivers without whose commitment the economy wouldn’t be able to function. Neither the general cargo cooperation nor other logistics providers would be able to operate, the shelves in the shops would be largely empty, building materials, production materials and other important components in a wide range of industries would arrive too late or even be missing completely. These people are therefore of the utmost importance for all units involved in a supply chain. This was also confirmed by a study published last year. It stated, for instance, that there was a shortage of around 70,000 drivers in Germany in 2023 – impacting the entire German economy by around ten billion euros. And the trend is rising!<sup>1</sup>

In the Fritz Group, it is “quite normal for people from different cultural backgrounds to work together”. So it stands to reason that migrants also occupy a variety of other jobs within the CargoLine network – whether in controlling, customer service, sales, IT, administration or scheduling, to name just a few. And it’s equally normal that they hold positions of responsibility. For example, as assistants to the management, team leaders, shift supervisors or forwarding, warehouse and sales managers.

## Enrichment on many levels

In addition to them filling vacant positions, there are many other arguments in favour of employing a range of employees of different cultural backgrounds. “This makes global communication with partners and customers, but also with customs authorities abroad, so much easier,” reports Torsten Dahl, Managing Director at BHS Spedition in Bremen. After all, in an internationally operating network, having native speakers from a variety of countries is a huge advantage. Most of them come from Poland, Turkey and Romania – also from Italy, France, Russia and Croatia or crisis regions such as Syria, Afghanistan and Ukraine. And there are some with roots in Madagascar, Gambia, Indonesia, India, China, Vietnam, Guinea, Colombia, Brazil, the United States and a variety of other countries. People from no less than 50 different nations work at Koch International in Osnabrück.

“Most people who come to Germany are consciously looking for a new start here. You have to be adaptable and willing to learn, otherwise it won’t work,” notes Lars Taiber, authorised signatory and a forwarding manager for scheduled cargo traffic at Spedition Hofmann in Biebesheim. “This is precisely why so many of them are flexible, open to new things, motivated and committed. Due to their ‘different’ experiences and perspectives, they also often provide impetus for new ideas.” Hartmann International (Paderborn) reported that this pays



architect. So I already had experience in this area. I actually like the independent work, the daily contact with a variety of customers and the great responsibility you have on the road every day.

**Is there anything “typically German” that you like very much?**

I appreciate the industrial machines that Germany produces, their high quality and, above all, the engineering that goes into making German cars.

**Is there anything from or in Iran that you really like and/or miss?**


Interactions with family and neighbours, friends, even strangers, that give you a good, warm, connected feeling. I miss that a bit in Germany. And also the good Iranian food, with plenty of fresh ingredients and herbs and prepared with a lot of love, as well as the many bakeries in Tehran with countless different special sweets that you don't find in Germany – these things I miss, too.

off in terms of greater creativity. Among the positive side benefits are also a more inclusive and harmonious working environment and an increase in social responsibility among the “traditional” workforce.

The perfect keyword here is “intercultural competence”. This promotes a generally tolerant and open working atmosphere. In turn, that strengthens our corporate image, as HR Manager Diana Simeth von Graßl knows too well: “For my part, this is an important factor in employee recruitment and retention. Word gets around that we care and that our open corporate culture makes our colleagues feel at home straight away.” Working with people from other cultures broadens her own horizons in many ways, “not least when it comes to all the delicious dishes we have at our company get-togethers,” she adds with a smile.

**No rose-coloured glasses**

The openness we have mentioned also helps to promote cooperation within the workforce. After all, cultural differences can also be quite challenging. For example, around 5.5 million people in Germany are Muslims, many of whom do not eat or drink during the day during the fasting month of Ramadan. This can limit their energy and concentration. Knowing this makes it easier to deal with. Forward-looking holiday planning that makes greater use of non-Muslim employees during Ramadan can also avoid frustration during this time.

Of course, not all nations, cultures and religions are automatically well-disposed towards each other. Sometimes, it may be necessary to mediate in the workplace. If 

## Younes Noorzai



› In Germany since 2016

› Works as an IT specialist for system integration at Graßl in Plattling

**You once had your home in Afghanistan – now you’ve been working at Spedition Graßl for several years – what’s that like for you?**

It was a completely new experience for me. A new beginning is never easy, especially when you have to leave your home behind. But the good work atmosphere, close cooperation and mutual understanding between colleagues at Spedition Graßl makes a lot of things easier. This supportive atmosphere is helping me to settle in better step by step and to successfully master the challenges of a new start.

**What do you think should be changed or improved in terms of integration in this country?**

Although there are already events and meetings outside the company, I think that these should take place more often in order to promote even better and closer communication between colleagues. Having a chance to chat and engage in small conversations during these events, for example, helps me to build up better rapport with my colleagues.

**Is there anything “typically German” that you like very much?**

Many people attach great importance to punctuality and accuracy in everything, be it work, holidays or even simple meetings with friends.

**Is there anything from or in Afghanistan that you really like and/or miss?**

I think the mutual understanding between people in Afghanistan is a bit different to here.

## Edita Bulić

› Born in Bosnia-Herzegovina

› In Germany since 1994

› Works at CargoLine’s system headquarters as a deputy commercial manager

**Your family was displaced from Bosnia in 1992 as a result of the war. The escape to Germany took a roundabout route. Did you settle in here quickly? If so, what helped?**

Yes, I did. What helped was the will to achieve something in life and the urge for independence. Also, my single mother’s concern for her children’s education. And then my sporting activities in clubs, etc.

**How did you – still a child at the time – experience the expulsion and escape?**

I felt sad and powerless. It was a life-changing experience that will stay with me for the rest of my life.

**Is there anything “typically German” that you like very much?**

I really like the German sense of discipline.

**Is there anything from or in Bosnia that you really like and/or miss?**

Yes, the food and nature there.



## Yaseer Alarnaout



- › Born in Syria
- › In Germany since 2015
- › Works at Sander Logistics in Hamburg, responsible for documentary handling incl. hub transports for all outgoing trucks as well as route processing and credit note creation for the transport companies used. In addition, he takes care of the swap body management.

**We reported on you in an “Up close” article in 2018 (CargoTime 1/2018) – what has changed for you since then?**

In the meantime, I was taken on as a staff member after my training and I'm currently employed doing the job mentioned above.

**What do you think should be changed/improved in terms of integration in this country?**

Bureaucracy (authorities, general regulations) is very extensive here compared to my home country. I have meanwhile been granted German citizenship and am very happy with the opportunities that Germany offers. The resulting benefits clearly outweigh the “effort” expended in the past.

**Is there anything “typically German” that you like very much?**

Having the freedom to pursue matters close to my heart – without restrictions.

**Is there anything from/in Syria that you really like and/or miss?**

I miss the family connections very much. In Germany, everything is very impersonal. It's every person for themselves here and hard to make new friends..

people's command of the German language is only moderate or they do not speak it at all, misunderstandings seriously complicate everyday working life. Although German courses are often compulsory, there are not enough on offer due to a lack of teachers. CargoLiner Wackler (Göppingen, Dresden) therefore organised its own course to suit its needs, with subject-specific vocabulary especially for its foreign professional driver trainees. “If there is anything we don't understand at vocational school, we can repeat the material in our German classes. That's a great help,” says one of the participants, Mouhoussinou Aliou-Aboubakar. Having fled from war and the threat of arrest in his home country of Togo, where he had previously worked as a truck driver, he was delighted to be able to pick up where he left off at Wackler.

War and violence are just two of the many reasons why people seek refuge elsewhere (usually in their own country or a neighbouring one). Persecution, discrimination, destroyed livelihoods, hunger and poverty have also played a role in this since time immemorial. What would the USA be today without all the immigrants who left Europe in the 19th and 20th centuries in search of a better life for themselves and their children? The

desire for freedom alone can be so great that someone leaves their country and is prepared to expose themselves to the greatest of dangers in the process. We don't even need to look as far as the rubber dinghy that Mouhoussinou Aliou-Aboubakar was in – Germany's own story is vivid enough. After all, more than four million Germans fled the GDR between 1949 and 1989.

### The mills grind too slowly

Back to CargoLine. Another surprise emerged from the survey of the network partners. Despite the rising number of refugees in general, the proportion of refugees in the workforce tends to be in the lower percentile range. This may not just be due to a lack of German courses, “but also because the bureaucratic mills in this country grind extremely slowly – whether it is with regard to the recognition of foreign qualifications and driving licences or the issuing of a work permit,” says CargoLine Chairman of the Management Board Jörn Peter Struck. One thing is certain, if we really want to counteract the shortage of skilled labour in this country, what we need is not just committed applicants, but equally committed politicians. ◇

<sup>1</sup>Source: <https://transportlogistic.de/de/entdecken/industry-insights/detail/lkw-fahrermangel.html>



# Dynamic duo for Baltic trio

Twenty years ago, Estonia, Latvia and Lithuania joined the EU. Just two years later, Delamode Baltics was established and went on to become an extremely successful logistics company. In July 2024, it became CargoLine's new partner for the Baltic region.

**A**rt Nouveau in Riga, Latvia, late Baroque in Vilnius, Lithuania, and medieval walls in Tallinn, Estonia. Time stands still in the Baltic region. But only as far as particular buildings are concerned. Otherwise, things are quite dynamic there – especially when it comes to digitalisation. According to the Digital Economy and Society Index (DESI) published by the European Commission, the Baltic states are exemplary in this respect. In Estonia, for example, the pioneer of online parliamentary elections, 99 percent of dealings with public authorities can be carried out online.



Tradition and modernity go hand in hand at Delamode Baltics, too. Established in 2006, the company is one of the fastest-growing forwarders in the Baltic States, ranking 5th in the top 500 Lithuanian business leaders list (LVL 500). It is also the Baltic market leader in general cargo – and a genuine CargoLine since the beginning of July! For Justas Versnickas from the Delamode Group, this partnership is particularly rewarding, “because the general cargo cooperation opens up wider pan-European prospects for us and our customers via its extensive and efficient network”.

## Well equipped, even for the Olympics

When he speaks of these prospects, the CEO is referring to the Baltic CargoLine's expansion of its distribution and procurement logistics, which boasts 14,000 customers worldwide. One reason for the large number of customers is perhaps that Delamode develops customised solutions: be it the storage of temperature-controlled goods in its modern cross-docking warehouse or the transport of equipment for the Olympic Games which recently took place in France. The service provider also has around 40 special trailers that make it ideally suited to deliver new and used vehicles within Scandinavia, the Balkans and other European countries. Meanwhile, wholesalers and retailers that operate throughout the

Baltic region and source their goods from various suppliers in Europe are pleased to be able to consolidate all their goods through a single service provider and distribute them reliably according to their destination.

## Accelerated processes for consigners

To further accommodate customers, Delamode Baltics has added three of CargoLine's premium products – NightLineEurope Priority, Fix and Receipt – to its portfolio. In addition to daily line hauls with Bursped, Schäflein, Schmidt-Gevelsberg and the Noerpel Group, the logistics specialist also travels to the central hub of the general cargo cooperation in Niederaula. “These hub transports provide our customers with up to eight departures every week to the Delamode depots in Vilnius, Riga and Tallinn. Their delivery areas cover the entire country,” explains Andreas Witzigmann, Head of International Land Transport at CargoLine. “With this improved service, we offer consigners the opportunity to speed up their processes and strengthen their competitiveness!”

### Delamode Baltics

... is the largest company in the Delamode Group, which operates in 13 countries. It offers the full range of logistics services, from part and full loads to temperature-controlled transports, hazardous goods, contract logistics, warehousing, car transports, road and rail transport to air and sea freight.

Head office in Vilnius, Lithuania

Further locations:  
Riga, Tallinn, Kaunas, Šiauliai

Around **630** employees

**250**

trucks (some of which e-trucks) and trailers plus **100** mega trailers for intermodal transport

**500**

semi-trailers incl. **100** piggyback mega trailers for rail transport

More than **540,000**  
consignments in 2023

[www.delamode-baltics.com](http://www.delamode-baltics.com)

# Solar power for everyone

The Tübingen-based subsidiary of energy service provider BayWa r.e. supplies installation companies with everything they need for the photovoltaic systems market. To ensure that the goods are delivered safely and on time directly to the construction sites, the solar specialist relies on its partnership with the freight forwarder Wackler and the CargoLine network.



**S**olar energy theoretically has the potential to sufficiently cover the world's entire electricity needs. The use of solar power is on the rise thanks to falling prices across the board, coupled with the necessity of moving away from fossil fuels such as coal, gas and oil. Interest in photovoltaics (PV systems) among private property owners in Germany has grown as much as tenfold over the past five years. Companies are also increasingly fitting out their roofs with this clean and inexhaustible energy solution. At the end of 2023, there were a total of 3.7 million solar power systems with an output of 81.5 GWp (see info box). According to the targets set by the German government, the percentage of solar energy in electricity generation is set to increase from the current 12 percent to around 25 percent by 2030. During this period, the German solar industry expects turnover to increase to an impressive 45 billion euros – despite the dominance of Asian manufacturers in the solar module sector.

## Stable German market

BayWa r.e. Solar Energy Systems GmbH, based in Tübingen, is a direct supplier for installation companies in Germany and Scandinavia. It operates a PV web store for modules, inverters, storage solutions, and construction materials and accessories. "Anyone from small local businesses to national installation companies can get everything they need from us as a

single source for the installation and operation of PV systems," explains Frank Morawietz, Head of Supply Chain & Digitalisation at Solar Energy Systems GmbH. "And we deliver directly to the construction site."

The company's core business lies in smaller systems with an output of up to 30 kilowatts peak power, while larger systems are handled by its sister company BayWa r.e. Solar Projects GmbH, explains Morawietz. The market in Europe fluctuates, but in Germany it is "now very stable, with a certain amount of market noise". Demand soared during the coronavirus pandemic, but there was only a limited supply of solar modules. As a result, installers bought up what was available on the market at relatively high prices and stockpiled the modules. "Today, on the other hand, we can buy them at much more favourable prices and install them immediately," explains Tim Schrade, Head of Logistics and Customs. "The construction team goes to your place first, tomorrow to your neighbour's and the day after to mine. The accurately piece-counted items are delivered to the construction site, and then it all has to flow together smoothly. If anything goes wrong, the whole chain falls apart." Logistics expert Morawietz elaborates on this in more detail: "We aim to minimise the amount of handling, and we also carry long items. The substructures are up to six metres long. That's a challenge for any general cargo forwarder."

## Raw eggs

For the freight forwarder Wackler in Göppingen, 70 kilometres away, such challenges are part of their daily business and they now also "actually enjoy transporting long items," Schrade remarks with a grin. His company has been working closely with Wackler since 2011, and both have grown together. Initially the orders were sporadic, and then in 2018 they added warehousing for 1,800 storage spaces and introduced long item transport. Dennis Thierwald, Sales Manager at Wackler, reports that last year three semi-trailers were on the road every day with general cargo for this major order, with additional direct shipments and part loads. "Over 15,000 consignments were collected, almost 35,000 packages with a total weight of 11,200 tonnes. BayWa r.e. is an absolute top customer for us," he remarks appreciatively. He is aware of the special challenges involved. These are met by using the CargoLine premium services NightLineFix (delivery on a desired day) and, as part of B2CLine, the driver notification system for consignments to end customers. The solar modules are very susceptible to scratches and damage. Although they are well packed, it is important to handle them carefully when loading and unloading. "It's almost like dealing with raw eggs," he says. "If you get caught on something with the forklift truck, the frame of the module will be damaged or even ruined."






This kind of damage can never be completely ruled out, but with Wackler and the CargoLine network, the percentage is relatively low. Schrade confirms this and emphasises another of Wackler’s areas of expertise: “It is very difficult to find storage space in Germany for hazardous goods – in our case lithium-ion batteries. Wackler is one of the few freight forwarders that can do this well.”

**Genuine partnership**

“We have always been very satisfied with Wackler, and today we have a real partnership,” says Schrade in praise of the forwarder. Frank Morawietz also finds this term highly appropriate: “It is very important to us that our customers receive the best possible service, and you don’t achieve this by working with just anyone simply because they are offering a favourable price. We need a partner who wants to evolve with us in the long term, and Wackler fulfils this role very well,” says Dennis Thierwald in appreciation, adding: “We have known each other for many years.

We support each other consistently and work together to find a solution for any difficulties that may arise. We meet regularly every fortnight to ensure continuous improvement.” Frank Morawietz points out that everything is proceeding smoothly and to his satisfaction: “If I don’t hear anything in my capacity as manager, then my colleagues are quickly and easily managing to solve all the problems on an operational scale that can undoubtedly arise in the world of freight forwarding.” For the future, he hopes that every pallet can be tracked in real time area-wide, even in international transport. The most important thing for him, however, is to be working with a freight forwarder like Wackler “who also cares about our business – as we are committed to renewable energies through and through”. 

**What does kWp mean?**

The nominal power of a photovoltaic system is measured in kilowatt peak (kWp) instead of kilowatt hours (kWh). This peak value indicates the highest possible output that a system can achieve under constant conditions. The actual energy yields vary depending on the solar radiation, the angle of incidence and the temperature of the solar cells. Depending on the location, the amount of solar radiation in Germany can vary by up to 200 hours between the north and the south. Roughly speaking, 1 kWp nominal power generates an average of around 1,000 kWh of electricity per year.

**BayWa r.e.**

... is a leading global developer, service provider, PV wholesaler and supplier of energy solutions in the field of renewable energies. As an independent energy producer, the company claims to have connected over 6 GW of plant capacity to the grid and manages plants with a capacity of over 10.5 GW. A PV web store supplies installers with solar modules, inverters, storage systems and installation accessories. The shareholders are BayWa AG and Energy Infrastructure Partners, market leaders in the energy infrastructure sector.

PV web store:  
<https://solar-distribution.baywa-re.de/en/>

**Wackler Spedition & Logistik**

... is a transport and logistics service provider run by the fourth generation of the family. Wackler can look back on 178 years of company history in Göppingen. In 2008, the company opened a second logistics centre in Wilsdruff, near Dresden, which since 2021 also includes one of the most modern hazardous goods warehouses in Europe. Wackler is a founding member of CargoLine (1993). The branch in Wilsdruff topped the latest CargoLine quality ranking in 2023 as “Partner of the Year”.

**570**  
employees

**4,650**  
outgoing and incoming consignments per day

**114**  
daily line hauls

**97,000**  
pallet spaces (both Wackler sites combined)

**70,000** square metres  
of logistics space  
(both Wackler sites combined)

**14,200** square metres  
of handling space

[www.wackler.de](http://www.wackler.de)

## New partner for Saarland

Since 1 August, Emons in Bexbach has been covering the federal state of Saarland exclusively for the CargoLine group and its own network. This was the first Emons branch to commence operations since the transport and logistics service provider headquartered in Cologne became a shareholder in the general cargo cooperation at the beginning of the year.

With 45 employees, 3,800 square metres of handling space and 1,000 square metres of logistics space, the site provides the entire product portfolio of the CargoLine group. It is integrated into the network via daily line hauls and hub transports. It is also connected to CargoLine's extensive Cepra track & trace system.

"We're delighted to be covering this area with a 100 percent franchisee now, as a result making our network even more efficient and secure. Emons and CargoLine are on an equal footing in terms of operations, digitalisation and work ethics. This will simplify processes and give customers better access to our range of logistics solutions and online services," explains CargoLine Chairman of the Management Board Jörn Peter Struck.

"Both the CargoLine and Emons networks can boast outstanding quality. While maintaining the same high standards, the level of service in delivery and procurement logistics will in-



crease throughout Germany for the benefit of our customers. We also appreciate being able to face the challenges of the general cargo business together. As partners, we will leverage synergies in digitalisation, process streamlining and more," says Ralf Wieland, CEO of Emons, with conviction.

Towards the end of the year, two further Emons locations will be integrated into the CargoLine network: Magdeburg on 1 December 2024 and Karlsruhe on 1 January 2025. ◇

## True to his word

CargoLine mourns the loss of Wolfram Fritz, who died unexpectedly on 31 July at the age of just 61. Under his leadership, the Fritz Group joined our organisation as a shareholder in 2011. He was closely involved right from the start. As head of the Domestic Network working group, he focused in particular on ensuring the stability of the group through targeted partner management.

We will remember Wolfram as a very warm-hearted person and a "Swabian archetype" in the best sense of the word, someone who preferred the telephone to the keyboard and who always took time to listen. He was an open-minded and constructive person to share ideas with, radiating optimism throughout. You could rely on his word – a value that is unfortunately no longer commonplace in today's business world. We will miss him.

Our heartfelt sympathy goes out to all those who were close to him – especially his wife Sylvia, his son Marc-André, his mother, other close family members and the entire Fritz Group workforce. ◇





## Strong ties


“Wine before beer, and you’ll feel queer” goes the saying. But certainly not if you leave a little time in between. After all, the last privately initiated meeting of current and former CargoLine forwarding managers that included a wine tasting took place back in 2023 (see *CargoTime* 2/2023), when they bade farewell to their long-standing forwarding manager colleague Rudolf Schott (ex Klumpp + Müller) at an emotional farewell do for his retirement.

So this year, they headed for Bamberg, the city at the heart of Franconian beer brewing craft. Guided by a beer sommelier, the CargoLiners strolled through the enchanting old town. They tasted various local beers and snacked on specialities such as Bamberg Hörnla, a flaky butter pastry, and chocolates from the renowned Storath confectionery. In the late afternoon, the eleven visitors descended into Bamberg’s mysterious underworld. The tunnel system with a length of almost ten kilometres was once used to store beer and malt, among other things. This eventful day, which,



From colleagues to friends (from left): Uwe Klapsch (Wackler, Wilsdruff), Jens-Peter Michel (Hugger, Aldingen), Kira Piening (BHS, Bremen), Christian Czettel (formerly Fritz, Heilbronn), Rudolf Schott (formerly Klumpp + Müller, Kehl), Dominik Herr (formerly Noerpel, Baienfurt), Lars Taiber (Hofmann, Biebesheim), Christof Domian (formerly BHS, Bremen), Markus Parden (Schmidt-Gevelsberg, Schwelm) and Markus Weber (Lebert, Kreuzlingen, Switzerland) at their annual meeting.

like last year, was perfectly and thoughtfully organised by Lars Taiber (Hofmann Spedition) and Christian Czettel (formerly Fritz Group), ended with a brewery tour and beer tasting at Klosterbräu, the oldest brewery in Bamberg.

One thing is sure – the friends definitely want to meet up again in 2025. We’re keen to see what’s in store next time! 

## Regional flagship: Wackler Spedition und Logistik’s private museum celebrates its tenth anniversary

For Gabriele Schwarz, authorised signatory of the Schwarz Group, 7 June marked a very special date. She had invited family, friends, business partners, employees and representatives of the city of Göppingen to the Friederike Wackler Museum to celebrate her museum’s tenth anniversary. In 2014, she opened the only private museum owned by a freight forwarding company in Germany, where she has since welcomed 3,200 visitors, as she proudly points out.

School classes, clubs, tourists, history buffs and companies can experience a piece of Göppingen’s history in this small and charming museum. At the same time, they learn how Wackler has developed from its beginnings as a horse-drawn carriage company into the modern transport and logistics service provider it is today. The museum also documents what its namesake Friederike Wackler had to contend with as a business manager in the 19th century. “That was what prompted me to set up the series of talks entitled ‘Children, capital, career,’” Schwarz explains. Since 2018, she has welcomed guests from business and politics to discuss various aspects of female entrepreneurship.

This is also one reason why Ulm-based historian Dr Marie-Kristin Hauke was invited to present a talk at the anniversary celebration. During this talk, she explained how hard the politician Elisabeth Selbert battled in 1949 to ensure that the sentence “Men and women have equal rights” would be included in the Basic Law. Andrea Marongiu, Managing Director of the Baden-Württemberg Freight Forwarding and Logistics Association (VSL), provided a glimpse into the future of logistics. He concluded his outlook with the observation: “People provide the creativity, machines deliver the performance. That’s how we can solve problems.”

Admission to the accessible museum is free of charge. Visitors can register by e-mail ([hallo@friederike-wackler-museum.de](mailto:hallo@friederike-wackler-museum.de)). [www.friederike-wackler-museum.de](http://www.friederike-wackler-museum.de)



Gabriele Schwarz (centre) at the anniversary of the Friederike Wackler museum she founded ten years ago.

## Pallet hotel and loads of efficiency: Warespace takes off!

CargoLine's warehouse logistics start-up has left the nest! Warespace has been operating as an independent limited company since 1 April this year. Founders and managing directors Sebastian Richter and Jonas Tritschallek have already been able to convince 16 well-known logistics companies covering a variety of warehouse locations and a broad range of product expertise of the value of their idea. AI analyses the ordering behaviour of the industrial and retail customers of Warespace's consigners to determine the most efficient allocation of its five million square metres of warehouse space across Europe. This shortens transport routes to recipients, at the same time making supply chains more efficient and resilient through decentralised storage as well as reducing costs and emissions. In addition, the warehouse logistics software suggests stock optimisation through intelligent backhauling and fills warehouses during order peaks.

### Benefits at a glance

- Free concept for decentralised logistics
- 1 contact person for 120 locations in Europe
- 1 service, regardless of the number of locations
- 16+ predominantly mid-sized partners with highest quality standards
- 5 million square metres of warehouse space across Europe and over 2 million pallet spaces at more than 120 locations
- Fast delivery times = "close to customers"
- Up to 20 percent less outbound traffic and up to 25 percent lower transport costs
- Reduction of CO<sub>2</sub> footprint
- Risk spread across several parties = increased supply chain resilience
- Customised services such as order picking, extended workbench, returns management, etc.

### Uncomplicated, with access to information anytime, anywhere

The LINK software solution designed by Warespace can be seamlessly integrated into all common ERP systems via an API interface. Customers have round-the-clock access to their entire inventory in over 120 warehouses across Europe via a web app. For example, consigners can provide qualified answers to customer enquiries about the status of goods, regardless of whether they relate to storage or retrieval processes, transports or returns. New locations, countries and customers can be smoothly integrated into the system at any time.

### As much space as spontaneously required

The recently launched website [www.palletspace.de](http://www.palletspace.de) also enables customers to select the right location for them from a current total of 62 warehouse locations in Germany with 100,000 free pallet spaces. Bookings are gradually being extended to the whole of Europe. "Thanks to the direct access to the warehousing capacity of our logistics partners, Palletspace users can secure urgently needed capacities at short notice, for example



Proud Warespace founders Sebastian Richter (left) and Jonas Tritschallek.

during seasonal peaks, similar to searching for a hotel room on a booking portal. This is also attractive if a company is opening up a new sales region at home or abroad on a trial basis and is unable or unwilling to make a long-term contractual commitment to a logistics service provider due to uncertainty about the chances of success," Jonas Tritschallek points out. "The option of booking truck transport to or from the warehouses – including the immediate calculation of a valid transport price – rounds off this complete logistics package for palletised goods. ◇

### These CargoLiners are on board

- |  |  |
|--|--|
| ➤ Amm Spedition                                      | ➤ Hofmann Unternehmensgruppe (Biebesheim am Rhein) |
| ➤ Bursped (Hamburg)                                  | ➤ Honold Logistik Gruppe (Neu-Ulm)                 |
| ➤ Emons Logistik (Cologne)                           | ➤ Klumpp + Müller (Kehl)                           |
| ➤ Finsterwalder Transport & Logistik (Halle/Saale)   | ➤ Noerpel Group (Kempten)                          |
| ➤ Friedrich Zufall (Eichenzell)                      | ➤ Rhenus Road Freight (Holzwickede)                |
| ➤ Fritz Group (Heilbronn)                            | ➤ TLT (Berlin)                                     |
| ➤ Hartmann International (Paderborn)                 | ➤ Schäfflein (Röthlein)                            |
| ➤ Heinrich Koch Internationale Spedition (Osnabrück) | ➤ Salvat Logistica (Spain)                         |



# High feel-good factor

CargoLine is a recurring theme in Ellen Schultheis's professional life. She has a former trainee of hers to thank for the fact that she came to CargoLine's central and European hub in Niederaula in 2023.

**M**ake something of your life!" Ellen Schultheis's parents urged the then 17-year-old – and she did. Fast-forward a good 20 years: at CargoLine's central and European hub in Niederaula, which opened in 2023, she is now primarily responsible for customer service, along with processing claims and handling shipments to the United Kingdom – with customs clearance included. "This is where I feel most at home," the now 39-year-old points out with a smile. She seems to have arrived.

But let's start at the beginning: training as a freight forwarding and logistics services clerk was not exactly Ellen Schultheis's heartfelt career aspiration. Rather, she chose it because she had been interested in geography even as a schoolgirl. She was also fascinated by how goods get from A to B. "At the supermarket, I always wondered how the apples from Peru ended up here," she explains. Her parents' advice tipped the scales. After graduating from high school in 2003, Schultheis applied to CargoLine partner John Spedition in Eichenzell and immediately landed the job.

## Traineeship and motherhood


A difficult and stressful time began. Ellen Schultheis was not only a trainee, but also the mother of a one-year-old daughter. There was no special treatment or exemptions –



which was more than fine with her. "I didn't want a free pass. But it still all worked out fine. That period of my life was really tough, but while I was in the middle of it all, I didn't really notice," recalls the hub employee. Well-organised as she is, and with the support of her family, she completed her training in 2006 and hit the ground running at John. She worked her way up to working as a group manager in customer service. "Contrary to what many people think, it's not difficult to make a career as a woman in the freight forwarding industry," she emphasises.

Schultheis benefitted from her determination, her stress resistance and her ready wit to assert herself in a male-dominated industry. But that was never really an issue for her, because she likes working with her male colleagues anyway. What she appreciates even more is the spirit of partnership within CargoLine, with which she has been associated for 21 years. The variety that everyday life brings is also something she loves. "Every day is different and I never know what to expect," she says.

## Change of scenery

Her time working for John Spedition came to an end in 2018. Schultheis felt the need for change and moved to the freight forwarder Militzer & Münch in Eichenzell, also a CargoLine partner. Here she was mainly responsible for international transport, for example to Tunisia and Azerbaijan. When one of her former trainees asked her in 2022 whether she would like to work with him at CargoLine's new central and European hub in Niederaula, Schultheis didn't have to think twice about it. She agreed and has never regretted it. "I really enjoy my work, even if it's stressful sometimes," she explains. But it's a question of how you deal with it, the forwarding clerk points out in her calm, level-headed manner. She deals with it well. As mentioned – Ellen Schultheis has arrived. 

# Leadership trio for CargoLine

CargoLine has been a fixture in the general cargo market for 31 years. By adding Sebastian Grollius and Andreas Witzigmann to the senior management team, Managing Director Jörn Peter Struck is taking account of the complex requirements of managing a modern logistics company and lining up the next generation in the starting blocks.



**S**o many SMEs founder as a result of inadequate strategies or a lack of successors. CargoLine is getting in ahead of the game. From 1 October, Sebastian Grollius (36) and Andreas Witzigmann (50) team up for the first time in a leadership trio with CargoLine Managing Director Jörn Peter Struck (59) at the network's system headquarters. The two "newcomers" are already highly familiar with the cooperation. Sebastian Grollius has been managing the digitalisation of the alliance since 2013 and is also responsible for strategic network development, among other things. Andreas Witzigmann, an authorised signatory at system headquarters, has been responsible for international operations since 1 July, having previously held a similar position with CargoLine partner Lebert (now Noerpel) for many years. Overall responsibility remains with Jörn Peter Struck.

The expansion of the senior management team reflects the relevance of digitalisation and internationalisation for the success of modern logistics companies. At the same time, the new set-up is also designed to make the transition to the next management generation smooth and resilient. Bernd Höppner is no longer part of the team. The long-standing co-managing director is leaving CargoLine on 31 December at his own request.

## Positioned for the future

"The new collaboration will lead to a lot of fresh impetus. Plus, the age gap of around ten years between us ensures continuity in the management of the cooperation," explains Jörn Peter Struck, adding, "Andreas Witzigmann and Sebastian Grollius have found their predecessor has tended to matters well. I would like to thank Bernd Höppner for his tireless efforts and the fruitful collaboration over the past almost twelve years."

## IT and forwarding in one hand

Head of IT Sebastian Grollius recognised the opportunities offered by digitalisation early on and seized them with his team. Key developments under his aegis include the expansion of the Cepra customer portal with microservices such as the ETA calculator, centralised document management and the ability to calculate the CO<sub>2</sub> footprint of consignments. Grollius can draw from the in-depth knowledge of operational processes he has gained as a business administration graduate and as a trained freight forwarding and logistics services specialist. Apart from IT, he is also responsible for the areas of national freight forwarding and strategic network development. In addition, his remit now also includes the expansion of CargoLine's central and European hub in Niederaula.

"I am highly motivated to steer CargoLine into the next decade alongside Jörn Peter Struck, Andreas Witzigmann and our partners. I believe we are very well positioned for this in so many respects, particularly in terms of digitalisation, sustainability and team spirit," says Grollius. A detailed interview with him will be published in the Spring 2025 issue of *CargoTime*.

## Pan-European development in focus

Andreas Witzigmann will take over Bernd Höppner's previous main areas of responsibility, covering the maintenance and expansion of the partner network, which currently spans 43 countries, the NightLineEurope products, intercontinental activities and the management of CargoLine's International working group. The authorised signatory is a well-connected expert on the European freight forwarding landscape. The interview on the opposite page sheds light on his career and what lies at the heart of his drive.



# Boundless enthusiasm

Since 1 July, a new Head of International Operations has joined the ranks at system headquarters: Andreas Witzigmann. In an interview with *CargoTime*, the former Lebert/Noerpel employee and current CargoLine authorised signatory talks of what he appreciates about the CargoLine group and how he would like to continue developing his area of responsibility in collaboration with the International working group.

## Mr Witzigmann, what excites you about your job?

On the one hand, CargoLine is incredibly well developed on an international level – with well-networked, strong partners and advanced IT. On the other hand, it is exciting to see how much the smaller partners have grown thanks to our hub structure and how they are now on the cusp of significant international development. This is what we want to promote and support as a cooperation network. There is also room for development in pan-European terms.

## CargoLine is no stranger to you. How did this affect your decision to move to system headquarters?

I've always considered myself fortunate to have been involved in the design of their European network almost from the very beginning through my many years of work at AK International – from the time of the first connections of partners at the hub, the first daily line hauls launched under the CargoLine contract architecture, the introduction of cross-border shipment tracking and much more. That leaves its mark. As does the solidarity among the Cargoliners and the fact that I have known many of them for a long time. Even if it sounds cheesy, my decision to accept the offer from system headquarters felt like coming home.

## You have observed CargoLine externally for two years, and with distance one sees things more critically. What are your thoughts?

Actually, it's the other way round. It has opened my eyes to how far we have already

come. Some of the things I've seen in the last two years at other networks reflect what CargoLine was doing 20 years ago!


## Do you mean in technological terms?

Yes, technologically, too. What Sebastian Grol- lius<sup>1</sup> and his team achieve here time and time again is quite epic. Another thing that sets us apart is the way we maintain exchange with our partners. Without this exchange, IT networking and products would not exist, nor would the standardised international tariff. And without it, there would be no European clearing, which internally represents the latest milestone in our development.

## Does the new hub in Niederaula play a role in your future plans?

Absolutely! For starters, it's our own hub. This gives us room to think more freely about things that we previously had to compromise on in consideration of the owner of the old hub. What's more, it's larger, so we can think more flexibly about international solutions.

## And how do you envisage the next 100 days?

Exciting! (*laughs*) My predecessor, Bernd Höppner,<sup>2</sup> set up all the ducks in a row for me. At the moment, I am still travelling a lot with the various country mentors from the working group to make myself known to the European partners. That way I get to make new contacts and pass on my enthusiasm. If I succeed in doing that, there are literally no limits. 

<sup>1,2</sup> See article on page 18



Andreas Witzigmann worked for CargoLine shareholder Lebert (now Noerpel) in Kempten for 30 years, most recently as Board Member International. His passion for organising international transports led him to take a detour to Paneco, a purely European network. Since 1 July 2024, he has been managing the international development of the network as an authorised signatory at CargoLine system headquarters. When he's not pulling cats out of trees as a member of the Kempten volunteer fire brigade in his spare time, the 50-year-old audiobook lover can be found either in his garden making firewood or in the mountains. His dream: to climb Kilimanjaro together with his wife and sons.

# Working together for sustainability

CargoLine is constantly striving towards better climate protection. This is demonstrated in our new products, our Sustainability Roadmap 2030, new certifications and memberships, and in our Sustainability Day 2024.



**S**ustainability is a goal that we cannot achieve alone, but only by working together. This is all the more so in transport and logistics, where multiple players have to work together across many process steps to ensure that a consigned item leaves the smallest possible ecological footprint on its way to its destination. CargoLine has been successfully working towards this for many years, and the insights and achievements benefit all the members of our cooperation.

The Sustainability Day hosted by the network on 5 June 2024 provided a good opportunity for a comprehensive update on the topic. A number of high-calibre in-house and external speakers provided more than 100 CargoLiners with insights on the opportunities and challenges on the road to sustainability. Above all, the best-practice examples from CargoLine's own network were a living expression of the cooperative spirit here – learning from each other means achieving more together.

## **Sustainability Day 2024: a wealth of input on environmental protection**

How can we advance environmental protection? There were many answers to this question presented at the event, including ways of organising the electric charging at the depot and knowing what infrastructure is required for this. Anja Rüdinger from Rüdinger Spedition in Krautheim, Baden-Württemberg, drew on her own company to demonstrate how smart charging solutions are implemented at depots. Sascha Hähnke from the REMONDIS Group spoke about his 20 years of experience in using alternative drive systems and the challenges involved in the transformation.

These are just two examples of the many exciting contributions on the topic.

## **In focus: the Corporate Sustainability Reporting Directive (CSRD)**

The focus of Sustainability Day 2024 was the Corporate Sustainability Reporting Directive (CSRD), which obliges companies in the transport and logistics industry to provide more comprehensive and standardised sustainability reporting. Anja Aschenbrenner and Patricia Schöndorfer from B.A.U.M. Consult provided background information on CSRD and outlined the basic requirements for companies. Prof. Dirk Lohre and Jessica Kölmel from Forlogic demonstrated how CargoLine members can specifically prepare for the CSRD. Sutharsan Sriskantharajah from Huskobra & Kollegen explained what is important in the first CSRD report from an auditor's perspective. Peter Beste and Felix Begemann from Spedition Koch International presented the software-supported CSRD tools that their company already uses.

## **The basis and the mission: the Sustainability Roadmap 2030**

Serving both as the basis for its sustainability initiatives and as its mission statement is CargoLine's Sustainability Roadmap 2030, which is one more step in a series of many that CargoLine has taken since it acquired its environmental certification in accordance with DIN EN 14001 in 2008. Since then, the company has worked consistently to make its contribution to the German and European environmental targets. Successfully so. Since 2013, CO<sub>2</sub>




emissions have been reduced by almost 20 percent – including in the transport sector, which is particularly emissions-intensive. But this is just the beginning. CargoLine aims to significantly reduce greenhouse gas emissions even further by 2030. It will only fall back on using support for Gold-certified environmental projects in particular cases. These play a decisive role in CargoLine's two new climate-friendly transport options, NightLineBalance and NightLineEco.

NightLineBalance is aimed at consigners who cannot reduce their transport emissions (any further) but still want to make a contribution to climate protection. They can have the CO<sub>2</sub> footprint of their consignments calculated and make a positive contribution to environmental protection by providing financial support for climate projects. With NightLineEco, consigners and CargoLiners work hand in hand. Customers who are flexible in terms of time can allow four days for delivery so that a consignment can be loaded depending on the truck's capacity utilisation. This means that free capacity can be optimally utilised, and overhangs and additional emissions can be avoided – by an average of 13 percent per consignment. The CargoLine partners make a financial contribution to climate protection for the remaining emissions.

### **STBi and ISO standard 14083: CargoLine is serious about climate protection**

CargoLine's recent commitment to membership in the Science Based Targets Initiative (SBTi), a joint initiative of several international environmental and nature conservation organisations, shows just how serious it is about climate protection. With its strict testing standards, the SBTi now helps over 1,000 companies worldwide to align their climate protection efforts with scientific criteria.

CargoLine is the first general cargo network in Germany to become a member of the SBTi and thus receive the internationally renowned seal of quality. Another important step towards sustainability is certification in accordance with ISO standard 14083, which was only introduced in March 2023 and sets global standards for the quantification and reporting of greenhouse gas emissions in the transport sector. It replaces the previously valid standard 16528, according to which the cooperation calculates the CO<sub>2</sub> footprint per consignment. 

#### **Short interview with Prof. Dirk Lohre**

## **“It's a signal to the customers”**

Dirk Lohre is Professor of Logistics and Mobility Management at Heilbronn University and a member of Forlogic's advisory board. In this interview, he talks about CargoLine's commitment to sustainability.



**Professor Lohre, does a network with many member companies pose a particular challenge for sustainability?**

In networks like this, it can be difficult to get everyone on the same page working together towards a common goal. But it works very well at CargoLine. Through the Roadmap 2030 working group, which has been in existence for around two years, CargoLine has developed good, sustainable products and projects that go beyond what is happening in other networks. The advantage is that smaller companies that are not able to deal with the topic as intensively also participate in the Group's developments.

**Two new sustainable products from CargoLine are NightLineBalance and NightLineEco. What are their advantages?**

Booking NightLineBalance triggers a climate protection donation, either carried

by the customer or shared between the CargoLine partner and the customer. NightLineEco helps smooth out productivity fluctuations in the network, resulting in higher capacity utilisation and fewer transports. We calculated how much this saves in emissions per order and had it certified. It's also a signal to

our customers that they can influence emissions in the transport sector.

**CargoLine has recently been certified in accordance with ISO standard 14083, which has replaced the previous 16258 standard. Was that compulsory or optional?**

As far as I know, CargoLine is the first cooperation network to achieve this standard. It wasn't obligatory – at least, it isn't yet – but it fulfils customer requirements resulting, for instance, from the European CSR reporting obligation. Larger companies need this information from their suppliers for their sustainability reporting, and this means from CargoLine, too.



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**Y**ou've all been there: unfilled positions, yet another employee hands in their notice, and your HR team can't see the wood for the trees? You are desperate and place one expensive job advert after another, but with no results – and what happens? That's right – nothing at all! Unfortunately, in times of skilled labour shortages, this effort is simply no longer enough to attract qualified personnel to fill vacant positions.

At the same time, employees' expectations are rising. Work from home, workation, flexible working hours and higher salaries. Employers need to know exactly what candidates they want. What hard and soft skills are required and what ideas and values are important?

Now the right candidate has to be found: social networks, job fairs, job advertisements and recruiting portals – in order to find the right candidate at the right time, companies have to be visible and convincing almost everywhere. This process is labour-intensive and requires expertise and perseverance.

Once suitable candidates have been found, further points need to be clarified:

- Salary expectations and periods of notice
- Expertise, certifications and complete application documents
- Possible and necessary benefits



This is LUNISA (from left): Feda Gümüsel, Janine Sieß, Jessica Büttner and Sandra Bauer.

The better this process is mapped in advance, the more time and money the company saves in the job advertising process. A whole lot of important work – but you don't have to do it alone.

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manager, warehouse logistics specialist, forwarding agent, requirements manager and more – we fill them all. We have already made renowned customers such as EIKONA, Schäflein, CargoLine, sim cargo and many others happy!

We perform our work with a great deal of heart and passion. We are only satisfied when you are. Full transparency and fair conditions are a given for us. Get in touch with us and see for yourself. Further information on LUNISA trust & match can be found at [www.lunisa.de](http://www.lunisa.de).

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CargoLine Großbeeren  
c/o CargoLine GmbH & Co. KG  
CargoLine Berlin Nord  
c/o CargoLine GmbH & Co. KG  
Sander Logistics GmbH  
18146 Rostock

### ► 2....

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

### ► 3....

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

### ► 4....

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

### ► 5....

CargoLine Wittlich,  
c/o CargoLine GmbH & Co. KG  
CargoLine Polch  
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Leopold Schäfer GmbH, Spedition  
57290 Neunkirchen  
Schmidt-Gevelsberg GmbH  
Internationale Spedition  
58332 Schwelm  
Rhenus Freight Logistics GmbH & Co. KG  
59425 Unna

### ► 6....

Kissel Spedition GmbH  
63814 Mainaschaff  
Hofmann Internationale Spedition GmbH  
64584 Biebesheim am Rhein  
Emons Spedition GmbH & Co. KG  
66450 Bexbach  
Rhenus MTG GmbH  
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### ► 7....

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72213 Altensteig  
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73037 Göppingen  
Fritz GmbH & Co. KG  
74078 Heilbronn  
Rüdinger Spedition GmbH  
74238 Krautheim  
Noerpel SE, Spedition Ötigheim  
76470 Ötigheim  
Klumpp + Müller GmbH & Co. KG  
77694 Kehl  
Hugger Logistics – Zweigniederlassung der  
Bächle Logistics GmbH  
78554 Aldingen  
Streck Transportges. mbH  
79108 Freiburg

### ► 8....

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

### ► 9....

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Streit+Co. Internationale Spedition GmbH  
93083 Obertraubling  
Spedition Georg Graßl GmbH  
94447 Plattling  
Gebrüder Weiss Konradsreuth GmbH  
95176 Konradsreuth  
Schäfflein Spedition GmbH  
97520 Rötthlein  
AXTHELM + ZUFALL GmbH & Co. KG  
99428 Nohra

### ► International partners

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B-3600 Genk  
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Ziegler France, Région Alsace-Lorraine  
F-67720 Hoerdt (Strasbourg)  
Ziegler France, Région Lyon  
F-69740 Genas (Lyon)  
DGS Transports S.A.S.  
F-94456 Limeil-Brévannes  
FREJA Transport & Logistics Oy  
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M&M Militzer & Muench S.A.  
GR-19300 Aspropyrgos  
Englmayer Hungaria 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-37137 Verona  
Brigl AG, Internationale Spedition  
I-39100 Bozen  
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PT-4455-594 Perafita  
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