

CargoTime

1/2025 The  CargoLine magazine

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Dear readers,

Markets and business environments are changing more rapidly than ever. This makes it all the more important to have logistics partners who can adapt to the circumstances – who intuitively understand what their customers really need and meet them at eye level. As service providers, they must be reliable and consistent on the one hand, while offering maximum flexibility and individuality on the other. Sounds like a contradiction? Not at all, as our focus article shows.

I can already reveal that customer focus plays a major role in this respect. Albert Kerbl GmbH also relies on this quality. The agricultural supplies specialist consciously chooses to produce its goods as far as possible in Germany, where the bulk of its customers is based. CargoLiner Kochtrans has been delivering the goods to these customers – and to Kerbl's French subsidiary – for over ten years. It also manages the order consolidation for Kerbl on a completely individualised basis (page 10).

On page 14, we take you on a journey to Poland. On route, you will discover how dynamic the development of our partner Rohlig SUUS has been since joining CargoLine, what advantages consigners have from this "network within a network" and, in particular, what unites us with the service provider in terms of sustainability and other values.

Meanwhile, Ann-Katrin Gleinig – who loves to be on the road in a 40-tonne truck for Amm Spedition – shows what women have the power to achieve. She was awarded the "Logistics is Female" prize by the Bavarian State Ministry and wants to motivate women to live their dreams (page 16).

In this issue, you also get the chance to find out more about Sebastian Grollius, who joined the management board in 2024. Responsible for the central hub and the digital transformation of the general cargo cooperation, he provides some insights into the strategies that drive our success (page 18). Speaking of digital change, our partner and customer portal Cepra is now available as an app for Android and iPhone and includes some handy new functions – see page 17. We're excited to be part of shaping change.

Here's wishing you an inspiring read with CargoTime!



Jörn Peter Struck
Managing Director



IMPRINT

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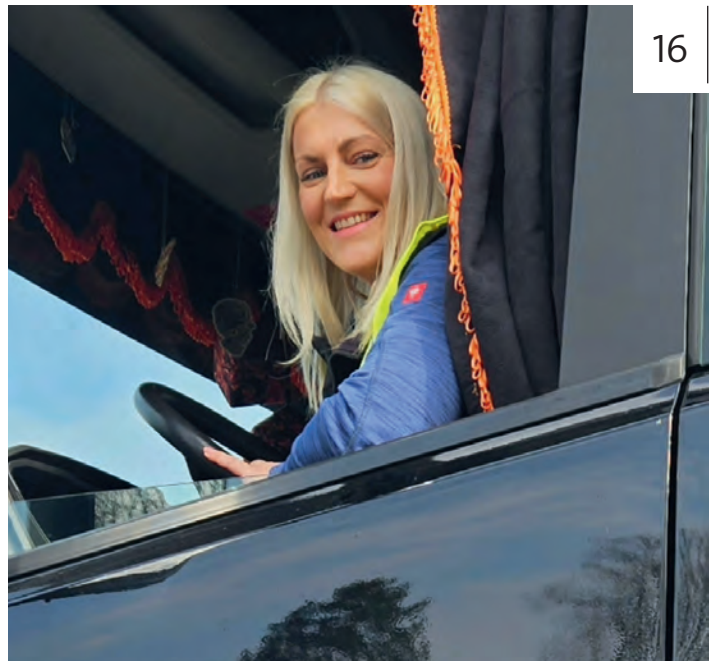
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6	"We still seal business with a handshake" Mutual trust and collaboration on equal footing are values many mid-market companies like the CargoLiners share. They also offer services that can be tailored for a wide range of companies. By fully appreciating the challenges faced by their consigners and developing suitable solutions for them, the network partners also contribute to their economic growth. "The icing on the cake is our ability to hone in on individual needs," says CargoLine Managing Director Jörn Peter Struck.
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	INTERNATIONAL
14	Powerfully networked across borders, sustainably on the move With almost 30 logistics centres, the majority of which are located in Poland, and a total of around 800 daily line hauls, Rohlig SUUS is an important partner in the international CargoLine network. Its integration into the network meant that the renowned logistics company was able to further optimise its services and sustainability goals.
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16	Why logistics is female "Amm doesn't think in terms of rigid male and female roles," says Ann-Katrin Gleinig. The 36-year-old loves cruising on the road in a 40-tonne truck, works in the warehouse and knows how to skilfully combine this all with her role as a wife and mother. She lives by the creed: "Just do it!"
	STRATEGY
17	Ceptra is now also available as a customer app CargoLine continues on its path into the future with Ceptra, its digital portal for partners and customers. Now available as an app for Android devices and iPhones, it not only allows real-time consignment tracking on the go but also offers special functions such as package measurement and vehicle booking for pick-up.
18	Digital strategy as a success factor Sebastian Grollius is certain that IT is a key success factor in logistics. Among his successes are CargoLine's modular IT architecture and the expansion of Ceptra, and these played a significant role in his appointment to the management board. In our interview, he provides insights into his strategic tasks and plans.
20	PARTNER MAP

“We still seal business with a handshake”

Meeting at eye level achieves far more than you might first think. That applies in logistics too. It's not simply the trusting relationship or the knowledge that, as an industrial or commercial company, you are more than just one customer among many. This becomes particularly clear when forwarding partners understand the challenges faced by their consigners and develop customised solutions that promote their long-term economic growth.

Market shakeout. Sounds kind of nice. Things that are superfluous disappear. Everything is tidied up and brought neatly into order. There are always market shakeouts – even in logistics. But what is it that is actually dispensable, and who decides? One thing is clear – it's not the customers, but the companies concerned, and that usually means the larger ones swallow up the smaller ones.

Clearly, every player has their place in the market. Some of them are globally positioned and have comparatively high financial buffers. But when it comes to takeovers, small and medium-sized customers in particular are at their mercy. Previous A customers suddenly become C customers, and everyone else also slides down the ladder. Their needs are often no longer met in a way that would serve their competitiveness. And it is precisely this that so many companies are concerned about. The growing bureaucracy and poor local conditions in particular have increased the pressure on businesses in this country, as shown by the Mittelstand Foresight Panel 2024 conducted by the IfM Bonn (Institute for Mittelstand Research).¹

Other factors include the ongoing shortage of skilled workers, the need to keep pace in the highly dynamic segment of digitalisation and AI, and the growing number and extent of geopolitical crises. More than ever, enterprises need to constantly rebalance their business models. And

more than ever, they need service providers at their side who can skilfully help them with this balancing act, providing support and flexibility. “That's exactly what our local partners do,” says CargoLine Managing Director Jörn Peter Struck.

A strategy all of our own

Even though CargoLine serves customers of all sizes, many consigners are so-called Mittelstand companies, too (for a definition of “Mittelstand” see box on page 8). Among them is Reyher, a globally operating company specialising in fasteners and fixing technology, which has relied on Bursped in Hamburg for its logistics for many years. “The positive aspect of our collaboration is without doubt that, as Mittelstand companies, we each understand the challenges the other has to face,” says Sebastian Hübner, Head of Outgoing Goods as well as Head of Shipping at Reyher.

Understanding one another and enjoying a relationship of trust play a major role in business life, as these values form a particularly reliable basis for planning. Family- and owner-managed forwarding companies are invariably more stable and more committed to their customers. Just switching employers on a whim is simply not an option for their senior management, and not every company heir is looking to sell. After all, the company is an integral part of their own identity. Often it was built by the owners themselves, their parents or their grandparents. CargoLiners such as BTG or Koch were founded at the begin- ◇





“Since 2019, our company has been relying on our tried-and-tested collaboration with the freight forwarder Streit+Co from Obertraubling. As a leading international manufacturer of high-speed industrial doors, we have exacting standards when it comes to quality, flexibility and punctuality – standards that Streit, with its many years of experience and its networking within CargoLine, is able to fulfil. The greatest strength of Mittelstand companies is the direct communication and close-knit support that allows us to efficiently handle even demanding and customised orders and deliver our premium products on time. In the course of our cooperation, we have already been able to deliver 20,000 spare parts throughout Europe and expand our business every year. We are currently focusing on CargoLine’s international network so we can further expand our shipping operations all over Europe,” says Patrick Piwinski, Head of Shipping at EFAFLEX.

ning of the last century, others even earlier. Hartmann, for example, has been run by the family in its fifth generation for quite some time, and at Wackler the fifth generation just recently took up the reins. “Everyone here is fully aware of their responsibility, and the customers sense that,” says Struck. “That’s why some of our business actually still begins with a handshake.”

Operating on equal terms

Of course, consistency in terms of due diligence is highly important in logistics. It strengthens many a customer relationship and helps to optimise the most diverse circumstances – entirely according to need. “Solutions in operational processing and IT are approached and implemented jointly. The many years of collaboration have undoubtedly resulted in countless processes that have been coordinated down to the last detail and that can be adapted quickly and easily if necessary,” says Sebastian Hübner. Oliver Tralow,

logistics manager at BOLTZE, a wholesaler of home accessories and another customer of Bursped, takes a similar view: “It is very important for our group of companies that we have a partner at our side who knows our business and the associated seasonal fluctuations and can respond to them in the most effective way. Direct and personal exchange is practised in all areas of our working relationship and is a characteristic of the many years of successful collaboration.”

A meeting organised by Würth – a customer of Wackler’s and Hartmann’s, among others – illustrates the dimensions that “direct and personal exchange” can have. Instead of the originally planned four forwarding employees, 17 people – from warehouse workers to managing directors – ultimately took part so as to find a logistics solution for Würth that included all the relevant interfaces.

Open-minded collaboration

In addition to consistency and coming together on the same terms, flexibility is also required for the ability to respond appropriately to changing tasks. Sebastian Hübner praises the fact that Bursped “also takes care of the small mosaic pieces of day-to-day business and is prepared to face the challenges of individual customer processing. For me, the quick response to new circumstances without long decision-making processes is one of the great advantages of collaboration among Mittelstand companies.”

Paul Ribbe, commercial operations manager at Betterground, a renowned manufacturer of ground improvement equipment and a customer of Hinterberger in Altötting, sees it much the same way: “The excellent accessibility is particularly noteworthy. Whenever we had questions or needed to clarify something at short notice, someone from scheduling or customer service was always available and took care of it immediately. The reliability and speed with which my orders are processed is also top notch.”

A quick informal phone call to clarify something makes work all that much easier – and is also typical of the way CargoLiners communicate. “We know each other, and that makes it possible for us to do things that large logistics companies are often unable to do. Quite simply because they are much slower on account of their size,” explains Jörn Peter Struck. With a turnover of around 1.59 billion euros and almost 7,000 employees, the general cargo cooperation is large, but thanks to its network-like structure, it is extremely agile and responsive.



“For us, Mittelstand companies such as Spedition Hinterberger and CargoLine stand for flexibility, reliability and collaborative partnership. It is precisely these values that make the difference, and it is these values we also want to convey to our customers – quick decisions, customised solutions and personal contact create trust and efficiency. That’s why we deliberately choose to work with a Mittelstand company that understands our needs and offers customised solutions for us and our clients.”

Sebastian Zellhuber, MEBE by SZ Engineering GmbH

Manpower and know-how

Since all of our cooperation partners work independently, having satisfied customers is in their own best interest. “A ‘left pocket to right pocket’ approach, i.e. cross-subsidisation between different depots, which removes the obligation to operate successfully, is out of the question at CargoLine,” explains Struck. “That is not to say that we don’t help each other within the cooperation. Quite the contrary!” One example of this is the CargoLine task force. It supports partner forwarding

Mittelstand summarised

A *Mittelstand* company refers to a German business that embodies values such as family or founder ownership, long-term strategic focus, niche market expertise, innovation and a strong connection to its region and employees. While traditionally associated with small to medium-sized enterprises, some *Mittelstand* companies are large, globally successful firms like Bosch and Reyher, which maintain the same principles despite their size. These companies are key to Germany’s economy, emphasising stability, quality, craftsmanship and sustainability.



“We have enjoyed an intensive business relationship with Streit + Co. for twenty years. They support us with customised logistics solutions and are able to react quickly and flexibly to every requirement,” commends Anna Riepl, Head of Shipping at KESSEL. The company is a leading international supplier of advanced drainage solutions that are “Engineered in Germany”, with its main production site and company headquarters in Lenting and with other locations in Europe and Asia. Riepl continues, “The contacts on both sides appreciate the close and trusting working relationship, and together we can master the daily challenges in the best possible way. That’s what makes our collaboration so successful.”



"We are explicitly recognised for the individual added value that we offer a wide range of customers."



"We are impressed time and again by our collaboration with Hinterberger in cooperation with CargoLine. In contrast to working with large corporations, we still experience personal and reliable service here in the Mittelstand sector – a capable contact person is always available in scheduling and customer service to deal with our concerns. The partnership is based on trust and equality – and even when challenges arise, we find a targeted solution together."


Paul Rippel, Commercial Operations Management, Betterground Equipment GmbH



"We have been working with Köster & Hapke for over 30 years. Currently up to 300 consignments a day are collected from us and delivered as scheduled to our customers in 13 countries, most of them in Europe," says Andreas Halle, Managing Partner of Seilflechter. The company is a manufacturer of textile ropes and has been owned by the Halle family for over 280 years – now in its ninth generation. "We really appreciate the staff at Köster & Hapke, from the drivers to our dedicated support team. Keep up the good work – if we work together, the German Mittelstand will thrive once again!"

investments, particularly in IT – such as in the customer portal and its various micro-services. A single partner company would not be able to do this alone, but it benefits every company and their clients immensely. When introducing software or services such as sea freight, experienced partners took the lead, organising training courses and providing advice and support at all times. So not everyone has to reinvent the wheel.

This leaves the cooperation all the more energy for innovations – such as its current app for the digital customer portal Cepra (more on page 17). The cooperation also demonstrated

its pioneering spirit with the start-up company Cargo Digital World (CDW) for Internet-based logistics services. It is making bold progress with AI and robotics, too. "It fills us with pride that we have been firmly established in the industry for over 30 years with our customer-focused, future-focussed approach," is how Jörn Peter Struck brings it to the point. "We are not only needed, but also expressly appreciated for the tailored added value that we bring to a wide range of customers. In this respect, we feel assured that the path we have chosen is the right one." 

companies with manpower and trucks on site when necessary so as to quickly process surpluses during peak times or provide immediate assistance in the event of natural disasters such as flooding. There are also synergies that allow the forwarding companies to save financial and human resources. Among other things, these include support in all areas of sustainability (such as providing exemplary greenhouse gas balance reports) as well as



"A special feature of our business is the short delivery times of one or two days from receipt of the customer order – with goods that weigh up to one tonne per pallet and often consist of soft packaging with a risk of damage," explains Bernhard Ott, Plant Manager at Sopro Bauchemie GmbH, a customer of Hofmann Spedition. "There are many services to cover, such as delivery by tail lift and pallet truck, forklift trucks, fixed deadlines, drop deliveries directly to the construction site, advance notification by phone, etc. The use of the premium products has a very positive effect on in-time delivery. Damage to goods is close to zero, and if something does go wrong, complaints are processed quickly and reliably."

A wide range – only more customised

Be it system-managed freight transports, distribution, procurement or contract logistics, sea and air freight, or an all-round service for hazardous goods – CargoLine's product range offers the right service for a wide variety of companies, from small B2C customers to a variety of SMEs and even big corporations, for instance in the automotive sector. The portfolio has been further expanded by a large selection of premium services available throughout Europe and key account manager support for

major customers. "The icing on the cake is our ability to hone in on individual needs," says Jörn Peter Struck. The CargoLine Managing Director is referring not only to the handling of orders in day-to-day business, but also to more complex solutions for consigners and their goods. "In this context I'm thinking of such things as the sophisticated storage and transport options that our partners tailor precisely to the various customer requirements – such as specially developed solutions for lithium-ion

batteries and much more. I am also referring to the takeover of individual manufacturing steps or in some cases complete production. Even the joint operation of business segments, such as that between consigners and service providers in e-commerce, is something we can accommodate. With their ideas, their service and their willingness to invest, our partners really take it to the next level in logistics."

¹ Source: Institute for Mittelstand Research – https://www.ifm-bonn.org/fileadmin/data/redaktion/publikationen/chartbooks/chartbook_zukunftspanel_2024.pdf

Animal expertise

There are around 255,000 agricultural businesses in Germany.² Products offered by Albert Kerbl GmbH can cover their needs for pasture fencing, drinking troughs and more. CargoLine partner Kochtrans takes care of the transport and storage.



Isn't that cute?" For many people, the sight of calves on the pasture triggers feelings of happiness. However, sometimes human intervention may be needed to ensure the successful birth of the young animals. For instance, by using a so-called "calf puller" to carefully guide the calf out through the birth canal in rhythm with the mother's contractions.

By securing the sales rights to this practical instrument more than 40 years ago, Albert Kerbl laid the foundations for his flourishing family business in Buchbach, in Upper Bavaria, 63 kilometres from the gates of Munich. The secret of his success? "One of the key reasons is certainly the owner family's close and long-standing connection to animal husbandry. This goes hand in hand with great customer focus, above-average market knowledge, a strong dedication to customer service, good instincts and an openness to new ideas," explains Christian Schick.

From wholesaler to manufacturer

Schick, who is Head of Production, Purchasing and Logistics at Albert Kerbl GmbH, started working at the company's warehouse in 1988 when he was still at school, and later witnessed the business's transformation from a five-man agricultural wholesale operation into an international company with around 750 employees. Today, its portfolio covers the areas of agriculture, horse supplies and riding gear, pasture fencing, work safety, hobby farming and pets. Kerbl primarily supplies well-known agricultural retail companies and cooperatives, as well as wholesalers abroad if it has no local subsidiaries there. Another important sales channel is online retail. Over the years, the company has evolved from being purely a wholesaler to becoming a manufacturer. In the field of pasture fencing, for example, Albert Kerbl GmbH now has a manufacturing depth of around 90 percent.



Albert Kerbl GmbH offers a uniquely wide range of products, which goes far beyond the field of pasture fences.

Made in Germany

Along the way, the supplier invested more and more in the areas of development and production. This led to the introduction of KERBL as a manufacturer's label in 2010. The aim is also to manufacture as many of the products as possible in Germany.

Another important step forward was the construction of the logistics centre in Ampfing, Upper Bavaria, in 2009, which is now being expanded for the second time following its initial extension in 2015. The new building, which is due to go into operation this year, will create an additional 29,500 square metres of logistics space. It is equipped with expandable automated high-bay storage to accommodate further growth, which will then allow a total capacity of 60,000 pallet spaces. A shuttle system and goods-to-person picking stations will also be installed. In combination, this will increase productivity, reduce the throughput time of an order and relieve the current shortage of skilled labour. Intelligent



good relationships over a long period of time, which means that questions can be clarified quickly and directly. “Kochtrans has always demonstrated a high degree of flexibility and thinks in a very solution-focused way. If necessary, pick-ups on Saturdays can also be arranged,” Schick observes with satisfaction.


One time only

The service provider is also adaptable. “Early on in our collaboration, Christian Schick had to order us to carry out an inventory three times before the result was right. That has never happened to us since,” recalls Erich Baumgärtel, Managing Director of Kochtrans, with a wry smile and a dash of self-criticism. Baumgärtel himself looks after the customer. He, too, feels that the collaboration is very fair and solution-focused.

Christian Schick is also highly satisfied with the performance of CargoLine: “Reliable delivery means satisfied customers. So it makes sense that Kochtrans is part of an efficient and stable network. The bottom line is that the service and quality are right.”

Excellent sustainability

The agricultural supplies specialist and Kochtrans are also pulling together in another area: sustainability. In 2022, Albert Kerbl GmbH was the recipient of the Bavarian SME Award in honour of its outstanding achievements as a future-proof, resilient and sustainably operating company. In terms of environmental protection, this means, for instance, that the amount of packaging used in the company is minimised and is designed to be sustainable. To achieve this, the product managers work closely with a specially appointed sustainability manager. What’s more, the warehouse is heated using geothermal energy, and a large photovoltaic system on the roof provides green electricity. Further projects are currently in the pipeline.

Baumgärtel has a strong affinity with projects like these, as he is involved in CargoLine’s Sustainability working group: “Our primary goal is to reduce emissions by 32.3 percent by 2030 compared to 2019 and thus make a significant contribution to meeting the 1.5-degree target.” Albert Kerbl GmbH is also pleased about this – after all, this ultimately benefits all of us, humans, animals and the environment alike! 

software for optimised inventory management also ensures a high level of delivery capability.

Partners on the road

Kochtrans has accompanied the agricultural supplies specialist on its journey for more than ten years. The CargoLiner, based in Neufahrn near Munich, is responsible for the distribution of Kerbl orders throughout Germany as well as daily deliveries to its French subsidiary. It also handles transport to the warehouse in Ampfing from several suppliers abroad and from a number of national subsidiaries. Some of the warehousing is also in the hands of the logistics provider. However, the cherry on top is the consolidation of orders, the components of which have to be collected from the logistics warehouse in Ampfing, another logistics service provider, and the warehouse keeper for Albert Kerbl GmbH in Weiding to then be put together and transported to the recipient “customer-ready”.

Christian Schick explains why it all runs so smoothly: “Our working relationship has been very collaborative right from the start. And not just at the decision-making level – the employees at Kochtrans and our warehouse team all work well together, too.” This is an advantage, because orders from Albert Kerbl GmbH’s customers are not always easy to deal with. There are large seasonal fluctuations in quantities, and sometimes the goods are bulky and not suitable for automation. In addition, it pays off that the contact people on both sides have developed

Albert Kerbl GmbH

Established in 1984 and based in Buchbach in Upper Bavaria, the company is a leading supplier of products in the fields of agriculture, equestrian and riding gear, pasture fencing, work safety, hobby farming and pets. It operates in the market with brands such as Aesculap clippers, AKO pasture fencing, bucas, HAPPYCOW and its own brand KERBL.

approx. **750** employees in Germany and its national subsidiaries in Austria, France, Poland and the UK

almost **250** of which in logistics in Ampfing and Buchbach

exports to more than **100** countries

recipient of the Bavarian SME Award 2022

sales revenue of **251** million euros in 2024 for Kerbl Germany, **352** million euros for the group of companies as a whole

www.kerbl.com

Kochtrans Patrick G. Koch

... was established in 1996; it has been a member of CargoLine since 2009 and a 100 percent subsidiary of the general cargo cooperation since 2011

on average more than **1,650** consignments or **2,750** colli incoming and outgoing per working day

more than **90** employees

10,000 sqm forwarding facility, comprising **4,000** sqm of transshipment space and **6,000** sqm of storage space

24 loading docks

over **80** local transport vehicles

more than **35** daily line hauls

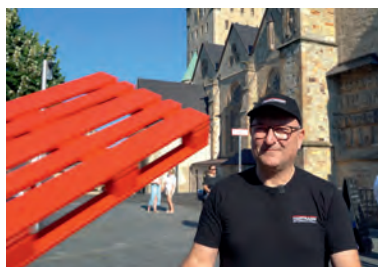
35.9 million euros in sales in 2024

www.kochtrans-muenchen.de

² <https://www.praxis-agrar.de/service/infografiken/wie-viele-landwirtschaftliche-betriebe-gibt-es-in-deutschland,as-at-2023>

+++ Lights. Camera. Action – and the pallet is in the air! +++

It is a Cargoline trademark: the red pallet. While you might usually spot them on calendars and posters or in other media, the partners of the general cargo cooperation have given wings to the otherwise rather static object. And they did this on LinkedIn by throwing the red pallet to each other from video clip to video clip. Did you catch sight of it? It's a pity if you didn't, because in these clips, a wide variety of partners from Germany and abroad introduce themselves and describe in their very own way what makes them tick, what makes them who they are, and what might be special about their region. Each video is as individual as the partners themselves. Incidentally, the impe-



tus for this campaign came from Cargoline partners Koch International, BTG Feldberg and Schmidt-Gevelsberg themselves, and it has taken on a wonderful life of its own as a popular initiative. This means we can look forward to more videos and flying pallets. And if you would like to discover the previous

videos, you will find them on LinkedIn under the hashtags #WirSindCargoline and #LeidenschaftVerbindet.

With this in mind: stay tuned! ◇



+++ 100 years of Brigl – a moving success story +++

When Carl Brigl founded his haulage company in South Tyrol in 1925, he could not have imagined that a century later his company would have become a major player in European logistics. In 2025, Brigl celebrates its 100th anniversary – a milestone that not only honours the past, but above all celebrates the future.

Looking back, we can see that it was Carl Brigl's vision that made Brigl great. In 1962, when others were still hesitating, the company opened a customs forwarding office on the Reschen Pass, an office measuring just three by four metres – tiny but full of potential. From there, Brigl grew to become the leading logistics company in South Tyrol. Hermann Mitterhofer took over the helm in 1973, and the Mitterhofer family still runs the company today with the same passion and innovative strength.

But history alone is not enough. Brigl stands for progress: 12,000 square metres of state-of-the-art warehouse space, its own fleet of vehicles, and a global network that leaves nothing to be desired. Whether by land, air or sea – Brigl brings things in motion. Dangerous goods, refrigerated transports, customs clearance, contract logistics? Everything from a single source. "Our expertise in customs is unique – a real advantage for our customers," says Managing Director Andrea Corona.



The dedicated family behind Brigl (from left): Simon Andreano, Evi Mitterhofer, Sara Andreano and Ezio Andreano.

However, Brigl is much more than just logistics. It is its people. Around 110 employees give their all every day to get each delivery to its destination not just on time, but with passion. And this is reflected in the figures: 99 percent reliability, 94 percent innovative strength – and the best figure of all? 97 percent satisfied customers.

In 2025, there will be celebrations – and the vision will continue to find form. Because one thing is certain: Brigl will be bringing things in motion for the long haul. ◇

+++ 125 years – Koch International makes (corporate) history +++

Koch International has been a CargoLine partner from the very beginning. Together with six other transport and logistics service providers, it launched the general cargo cooperation in 1993. This year, the company is celebrating its own birthday in style – after all, it is the CargoLiner's 125th anniversary! It was in 1900 that Heinrich Koch set up a haulage business with just a horse and a cart. He would never have believed that in the distant future, this business would have access to more than 350 "carts" with several hundred horsepower each, around 850 employees, and 115,000 square metres of logistics space.

It's actually incredible what a company like this can experience and survive, even. After the Second World War, the haulage company had to be rebuilt from the rubble. Success soon returned, and over time more and more logistics centres were added – always using the latest technology, of course. Today, the CargoLiner has 15 locations of its own. Customers from industrial production, chemicals, the consumer goods segment and many other sectors also value its expertise and its extensive portfolio – be it national and international transport by land, sea or air, state-of-the-art warehouse and supply chain management, value-added services or customised, complex outsourcing programmes.

On top of this is the visionary, sustainable focus of the Osnabrück-based service provider. For example, BASF Coatings, a specialist in innovative surface solutions, and Koch International recently tested the use of electric

trucks on long-haul transports (10,000 km in total), and they now employ them in their collaboration. In another instance, this time with the company Heytex, Koch developed truck tarpaulins made from recycled plastic bottles. It will be interesting to see what else the Osnabrück company comes up with. ♦



+++ Emons Uhrsleben and Glauchau strengthen the network +++

Increasing our efficiency through synergies in areas such as stop consolidation, digitalisation and process streamlining – this is part of the agreement sealed between CargoLine and the Mittelstand company Emons Logistics, which has been a partner since the beginning of last year. Important steps in this direction have already been taken, and everything is going according to plan. After the Emons branch in Bexbach, Saarland, first joined the general cargo cooperation in August 2024, two more franchisees joined at the start of the year.

One of them is Emons Uhrsleben. With 6,500 square metres of transshipment space, almost 200 employees and 55 vehicles, the recently expanded facility is one of the larger Emons branches. "The addition of this strong consigning partner further strengthens our expansive network," CargoLine Managing Director Jörn Peter Struck points out. "Emons



Uhrsleben offers our entire consignment portfolio, complete with its uniformly high standards. The fully fledged partnership includes access to our central and European hub and our digital customer portal Cebra."

As Emons Uhrsleben is located near Magdeburg on the A2 motorway, the partner also scores points with its accessible location.

Emons Glauchau comes up trumps with its location, too. Also a new network partner, it is located in the Leipzig–Dresden–Chemnitz city triangle – the "Saxon Triangle". "We are delighted that the general cargo cooperation is also gaining presence and strength in the Saxon–Thuringian border region," says Struck. ♦

Powerfully networked across borders, sustainably on the move

Rohlig SUUS Logistics has been a member of CargoLine for five years. The renowned logistics company used the time to expand its networks, optimise processes and drive sustainable innovation. A success story.



Even before officially joining CargoLine in 2020, Rohlig SUUS Logistics was already working with individual partners from the general cargo network. This collaboration proved to be reliable, efficient and above all a gateway to the future – the next obvious step was to join the cooperation. “We really appreciate working together in the network. It enables us to steadily develop our general cargo service in road transport – both in Germany and in other European countries,” says Piotr Szalkiewicz, European Road Network Director at Rohlig SUUS Logistics. SUUS is a comprehensive logistics service provider. In addition to road transport, the company offers sea freight, rail and air freight, intermodal transport, contract logistics, customs services and project cargo.

CargoLine, too, sees the partnership as a benefit: “With Rohlig SUUS Logistics, we have gained a broadly diversified logistics service provider that shares our Mittelstand values (see page 8). At the same time, our collaboration will enable us to further expand our line hauls between Germany and Poland, thus extending our range of services. Thanks to its network structure in Poland, Rohlig SUUS Logistics makes our network even more flexible – to the benefit of our customers,” adds Andreas Witzigmann, the member of the CargoLine management team responsible for the international division of the network.

More connections, better service

With the addition of the renowned logistics company to the network, the import and

export connections between the CargoLine central hub in Niederaula and the Rohlig SUUS hub near Poznan have increased by over 50 percent. This development brings tangible benefits for customers. In addition to standard transport services, they profit from reliable next-day deliveries, punctual fixed-date deliveries and an improved B2C offering – an area that Rohlig SUUS Logistics is specifically expanding in Poland.

But success does not come from an expanded network alone. Rohlig SUUS Logistics has also made significant progress in the area of digitalisation thanks to its CargoLine membership. The my.cepra.de portal in particular has proved to be an indispensable tool. “Thanks to this platform, we can track all consignments in real time and recognise deviations early on. This gives us and our customers a whole new level of confidence,” explains Szalkiewicz. But for Rohlig SUUS Logistics, digitalisation means more than just consignment tracking. Automated processes help to speed up workflows, reduce error rates and take the pressure off employees. “At SUUS, people take

centre stage – but technology is an essential support tool for us,” he continues.

Sustainability as a strategic goal

Progress does not end with digitalisation – Rohlig SUUS Logistics is also breaking new ground when it comes to sustainability. The Polish logistics company pursues a comprehensive environmental, social and governance (ESG) strategy. To this end, it is implementing a variety of measures, for example initiatives that will reduce the CO₂ footprint in the coming years. A key lever is optimised route planning and better vehicle utilisation. Intermodal transport solutions also come into play. “Where possible, we are shifting transport to rail in order to reduce emissions,” Szalkiewicz points out.

A rethink is also taking place with regard to road transport. Rohlig SUUS Logistics is testing electric trucks for shuttle transports between production sites and logistics centres – a project that should help to reduce CO₂-intensive freight transports in the long term.

“Gratulacje!”

Rohlig SUUS is at the top of the rostrum for the “International Partner of the Year 2024” award – thanks to the partner’s dynamic development within the CargoLine network. Last year, it already took third place in the annual quality ranking together with Rhenus Logistics from Switzerland. The Swiss also rose in the ranking and now hold a well-deserved second place, while Van Duuren from the Netherlands secured third place (2023: first place). In addition to this, M&M Bulgaria was crowned quality winner for the fourth time. As always, the award was based on operational, sales and qualitative key figures, which were analysed over the past calendar year. The award ceremony took place at the spring meeting of the international CargoLiner partners. It was held in Warsaw at the end of April at the invitation of RohligSUUS. Warmest congratulations to all award winners – in all languages, of course! ☺



Piotr Szalkiewicz, European Road Network Director at Rohlig SUUS Logistics, among other tasks, is responsible for shaping the cooperation with CargoLine.

In last-mile logistics, the subsidiary SUUS EXPERT is using electric vehicles for palletised consignments, particularly for the delivery of furniture and household appliances. This commitment is complemented by investments in renewable energies. As much as 65 percent of the energy they use comes from renewable sources, and a large number of the warehouses meet the sustainable and energy-efficient construction standards of BREEAM.

Flexibility as a competitive advantage

However, sustainable logistics is not just a question of modern technologies – it also requires flexible corporate structures that enable rapid adjustments.

This is precisely where the owner-managed organisational structure of Rohlig SUUS Logistics plays a decisive role. While many large logistics groups operate internationally, Rohlig SUUS Logistics remains in Polish hands. “We are one of the largest logistics companies in Poland that is completely independent. This gives us the freedom to make decisions quickly and unbureaucratically,” explains Szalkiewicz. Rohlig SUUS Logistics is steadily investing in the expansion of its network. It currently has over 370,000 square metres of warehouse space in almost 30 logistics centres in Central and Eastern Europe, mainly in Poland – the equivalent of around 52 football pitches. “We constantly adapt our infrastructure to the requirements of our customers. We recently expanded our logistics network with locations in Prague and Budapest,” Szalkiewicz continues.

Building a successful future with CargoLine

After five years in the CargoLine network, Rohlig SUUS Logistics takes positive stock. The partnership has not only boosted the company’s European market position but has also accelerated its innovation and sustainability course. “Our collaboration with CargoLine has helped us on many levels,” says Szalkiewicz. “We have been able to expand our range of services, extend our network and take important steps towards sustainable logistics.” With a clear vision, a flexible business model and close collaboration with its partners, Rohlig SUUS Logistics will remain a key player in the European logistics landscape for years to come. 

Rohlig SUUS Logistics

was founded over 35 years ago. Offering a host of intermodal transport solutions, it is the only company among the top 10 in the Polish logistics sector that is completely Polish-owned. As with many other CargoLiners, sustainability plays an important role at Rohlig Suus – 65 percent of the energy used comes from renewable sources. Moreover, many of its sites sport charging points for e-trucks and buildings certified according to sustainability standards.

> 2,500 employees

> 40

locations in Europe and Central Asia

2,600

vehicles via subcontractors

450

daily line hauls within Poland

350

daily line hauls throughout Europe

> 370,000 sqm warehouse space in approx. **30** logistics centres

www.suus.com/en



Why logistics is female

The freight forwarding and logistics industry is still largely male-dominated. For now. Because women like Ann-Katrin Gleinig show that professional fulfilment, fresh challenges and family life can go hand in hand in this industry, too – even part-time.

Ann-Katrin Gleinig never expected to be a role model for other women. In summer 2024, the Bavarian State Ministry of Housing, Construction and Transport honoured her with the Logistics is Female award in recognition of her success, courage and versatility. “The award has opened new doors, and I want to motivate women to achieve their dreams – regardless of the industry,” emphasises the 36-year-old.

From retail to freight forwarding

Her professional journey did not begin in logistics, but in retail. After taking parental leave, she decided to give up her previous job as a qualified retail salesperson – mainly due to the inflexible working hours. “I wanted to work in the mornings and be with our two children in the afternoons,” she says. Gleinig’s husband, who works for CargoLine partner Amm Spedition in Nuremberg, suggested switching to Amm. She started in 2019, initially in the warehouse.

Gleinig soon took on further tasks. She loaded and unloaded trucks and processed incoming goods. “In the past, I would never have thought that I’d like driving trucks, but working in freight forwarding made me think at some point: Come on, I can do what truck drivers do,” she remembers. Gleinig set to work. She obtained her truck driver’s licence through the company’s own transport train-



ing academy – and passed all the tests on her first attempt with flying colours. Today, she works two half days a week as a professional driver in local goods transport so that she has enough time for her children. “I start early, between 3 and 4 in the morning, and I’m back by lunchtime. After that, family time begins,” she explains. Truck driving is just up her alley. It’s more than simply a job – she loves cruising along the road in a 40-tonne truck. Gleinig spends the remaining three days working at the haulage company: two of them in the warehouse and one day focussing on Amm’s social media activities.

Challenges for women

Gleinig feels supported and valued by both superiors and colleagues. “At Amm, I am encouraged, not held back. We all pull together. Amm does not think in terms of rigid male and female roles,” she points out.

Nevertheless, the haulage industry poses particular challenges for women – ranging from prejudices to a lack of infrastructure. “I often feel the stares at motorway service stations. Sometimes inappropriate comments or remarks are made by drivers from other haulage companies,” she says, citing a few examples. The general conditions, such as poorly lit car parks and inadequate sanitary facilities, also make the work more difficult. “I would like to see more cleanliness and safety there,” she says.

Gleinig shows that with courage, flexibility and a positive attitude, many things are possible – even in the haulage industry, part-time and as a mother. Her message is clear: “Just do it! There are always challenges, but with support and self-confidence, you can do anything.” ◇

Cepra

is now also available as a customer app

The so far web-based partner and customer portal Cepra is going mobile and will also gain new practical functions, such as package measurement. This means that the general cargo cooperation is again one step ahead of its competitors. CargoLine has other exciting projects in the pipeline, too, such as direct line haul optimisation.



In most industries today, nothing works without efficient IT. This is particularly true of logistics. Whether automated warehousing, real-time tracking of goods flows or intelligent route planning – the digital transformation is changing the industry in leaps and bounds. CargoLine has been supporting its partners and their customers for many years with digital developments that make their work easier and help them to remain competitive.

The customer app is a new addition which now also allows mobile access to the existing functions of the tried-and-tested Cepra portal for partners and customers – and new functions are on their way. For example, the app includes electronic consignment tracking, which CargoLine has been offering since 1997. “In recent years, however, we have consistently added many more microservices to the customer portal in Cepra. These offer our partners’ customers useful tools for managing their consignment orders,” says Hanna Barth, who works as a project manager for Cepra at CargoLine.

Ongoing development of the service concept

“The customer app is a logical extension of the service concept behind the Cepra portal,” adds Barth. “And not only that, it represents a


paradigm shift in two respects.” One, Cepra was previously a web application that was best used with a PC or laptop. Now, real-time tracking, among other things, can also be done on mobile devices, for example by employees in the warehouse or on the road.

Pick-up vehicle and parking authorisation at the touch of a finger

Secondly, the Cepra customer app is a “native app” that offers the option of using the features of a smartphone or tablet. This leads to one of the first new and very practical functions: package measurement. “It’s very simple. Point the camera at the goods, click, and the dimensions appear on the screen,” explains Barth. “In the background, artificial intelligence analyses the images without the user having to make any further entries.”

Another new application is push notifications in the event of disruptions, for example when weather-related delivery delays crop up. “Customers can also trigger certain processes in the app, such as cancelling an order, ordering a pick-up vehicle or issuing a loading-off permit,” explains Barth. “Today, this is still done by phone or e-mail. In the future, any communication between partners and customers can take place via the app,” says Barth.

Line optimisation: more efficiency, less CO₂

Another exciting IT project at CargoLine is direct line haul optimisation, which aims to further increase transport capacity utilisation. “In order to identify and optimise inefficient lines, we look at all transport operations that our partners have recorded on the Cepra platform,” explains Christopher Klier, who has been Head of Project Management & IT at CargoLine since 1 November 2024. If daily line hauls to the same destination are underutilised, the system suggests that the partners combine them. CargoLine partners can then process these automatically generated suggestions and coordinate with other branches or partners. This not only has economic benefits. “If we can turn two journeys into one, it will also help to alleviate the shortage of skilled drivers and reduce CO₂ emissions,” says Klier. 

Success factor: digital strategy

Since 1 October 2024, the CargoLine management team has come in a triple pack: Managing Director Jörn Peter Struck and authorised signatories Andreas Witzigmann (International) and Sebastian Grollius (Strategic Network Development and Hub). In the following interview, Grollius explains how he assesses the future viability of the general cargo co-operation and what he would like to achieve in his new role.



Sebastian Grollius, you have been working at the CargoLine system headquarters for eleven years now. Looking back, what are you particularly proud of?

That would be the OCTOBUS IT platform, which we rolled out in 2018. The transition to a microservice infrastructure was a huge project and a major challenge for our small team, but ultimately it was the launchpad for our digital strategy of recent years. Colleagues who are also familiar with the system environments of market competitors confirm that we are way ahead of the game. That makes me proud of our team. Still, it's not a reason to sit back and relax.

What influence does IT have on the long-term viability of a freight forwarder?

The speed of development in recent years shows that IT is a key success factor. If you want to offer outstanding customer service and at the same time leverage efficiency potential, there is no getting around digital solutions. The role of IT in the partner companies has also undergone a dramatic transformation from the classic computer room in the basement to a system that drives digital transformation in the company. The young generation now entering the labour market is also an important factor in this context.

How is CargoLine positioned in that respect?

Our OCTOBUS platform puts us in a very good position to maintain and further expand our strong standing

in the market. However, future technologies such as artificial intelligence are creating yet another dynamic. That's why we always have to stay on the ball. I am very pleased that we also have many innovative colleagues among our partners who are jointly developing new solutions with us.

When you took up your appointment to the management board of CargoLine, you handed over operational management of Project Management & IT. What criteria did you use to select your successor, Christopher Klier?

I set three criteria in particular: first, the new colleague needed to fit into the team and share CargoLine's values. Secondly, he or she needed to be a general cargo specialist with an affinity for IT. And finally, he or she had to be someone who takes the initiative, promotes our ideas and works passionately to drive our strategic development.

Christopher has precisely these three qualities. Of course, it is somewhat unconventional to hire someone for an IT position who just a few years prior was loading trucks with a forklift, but with his impressive career, Christopher is precisely the kind of go-getter that can ultimately make the difference. He has the support of his team and our strong network of IT service providers.

In addition to your strategic tasks at system headquarters, you have taken over management of the central



hub. What are your plans for the hub?

First of all, I am very pleased that the partners made that investment decision a few years ago. It is a tremendous asset for the strategic development of our network. The ongoing consolidation on the market also makes having our own hub highly valuable to us. I am very grateful, too, to have hub specialist Uwe Heinbach on site as my local depot manager. The entire team and I can fully rely on him for the smooth running of day-to-day business. This allows me to focus on strategic development and sustainability issues. My vision is for

a green hub. This includes being able to charge electric industrial trucks with PV power and setting up an EV charging infrastructure for our partners' electric trucks. It also includes concepts for deploying LGVs (large goods vehicles) now that the last section of road to our property was recently opened to traffic. Our hope is that policy-makers will soon allow dangerous goods to be loaded onto these units in compliance with the ADR. Furthermore, my colleague Andreas Witzigmann and I will continue to promote the expansion of the European network in this infrastructure.

Sebastian Grollius

initially joined CargoLine in August 2013 as an IT project manager and later took over responsibility for the project management and IT department, among other things. Over the past eleven years, he has initiated such milestones as the transition to a future-oriented modular IT architecture, the expansion of Cepra from a pure shipment tracking tool to a comprehensive customer service portal, and the installation of IT at the Niederaula hub. With his appointment to the management board, Grollius will now focus on strategic network development and the management of the cooperation's central hub. The 36-year-old benefits from the fact that, before joining the cooperation, he was head of tender management for CargoLine partner Schäfer (Neunkirchen), and prior to that, while working in procurement logistics with a freight forwarder for the automotive industry, he completed a co-op degree in business administration, specialising in haulage, transport and logistics, at what is now the Baden Wuerttemberg Cooperative State University (DHBW) in Mannheim.

When he is not out and about on CargoLine business, the father of three can be found busy in the local council in his hometown or cooking up a barbecue feast for family and friends.


At only 36 years of age, you have had a stellar career. Has this always been your goal in life?

I have always enjoyed working with people and taking on responsibility, both at work and in my private life as a football coach for different teams. Still, when I graduated from secondary school, I didn't just wake up one morning and say that my dream was to become a CEO. Whatever position I have held, I always just enjoyed taking that next step, and so far it has worked out quite well. But I am also grateful that I have been given this opportunity and been shown the trust, especially at CargoLine. I know that this is not a given at my age.

Would you recommend to young people that they take up vocational training in freight forwarding?

Absolutely! It's an incredibly broad and varied field and a great base for launching their professional future. In the SME sector in particular, they have the opportunity to take on responsibility quickly if they want to. They get the chance to make a difference, both literally and figuratively. I have certainly never regretted it.

Finally, in the year of the UEFA European Women's Championship, I have a question that people generally tend to ask women: how do you manage to juggle your work, family and hobbies?

I sometimes ask myself the same question (*smiles*). I'd be lying if I said it wasn't a challenge. As a family, we decided not to leave our home in Westerwald, the region we come from. So commuting and business trips mean spending a few more hours on the road – in a fully electric car, by the way. My wife is a huge support in this respect, giving me the freedom I need for the job, otherwise it wouldn't work. 

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