

## The International Network Continues to Grow

### Interview with Prof. Raimund Klinkner, President of BVL International



**In 2008, BVL laid out its "o8/16" vision. One of the stated aims is to act as an international network for logistics in 2016. What progress have you made?**

Today, BVL has 10 international Chapters and 20 Representatives around the globe. The international Chapters are organized along the same lines as the regional German Chapters. The Representatives are association members around the world who officially represent BVL in their region without being responsible for an actual Chapter. The network is strong and flexible; today, BVL is an international point of contact for matters relating to logistics and supply chain management. Alongside this, BVL also has a presence at major events like the German-Brazilian Logistics Conference, the transport logistic in China, the CeMAT in Russia or the PeriLog in Turkey, to name just a few examples. And we have succeeded in establishing Supply Chain Day internationally as an important day of action, which boasted events in a total of 23 countries in 2016. If you can help us to hoist the BVL colours in even more "virgin areas" on the logistics map, then this would naturally be more than welcome.

**How does a primarily honorary organisation like BVL perform its activities in an international context?**

The activities of BVL are driven by a high level of honorary commitment with relatively modest funding, as is only proper for a non-profit association. The initiative for the founding of new Chapters now often comes from the ranks of the members – as was the case in Poland or Turkey, for example. Many of the first Representatives were graduates of the DAV German Foreign Trade and Transport Academy. The number of Representatives has increased rapidly in recent years, in particular as a result of actual applications from experienced logisticians who want to perform this role for BVL. The head office in Bremen provides support and information as well as assistance with communication activities.

**What would you say are the milestone on the journey of BVL since 2008?**

The founding of the international Chapters in Shanghai in 2008 and Beijing in 2009 were the first major steps. We have gained a great deal of experience in our cooperation with the Chapter Chairpersons. Another important element was the cooperation agreement >>

## EDITORIAL



Dear BVL International Members,

the LOG.Letter is brought to you, as always, by the Bundesvereinigung Logistik e.V. head office in Bremen, home to BVL International. I am delighted to announce to you that this latest edition features an exclusive in-depth interview with BVL President and Chairman of the Board Prof. Raimund Klinkner, who offers readers a glimpse into the aims and goals of BVL International. We have a special report on the very first North American Chairpersons and Representatives meeting which took place in New York, on 29th July, 2016, where two new honorary USA Representatives were welcomed and appointed to BVL International. Also, there is a report from the 2016 BVL Forum Chemical Logistic, as well as an exclusive look into the BVL International Seminar organized by the Katowice Chapter, on September 6th 2016. Plus, still to come in the event calendar, save the date for the 33rd International Supply Chain Conference in Berlin from October 19th to October 21st! We look forward to another successful supply chain conference with more than 3000 guests from industry, trade, and services expected to attend to hear international experts discuss the latest trends and developments at what is Europe's most important Logistics annual event. We hope to see you in Berlin! Generating Value. Creating Knowledge. The BVL International network covers more than 10,000 leaders and experts in logistics and supply chain worldwide, bringing people and companies together. As ever, we hope that the LOG.Letter for the third quarter proves an interesting read. We would like to thank you for your continuous support and for choosing to remain a part of our network.

Thank you and best wishes  
from the BVL Office  
Curtis Campbell Saqladi

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with the Messe München trade fair company in terms of the development of the programme for the “transport logistic China” in Shanghai. Over the years, the founding of every new Chapter from Moscow to São Paulo and the appointment of each new Representative from Mongolia to Korea and Canada were further milestones. I am particularly pleased about the network that the honorary officials around the world have built up with each other. There have already been meetings in Asia and America, for example. And then there is the big get-together every year at the International Supply Chain Conference in

Berlin. All this goes together to create a solid foundation.

**And what are the plans for the future?**

We have laid the foundations for further internationalisation, and I believe that the expansion of the international activities of the association will pick up even more speed. Josip T. Tomasevic, who is heavily involved in the US Southeast Chapter, joined the BVL Board in May and is increasingly pushing for a great focus on international themes in the work of the management. My deputy at the head of the Board, Scottish-born Robert Blackburn, is also generating new stimuli and ideas. There

will be a BVL Representative for New York before the end of 2016, and we will also be taking part in the “logitrans” fair in Istanbul. From 2017, we will be expanding our international trade fair partnerships even further so that we can meet potential BVL members at the local level and lay the groundwork for the creation of new Chapters. We want to grow sustainably and organically, and to continuously extend the network – for the benefit of our members, who are working in one of the world’s most global sectors.

## 33rd International Supply Chain Conference

### Driving Change with Courage and Ideas



A drone observes driving change in logistics and supply chain

**33RD INTERNATIONAL  
SUPPLY CHAIN CONFERENCE**  
 October 19-21, 2016

➔ **33rd International Supply Chain Conference** The conference will open its doors in just a few weeks from now on October 19, and more than 3,000 attendees will hear from around 120 speakers over the course of 65 hours on three days. The theme this year is “Driving Change”. The topics will be addressed in a variety of formats in presentations before the full conference, panel discussions, specialist sessions and the new LOG. Camp as well as during outdoor sessions and excursions in and around Berlin, with plenty of opportunity for feedback and debate. From the opening session onwards, the programme will be truly international in scope and feature first-rate speakers. The conference will provide a platform for surprising and unusual

events as well as the expert information and best practices that attendees have come to expect and that provide inspiration for their own day-to-day logistics activities. In the words of Prof. Raimund Klinkner, Chairman of the BVL Board: “we are looking forward to a cross-sector dialogue with attendees from all over the world from the fields of industry, trade, services, academia and society. Be a part of this strong network, and let us work together to drive and shape the process of change”. This year in particular, it is worth taking a closer look at the formats on offer. In addition to the presentations and discussions in full session, the specialist sessions and the excursions, the 2016 conference will also feature the new LOG.Camp format for all those

who want to experience digitisation not just in theory but also in practice. During the four LOG.Camps, attendees can learn more about start-ups, conduct their own “digital check”, or find out more about the motivation and working practices of young companies. The “Meet the Expert” format extends the range of content in the exhibition area. In three moderated discussions, experts from exhibitor companies will provide information on the topics of software, logistics properties and risk management.

## Between LOG.Camp and Lighthouse Projects

➔ **Highlights** When the visitors make their way through the gates to attend the opening of the conference on October 19, they can look forward to three highly informative days. The range of themes is broad and varied, as the shaping of change affects many areas of activity. The programme points the way, more detailed information is available on the Internet at [www.bvl.de/dlk-news](http://www.bvl.de/dlk-news), and the LOG Letter profiles some of the highlights:

➔ **Human resources** “It’s not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is most adaptable to change.” This Charles Darwin quote is currently experiencing something of a revival. In the era of the digital transformation, companies are now more than ever before called upon to rapidly adapt their organisational structures. The session outlines how companies can succeed in mobilising sufficient energy and their most important asset – their employees – for the process of change. The specialist session B1 at 3 pm on October 19 will provide information on strategies for successful change management.

➔ **Industry 4.0** The approach towards the interconnection of conventional industrial production with Internet-based communication technologies that is summarised under the buzz term “Industry 4.0” represents a major future opportunity for companies in the German SME sector. Front-to-end digitisation is still a long way off, but the first implementation steps have already been taken. The session C3 on October 20 at 9:30 am will look at a roadmap for the introduction of Industry 4.0 technology in SMEs.

➔ **Urban Logistics** There has been talk of “Smart Cities” in various media for some time now, prompting all manner of political and economic activity. There is still no standard worldwide definition of what makes a city a “Smart City”, but what we can see is the same endeavour around the globe to increase the quality of life in the long term in rapidly growing cities. The German Institute



Welcome to the 33rd International Supply Chain Conference: gates open visitors who can expect three informative event days..

for Standardisation (DIN) in Berlin has been actively involved in this area for around three years. While the focus during the initial period was primarily on international developments in the Far East, the Institute is now also forging ahead with various national projects. On the Thursday of the conference, attendees can visit the DIN Institute in Berlin and learn more about this topic. The specialist session C2 on the morning of the same day will also look at the challenges of urban logistics.

➔ **New business models** In response to digital change, companies are recognising that they must adapt – or re-invent – their business models in order to remain successful in the future. Some of the companies who enjoyed success at the turn of the millennium have completely disappeared, which means that companies that are successful today might face the same fate over the next decade. In order to avert this threat, companies should address the key questions that will determine their future “head-on”. The products and services that promise growth, and the trends that should be followed, depend on many different factors. The focus is on the customer, because long-term customer loyalty is still the key to success. The specialist session E1 on October 20 at 2:30 pm will provide the necessary background.

➔ **Trade** New delivery time models like same-day delivery or desired-date delivery are becoming increasingly common in many areas of online trading. Logistics is ever more important as a core field of expertise when it comes to keeping delivery time promises. But how can companies reorganise their logistics? Can centrally organised logistics meet the requirements in terms of speed, or is decentral organisation the new necessity? What are the challenges arising from additional multi-channel services, and how can the availability of real-time information be ensured at different locations? You can hear more in the specialist session F3 “The Changing Face of the Trading Sector” on October 21 at 9.30 am.



## Unusual Perspectives

➔ **International** The International Supply Chain Conference is a byword for expertly presented information on specialised topics, and is also known for the speeches to full conference by keynote speakers and high-profile guests. In dialogue with Prof. Thomas Wimmer, Chairman of the Executive Board of BVL, HRH Prince Joachim of Denmark has agreed to talk about the importance of infrastructure, the planning and implementation of large-scale projects, and the involvement of local people at the Gala Evening on October 19 during the 33rd International Supply Chain Conference. The starting point for this dialogue will be the plans for a fixed link across the Fehmarnbelt. The Prince will be travelling to the conference with Hans Christian Schmidt, Danish Minister for Transport and Construction. Schmidt is one of the keynote speakers in the opening session. The future of freight forwarders, stricter border controls, port expansion, deeper shipping channels and large-scale infrastructure projects are just some of the topics on the agenda for both Denmark and Germany. Germany is Denmark's biggest export market, and the highly sustainable exchange of goods and services is the common goal of both partners. The keynote speakers also include His Excellency Kamal bin Ahmed Mohammed, Minister for Transport and Telecommunication in the Kingdom of Bahrain. In office since 2012, the Minister is responsible for infrastructure development in the island state in the Persian Gulf. In Bahrain, this also includes telecommunication. Bahrain is in the middle of a process

of transformation. The Minister will report on experiences to date and plans for the future. We will also be focusing our gaze on the European Union – with Günther H. Oettinger, EU Commissioner for Digital Economy and Society since November 2014. His remit includes not only the creation of a digital network infrastructure but also the realisation of an interconnected digital internal market.

➔ **Hot topic “infrastructure”** Alexander Dobrindt, Federal Minister for Transport and Digital Infrastructure, will speak to the full session of the conference. He is responsible for issues that are of paramount importance for the logistics sector, including the analogue and digital infrastructure in Germany. On the topic of digitisation, Dobrindt says: “Now is the time for our “Country of Things” to play to its strategic strengths. To do this, we need more digital self-confidence. Only those who face competition with self-confidence can win through. Germany is a genuine leader in this area and can play a central role as the “Country of Things” in shaping the next chapter of digital innovation.” Including Dobrindt, who is scheduled to speak towards the end of the conference on October 21, attendees will have the chance to hear from three transport ministers on the three days of the event: in the opening session on Wednesday, October 19, BVL will welcome Danish Transport Minister Hans Christian Schmidt, and on Thursday His Excellency Kamal bin Ahmed Mohammed, the Bahrain Minister for Transport and Telecommunication.



Speakers at the conference (From the top left to right): HRH Prince Joachim of Denmark (© Danish Royal Court Kongehuset), Transport minister Hans Christian Schmidt (Denmark, © Jens Honeré) und H.E. Kamal bin Ahmed Mohammed (Bahrain, © MTT Bahrain), EU Commissioner Günther H. Oettinger, Transport minister Alexander Dobrindt



## BVL International Breakfasts at the 33rd International Supply Chain Conference

As part of the 33rd International Supply Chain Conference, BVL International will be staging two panel discussions in which BVL International Chairpersons and Representatives will be answering questions on the latest economical trends and developments. Look out for the International breakfasts on **Thursday October 20 and Friday October 21 in the BVL Lounge:**

**“The Americas”** – This panel discussion offers a glimpse on themes concerning North, Central, and South America such as CETA and

TTIP as well as the role of Latin America in Logistics and Supply Chain. Speakers Stephan Grüner (Managing Director of BMS Logística Ltda.) and Josip T. Tomasevic (Vice President & CPO of AGCO Corporation) will be sharing their views on **October 20, 2016, from 8:45 – 9:30, in the BVL-Lounge.**

**“Eurasia”** – Speakers Prof. Wojciech Paprocki (Warsaw School of Economics), Prof. Armin Schwolgin (Baden-Wuerttemberg Cooperative State University Lörrach), and Dmitry

Vasilyev (Managing Director, GRIMEX Trade and Logistics GmbH) will take a look into the economical relation between Europe and Asia with a focus on the new Silk Route, on **October 21, 2016, from 8:45 – 9:30, in the BVL-Lounge.**

The 33rd International Supply Chain Conference will take place from October 19-21, 2016, at InterContinental and Schweizerhof in Berlin. We hope to see you there! More information can be found in the program.

[www.bvl.de/iscc](http://www.bvl.de/iscc)

## Logistics Indicator

### Euphoria or “the Blues” – Logistics Remains Stable

Business climate improves further, Germany profiting from globalisation

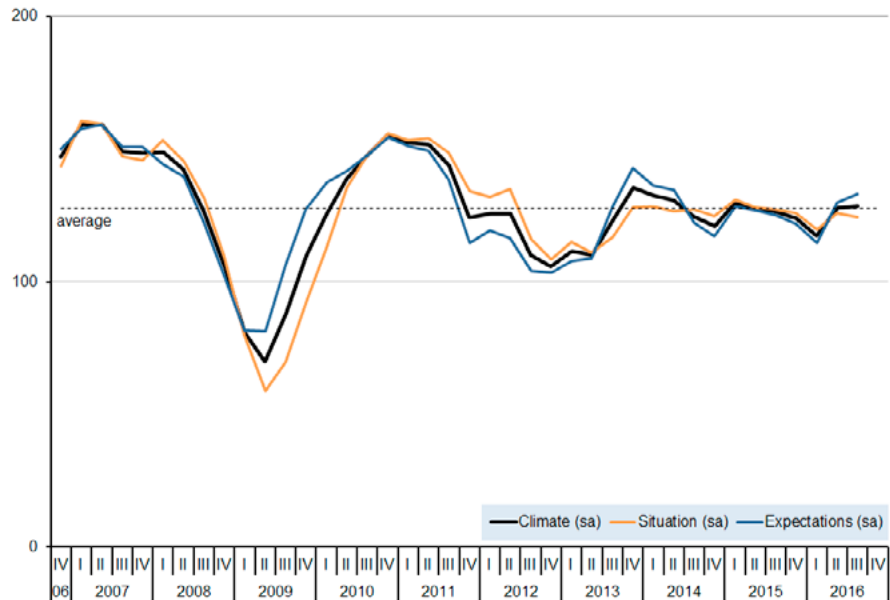
Commentary by Prof. Dr.-Ing. Raimund Klinkner, Chairman of the Board, Bundesvereinigung Logistik (BVL)

➔ **Logistics indicator** Have you already congratulated the Logistics Indicator on its tenth anniversary? A decade of cooperation between experts from industry, trade, services and academia, ten years of current business assessments, expectations and climate measurement – as a status report and a forecast of the future outlook for Germany’s third-largest economic sector. We would like to thank all past and present panel participants and researchers.

In Q3, it was possible for the first time to evaluate the survey data with full seasonal adjustment, as the necessary historical data basis is now available. Analysis showed that the scores for May surveys are systematically slightly higher than in the other quarters. Even if a kind of “Spring Euphoria” is a nice thing to see, this seasonal pattern can now be directly filtered out, and this allows more accurate interpretation of the economic signals.

It is encouraging to see, therefore, that the latest survey does not show any hint of “Autumn Blues”, as might have been expected given the general news situation. The business climate in the German logistics industry has experienced a modest upturn, even though the respondents in industry and trade view the current situation slightly less positively than their counterparts in logistics services – who report higher capacity utilisation levels as well as an improved business and order situation.

Industry and trade see a minor shadow over the economic situation, cast by higher purchase prices in combination with lower selling prices. The Brexit decision is also causing some degree of uncertainty. This comes as no surprise, given that 2,500 German companies have operations in the UK and that the country is the third-largest importer of German products as well as the most important sales market for the mechanical engineering and pharmaceutical industries. Overall, however, demand and orders from outside



Germany have increased.

Both sides of the market take a more optimistic view of developments in the coming quarter and over the next 12 months than was the case in the previous survey. These sentiments also reflect the findings of the Bertelsmann Foundation, which sees Germany as a winner of globalisation, with the free flow of goods and services bringing increased prosperity to the German population, and the national economy posting a bigger export surplus than China. Only five countries profit even more from globalisation: Ireland, Denmark, Finland, Switzerland and Japan – countries with a long tradition of international trading activities.

And what do things look like in Germany, in particular in the major conurbations? More than one in two logistics service providers say their activities are impaired by traffic congestion, air pollution and noise. People who live in the cities are also complaining about these problems – particularly in the social networks. Around one in two logistics managers in industry and trade believe that their needs are not sufficiently taken into account by city and traffic planners. On the whole, the respondents see relatively little need for storage facilities in the city centres as a

means of reducing delivery distances. Both sides of the market agree that there is further room for improvement when it comes to optimising capacity utilisation in delivery vehicles.

BVL will once again pick up on the topic of “city logistics” in order to bring the relevant actors together on an objective platform and develop a roadmap that is meaningful for business and politics, and that benefits people – aiming to shape a future without “the Blues”.

[find out more](#)

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

### North America

#### ➔ Chairpersons and Representatives Meeting

On Friday July 29, 2016, BVL International Chairpersons and Representatives gathered together for a kick-off meeting in New York City. This was the very first time that BVL International staged a meeting for Chairpersons and Representatives in North America which was held at TIM CONSULT INC. in the Big Apple.

The meeting marked a special occasion upon which Bjoern Klippel (TIM CONSULT GmbH) and Muharrem Ergin (mSE North America Inc.) were welcomed and appointed as new BVL International Representatives for USA-New York and USA-Chicago respectfully. Bjoern Klippel becomes BVL International's very first representative for New York and Muharrem Ergin replaces Frank Baur (Bosch) as the representative for Chicago.

A huge thank you goes to TIM CONSULT INC who kindly organized and provided a conference room at the company's New York office as a setting for the meeting. Unfortunately, Bjoern Klippel could not attend the meeting in person due to prior commitments. Nico Weidel, BVL Representative Canada, also could not attend as his flight into New York was cancelled due to the local stormy weather conditions. Both, however, were able to actively take part in the meeting via a conference call.

TIM CONSULT INC's Rob Maidman and Nina Marten welcomed participants and attended the



Last row (left to right): Steve Markham, Curtis Campbell Saqladi, Franky Achermann, Katja Wiedemann, Gerald Degen, Rob Maidman, Muharrem Ergin. Front row (left to right): Greg Toornman, Nina Marten, Bernd-Paul Koschate

meeting on Bjoern Klippel's behalf. US Southeast Chairpersons, Steve Markham and Gerald Degen were joined by Greg Toornman and Franky Achermann (both of AGCO Corp.) who stood in for Josip Tomasevic, along with USA-Detroit Representative Bernd-Paul Koschate, new USA-Chicago Representative Murrahem Ergin, as well as Curtis Campbell-Saqladi and Katja Wiedemann from the BVL International Office.

Almost all of the participants met each other for the very first time and got the chance to know each other during lunch a couple of blocks away for the meeting's location. Topics of the meeting itself included a review and forecast of the previous and upcoming year, as well as the different ways of working together within the BVL International organization with regards to communication, event planning, and member recruitment, plus a look into identifying

possible trends and strategies for future events within the continent.

Despite there not being a full attendance in person, the meeting proved to be a success with many useful issues raised in terms of improving the BVL International network in North America. A repeat of the meeting will possibly take place by the second half of 2017.

Once more, BVL International would like to thank Bjoern Klippel and TIM CONSULT INC for their help in making the event a success. We would also like to take the opportunity to thank Frank Baur for his services over the last two years as a BVL International USA-Chicago representative, and wish him the very best of the success for the future.

[www.bvl.de/en/us-southeast](http://www.bvl.de/en/us-southeast)

## A Closer Look at the New BVL International Representatives

### USA-Chicago

Muharrem Ergin, Director Operations and Senior Consultant at mSE North America Inc., is the new BVL International Representative of Chicago. He succeeds Frank Tobias Baur from Robert Bosch LLC, who ends his service since becoming the Chicago Representative in October 2014. We would like to thank Frank Tobias Baur for his commitment to BVL International's activities over the two last years and look forward to working together Muharrem Ergin, who at 27 years of age becomes BVL International's youngest Representative.

### USA-New York

Bjoern Klippel, Founder and CEO of TIM CONSULT Inc., has been a BVL member for almost 30 years, ever since 1987, and becomes BVL International's very first Representative for New York. With offices in Mannheim, Germany, and in New York, his company has gathered experience in Europe and North America, as well all-round expertise in South America and China. Bjoern Klippel is eager to get BVL International activities in New York underway offering his expertise and know-how for the US east coast.



## Katowice

➔ **Seminar** On September, 6th 2016, the Aula of the University of Economics in Katowice hosted the first BVL International Conference organized by the BVL International Katowice Chapter in cooperation with Eurologistics. The main topic of the meeting which gathered managers in authority representing industry, trade and services sectors as well as scientists and students, was: “The Fourth Industrial Revolution: Expected Challenges in Supply Chains”.

The BVL seminar was opened by Robert Tomanek Ph.D., the Rector of the University of Economics in Katowice. The attendees were then welcomed by Jan Brachmann, Chairperson BVL Chapter Katowice and CEO of Seifert in Poland. The event was hosted by Prof. Wojciech Paprocki Ph.D., head of the Transport Department at the Warsaw School of Economics and the Vice Chairperson of BVL Chapter Katowice.

The opening lecture of the seminar was delivered by Prof. Thomas Wimmer, Chairman of the BVL Office Executive Board, who outlined both the great opportunities as well as the threats posed by The Fourth Industrial Revolution. Dr. Johannes Söllner, Managing Director of the Geis Holding, emphasized the great significance of the constant market monitoring and adapting the process to the



Speakers at the seminar (left to right): Zbigniew Kepinski, Prof. Thomas Wimmer, Dr. Kai Beckhaus, Pawel Trebicki

customer needs. Dr. Kai Beckhaus, Head of Market Management Strategy Department at Jungheinrich Logistiksysteme further emphasized the fact that these needs are constantly changing. The fact that technology facilitates the revolution in supply chains was also confirmed by Paweł Trębicki, CEO at Raben Transport. To meet the challenge, Raben Group created their own internet platform where all the company’s customer and business relations have been transferred. “The goal of every business is to always ride in the peloton trying to overtake others” - with these words Simone Grasso, CEO of BCUBE in Poland, concluded Paweł Trębicki’s speech which concerned the 20 years of his company experience in the implementation of World Class Logistics

program and the unprecedented acceleration of the program that occurred during the new industrial revolution.

The seminar triggered a lively discussion, not only among the speakers but also between the speakers and the audience. Finally, all the attendees agreed with the conclusion that the biggest challenge facing the Fourth Industrial Revolution is a combination of old and new solutions.

Adam Błuś and Alicja Kostecka,  
EUROLOGISTICS/LOG24.pl

[more about Chapter Katowice](#)

## A Letter from ...

### ... the Beijing Chapter: Jean Wang, Chairperson

During the 6 years as a chairperson of BVL International Beijing Chapter, I have constantly been explaining to Chinese people that BVL is different than the local logistics associations which are mainly organizations for logistics service providers. Instead, BVL is such an open platform for logistics professionals from various areas: manufactures, service providers, institutions, scientists, scholars and even logistics students! In this community, not only are advanced technology and the best practices exposed to members in rich diversified manners, but there is also a passion for logistics which has keeps on being passed

from generation to generation. It’s my honour and pleasure to work for BVL International voluntarily and I would like to contribute my best effort to this professional community and happy family.

[www.bvl.de/en/beijing](http://www.bvl.de/en/beijing)

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## Chemical Sector Working on Digitisation

➔ **Forum Chemical Logistics** The theme for the Forum Chemical Logistics at the Chemiepark Marl location at the beginning of June was “Interconnected in Real Time”. The key insight from the event is that digitisation is slowly but surely becoming established in the field of chemical logistics. The main actors are aware that the intelligent digitisation of processes generates greater transparency and flexibility in the value added chains while reducing risk levels in the supply chain and ensuring improved planability. This paves the way for more effective cooperation and hence also lower costs and more innovation. The speakers included experts and decision-makers from companies in the chemical industry and their suppliers, among them BASF, Evonik, Lanxess, Imperial Logistics, Merck, Wacker and Chemion.

Franz Merath, logistics chief at Evonik Industries, who hosted the Forum, told the attendees in his opening address that “we are not yet interconnected in real time, but this is the end goal.” He added that the aim is to create a uniform transport management system for the Evonik world to lay the foundation for the effective use of digital technologies. “Digitisation is not a nice-to-have but a need-to-have”, said Merath. Ralf Busche, Senior Vice President Supply Chain



The panel discussion at the Forum Chemical Logistics 2016 focused on incentives and obstacles as well as the current status of digital interconnection in the chemical sector.

at BASF, also sees digitisation as a lever that can help us to do things differently and better. In his presentation, he pointed out that innovators need an environment without competitive pressure in order to work successfully. Dr. Bernhard Schaffrik from Merck told the audience about a purpose-designed innovation centre for this very purpose. The first digitisation projects were showcased at the Forum, including a contactless truck gate in the Chemiepark Dormagen, where

each truck is now processed in just 12 minutes compared to the previous 69 minutes. On the whole, the attendees showed a great deal of interest and curiosity in the topic of digitisation, and there were only very few sceptics.

Next year's Forum Chemical Logistics will take place on 17th – 18th May, 2017, at BASF Headquarters in Ludwigshafen.

### BVL International – Selected Events in 2017

**Forum Automotive Logistics**  
 February 14-15, 2017  
 Bremen

**Supply Chain Day**  
 April 27, 2017  
 International

**transport logistic**  
 May, 9-12, 2017  
 Munich

### IMPRINT

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