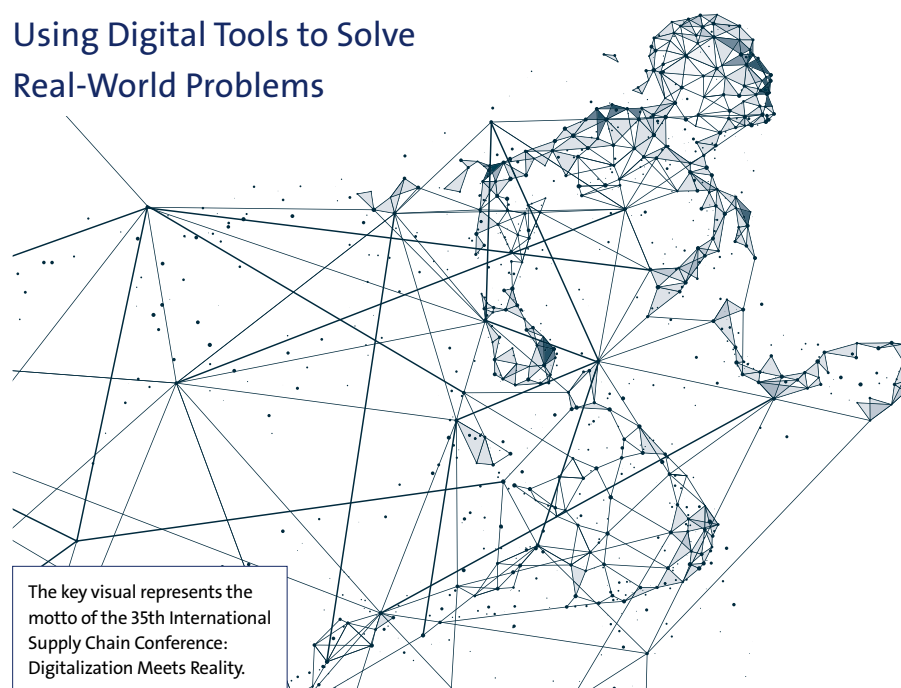


## Using Digital Tools to Solve Real-World Problems



### ➔ 35th International Supply Chain

**Conference** Digital transformation seems to be changing everything – but will it also be able to solve the current problems in logistics? Logistics experts in trade, industry and services are facing huge challenges in the form of insufficient physical and digital infrastructure, shortages of drivers and shipping space, and geopolitical uncertainty. The 35th International Supply Chain Conference, which will be held in Berlin from 17th to 19th October 2018, will address the profitable interplay between logistics and IT.

Which digital technologies are already established in real-world enterprises and which others are worth keeping an eye on? To what extent has digitalization already impacted supply chain management, and what future developments lie in store? Are employees and management prepared for the challenges of digital transformation, and how can shortcomings be overcome? These are some of the issues that will be analysed and discussed

with more than 3,000 visitors by approximately 120 experts from around the world.

In his introduction to this year's conference programme, Professor Robert Blackburn, BVL President, writes: "Under the conference motto "Digitalization meets Reality", we would like to designate this year's event as a very important meeting place. Digitalization provides powerful tools for connecting humans and machines and for use in the deployment of intelligent autonomous systems. The question arises, however, as to whether and how these technologies can contribute to providing significant solutions for the pressing issues of the industry in the short and medium term. Shortcomings in transport services and infrastructure, volatile markets and political uncertainties, and an anticipated scarcity of skilled staff are very real problems."

[Please refer to our website for the latest conference information and registration.](#)

## EDITORIAL

Dear BVL International Members and Followers, the BVL was founded in 1978 and rapidly grew into a comprehensive network for German and international logistics. 11,000 members and four Presidents of the Board later, April 18th, 2018, saw the BVL celebrate its 40th anniversary. In the second LOG.Letter of 2018, we say "Happy Birthday!" to the BVL and give you an exclusive insight to the upcoming 35th International Supply Chain Conference which takes place under the motto "Digitalization Meets Reality". We also bring you reports on Supply Chain Day as well as coverage of BVL's 40th Ordinary Members' Meeting at the CeMAT and the BVL Chapter Management Meeting in Wuppertal. Plus, we have all the latest news from the BVL Chairpersons and Representatives, including "3 Questions for..." which are answered by BVL Chapter US – Southeast Chairperson, Steven D. Markham. The BVL network continues to grow as too does the association's desire to promote the awareness and importance of logistics and supply chain management. The BVL Office thanks all BVL members for their continuous support throughout the years and is proud that you are part our network.



**Curtis Domberg**  
BVL Member Service  
International Relations

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## BVL International – Selected Events in 2018

**35th International Supply Chain Conference**  
October 17 – 19, 2018  
Berlin, Germany

**Global Logistics and Supply Chain Conference (GLSC)**  
July 11, 2018  
Shanghai, China

**BVL Chapter Singapore – Visit to Centre of Innovation for Supply Chain Management**  
September 19, 2018,  
Republic Polytechnic, Singapore

## Happy Birthday – 40 Years of BVL

On 18th April 2018, BVL International celebrated a special birthday: the competence and knowledge network turns 40.



➔ **Milestones** Logistics as a separate discipline was still in its infancy when the BVL was established on 18th April 1978. The founders, logistics specialists who were involved from the start, were ahead of their time. They shared a vision of how their work and research would shake the world. Today, logistics is one of the core competencies of the German economy, contributing substantially to the success of trade and industry. Around three million people in Germany work in logistics, and the industry as a whole has an annual turnover of 270 billion euros. Economically, logistics is a real heavyweight with a big influence on wealth and employment.

The performance of trade and industry, the supply of goods, urban waste disposal, rescue missions, and humanitarian efforts in areas of conflict all depend heavily on the capabilities and effectiveness of logistics and supply chain management. This is the focus of the BVL's public relations work, which campaigns to prioritise the general framework for logistics in politics and government. In line with its statutes and its membership structure, the association uses objective arguments whilst remaining politically neutral.

The BVL, a voluntary association of professionals and executives, is an international competence and knowledge network which enables people and companies to meet in order to exchange information and discuss different viewpoints. It brings together logistics experts from both the supply and demand

sides who benefit from the practical relevance of its work, as well as gaining access to the latest scientific insights. The BVL's agenda includes globalisation, increased complexity, collaboration throughout value chains, traffic and network infrastructure, urban logistics, sustainability, and, of course, the current hot topic of digitalization. The BVL is committed to promoting the concept of logistics and supply chain management as a transdisciplinary function and a form of interface management. One of the outstanding milestones of the association's work was the founding of the International Supply Chain Conference, which has been held annually in Berlin since 1984. By offering the German Award for Supply Chain Management, the Science Award for Supply Chain Management and the Supply Chain Sustainability Award, the BVL recognises current lighthouse projects. Interesting analyses are provided every few years by the association's regular survey on trends and strategies in logistics and supply chain management, while the BVL Seminars and the German Foreign Trade and Commerce Academy are important gateways to professional skills and qualifications. The Supply Chain Day, initiated by the BVL in 2008, has developed into an essential industry event over the past decade and now has its own website [www.supply-chain-day.com](http://www.supply-chain-day.com). BVL projects are complemented by the association's public relations work, its own print media, its website at [www.bvl.de/en](http://www.bvl.de/en), and its social media activities.

All this has grown over the past 40 years and is

continually being developed, creating a store of facts and trust that benefits all users. BVL's 250 honorary committee members on the board, on the advisory boards, and in the chapters make a huge contribution to the association's lively and informative culture. This is what makes the BVL so special: its unique mix of expertise and friendly camaraderie. In this, its 40th anniversary year, the BVL has more than 11,000 members, ranging from experienced professionals to young talent and students.

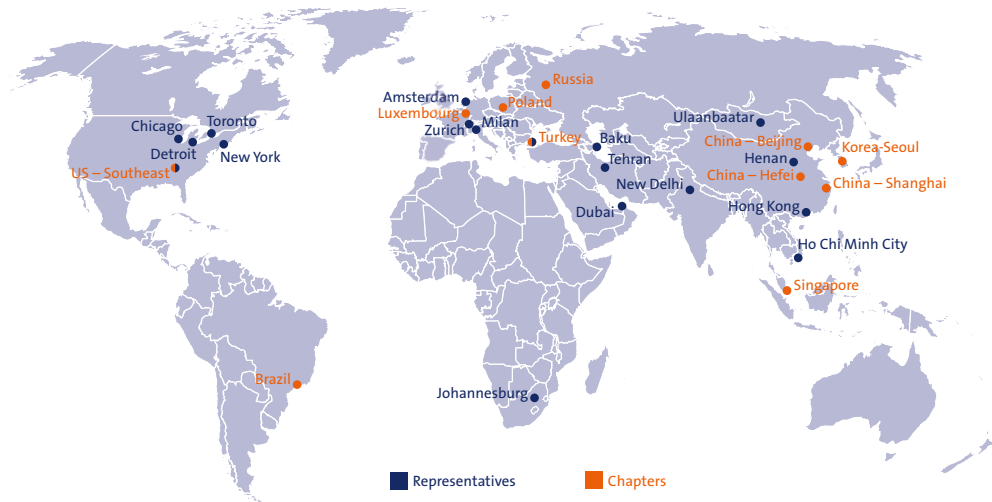
Over the past 40 years, many members have joined BVL projects, bringing fresh ideas and strategies, establishing contacts, organising thousands of regional events, and providing collegial support to each other. They have attended congresses and forums, forged new friendships, and created a host of shared memories. Some of the milestones of the past few years can be found at [www.bvl.de/en/history](http://www.bvl.de/en/history).

➔ **Global Affiliations** Logistics and supply chain management are a global business that knows no boundaries. Just as globalisation has changed logistics, the BVL's expert network has also changed. Ten years ago, the BVL set up its first international chapter in Shanghai – the first chapter to operate under the “BVL International – The Global Supply Chain Network” logo. Since then, an increasing number of BVL global affiliates have been established and people interested in the BVL or wishing to use the network will find a contact person on every continent.

➔ **Chapters and Representatives** Today, a total of eleven chapters offer international supply chain managers a local platform for exchanging experiences and for professional and personal networking. This is complemented by BVL representatives – people in senior positions all over the world who represent the BVL locally as contacts for interested parties.

The chapters are headed by honorary Chapter Chairpersons. Like the chairpersons in Germany, they organise company visits, forums, and talks for members. These are free of charge and each chapter usually arranges two to three events per year. Several remarkable events have been established, some of which now attract several hundred participants, such as the Korean-German Logistics Conference in Seoul and the Global Logistics and Supply Chain Conference (GLSC).

[more ...](#)



BVL contacts can be found all over the world.

#### ➔ **International Supply Chain Conference**

The BVL 35th International Supply Chain Conference will take place in Berlin from 17th to 19th October 2018. During the three-day event, visitors can expect 70 hours of conference programming and around 120 speakers. The gala on the first evening is also a big birthday party. We are celebrating 75 years – 40 years of the BVL and 35 years of conferences. Digitalization is bringing fresh impetus to the logistics industry, and “Digitalization meets Reality”, BVL’s annual and conference motto for 2018, extends far beyond this year and the foreseeable future. The motto focuses on choice and speed – right up to same-day-delivery – and acknowledges that customers’ high expectations can only be met if logistics service providers and supply chain management in both trade and industry are in perfect harmony. Not least, this requires transparency and trust.

Looking forward to the Digitalization meets Reality anniversary conference.



The conference’s topic tracks will focus on technologies, methods, and markets. Topics include robotics and autonomous logistics, blockchain, AI and the smart factory, as well as the people who work in this environment, urban logistics, the “under construction” infrastructure with its potholes and dead spots, and bottlenecks in transport logistics. Real-world reports will be

supplemented by new scientific findings. Four LOG.Camps will provide room for discussions focusing on HR and recruitment, start-ups will introduce themselves, and those who feel up to it can prove themselves in the Hackathon or the Machathon problem-solving challenge.

[more ...](#)

#### ➔ **Are you interested in organising a foreign delegation group visit to the upcoming 35th International Supply Chain Conference?**

The following special conditions apply for groups visiting from outside of Germany:

- Groups of 10 persons or more from Europe (850.00 € per person)
- Groups of 5 persons or more from outside of Europe (850.00 € per person)

[more ...](#)

Please contact  
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 +49 / 421 / 173 84 28  
 for further details.





## International Supply Chain Day



Recruiting fairs – shown here is the LogistikRuhr students' day – were once again attended by several hundred people

➡ **Day of Action** Blue skies and bright sunshine – many places had perfect weather for the 11th Logistics Day on 19th April. More than 35,000 people took the opportunity to get a glimpse behind the scenes where more than 340 events made for a varied and interesting experience. Besides factory visits, there were many new and exciting innovative events. Visitors in Dortmund, for example, enjoyed a trip in a historic railcar to follow a container's journey along the rails. Starting at the container terminal, they discovered how railways can be integrated into complex logistics processes, right up to the point of transshipment at the container's destination. Airports and seaport terminals opened their doors, and inland waterway terminals throughout Germany could be admired from both their land and water aspects. For the first time, a logistics BarCamp was held in Duisburg. This year's programme also included readings and a World Café.

The fact that Amazon used the Logistics Day for the official opening of their Dortmund 2 facility was one of the many highlights.

Speaking at the opening ceremony, Dr Christian Jacobi, Chairman of the BVL Research Council, said, "At this former mining site, a bridge is being forged from traditional industrial manufacturing to the new digital service world. The BVL sends Amazon Dortmund 2 best wishes for a successful launch."

➡ **Skilled workers** The recruitment of new staff for the logistics sector was a big topic at the Supply Chain Day. "Logistics is a great place to work, but in the jobs market it's competing with the automotive industry, industrial engineering, and retail. This presents a real challenge because most people know more about those industries than they do about the logistics sector, which often operates in the background," said Professor Robert Blackburn, BVL President. The information provided by the Supply Chain Day can awaken someone's interest in the industry. "I don't actually want to leave here," said one of the participants, after trying out the driver's seat in a lorry at Metro Logistics in Bremen. Notably, some of the young people guiding visitors through the site had themselves

caught the bug at their current workplaces' open days.

➡ **International** Under the heading "Supply Chain Day", the concept of this day of action has spread beyond Germany. The BVL's international contacts and the Brussels-based European Logistics Association (ELA)'s pan-European connections persuaded companies and organisations in at least 24 countries to host logistics-related events on 19th April. Participating countries included the Netherlands, Luxembourg, France, Portugal, Greece, the UK, Ireland, Switzerland, Austria, Hungary, the Czech Republic, Poland, Lithuania, Bulgaria, Romania, Ukraine, Russia, Turkey, Korea, Singapore, China, South Africa, Martinique, and the USA.

[more ...](#)

## Reports from the International Chapters and Representatives on Supply Chain Day 2018

### BVL Chapter China – Beijing Supply Chain Day Report 2018

➡ **Tianjin** BVL Chapter China – Beijing organised two Supply Chain Day events on 19th April 2018. To make things a little different from previous years, the activities were stretched out over the whole day and consisted of a seminar in the morning at the Beijing Wuzi University and a site tour at WAGO Electronic (Tianjin) Co., Ltd in Wuqing, Tianjin in the afternoon.

More than 100 participants joined the events who consisted of logistics experts, entrepreneurs, scholars, professors, as well as students, too. During the Seminar, Professor Lu Hua of Beijing Wuzi University delivered a presentation regarding her studies on Intelligent Logistics. BVL China - Beijing Chairperson, Jean Wang, also delivered a key-note on how to establish an intelligent supply chain and gave an introduction to the subject of Logistics 4.0. The presentations were followed by a panel discussion on how to promote Intelligent Logistics effectively during which attendees were able to exchange views and ideas with the guest speakers.

The President of Logistics Institute of Wuzi University, Professor Jiang Xu attended the event and addressed in his opening speech, that he believes BVL's initiative, Supply Chain Day, is an excellent annual platform

BVL Chapter China – Beijing Chairperson, Jean Wang, during the Chapter's Supply Chain Day visit to WAGO Electronic Co., Ltd. (photo by Jiawei Yuan)



and through it, both Chinese and German logistics experts are able to find out valuable information and share ideas.

In the afternoon the participants visited WAGO Electronic (Tianjin) Co., Ltd., a very famous German Invested manufacturer for Chinese high speed train electrical relay and interconnections. The participants got a close look at the factory supply chain related facilities and management on site and discussed lots of interesting issues with the supply chain manager Mr. Cui Zhengxue from WAGO. Many participants highly evaluated the two events and expressed their wishes to

attend more events like this in the future.

The BVL Chapter China - Beijing appreciates and would like to thank all guests who attended and for their effort in supporting and making the events successful. A special thanks goes to the Beijing Wuzi University, WAGO Electronic (Tianjin) Co., Ltd., and German Chamber of Commerce North China for their great support.

[more ...](#)

Report from Jean Wang, BVL Chapter China – Beijing Chairperson

### Supply Chain Day 2018 in Korea

➡ **Seoul** Every year in April, the international day of action, Supply Chain Day, takes place in BVL's global network. BVL Chapter Korea – Seoul organised this year's Supply Chain Day for BVL Korean members at Korea MAT 2018 (Korea International Materials Handling and Logistics Exhibition) at the KINTEX exhibition center, in Isan City.

Hosted by Korea International Logistics Association (President: Mr. Keun-Tae Park), Korea MAT celebrates its 8th this year and is by far the biggest international logistics industry exhibition in Korea with a record of over 145 leading international and domestic companies and more than 36,000 participants who visited the exhibition last year.

BVL Chapter Korea – Seoul Chairperson Ms. Kook (second from right) together with Supply Chain Day participants at SEJUNG Group's booth during the Korea MAT





Media K& and BVL Chapter Korea-Seoul have actively promoted BVL International's network worldwide as well as benefits as a member to potential logistics companies. With Media K& being an active media company, they had an exclusive interview with Mr. Morris Han, CEO of SEJUNG Group (Service Name: CXL BIO) to learn more about his specialised business model, shipping logistics and supply chain management based on optimised technology, in particular bio-medical products.

Furthermore, Media K& visited the booth of CJ Logistics, which is actively engaged in marketing activities around the world with the aim of becoming a global Top 5 logistics company, and then met SK Telecom, the Innovator of Korea Telecom to find out how both of the companies have applied digital technology on their logistics business area for its optimisation.

All of event participants gained on-site information including best practices as well as practical experience in logistics in what was a beautiful Korean spring day at the exhibition.

[more ...](#)

Report and photo by Media K&

## FANUC Europe and IEE S.A. Come Together in Echternach on Supply Chain Day

➞ **Luxembourg** One of Luxembourg's most important industrial zones is in the east of the Grand Duchy, or to be more precise, on the German border in Echternach. Previous decades have seen companies set-up and form the industrial zone which stands out due to its high level of innovation. The 2018 Supply Chain Day saw FANUC Europe S.A. make its debut and IEE S.A. take part for the umpteenth time, with both companies opening their doors to take a look at behind the scenes on this day of action, thanks to former BVL Network Young Professionals Official, Johannes Hesse, and YPL<sup>2</sup> Luxembourg's initiative.

Johannes Hesse together with Andrea Scammacca, Head of European Supply Chain at FANUC Europe S.A., welcomed the 25 participants at FANUC's European Headquarters. As a leading player in robotics and industrial automations in Japan, FANUC is able to support a large number of European offices in different areas such as repair services, marketing, personnel, IT, and administration. After the introduction, guests were able to see various company divisions at the Echternach site as part of the factory tour. The state-of-the-art spare parts warehouse was of particular interest for the participants, who for the most part were from a logistics background. The warehouse grants the highest spare parts availability to its European customers in conjunction with a tight distribution network. The impressive repair centre which contributes to outstanding after-sales with its central repair service in conjunction with spare parts storage also impressed visitors. At this point it became apparent for the group as to how much technology and know-how there is in FANUC's robotic processes and how much value the company attaches to its quality aspects.



Supply Chain Day participants gather outside IEE's plant in Echternach, Luxembourg

For lunch, the group found itself at IEE S.A. in the hands of its Head of Logistics and Supply Chain, Udo Thommes, for a chance to network. The automotive supplier whose headquarters along with all major R&D units are in Contern, Luxembourg, opened its plant in Echternach in 1989. The relevant departments are supply chain, assembly, production, process and production technology as well as quality assurance. Characterised by a very high degree of innovation, the company continued to evolve in the past to become a leading supplier of intelligent sensor systems.

After a company presentation, the group was able to get to know various company products using an example of a car which was on display. The guided tour took the

group through incoming and outgoing goods, the impressive rolling mill, and finally, thanks to an insight to the various assembly and production lines, the group learned even more about the onsite manufactured sensors and their technical structure. Automatic seat occupancy detection, various driver assistance systems, and intelligent camera systems are just some of the well-known examples. Once again, it became quickly clear that only a consistently high level of innovation can lead to such success. Afterwards, the group shared their findings after having spent an exciting day in Echternach.

[more ...](#)

Report and photo by Johannes Hesse

## Seven in One Day for the Second Year Running

Participants during one of the Supply Chain Day events organised by the BVL Chapter Russia



➞ **Moscow** This year, the BVL Chapter Russia once again organised and staged seven Supply Chain Day events on the day of action on April 19th. Here are just some of the brief reports from the events.

### ➞ **Business-Breakfast at STS Logistics Group**

The STS Logistics Group invited guests to a business breakfast at its headquarters in the centre of Moscow. The round-table discussion on solutions for optimisation of logistics processes in the retail sector and the presentation of the specially developed “suppliers portal for retailers” was moderated by STS Logistics Group’s CEO and BVL Chapter Russia Vice Chairperson, Kirill Vlassov. STS Logistics Group is one of the leading 3PL operators in the Russian and CIS logistics market. Based in Moscow, the company has an extensive network of 23 offices and 18 class A and B warehouse facilities providing the highest quality of logistics services with over 1,500 highly qualified employees. STS Logistics is a certified customs broker in Russia, Ukraine and Kazakhstan providing services in 21 customs locations. The company has a broad base of multinational clients across all services and numerous industry sectors.

➞ **Exhibition tour for Young Professionals** In cooperation with the TransRussia Exhibition organiser, ITE Group, the BVL Chapter Russia invited visiting Young Professionals from the logistics sector to a tour of the TransRussia Exhibition. The aim of the project was to provide students of specialised universities with practical skills and knowledge. With the assistance of the world’s leading companies from among the participants of the exhibition, students were able to get acquainted with the work of transport and logistics companies, ask questions to leading specialists of the industry, and gain know-how of the various activities of the companies involved. TransRussia is the largest exhibition of transport and logistics services and technologies in Russia. In 2018 from 17th until 19th April, more than 380 Russian and foreign companies took part in the exhibition. Among the exhibitors were rail operators, as well as road, sea, and air transportation operators, plus companies that own terminals and warehouses, as well as forwarders, customs brokers, and developers of IT solutions. The ITE Group is one of the world’s leading exhibition organisers, and the largest in Russia. Every year 30 offices organise more than 240 events

in 15 countries around the world. In Russia, the ITE Group operates through offices in Moscow, St. Petersburg, Novosibirsk, Krasnodar and Yekaterinburg.

### ➞ **Company visit at Sherrizone North**

For the 2018 Supply Chain Day, one of Moscow’s most modern industry and logistics zones, Sherrizone-North, opened its doors to the public which has a total area of 12 hectares, A-class warehouses of 55,600 m<sup>2</sup> and has available office space of 5,800 m<sup>2</sup>. Just 800 m from Sheremetyevo Airport and 15 km from MKAD, around 640,000 people live in the nearby catchment area. A strong financial partner of the Sherrizone-Nord is Gazprom-bank-Invest, which, together with the BVL Chapter Russia, invited guests to the visit. After a tour and contact with current tenants such as the Chinese telecommunications company Huawei and supply chain specialist Filuet, the Sherrizone-North Management invited visitors to an exchange of information and discussion about potential of German-Russian logistics cooperation.

[more ...](#)

Reports and photo by BVL Chapter Russia



## A very successful Supply Chain Day at Jungheinrich Turkey

➡ **Istanbul** Over 40 participants most of whom are leading figures in the local industry, showed a high interest to this year's Supply Chain Day in Istanbul, which was organised and hosted by Jungheinrich Turkey. After BVL Chapter Turkey Chairperson, Arda Polat, made his opening speech, Emre Tasci, Managing Director Jungheinrich Turkey and new BVL Chapter Turkey Vice Chairperson, introduced guests to Jungheinrich Turkey through his presentation, after formally being announced as part of the BVL Chapter Turkey team.

BVL Chapter Turkey Chairperson, Arda Polat, during the Chapter's Supply Chain Day event at Jungheinrich Turkey (photo by Jungheinrich Turkey)



This was followed by Jungheinrich's Training and Product Manager, Hüseyin Arslan's presentation about the company's "New Technologies in Warehouse Management", and Sales Responsible Ufuk Cön, who went on to present the company's ISM online system which is used for a more efficient online fleet management. During the coffee break, guests were able to take part in a tour of the warehouse. To make the tour more inter-

esting and enjoyable, Jungheinrich Turkey organised a small game and asked guests to find a specific machine. As result, they gave the winner a small, but special gift on stage. After the warehouse tour, the presentations continued with Logistics Systems Director Emirhan Sarac, demonstrating the shelf system and warehouse automation. After the presentations were over, guests were able to network with a cocktail and also test VR

(virtual reality) glasses, making the warehouse experience seem more "real", much to enjoyment of the participants.

Attending guests were able to receive gift bags containing small presents from Jungheinrich, as a small thank you for taking part in the day of action.

[more ...](#)

## International Supply Chain Day in Johannesburg

➡ **Johannesburg** For this year's Supply Chain Day, on 19th April, 2018, Röhlig-Grindrod Logistics in cooperation with BVL International, the Southern African-German Chamber of Commerce, and Industry NPC, opened the doors of its newly launched offices and warehouse in Johannesburg. Above expectations, 150 visitors from different sectors of the industry were taken on a journey to the "world of logistics". This was then followed by Clayton Thomas', Director of ILS- Industrial Logistic Systems, presentation on "The Warehouse of the Future", and by BVL International Representative for South Africa, Günther Heyman, who introduced participants to the BVL and to the Supply Chain Day initiative.

After the presentation a light lunch was served and participants had time for some more networking. A warehouse tour was also then presented by Röhlig-Grindrod.



BVL International Representative South Africa Günther Heyman at Röhlig-Grindrod Logistics (photo by Röhlig-Grindrod)

[more ...](#)



## The BVL is Represented at CeMAT by Several Expert Forums



The Image of Logistics topic was a very interactive event

➔ **Trade fair** CeMAT, the world trade fair for intralogistics, was held in Hanover, Germany, from 23rd to 27th April. As a partner of Deutsche Messe AG, the BVL was a co-creator of the comprehensive programme, contributing several expert forums to this year's fair. The forums included one on logistics real estate in urban areas, chaired by Uwe Veres-Homm from the Fraunhofer IIS – Center for Applied Research on Supply Chain Services SCS in Nuremberg; one on the digitization of warehouse logistics, chaired by Ralph Schneider-Maul, Vice President and Head of Supply Chain Management at Capgemini Deutschland GmbH; and one on startups in logistics, moderated by Daniel Terner, the marketing director of AEB GmbH, Hamburg.

A strong brand is increasingly becoming a success factor for companies and the BVL Image of Logistics focus group organised a forum to raise awareness and provide tips on successful branding and human resources work. Held on the last day of CeMAT, the forum showcased four lighthouse projects featuring successful branding and human resources work and had communications experts discuss them live. The Zufall Logistics Group, SSI Schäfer, Still, and Active Logistics are companies with unique structures and sizes, and their selection demonstrated the fact that branding and image work offers opportunities for companies of all kinds. Tino Mickstein, Central Head of Marketing and Communication at the Zufall Logistics Group,

illustrated how credible campaigns can succeed in attracting trainees and skilled workers. Thomas Meyer-Jander, Director Global & Corporate Marketing at SSI Schäfer, discussed relaunching a family business brand, while Matthias Klug and Paul Eberhardt from Still GmbH revealed how their company successfully and sustainably integrates branding and trade show presentations. Finally, Arnold Kriener, CEO of Active Logistics AG, answered questions on the costs and benefits of repositioning a brand.

[more ...](#)

## Informations, Figures, Elections, and Many Tributes

➔ **40th General Meeting** Held at the end of April in Hanover, Germany, the first day of the CeMAT intralogistics fair played host to the 40th anniversary general meeting. At the Logistics Solutions Forum adjacent to the BVL exhibition stand, Professor Robert Blackburn, Professor Thomas Wimmer, Uwe Peters and Dr Christian Grotemeier as members of the executive board, presented facts and figures

from 2017 and made predictions for 2018. The approximately 80 participants of the general meeting approved the annual accounts for 2017 and the budget for 2018, and granted discharge of duties to the auditors and the outgoing executive board. Upon expiration of their statutory tenure on the day of the general meeting, Christian Berner, Professor Michael ten Hompel and Professor Karl

Nowak left the executive board. Karl Nowak remained as Chair of the BVL Advisory Board. Together with Michael ten Hompel, who will continue his work for the BVL as a member of the Scientific Advisory Board, he was awarded the Golden Badge of Honour. Christian Berner was awarded honorary life membership of the BVL in recognition of both his long years on the board and his work as chief

accountant. Frank Dreeke, Jürgen Gerdes, Dr Karl A. May, and Dr-Ing Stefan Wolff were re-elected for another term on the board. No new board members were elected. On the occasion of its 40th anniversary, the BVL highlighted the valuable contributions made by five particularly deserving employees, not on the front lines, but in essential fields over many years. The BVL Badge of Honour was awarded to (l-r) Hans-Gerd and Carola Severin as committed mid-size exhibitors, Martin Willhaus as a mentor of the DAV, Sabine Huckle as the long-serving chapter chairperson and former managing director of the BVL, and Wolfgang Seuthe as one of the driving forces behind the image of logistics.

[more ...](#)



Prof Robert Blackburn (right) and Prof Thomas Wimmer (left) celebrate with the recipients of the BVL Badge of Honour

## Strategy Meeting of the Chapter Chairpersons in Wuppertal

➡ **Chapter Management Meeting** “The levels of solidarity and cohesion within the BVL are amazing – and that’s due to the way things are done: the BVL’s culture permeates the entire organization, from top to bottom and from bottom to top,” remarked Joachim Limberg, the deputy chairman of the board when welcoming participants to the chapter management meeting. This, the annual strategy meeting of the BVL regional group speakers, was held in Wuppertal at the beginning of June. Limberg, who is a full-time chairman of the board of ThyssenKrupp Materials International, continued by saying: “Thank you for creating such a strong and vibrant organisation and such outstanding speaker teams.”

Around 100 volunteers and guests had accepted the invitation of the speaker team of the South Westphalia chapter, comprising Frank Haberkorn, Toralf Langner, and Eckhard Uebach. The management and the board reported briefly on the year in review and thanked everyone for their excellent work on the society’s behalf. Chapter chairs, student chairpersons and members of the board split into working groups to discuss strategic topics relating to the further development of the society. These included digital products and services for members, the further development of regional group work, students’ and young professionals’ requirements, and the network’s future direction.



Chapter chairs, student chairpersons and members of the board came together in Wuppertal

Some of the highlights to emerge from the working groups included initial ideas for digital products and services, including a communication platform and an online portal for multimedia logistics content. The chapter work will enhance the exchange of information amongst speakers outside of events, preferably through the use of online tools. Young professionals and students will give their events a more entertaining spin using supporting multimedia content, while

discussions on the future of the BVL network focused on exploiting the power of digital networking in a more practical way.

On the occasion of the meeting, Patrick Mense of the Rhine/Neckar regional group and Professor Dr Hans-Jürgen Kaftan of the Saxony-Anhalt regional group were awarded the BVL Badge of Honour for their ten years’ work as speakers.



## Sustainable Startup

➔ **Award** The corporate startup Pakadoo, founded by the LGI Logistics Group International GmbH is this year's winner of the Supply Chain Sustainability Award, bestowed jointly by the BVL Germany and the BVL Austria. The awards ceremony took place on 12th April as part of the 34th Logistics Dialogue in Vienna. Aldi Süd and Dräxlmaier were awarded the second and third prizes respectively. The underlying idea of the winning project is to create a win-win situation for the private recipient of a parcel, for his or her employer, and for the CEP service provider tasked with the actual delivery. The business model uses existing infrastructure to turn the employer's mailroom into a parcel depot, or a Pakadoo Point – a perfect answer to the enduring problem of delivering parcels to private households when the recipient is away at work.



Prof. Robert Blackburn presented the Supply Chain Sustainability Award

[more ...](#)

## Science and research come together at the International Scientific Symposium on Logistics

The speakers talked in front of a top-flight audience at the Fraunhofer IFF



➔ **Science** The International Scientific Symposium on Logistics (ISSL) is the central forum for the scientifically oriented logistics community. The aim is to promote the interdisciplinary and international exchange of ideas in order to encourage the development of totally new models to provide solutions

to real-world issues that are of relevance to researchers and scientists as well as business companies. The 9th ISSL was held from June 13 to June 14 in Magdeburg.

100 participants from 6 countries discussed various core issues in six sequences, some of

which running parallel. Specialist sessions were held with titles such as “News on Automatic Guided Vehicles (AGVs)”, “Models and Test Beds in Supply Chain Management”, “New Technologies in Warehouse Management” and “Inventory Impacts on Supply Chain Management”. Professor Kai-Oliver



Schocke from FH Frankfurt introduced a new timeslot platform for Frankfurt airport in the session “New Supply Chain Management Platforms”. The platform will significantly reduce waiting times of truck transports for airfreight. “Artificial Intelligence in Supply Chain Management” was a further core topic. Torsten Kröger, institute director at the Karlsruhe Institute for Technology (KIT), demonstrated the amazing capabilities that numerous robots already possess today. However, he also advised to keep things in perspective. „Many challenges can also be solved with conventional digital technology.“ Professor Frank Straube from the Technical University of Berlin held a similar view. According to Straube, self-thinking robots will only be a possibility in around 100 years. This shows how important it is to have qualified personnel in this area and that humans are far from being replaceable.



Participants were invited to consolidate their newly-acquired knowledge about robots and platforms in the foyer

## Forum Chemical Logistics Goes International

High spirits at the Chemical Logistics Forum from June 20 to June 21 in Antwerp. 120 participants from seven countries experienced an interesting forum in the impressive location of an old monastery. Fine weather accompanied the boat trip through the Port of Antwerp, and the Porthouse provided an attractive setting for the evening event.

[more ...](#)





## Reports from the International Chapters and Representatives...

### German Know-How in Great Demand in the USA

➔ **Exhibition** The US Southeast Chapter was particularly active this year, with Chairs issuing invitations to five events. The highlight was the Chapter's participation in the Georgia Logistics Summit within the Modex Trade Fair, which drew almost 31,000 visitors and 925 exhibitors to Atlanta in mid-April. Curtis Domberg from the Member Services Team at BVL's head office was joined by Chapter Chairpersons Steven D. Markham and Josip T. Tomasevic in showcasing the BVL's services and achievements. The BVL shared an exhibition booth with the Joint Industry Associations Initiative and other organisations, such as APICS and CSCMP, the Atlanta Manufacturing Alliance, and ISM.

"Visitors were extremely interested, particularly in the BVL network and in the International Supply Chain Conference," Curtis Domberg reported. "German logistics know-how is evidently highly popular in the USA." The team succeeded in recruiting new members, particularly from Georgia and the adjacent states. In addition, existing members used the opportunity to renew old contacts, exchange views, and to brainstorm new projects. "We were able to establish closer links with the other exhibitors at the booth during the exhibition. Working together was great and we became just one big team", continued Curtis Domberg, who believes that collaboration between the Chapter, APICS and the CSCMP is now within reach.

➔ **Fruitful exchange** Combining the Chapter's participation in the exhibition with a Chapter event proved particularly successful, enabling as it did new members to be introduced to the BVL community straight away. Participants were delighted with the chosen venue, the Porsche Experience Center at Atlanta Airport. During a guided tour of the museum, participants had the opportunity to view the oldest Porsche models, dating back to the 1950s. Afterwards, representatives from the local Porsche Consulting group demonstrated how cloud solutions can be used to optimise supply chains. Lastly, BVL chairpersons and representatives used the opportunity to discuss new ideas and ongoing projects.

A fitting example for a joint project is the case study competition for universities organised by representatives Nico Weidel from Hudson's Bay Company, Toronto, and Lennart Brüggemann from Detroit, who works for 4flow, together with Muharrem Ergin from MSE Solutions North America Inc., who represents the BVL in Chicago. 4flow, Hudson's Bay and MSE contribute genuine case studies from real-world business scenarios to the competition. The winning team is given free access to the International Supply Chain Conference, with the three organising companies also paying their travel costs.

[more ...](#)

The BVL was represented at the Georgia Logistics Summit as part of the Joint Industry Associations Initiative



### Luxlait – a 120-Year-Old Dairy with Refreshing Made-in-Luxembourg Logistics

➔ **Luxembourg** On the sunny 2nd May, following the May Day bank holiday, participants enjoyed a refreshing visit to the traditional Luxembourg agricultural cooperative Luxlait, the former "Zentralkolkerei" [central dairy] that has been in operation since 1894, and its cold chain. Around 20 participants found their way to the Vitarium visitors' centre in Bissen, Luxembourg, near the centrally located village of Mersch on the A7 to take part in a tour guided by Martin Hissung, head of logistics. Although we were unable to view the dairy production itself for health and safety reasons, several processes were viewable through windows.

In the past, milk was delivered fresh every day to all Luxembourg's villages and towns by milkmen. Today, this task is performed by Luxlait's own fleet of delivery vehicles which, following FIFO (First in First Out) principles, deliver the freshest products to customers first from an automated refrigerated warehouse where the company's own and third-party products are stored at 6 degrees Celsius. A high level of customer loyalty and good relationships with the cooperative of dairy farmers who supply Luxlait with (exclusively Luxembourgian) raw milk every day means that customers are highly prized by the company.

➔ **Dairy Cows Don't Go on Holiday** Close, daily contact with customers and suppliers combined with global marketing enables Luxembourg's only fresh milk dairy (which is small by European standards) to generate a sustainable level of revenue by focusing on niche products, fulfilling customers' special requests, and by imposing order minimums. Customer focus frequently means that minimum order volumes are not as easily implemented as business sense would dictate.

The fact that Luxlait is thriving and has found its global niches versus the big dairy groups is evidenced by the construction of

the company's new pallet warehouse, and by its maxim of providing top quality and safety, an achievement which has been recognised by food and supply chain awards. This is also likely to be the reason for the company's high export rate of almost 50%, which, combined with its Halal-certified

products, makes Ramadan one of its busiest months of the year. The restaurant at the Vitarium, with its sunny patio and 45 discovery stations, not only enables families and schoolchildren to explore the world of milk but, due to its convenient location, is also suitable for weddings and celebrations.

[more ...](#)

Report by Malik Zeniti, BVL Luxembourg Chapter and Cluster for Logistics Luxembourg

## Learning from One Another at the Transport Logistic China

➔ **Expert Forums** According to its organisers, Messe München, yet more growth was recorded at the transport logistic China fair, which was held in Shanghai in mid-May. More than 26,000 participants and 667 exhibitors gathered at the Shanghai New International Expo Center (SNIEC) between 15th and 18th May. Key themes were Logistics 4.0 and the New Silk Road.

As a trade fair partner, the BVL presented two popular expert forums. The first day, chaired by Jean Wang from Redox Logistics in Beijing, Chair of the BVL's China-Beijing Chapter, focused on best-practice examples in Chinese-German supply chain management. Benedikt Birner from Schaeffler in Shanghai reported on the digitalization of a supply chain for China, while Lifei Yang from ABB in Shanghai described how European robotics technology is deployed in Chinese e-commerce. Ping Wang from I-Cow in Suzhou explained how a Chinese-German collaborative research project facilitated the large-scale use of automated guided vehicles in Chinese factories.

The second forum, which was chaired by the head of the BVL's chairman of the executive

Jean Wang, head of the BVL China-Beijing Chapter, chairing one of the expert forums at the transport logistic China



board, Professor Thomas Wimmer, focused on best-practice examples in Industry 4.0 and Logistics 4.0 in China and Europe. Phil Lai from PwC Shanghai offered a Chinese perspective of best practices in Logistics 4.0, while Jochen Schabinger from Bosch China explained how to develop an award-winning supply-chain management strategy in Asia. Specific examples of Chinese innovation in supply chain management were presented by

Paul de Kramer from DHL Customer Solutions and Innovation in Shanghai.

These fascinating presentations led to lively exchanges with attendees, resulting in genuine discussion. "Not only can trade and industry learn from one another, but so, too, can China and Germany, each country benefiting from the other's specific strengths," concluded Thomas Wimmer.

## May Events in Singapore: Workshop with Zyllem and Meet & Greet

➔ **Singapore** Ever-increasing global consumerism has profoundly impacted the logistics industry more so than any other industry. Exceptional service quality, visibility of shipments, and agility to deliver within hours, are now differentiating factors while low cost is the standard. In this demanding and highly competitive environment Zyllem offers a unique platform for business partners to connect with each other. In biology, the xylem delivers nutrients from a plant's roots to its leaves. Similarly, Zyllem intends to do the same for logistics.

Starting out in 2013 as a B2C logistics service company, the experienced SAP veteran founders Noam Berda and Marco De Lorenzo decided at the end of 2016 to turn Zyllem into a software company for the B2B market.

On 17th May, Zyllem, together with the BVL Chapter Singapore, invited the BVL members, associates and friends for a threefold event. First, Marco De Lorenzo, Co-founder and Chief Commercial Officer, and Lisa Nguyen, Head of Customer Success, introduced Zyllem's software as a service platform. The audience

was surprised about the process complexity of actually delivering a parcel. The live demo of a delivery from back office activities to handling in the field showed off ease of use; everything from geotagging, successful delivery with signature and photograph to the different modes of delivery failures.

Johnny Teo Chye Heng, Category Manager Logistics of Zuellig Pharma shared with the participants his experience as a customer with the platform including the strategic possibilities this new technology creates. Zuellig



Pharma is one of the regional market leaders in Pharma distribution with a strong portfolio of value added services of one-time deliveries, clinical trials, and pharmacy operations. Their already well-established reputation for innovation and customer focus will be further enhanced by Zyllem's platform for the same reasons the Zyllem team described.

Finally, we finished off the event at Timbre+, the upmarket food court around the corner. There the participants entered a yet deeper exchange of the logistics industry and market and lighthearted talk, all accompanied by delicious food and live music by the Common People.

[more ...](#)

Report by Andreas Radke,  
 BVL Chapter Singapore Chairperson



BVL Chapter Singapore Chairperson, Andreas Radke, welcomes participants to the Zyllem workshop co-organised by the BVL Chapter Singapore

## 3rd Korean-German Logistics Conference – The Way to Innovations for Future Logistics

➔ **Seoul** The BVL Chapter Korea – Seoul's Korean-German Logistics Conference took place for the third year running on 18th June, 2018, and was once again co-organised by Media K& and The Korean Maritime Institute. This year's conference was held under the title "The Way to Innovations for Future Logistics" and featured a vast array of both Korean and German expert key-note speakers from leading universities, research institutes, and port authorities. BVL Honorary Member and initiator of the 1st Korean-German Logistics Conference, Detthold Aden, was Guest of Honour at the event. A hundred participants were welcomed by a congratulatory video at this year's conference from Lower Saxony Minister of Environment and Energy, Olaf Lies, who was unable to attend the event in person which took place at the COEX Conference and Exhibition Centre in Seoul. The welcoming address was extended in person by Yang Chang Hi, President of The Korean Maritime Institute, and Weert Börner, Deputy Ambassador of the German Embassy in Seoul, with the latter stressing the importance of digitalization in today's trade between Germany and Korea.

The conference was split into two sessions with the first concentrating on the latest logistics trends, and the second offering insights to the representing organisa-

Speakers and special guests before the opening of the 3rd Korean-German Logistics Conference



tions' various projects. BVL Advisory Board Member, Prof. Frank Straube (TU Berlin), got the first session underway with his key-note by reminding the audience that BVL's core objective is to improve the field of logistics on a global scale. He also went on to add how Trends & Strategies are speeding up the logistics sector which will result in a further impact on future society, with digitalization and automation playing important roles in the infrastructure, IT, and educational fields.

In his presentation, Prof. Thomas Strotthotte (President, Kuehne Logistics University), explained how best practices in Germany's modern port logistics offer a new perspective on the logistics industry. He added that warehouses are moving beyond the stereotypical storage facility cliché by creating added value services: for instance, documentation, which through the use of digitization, is being eliminated altogether. Using an example of

Jungheinrich, Prof. Strotthotte also explained how companies can lease their forklifts based on hourly operations, thus reducing maintenance costs as these would be handled by Jungheinrich directly, adding another value chain for warehousing companies.

The last presentation of the first session, saw new BVL Chapter Korea – Seoul Vice Chairperson, Prof. Yong Jin Kim (Inha University), deliver his key-note on Industry 4.0. Prof. Kim conducted a Delphi survey amongst Korean logistics companies, only to find out that their interests and expectations are not too different from global logistics companies. Through the survey, experts are able to discuss future trends and strategies in the industry which assist convenience logistics companies and log service providers who are able to setup five year long-term plans for their businesses thanks to the survey's findings.

The second session of the conference saw Andreas Bullwinkel, CEO of Wilhelmshaven Container Terminal Marketing GmbH, introduce the Port of Wilhelmshaven, which is less known than the likes of the Ports of Hamburg and Bremerhaven, and is Germany's third biggest port after the latter two. By building a motorway directly next to port, it allows Wilhelmshaven to be one the best connecting ports in Europe, reaching out to all nearby major hubs within five hours.

In his key-note, CJ Logistics Institute's Dean and Director of Research, Dr. Tae Young Chung, talked about how digital transformation in Korean's logistics sector is speeding up and creating new automation and optimisation processes thanks to the aid of modern technology. Finally, before the conference came to a close, speakers from the first and second sessions took time to answer participants' questions in the discussion round which drew comparisons and similarities to

trends and strategies in the industry in both Korea and Germany and brainstormed ideas for next year's 4th Korean-German Logistics Conference.

Report by Curtis Domberg

[more ...](#)

## The eighth Anhui Logistics Conference

➡ **Hefei** On March 31st, the 8th Anhui Logistics Conference took place at Hefei University's Zhiyong Hall and was co-organised by Hefei University and BVL Chapter China – Hefei, with support from companies, such as Qianguo logistics, Anhui Huitong interconnection. This year's conference concentrated on the theme "smart logistics, green action" and included in depth discussions and exchanges of ideas on intelligent logistics and unmanned storage and also set the stage for an exchange platform for the visiting logistics companies from the industry.

The conference featured various companies' presentations on electric logistics vehicles and smart and intelligent logistics. Among them were Green Finch Electric Cars, invested by the Green Finch Technology Company, who have won widespread recognition due to its innovative technology. The construction and operation of a public service platform for city distribution using Green Finch Electric cars reflect the company's idea of green sustainability in logistics. There was also a presentation on the new Jinqi electric powered van which showed it has good peak performance when needed, along with secure stability thanks to its model build and other aspects of its design.

During his speech, Wang Qidong introduced the history, mission, and current overview of the Hefei University, as well as a series of teaching achievements through China-Germany cooperation. He spoke of the necessity of building intelligent logistics and emphasized that modern logistics can improve the

The 8th Anhui Logistics Conference which took place at the Hefei University



efficiency of land utilisation and improve energy conservation as well as reduce the use of emissions. He went on to share his report which summarised the trends and strategies in 2017 and his predictions for 2018. Wang Qidong stressed that companies should carry out green warehouse rating assessment activities to promote the growth of green logistics. The logistics industry also has an obligation to organise a number of dialogues to strengthen the exchange between the industry and the government.

In his presentation, Lu Jiajun, Director of the Trade Service Dept. of Anhui Provincial Development and Reform Commission, showed the current status of logistics and its progress in a short video. He went on to state that today's logistics industry is undergoing a transition from traditional logistics to modern logistics and supporting policies favour the conditions for the development of the industry. Lu Jiajun also mentioned that having a great development plan for intelligent logistics, building an intelligent storage platform, and speeding

up the construction of logistics, will be at the heart of every future work.

Pan Feng, director of Anhui provincial Economy and Information Technology commission, talked about the integration industrialisation and emphasised that the key to intelligent logistics is the elementary promotion of internet integration, such as big data, artificial intelligence together and with government policy, will have an impact on the rapid development of the logistics industry.

During the conference discussion round, BVL Chapter China – Hefei Vice Chairperson, Prof. Li Daofang, along with Prof. Yin Hui and Prof. Wang Xiaoyan of Hefei University's Management took time to answer participants' questions with regards to the problems and solutions logistics currently companies face.

Report by BVL Chapter China – Hefei

[more ...](#)



## Three questions for ... Steven D. Markham

### Chapter US – Southeast Chairperson

The BVL Office together with the BVL US – Southeast Chapter and BVL Representatives from North America recently attended the Georgia Logistics Summit which coincided with the MODEX 2018 Show in Atlanta, Georgia. How can companies from outside the US visiting the Summit and the MODEX make the most of the platforms offered to help their business in the USA? At the same time how important are these two shows for US companies who may not only want to reach out to their local network but explore new possibilities overseas?

The Modex show in Atlanta has quickly become the largest supply chain expo in the Americas, and is thus a “must-attend” and/or “must exhibit” piece of the marketing and our purchasing puzzle if you want to do business in North America. Held every two years, the event also traditionally coincides with the State of Georgia’s annual Logistics Summit, which adds an additional strong regional component, which might be missing at other expositions.

With more and more video and other content available online and more and more technology being “virtual”, the need to physically attend expositions for exploratory purposes may have declined, but there is still no substitute for seeing something live nor for the opportunity to meet key players face to face and to attend seminars.

In comparison to other expositions, there were only a meagre number of logistics providers exhibiting. This is the void that needs to be filled and could be an opportunity for the first providers to commit to exhibition space.

Making the most of the event requires advance planning and selecting and making the connections to exhibitors in advance. Making sure you have a network to make introductions at the right networking events also never hurts. This is no different than attending one of the mega-expositions in Europe, Asia or South America. Using the local BVL-network is a good and welcome way to get your foot in the door and start establishing contacts and relationships.

BVL Chapter US –  
Southeast Chairperson,  
Steven D. Markham



#### **Are there signs to be seen in the industry of the effects of the US national economic policy that may or may not have been predicted before last year?**

This is a very broad and complex question upon which volumes are being written. Summarized, there are lots of impacts beginning to show in US Industry, Foreign Industry, and the economy in general, but these impacts are just beginning to be felt and are mostly based upon speculation and fear of how things will develop rather than based upon the actual implementation of policy, (which is really just beginning). Overall the economy remains robust, but there are definitely some losers and just winners. Consensus is that the U.S. needs to reduce their trade deficit, and nearly all experts agree that the current status quo is not healthy. Finding any agreement on the methodologies for changing the trade deficit is more difficult and the U.S. population remains quite divided on the protectionist policies that are being discussed and implemented.

#### **As a former expat who worked in Germany for companies like BLG, and as an active member of the German American Chamber of Commerce South, what would you say are the main differences between Germany and the US as far as the logistics sector is concerned?**

Somebody could (and should) write a book on this topic, as there are many import differences

of both simple structural nature and more abstract general nature. Here is what comes to mind, just to name some differences:

- U.S. government regulation and restrictions on international sea freight forwarding.
- Complete privatization of rail infrastructure (the carriers own their own rails)
- Little use of side-loading and curtain-sided trailers
- Reduced volume of outsourcing in both contract logistics/transportation. More captive/own fleets
- Lack of formalized accredited and widely accepted training in logistics fields below the college/university level (certified forwarders “Speditionskaufleute”, Warehouse specialists “Lagerfachkraft”, etc.)
- Higher focus on consumer-demand driven logistics, versus higher focus on industrial-demand logistics in Germany
- Legal environment, esp. regarding liability
- General Business Culture, such as prioritization of price/service/quality and other differences

For those trying to understand the differences between German and American Business Cultures, I highly recommend following Dan Donahey’s posts on LinkedIn.

BVL Chapter US – Southeast Chairperson, Steven D. Markham, was speaking to Curtis Domberg of the BVL Office in June, 2018.

[more ...](#)

## New BVL Chairpersons and Representatives

BVL would like to welcome, congratulate, and thank the following BVL Officials for accepting their new honorary roles in the BVL International Network:

### ➞ Korea – Seoul

Prof. Dr. Yong Jin Kim (Director of GLMP for CEO, Inha University), as of March 2018, is the new Vice Chairperson of the BVL Chapter Korea – Seoul



➞ Russia Axel Hartmann (General Director, OOO Aksis Consulting), as of April 2018, is the Vice Chairperson of the BVL Chapter Russia



The BVL Office thanks the following former BVL Officials for their voluntary service in previous years within the BVL Network:

Dmitry Vasilyev (Chapter Russia), Sven-Boris Brunner (Iran), and Johannes Hesse (Luxembourg, Network Young Professionals). [more ...](#)

## New Guidelines for BVL Representatives

Throughout the BVL Office's endeavours, we are often approached by members and followers of the association and asked how we can get individuals more involved in the active network. Should you picture yourself representing the BVL outside of Germany for your country and/or region as an honorary BVL official, you can find further informa-

tion on how to become a BVL International Representative by reading the corresponding guidelines here. For enquiries and further details, please contact Curtis Domberg ([domberg@bvl.de](mailto:domberg@bvl.de) or +49 / 421 / 173 84 28).

[more ...](#)



## The Network Continues to Grow – New Members of BVL International

➞ **Membership** BVL welcomes new international members in the first six months of 2018:

- BIC International B.V.
- Embassy Industrial Parks Private Limited
- FosterOBC, LLC
- GR-SPEED
- Hefei University
- OOO Aksis Consulting
- Pichler GmbH
- Trans Follow
- Shippeo

New corporate members of BVL can upload a short company profile on our website.

## bvl.de – Guidelines Adapted to Comply with the GDPR

➞ **Data Protection** Following the European General Data Protection Regulation (GDPR), the BVL has updated the privacy rules on its [website](#) to comply with the new standard. In addition, it will be necessary for you to consent to the use of cookies and the Facebook pixel while using the site. The complete privacy policy can be found [here](#).

## IMPRINT

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