

Welcome to BVL International: Katowice Chapter founded



The new Chairpersons: Prof. Wojciech Paprocki, Jan Brachmann and Marek Sielski

➔ **The Katowice Chapter**, BVL's first chapter in Poland, was founded on September 18 at the BASF company in Warsaw. The three Chairpersons from different sectors – services, production and academia – were unanimously elected: Jan Brachmann, General Manager Seifert Polska, Marek Sielski, Regional Procurement Europe BASF, Warsaw, and Prof. Dr. Wojciech Paprocki, Warsaw School of Economics. The event kicked off with presentations on host company BASF and BVL International as well as the association's activities. Following the official founding ceremony, the participants looked to the future: the Ritex company held a presentation on the development of and the future outlook for drones in logistics, after which there was a demonstration in the BASF courtyard featuring two drones. The some 25 high-ranking participants expressed their interest in the event and were also delighted with the outstanding opportunity to engage in networking.

It was clearly apparent that many of the attendees were already familiar with BVL Inter-

national and had already got to know each other during BVL events in Katowice. As the BVL Representative for Poland, Jan Brachmann had already organised six BVL events in the last two years with the excellent organisational support of Simon Szczepanik.

In keeping with the BVL strategy, the event not only acted as a forum for new knowledge but also provided that all-important "network feeling", paving the way for the positive development of the Chapter in years to come. The two locations (Katowice and Warsaw), the professional and personal networks of the three Chairpersons, and their roots in three different sectors will lay the foundation for exciting and interesting events. This also paves the way for more corporate memberships, as well as the possible presence of a Polish delegation at the 32nd International Supply Chain Conference.

BVL International is looking forward to working with the Katowice Chapter in the future and wishes the new Chapter every success!

[... more](#)

EDITORIAL

In the run-up to the 32nd International Supply Chain Conference in Berlin from October 28 to 30, a few things have been happening in the international BVL community: primarily, the founding of the Chapter Katowice in Poland – the 11th BVL Chapter outside Germany – took place in Warsaw on September 18. Looking to the past, a BVL Chairpersons and Representatives Meeting took place in Shanghai in July during the GLSC Conference and was the first such meeting in Asia. You can find more information in the detailed report on p. 8. The next Chairpersons / Representatives Meeting is scheduled for Oct 29 at the ISCC.

One new feature in the international programme of this year's ISCC are the international Business Breakfasts on the themes of Asia (on Oct 29) and America (on Oct 30). You can find out about the other international themes at the conference on p. 2-3.

Also in this issue, the Istanbul Chapter introduces itself to readers in the section "A Letter From". The "Letter" also looks at the promising economic trend in Turkey and the opportunities this creates for German companies (p. 6-7).

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Conference international



➔ **32nd International Supply Chain Conference** Today, the International Supply Chain Conference is the most important annual logistics event in Europe. It has become the central forum for logistics experts from around the world. More and more international guests come to the Berlin conference each year in order to profit from the exchange of knowledge and information, and take advantage of the many opportunities to talk to colleagues and build their networks.

The BVL International Relations team is already looking forward to welcoming

numerous international conference attendees. The programme currently features around 30 international speakers from Europe, North and Central America, China, India and Iran. BVL Chairperson Josip. T. Tomasevic (US Southeast) and Representative Christian Herzog (India) will be talking in the sessions about procurement logistics in B2B markets (C3) and challenges for SMEs in the era of international networks (F2). There will be simultaneous English-German or German-English interpretation for the presentations to the full conference as well as selected sessions. The international programme at

this year's conference will be rounded off by two Business Breakfasts. On the mornings of day two and three of the conference, international BVL Chairpersons and Representatives and an Economic Research Analyst of the Commerzbank AG in Frankfurt will be organising short presentations on the current economic development in Asia and America in the BVL Lounge. The emphasis will be on market trends as well as political and economic changes in China, India, Mexico, Mongolia and the USA.

For a number of years now, BVL has been welcoming international delegations to the conference and offers not only special conditions, but also a tour of the parallel exhibition and a free city tour through Berlin. The BVL International Relations team is always happy to assist and advise interested parties, providing information on the conditions for delegations, and can also supply an info presentation on request. [... more](#)

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International breakfasts

Start your second and third conference day in an international atmosphere! The BVL partners from Asia and Americas will talk about the market trends and answer your questions on doing business abroad.

Do you plan a delegation to the conference? We offer special rates. Please contact us for more information.

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Thursday, October 29, 2015: Business Breakfast Asia



Development of Chinese Economy and Made in China 2025
Prof. Dianjun Fang
Tongji-University, Shanghai, China, BVL Chapter Chairperson Shanghai



Current Economic Situation and the Prospects for Logistics in Mongolia
Tobias Schauf
Owner, OstKontor, Gröbenzell, BVL Representative Mongolia



Joint Venture in India – Problems and Solutions
Vice President,
Apollo Fiege Integrated Logistics Pvt Ltd., Gurgaon, India, BVL Representative India

Friday, October 30, 2015: Business Breakfast Americas



Challenges for Pharma Logistics in Mexico and Central America
Stefan Schmidt
Head Supply Chain Management, Boehringer Ingelheim Pharma GmbH & Co. KG, Mexico, BVL Representative Mexico



America – Quo Vadis? Trends and Outlook of Political and Economic Changes
Bernd Weidensteiner
Economic Research Analyst, Commerzbank AG, Frankfurt am Main



Good morning, Michigan: Setting up shop in the US with success
Bernd-Paul Koschate
Managing Director, 4flow Inc., Troy, USA, BVL Representative USA

Berlin from Early Bird to After Work

⇒ **Let's assume today is already October 30, 2015 and it's 2 pm.** I walk out into the sunny late autumn afternoon. This year again, I'm pretty exhausted from the three days of the conference. So much information, so many encounters and conversations – so many decisions about which parts of the programme to take advantage of.

When it started on Wednesday morning, it was all quite laid back. Business Breakfast and then the opening session featuring speakers that you don't want to miss: Dr. Wolfgang Bernhard, Dr. Stefan Asenkerschbaumer, Dr. Detlef Trefzger and, finally, Vice-Chancellor Sigmar Gabriel. What a way to kick off the conference. The Seniors' Pitch with Frank Dreeke, Rolf Habben Jansen and Dr. Stefan Schulte, chaired by the sharp-tongued Roland Tichy, is also a must. In the afternoon, I opt for the session entitled "The Changing Face of Company Management", but I really also would have

liked to hear about "Volatility and Crises". Then a coach trip to the Gala in the Estrel. Lively conversation with the person sitting next to me who talks in glowing terms about the "Design Thinking" workshop. I totally overlooked it when I was studying the programme.

It's really late by the time I leave the Gala, but I still manage to make it to the morning run at 7 am the next day. What I didn't know then was that such a great time could be had at the After-Work Party in the evening (and it's late again, of course). My first topic the next day is Industry 4.0, which is supposedly without alternative, then at 12 noon I sit back and watch the new "Conference TV" format in the full session. BVL really does think up new and surprising things on a regular basis. It's a good job there's the "Quick Lunch", because I meet so many interesting people at the exhibition I hardly have time for a proper meal. After

that, "Award-Winning Logistics". Extremely interesting to see what has become of the projects that won the German Award for SCM in past years. It's a good idea to take another look at them a bit further down the line. But it means I miss the new business models. And neither is there any time for one of the outdoor sessions. My day is rounded off by the presentation on the worldwide logistics of the German Army, before I head off to the After-Work Party.

I don't make it to the morning run on Friday. But the presentation of the Science Award is brilliant, followed by the Startups' Pitch – and, last but not least, the three closing speakers Gisbert Rühl, Dr. Thomas Vollmoeller and John C. Kornblum... At least I think that was how my day went. Or maybe not. I'll have to take another look at the programme.

[... more](#)



Berlin from Early Bird to After Work

Slight downtrend in the autumn – but climate still positive

Commentary

by Prof. Dr.-Ing. Raimund Klinkner
Chairman of the Board, BVL

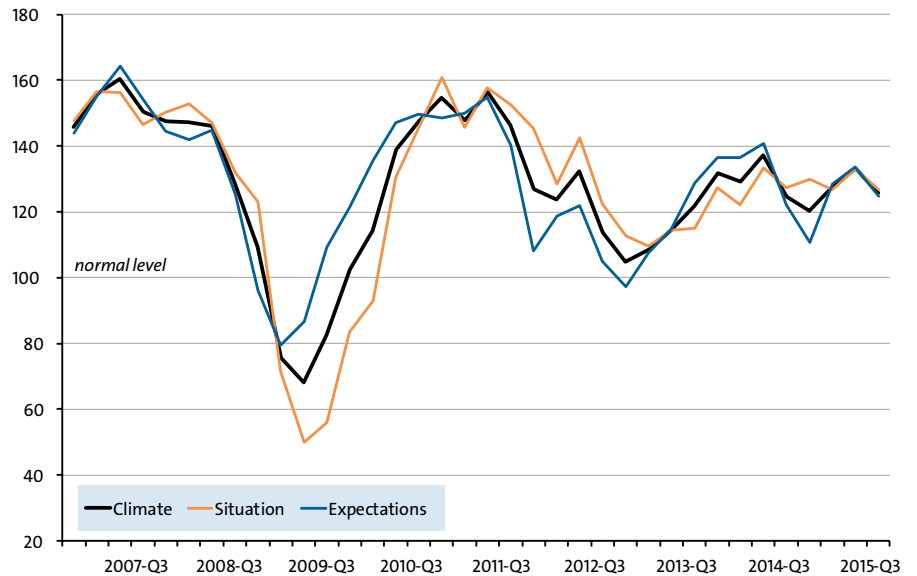
The calendar and the weather tell us it's autumn, while the logistics climate in Germany has returned to the level seen in the spring. Five weeks before the 32nd International Supply Chain Conference, which will take place in Berlin from October 28 to 30, 2015 and is expected to welcome over 3,000 participants from industry, trade, the services, academia and the social arena from 40 countries, the experts polled in the survey for the Logistics Indicator are less positive than they were: the logistics service providers take a slightly less optimistic view of the current business situation and the outlook for the next 12 months than was the case in Q2; the respondents from industry and trade also see a slight downtrend, but at the same time all the sub-indicators for Q3 are still solidly in the expansive corridor.

The influx of refugees and the reinstatement of border controls are making themselves noticeable in some areas of global trade and among the service providers who enable the corresponding flows of goods. There is generally a great willingness to help among logistics managers. One example is the support of BVL members for the initiative "Logistics paves the way", via which companies can publish their job vacancies and their internships and training places specifically for refugees online. As the asylum laws make it difficult for companies to take on refugees directly, the job vacancies are forwarded to the employment agencies and referral offices in the various regions. 356 positions are currently being advertised.

The developments in the emerging economies and especially in China continue to exert a major influence on global trade. It is apparent that the headlines about the possible slump in Chinese production and doubts over the pace of growth in the Middle Kingdom combined with uncertainty regarding the impact this would have on the world economy are of particular importance for Germany's logistics industry. It must



Composite Indicator



The German logistics industry defies troublemakers in Q3/15

also be borne in mind, however, that China accounted for only 6.6 percent of German exports in 2014, making it the fourth ranked customer country for German goods.

Other geopolitical crisis spots, such as the persisting tensions in the relationship between Russia and the EU, have recently faded into the background and are therefore not seen as playing any role in the current downtrend in logistics activity. The growth in demand from the USA, where the DIW experts say economic output was up by 3.7 percent in the second quarter, and the modest but steady growth in demand from the rest of Europe are generating positive stimuli. In August of this year, more jobs were created in German industry than at any time since 2012. The Purchasing Manager Index is at a 16-month high, and incoming orders in industry and trade have been on an uptrend for the last nine months. Moreover, the still moderate raw material prices are acting much like an economic stimulus programme. When asked about the outlook for Q4, over 40 percent of logistics service providers and

more than 30 percent of users in industry and trade forecast improved business.

In the latest survey, respondents were asked for their assessment of digitisation, which is changing the face of industry in many areas and even calling established business models into question. Industry and trade appear to attach greater importance to the trend of "digital transformation" than logistics service providers. Industry and trade record higher scores with regard to what they see as the main requirements for – as well as the opportunities that should be provided for – employees: an analytical mindset and joined-up thinking head the rankings, closely followed by communication skills, an entrepreneurial attitude and the ability to make quick decisions. When it comes to the measures that need to be taken to make it easier for employees to cope with digitisation, the three top-ranked success factors are flexible working hours, further training and the delegation of responsibility.

More logistics experts in the top echelons of German companies

➔ **Business in Germany** Logistics and logistics experts are playing an ever more important role in the top tier of German companies. In the DAX 30 companies, logistics is now firmly established on 16 management boards in both industry and the trading sector. The Logistics Management Benchmark of BVL International compiled for the first time shows that logistics processes and services are now key to strategic company management. What is also clear is that the careers for logistics experts extend all the way up to the top management level.

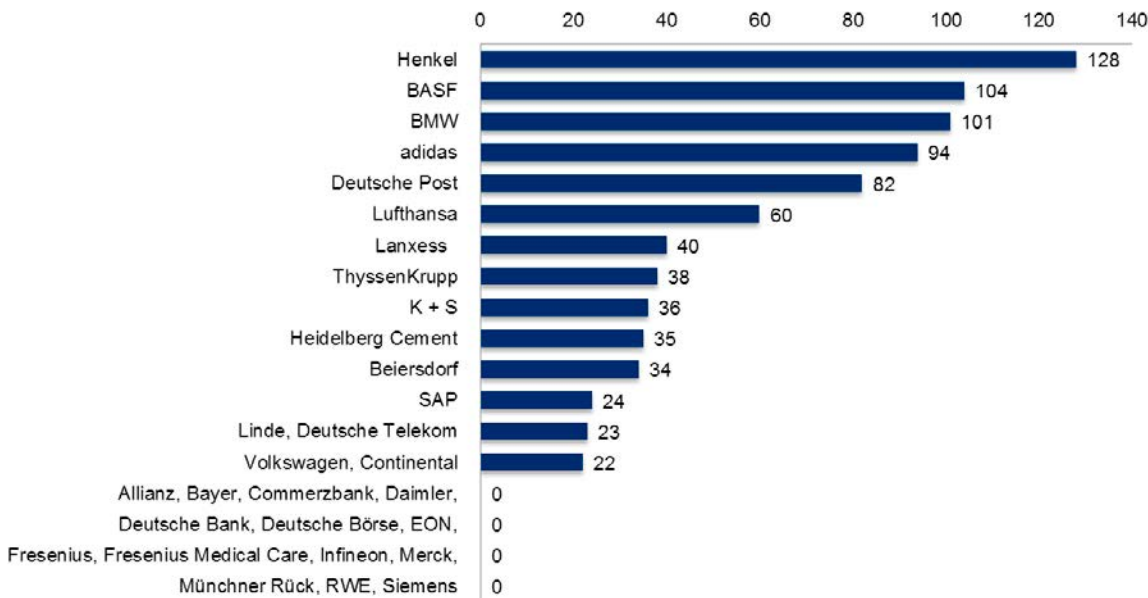
The first insight is that logistics issues meanwhile belong to the top duties of managers in over half of all DAX 30 companies. It is not only in logistics-driven companies like Deutsche Post or Lufthansa that logistics is part and parcel of the top decision-making level but also in trade and industry. The

main fields in which logistics plays a less important role are management activities in banking and insurance. “Logistics levers are found in industry, in the trading sector and in the services. The professional use of logistics impacts both quality and costs, and is a key factor in maintaining competitiveness”, says Prof. Dr.-Ing. Raimund Klinkner, President of BVL International.

The CEOs of eight of the 150 surveyed companies have a background in logistics. In other words, they previously headed a department in the field. Six companies already have a CLO, the Chief Logistics Officer, as a managing director for this specialised field or a Board member responsible for logistics. Examples include BMW or the drugstore chain dm. Far more frequently, however, logistics is one task of several for the manager in question. Nevertheless,

responsibility for logistics or supply chain management is assigned specifically to one manager in 33 of the 150 companies.

“The increasing assignment of important management functions to outstanding logisticians is no more than consistent”, says Raimund Klinkner. “Today, logistics is a strategic management task. The task is to ensure the holistic planning, control, coordination, realisation and monitoring of all in-house and cross-company flows of information and goods along the entire value added chain.” Accordingly, the careers of logistics experts extend all the way through to the top management tier in today’s companies – and not seldom via the interface to IT, as is the case at adidas, where there is a position entitled “CIO & Head of Global Supply Chain”.



The ranking for the Dax 30 companies. Source: BVL International

A letter from ...

The Istanbul Chapter: totally in tune with the times



Istanbul – hub for international trade flows

As it becomes increasingly competitive in industrial terms, Turkey is becoming established as a global business location known not only for its traditional exports but also for the production of high-quality consumer goods and high-tech industrial goods. In the mid-19th century, Turkey was still known as the “sick man on the Bosphorus”, but today nothing could be further from the truth, with annual growth averaging five percent. Turkey is investing billions to expand and improve its infrastructure so that it can do justice to its role as an international business centre and logistics hub between Europe, Asia and the Middle East.

The overall development and growth potential of German-Turkish trade relations were the main reasons that BVL decided to expand its activities in Turkey.

The founding of BVL’s Istanbul Chapter Istanbul took place on December 8, 2011 during the LogiTrans event.

The Chapter provides a platform where actors from all sectors of the Turkish economy come together to exchange and talk about their knowledge and experiences as logistics experts in the supply chain system:

Since it was founded, the Chapter has organised five to six events a year, with all of the following playing an active role:

- Companies or employees from different industrial sectors and trading organisations
- Companies or employees from the logistics service sector (logistics service providers)
- Scientific institutions like research institutes for transport and logistics, universities
- Consultants as experts for SCM / logistics system optimisation

The Istanbul Chapter cooperates closely with Turkish logistics partners like UND (International Freight Forwarders’ Association), UTIKAD (Association of International Forwarding and Logistics Service Providers) and LODER (Logistics Association) as well as universities such as Istanbul University, BAU (Bahcesehir University), Istanbul University of Technology (İTÜ), Maltepe and Okan.

All the big logistics companies with worldwide operations are active in Turkey, chiefly in and

around Istanbul. The quality of the logistics services offered in Turkey is increasing all the time. “Knowledge about logistics and logistical system developments in Germany is really in demand in Turkey” says Klaus von der Bey, Vice Chairperson of the BVL Istanbul Chapter and owner of von der Bey Management Consult. “Turkish logistics profits above all from the process-focused mindset and the process management that German companies bring with them. In return, Germany benefits from the higher quality of Turkish logistics services in sectors like consumer goods, where food products account for a high percentage of Turkish exports to Germany.”

State construction projects over a certain size are tendered internationally. As the actual building work is generally performed by local contractors, the market opportunities for foreign companies are primarily to be found in the provision of consulting and engineering services as well as technology products. The outlook is particularly attractive for suppliers. “It is essential that German companies identify a reliable and competent local partner for their commitment in Turkey who knows the country-specific usages and customs”, is the advice of Ünal Eren, who heads the office of the German-Turkish Chamber of Industry and

Trade in Izmir. This ensures that German investors also have a chance to develop activities in the Turkish market.

With their know-how and their international contacts, the members of the BVL Chapter in Istanbul want to help to:

- Drive the ongoing development of logistics in all sectors to create a logistics service system characterised by high efficiency and high standards
- And thereby promote the standing of Istanbul as an intercontinental logistics hub and strengthen the performance capability of the logistics service providers who create and manage the systems for the flows of goods between Europe and Asia.

The BVL Istanbul Chapter first took part in Supply Chain Day in 2014. Last year, the Chapter also accompanied a small Turkish delegation to the International Supply Chain Conference. The participants not only profited from the new knowledge they gained but were also able to make promising new contacts. BVL hopes it will once again be welcoming a Turkish delegation to the 32nd International Supply Chain Conference.

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Supply Chain Day 2015 at Ebebek in Istanbul



Supply Chain Day 2015 at Ekol in Istanbul

Chairpersons and Representatives Meeting in Shanghai

On July 8, 2015 a Chairpersons and Representatives Meeting took place in Shanghai for the first time. During the GLSC, BVL International invited the Chairpersons and Representatives from Asia to a working meeting in Shanghai. The event was organised with the support of the Shanghai Chapter and was attended by 15 people overall: the Chairpersons from the Shanghai, Beijing and Hefei Chapters, Representatives from China, Hong Kong and Japan, and Prof. Thomas Wimmer and Lisa Büttner from BVL head office. Many participants got to know each other in person for the first time at the meeting – and were delighted to do so, after working together actively, but indirectly, for years within the BVL network. Topics like the



Chairpersons and Representatives Meeting in Shanghai, July 2015

participation of a delegation from China at the 32nd International Supply Chain Conference, the further development of the BVL

strategy in Asia and the use of social media were the topics of constructive discussion and debate.

... next Meeting in Berlin at the 32nd International Supply Chain Conference (ISCC)

This year, the BVL Chairpersons and Representatives will meet for lunch on Thursday, Oct 29. As in past years, a number of discussion topics are on the agenda and are sure to generate major interest as well as new insights.

The attendees will certainly be happy to get to know each other or see each other again. The some 20 participants will travel from 15 countries, ensuring that the meeting will once again surely provide a platform for a vibrant intercultural exchange.



Chairpersons and Representatives Meeting 2014 at the 31st ISCC

ELA launches Europe-wide exchange of studies

➔ **BVL members benefit** 30 European logistics federations currently belong to the ELA (European Logistics Association). All the member organisations publish interesting studies on specific topics as well as research reports, and these publications constitute a valuable knowledge resource. In response to an initiative from BVL, ELA is now launching a new programme for the exchange of English-language studies. The first content of this kind is available with immediate

effect: Spanish logistics association CEL has translated a recent study into English and is offering it as a download free of charge to all BVL members under the title "Information Security Guide for Supply Chain and Critical Infrastructures". The study looks at the issue of information security in existing supply chains and outlines the potential and risks of a fully digital supply chain.



[To the download for BVL members](#)

8th International Scientific Symposium on Logistics

⇒ **Logistics in the Times of the 4th Industrial Revolution - Ideas, Concepts, Scientific Basis** Efficient logistics operations make a key contribution to the success of modern companies. The solution of complex problems in a dynamic environment increasingly requires support from the world of science and research. Two of the characteristic features of successful logistics research are close cooperation with real-world logisticians on the one hand and the interdisciplinary thrust of key projects on the other. It is at this interface that logistics related scientific topics have established an own field in recent years.

BVL International promotes these developments on various levels with the support of a Scientific Advisory Board that advises the Executive Board in all questions relating to science and research. Since it was first held in Magdeburg in 2002, BVL's International Scientific Symposium on Logistics (ISSL) has become established as a central forum for the scientifically oriented logistics community.



Impression from the 7th International Scientific Symposium on Logistics

The aim is to promote the exchange of ideas across specialist and geographic borders in order to encourage the development of new models to provide solutions to real-world issues that are of relevance to researchers and scientists. Karlsruhe will be the venue for the next conference from June 15-16, 2016.

In order to further promote the international exchange of ideas and contacts, the 2016 IMHRC of the Material Handling Industry will be hosted from June 12 to June 15th in Karlsruhe. This will hopefully create the opportunity for members of both communities to strengthen their contacts and to exchange their research ideas.

BVL International offers a new service for corporate members

New BVL corporate members have the opportunity to introduce themselves and extend their popularity within the BVL network. Thereby, new members gain the chance to present themselves online on the BVL webpage new members in portrait. A short text (500 characters) with logo / photo and link to the company website will be stay online for a period of 60 days. Moreover, new corporate members will be mentioned once in the LOG.Mail newsletter, which is sent to all members (more than 10,000) as well as in the LOG.Letter English. As the first beneficiaries of the offer, BVL International welcomes myLOGconsult GmbH, integral logistics GmbH & Co. KG

and Robert Bosch Ltda in Campinas. Every BVL International member who brings in a new corporate member will – if desired – be mentioned in recognition of his or her efforts.

Feel free to tell your business partners about this new opportunity and BVL International. Please do not hesitate to contact us – we're always happy to help:

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IMPRINT

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