

Logistics uses the “Wind of Change”



Digitize it! BVL Board member Prof. Robert Blackburn (3rd from left) moderated the presentations by Roy Perticucci (Amazon), Stephen Brobst (Teradata), HE Kamal bin Ahmed Mohammed (Bahrain) and Günther H. Oettinger (EU Commission). On the right: conference host Prof. Dr.-Ing. Raimund Klinkner

➔ **33rd International Supply Chain Conference** 3,303 participants from around the world came together from October 19 to 21 in Berlin for the 33rd International Supply Chain Conference, and both the content and the accompanying programme proved universally popular. In his opening address, BVL Board Chairman Prof. Raimund Klinkner focused on the process of the current digital transformation and on the associated opportunities and risks. “One thing is certain: the organisation of value added activities in dynamic networks is fundamentally changing the nature of competition. The “time factor” has been reduced to the minimum: we are now acting and reacting in real time. Smart factories are gearing their production to the preferences of individual customers at short notice. Smart companies are operating parallel supply chains and dynamically aligning their product and service portfolios to the trends in the social media”, is how Klinkner described the current scenario, adding that “the only companies that enjoy digital access to customers are those that understand the rules of the

game in the digital market.” Four tracks with the headings “Transformation”, “Digital”, “Sectors” and “Science and Research”, each with four separate sessions, covered the full range of topical issues in logistics. The themes included change management, urban logistics, pharmaceuticals and healthcare as well as digital transport management. LOG.Camps provided attendees with the opportunity to discuss digital developments, the modus operandi of start-ups and new forms of personnel management in an era of digitisation and interconnection. The presentations by the keynote speakers – among them three Ministers of Transport, CEOs and Board members from respected companies as well as experts from the academic field – provided important stimuli. Particularly worthy of mention: the fascinating talk by Stephen Brobst, Chief Technology Officer at Teradata, on the digital revolution and the “culture of failure”, something that is unknown in Germany but that in countries like the USA can pave the way for new opportunities.

www.bvl.de/iscc

German Award for Supply Chain Management goes to AGCO and their 4PL Service Provider 4flow

The 2016 German Award for Supply Chain Management awarded by BVL International goes to AGCO Corporation. The BVL jury recognizes the global agricultural player together with its collaboration partner 4flow, for the innovative initiative with “AGCO Smart Logistics”. The awarding ceremony occurred during the Gala event on the first day of the 33rd German Logistics Congress that took place from October 19th to 21st in Berlin. The award winning initiative consists of an innovative and collaborative approach within an integrated Supply Chain Management solu-

tion. The approach is based upon the principle of combining an intelligent transportation management system, a standardized supplier planning network, and risk management in a central cloud-based solution. The innovative approach utilizes smart algorithms that dynamically optimize the network requirements holistically, including capacities, supplier shipping requirements, variable lead-times, as well as monitoring a wide range of geopolitical, weather, and economic factors on a real time basis in order to optimal material flow. www.bvl.de/gascm

EDITORIAL



Dear BVL International Members,

In this last LOG.Letter of 2016 we bring to you reports on the 33rd International Supply Chain Conference and the Q4 Logistic Indicator, as well as other international events. The whole world highly anticipated the US Presidential Elections this year and some of our members gave us their statements as to what effect the election results may have on their business and the economy from a supply chain perspective. Plus there is a special report on the outlook and key logistics trends in India. The various BVL International Chapter and Representatives events and activities over the past 12 months are also summarised in this edition. And finally: we have a preview of the upcoming Supply Chain Day, which celebrates its 10th anniversary in 2017.

We look forward to welcoming you at BVL International events in the New Year. Season’s Greetings from the BVL International Head Office (wherever you are in the world).

Thank you and best wishes from the BVL Office
Katja Wiedemann

CONTENTS

International Business Breakfasts	2
New BVL International Representatives	2
Logistics Indicator Q4.....	3
<i>Reports from the international Chapters and Representatives</i>	
Joint Meeting of BVL Chapter Beijing and Tianjin University	4
logitrans Istanbul – International Transport Logistics Exhibition	4
Russian Days of Logistics 2016	5
BVL members about the US Election.....	5
Indian Logistics Industry – Outlook & Key trends till 2020	6
A look back at 2016	7
Ten years of Supply Chain Day.....	11
Imprint	11

International Business Breakfasts



Participants sharing ideas at the International Business Breakfast of the Americas

During the 33rd International Supply Chain Conference, BVL International staged two Business Breakfast podium discussions in the BVL Lounge, both of which were moderated by Curtis Campbell Saqladi (BVL International Member Service): “The Americas”, on 20th October, focussed on economical issues involving Central, North, and South America, whilst “Eurasia”, on 21st October, provided an insight to some of the ventures between Europe and Asia.

BVL International Chapter Chairpersons Stephan Gruener (São Paulo), Josip T. Tomasevic (Chapter US Southeast), and Representative Nico Weidel (Canada) answered questions on the following topics in “The Americas” discussion:

- How CETA and TTIP may or not be good for the economy
 - Potential damage to both US and foreign economy due to Trump’s proposed trade policies
 - Latin America’s potential as a game changer
 - And what Russia’s role could potentially be due to its location between Europe and Asia
- For the “Eurasia” discussion, Chapter Chairpersons Prof. Wojciech Paprocki (Katowice), Prof. Armin Schwolgin (Südbaden/Oberrhein), and Kirill Vlasov (Moscow) took an in-depth look at these two main aspects:
- If both Europe and China can profit from the Chinese government’s “One belt, one road” project

The International Business Breakfast podium discussions proved successful in that both were well attended and had members of the audience actively take part during the Q&As. BVL International would like to thank all guests who attended the breakfasts as well as the BVL International Chairpersons and Representatives who took the time to give their expert opinions.

New BVL International Representatives

During a BVL Chairpersons and Representatives Lunch at the International Supply Chain Conference on 20th October, BVL International revealed two new Representatives for its network: Altay Onur (Turkey) and Dirk Reich (Henan).

Altay Onur (NETA Management Consultants GmbH) becomes the new BVL International Representative for Istanbul, Turkey, and already has experience in assisting the Istanbul Chapter with previous BVL International activities. He joins the BVL International Chapter Istanbul in the local setup for Turkey.

Dirk Reich, Founder and Chairman of R+R International Aviation AG, becomes the new BVL International Representative for the Chinese province of Henan and joins fellow BVL International Representative Sven Kothe along with the Chairpersons from the Beijing, Hefei, and Shanghai Chapters in our China network.

BVL International looks forward to working closely with Altay Onur and Dirk Reich and is glad to hear that both Representatives have plans for new events in 2017, including the Supply Chain Day. [Find out more about BVL International Representatives](#)



above:
Altay Onur (centre)
with Katja Wiedemann
and Curtis Campbell
Saqladi

left:
Dirk Reich (right)
with Curtis Campbell
Saqladi

Logistics Indicator in Q4 2016

Buoyant mood heading for the New Year

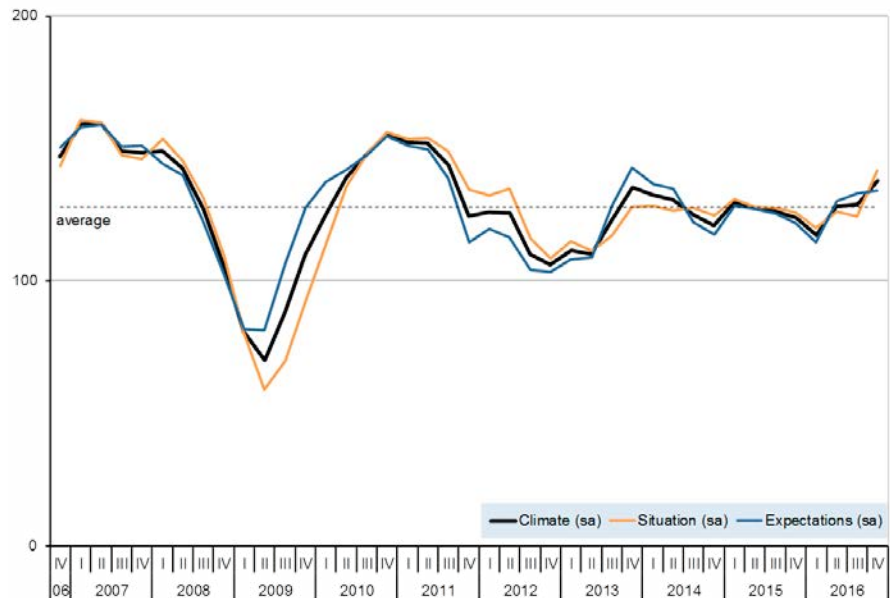
Business climate records highest score in five years

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

It is more than five years since the climate score was at a higher level than in the November 2016 survey. That was back in September 2011. What followed was a long phase predominantly shaped by monetary policy uncertainties that, in the perception of many, overshadowed the gains in the real economy for quite a time. As the end of the year draws closer, the mood in the logistics sector is solidly buoyant – despite Brexit, the election in the USA, unresolved issues in the euro area and the centrifugal forces in the EU.

The overall climate score shows a strong increase in the order of seven percent. This optimism is being driven by the outstanding current situation assessments on both sides of the market as well as the robust expectations in industry and trade, both of which are looking to the new year with a great deal of confidence. In contrast, expectation scores are down slightly among the logistics service providers, likely due to a certain understandable degree of calculated pessimism – with respondents handling the end-of-year boom at the end of a generally very good year and reluctant to push their luck by raising their expectations for the next twelve months. It is possibly also the case, however, that the freight forwarders are already factoring in the impact of rising energy prices, particularly after the Organisation of the Petroleum Exporting Countries (Opec) recently decided to reduce production volumes for the first time since 2008.

Industry and trade evidently have plenty of orders on their books, and sooner or later this should have a positive effect on business levels among service providers. The overall economy has once again picked up speed at the end of 2016, and new personnel is being recruited on both sides of the market. According to recent figures released by Germany's Federal Statistical Office, employment levels in the manufacturing industry are higher than at any time since 2005.



So what can we expect from 2017 in concrete terms? In the wake of Brexit and the US election, important elections are also looming in the core countries of Europe, and the results of these elections may reinforce the trend towards inward-looking policy and protectionism. Should this be the case, it is difficult to predict what will happen. In their answers to an extra question for the Logistics Indicator survey, both sides of the market agree that developments in the EU are and will continue to be crucial to the success of their business. In terms of relevance for the markets, the next two countries on the list are the USA and China. It is conceivable that the policies of the new US President will change some of the rules of the game when it comes to free global trade.

The momentum underpinning the buoyant mood at the end of the year will help us to systematically forge ahead with one of the key challenges, namely the digital transformation. The survey highlights a major need for action with regard to the adaptation of data management and interfaces, the interconnection of process routines, and the qualification of personnel. For the coming year, BVL has chosen the theme

“Fresh Thinking, Digital Living”. Our events will focus in a highly specific way on the process of transformation and promote debate and discussion between the important players in industry, trade, logistics services and academia.

[Find out more...](#)

Reports from the International Chapters and Representatives...

Joint Meeting of BVL Chapter Beijing and Tianjin University

Presentations given by

Prof. Schwolgin and Prof. Bayer

For the sixth consecutive year, the BVL International Chapter Beijing and the Department of Forwarding, Transport and Logistics of Cooperative State University Loerrach (DHBW Loerrach) held a joint meeting at Tianjin University on 9th November. Jean Wang, Chairperson of the BVL International Chapter Beijing and CEO of Tianjin Redox Logistics Corp., Ltd., presided the reunion. As in the past, Prof. Daozhi Zhao from Tianjin University co-chaired the event. More than 50 Master students attended the lectures given by BVL International Chapter Südbaden/Oberrhein Vice Chairperson Prof. Armin Schwolgin and Prof. Frank O. Bayer from Loerrach.

Reverse logistics to be improved

According to Prof. Schwolgin, reverse logistics in the Peoples Republic of China is still in its infancy. Based on this thesis Prof. Schwolgin gave an overview on the situation of reverse logistics in Germany. He focused on residue management. According to his research, the recycling of residue is deeply rooted in the German DNA. Recent media reports in China asked why the separation of garbage is not making



(from left to right) Prof. Daozhi Zhao, Jean Wang, Prof. Armin Schwolgin, Prof. Frank O. Bayer
 (Photo by Jens Yuan)

any decisive progress. He suggested that in kindergarten, schools and universities as well as companies should make people more aware of the importance of regaining secondary raw materials.

Challenges of the automobile industry

Given the congestion of our cities by private cars and the changes going on in the production industry, Prof. Bayer dealt with the challenges faced by the automobile industry in the future. He quoted the CEO of Daimler, Dieter Zetsche,

who said. "We are living in a disruptive world. Before we are attacked, we prefer to attack ourselves." Bayer questioned whether we could go on with mobility and infrastructure as usual. With respect to logistics service providers, he suggests that the industry should not just focus on itself but study and analyse the possible developments in the sectors of the different clients. The industry should develop new business models. [Find out more about BVL International's Beijing Chapter](#)

logitrans Istanbul – International Transport Logistics Exhibition

The logitrans International Transport Logistics Exhibition in Istanbul, celebrated its 10th anniversary from 16th to 18th November. BVL Chairman of the Executive Board Prof. Thomas Wimmer, took part in the opening ceremony's ribbon cutting as well as moderating the panel discussion titled "The role of Turkey within the International Supply Chain – an Outlook for future development". The discussion saw representatives from Germany, Austria, and Turkey look at the relation between Turkey and the EU.

BVL International together with its representatives in Turkey organised the PeriLog expert forum "International Conference on Supply Chain Management of perishable goods" which looked at themes such as reducing food waste, temperature management as a solution approach to food waste reduction, the surveillance of food chains through traceability, as well as warehouse solutions. Key note speeches



BVL International representatives welcome new Chapter Istanbul Chairperson Arda Polat (right)

from Ceyhun Doğru, Polar XP/Netlog Logistics Group, Eppo Wortmann, Deisko Ltd., and Ahmet Ferdi Gömüç, Atlas Ics Industrial Cooling Systems, were followed with great interest by the audience. The event marked a special occasion during which Arda Polat, Procurement Director of Türk Ekonomi Bankasi A.S. (Turkish Economy Bank), was elected as new BVL International Chapter Istanbul Chairperson, succeeding Can

Tamci (Eaton Hydraulic Turkey) who leaves his honorary role after 3 years as Chairperson. Together with BVL Chapter Istanbul Vice Chairperson, Klaus von der Bey, and newly appointed BVL International Representative Turkey, Altay Onur, new Chairperson Arda Polat completes the new setup for BVL International in Turkey. [Find out more about BVL International's Istanbul Chapter](#)

Russian Days of Logistics 2016

The Forum Days of Russian Logistics took place for the second consecutive year in Hamburg, Germany. The three day event (from 2nd November until 4th November) was organized by the Russian Foreign Trade Association, Hermes, in association with BVL International, the Port of Hamburg Marketing Association, and the Hamburg Chamber of Commerce. Representatives from 75 German and Russian companies took part in the event.

The first day got underway on 2nd November with a conference at the Kühne Logistics University which looked at current aspects of Logistics and Transport within Russia and Germany. BVL International Chapter Moscow Vice-Chairperson, Dmitry Vasilyev, moderated the conference which included a podium discussion of the German and Russian guest speakers which were



Dmitry Vasilyev (left) together with the Russian delegation at visit to the Mayor of Lübeck (fifth from the left).

mostly company and managing directors from OAO Global Ports, ARIVIST, BALTICA TRANS, CTM, SOEX NEVA, European Cargo Logistics GmbH, and law firm Legal Art.

On the second day of the forum, guests from the Russian Delegation took part in a site visit

to the Port of Lübeck Association, during which they were greeted by the Mayor of Lübeck and members of the Lübecker Spedition Company. The third evening saw the delegation attend the 68th annual Eisbeissen at the Hamburg Shipbrokers' Association. [Find out more about BVL International's Moscow Chapter](#)

How do BVL members expect the US Presidential Election result to affect their business?

There were mixed reactions as Republican Candidate Donald Trump became elected as the 45th President of the United States of America on 8th November. BVL Chairman of the Board Prof. Raimund Klinkner stated "Not everything will turn topsy-turvy overnight: Europe now has to quit its role as a follower of the US and become a global player again". The most common reaction amongst BVL International Chapter Chairpersons and Representatives in the US was that it is still too early to tell if the result will have a negative impact on their business in the long term.

A BVL Member from the USA

It's still a big shock which everyone is trying to get over. The situation can almost be compared to the political gain from the AfD in Germany and the Brexit after the EU Referendum in the UK. It's not too surprising considering Clinton hasn't been a popular figure recently in the US. From an economical perspective, it's still too early to tell whether the outcome will have a negative effect. The campaign slogan "Make America Great Again" is also vague as the US economy had been recently doing well.



Moe Ergin, BVL International Representative Chicago

The election result is still fresh so it's difficult to say if it will have an immediate economical effect. Of course the media has played a big role in terms of swaying public opinion. Trump just like Obama will need time to deliver his promises, but a termination of NAFTA and breakdown in US-EU trade deals are alarming possibilities

to the countries concerned in the years to come; the free flow of our clients' goods could also be affected as a result. Our biggest fear as a German company in the US which strives on having a multinational workflow is the proposed restriction on migrant workers wishing to work in the country and concentrating on giving jobs to local Americans.

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Steve Markham, US Southeast Chairperson

At the moment I don't expect too much to change. A lot of the press and media coverage has been blown out of proportion. For the past 20 years key US politicians have had to go through a lot of media rejection. Trump cannot deliver his promises alone so it will be interesting to see how much backing he receives on his policies from his party. Transatlantic trade will probably not be affected that much. The focus is more likely to target Asia-Pacific and US-Mexican trade policies.

Peter Halpaus, IFF Inc., BVL International Representative Atlanta

It is what is! At the end of the day, the people have decided: that's democracy! We have to make the most of the situation. As for Trump, he is a chameleon with both good and bad sides: if he wants to he can be a Merkel or he can be a Putin. You never really know which face he is going to reveal. Businesswise, it's too early to tell. However, Trump is profit orientated which is good for optimism and positivity in the country. He will have qualified people who will look over

and back his decisions. Despite all of the negativity, he is not a hard-core Republican. In the end it came down to two 70 year old unqualified presidential candidates both of which aren't too popular in the eyes of the public. Voting either way seemed like a bad choice.

Indian Logistics Industry – Outlook & Key Trends till 2020

The Indian logistics industry is still fragmented and under developed. Logistics costs are relatively high due to poor physical and communication infrastructure; high dwell time at ports; low levels of containerization; and a multi-layered tax system contributing to significant delays at border crossing points. Development of transportation and logistics-related infrastructure such as dedicated freight corridors, logistics parks, free trade warehousing zones, and container freight stations are expected to improve efficiency.

Government reform initiatives, promotion of manufacturing and trade, improving investment climate are expected to transform the industry and drive growth between 2016 and 2020. Indian Logistics Industry is expected to grow at a CAGR of 8.6 percent between 2015 and 2020, which grew at a CAGR of 9.7 percent during 2010-2015.

- Government initiatives to promote the manufacturing sector and exports are likely to increase the demand for logistics functions. Trade with Asia, Europe, and North America are likely to remain major drivers for freight forwarding and transportation companies in the region.
- Major investments by both public and private sectors in the last five years on infrastructure, technology upgrades and expansion of sea and airport facilities, and dedicated logistics corridor in the rail network are expected to strengthen the Indian logistics infrastructure.



Christian Herzog, BVL International Representative India & UAE

- The booming e-commerce market in India is bringing in new opportunities for LSPs. The evolving business model(s) in this space focuses on containing logistics and delivery costs.
- The expected implementation of nationwide uniform GST is likely to transform the distribution structure of majority of industries as it eliminates the need for dedicated warehouses for each individual administrative region.

Overall the next 5 years will show the future trend but it looks like that India will be one of the biggest drivers of the Logistics industry globally.

A Look Back at 2016 in the BVL International Network

January

Visit from Moscow

On 15th January, Katja Wiedemann, Head of BVL Member Services, BVL Managing Director Prof. Thomas Wimmer and Uwe Peters, Member of the Executive Board of BVL, welcomed BVL International Chapter Moscow Vice Chairperson Dmitry Vasilyev (GRIMEX Trade and Logistics GmbH) to the head office in Bremen. During the visit, Mr. Vasilyev and the BVL Head Office spoke about the future development of the Chapter and the plans for the Days of Russian Logistics event at the Kühne Logistics University in Hamburg in November.

February

US Southeast

Gerald Degen, Vice President Production and Logistics BMW Manufacturing Co., LLC was appointed as new Vice Chairperson of the BVL International Chapter US Southeast as of 1st February succeeding BMW colleague Philip Heinrichsdorff, who left his Chapter role after two years of honorary service. Gerald Degen joins Chairperson Steven Markham (Schaefer Container Systems North America, Inc.) and Vice Chairperson Josip T. Tomasevic (AGCO Corporation) at the BVL International Chapter US Southeast.

Canada

The first international BVL International event in Canada took place at the Hilton Airport Hotel in Toronto on 4th February. BVL International Representative for Canada, Nico Weidel, organised the event in cooperation with SSI Schaefer. The event focused on the evolution of e-commerce business from single- to multi- to omni-channel business and how Canadian companies can successfully master the challenges this evolution brings into logistics operations. The participants were made up of 20 senior managers who enjoyed discussing omni-channel solutions.

Korea

The kick-off meeting for BVL International Korea took place at Weidmüller, in Seoul on 5th February. BVL International Korea Representatives Won-Gyung Kook and Young-il Han (both Media KN) were joined by company rep-

resentatives from Weidmüller and Jungheinrich. Hans-Kristian Harder of BASF (Deputy of Dr. Fanelisa, BVL International Representative Hong Kong), gave an introduction of BVL to the other participants. Preparations for the main BVL International activities in Korea were discussed, and particularly focused on Supply Chain Day event as well the Logistics Conference in June.

Katowice

BVL International Chapter Katowice held its 2nd Meeting at the University of Stettin on 23rd February. The subject matter of the meeting was the training of staff for the transport, forwarding and logistics (TFL) sector and cooperation between academic institutions as well as other educational establishments and companies in the TFL sector. The meeting was hosted by Professor Piotr Niedzielski, PhD, and was accompanied by BVL International Chapter Vice Chairperson Prof. Wojciech Paprocki who gave a report on the 2016 Automotive Logistics Forum in his speech.

March

Delegation from Korea

On 11th March, BVL International head office welcomed a Korean delegation made up of company directors from the Saemangeum Development and Investment Agency. After a reception in the town hall during their visit to the federal state of Bremen, the Korean delegation insisted on taking a trip to BVL head office to get to know the association's staff. Prof. Thomas Wimmer, Chairman of the BVL Executive Board, and Katja Wiedemann, Head of Member Services, welcomed the guests from Korea and outlined the international activities of the association.

China with the DAV

From 12th March to 25th March, ten DAV students travelled to China together with lecturer Peter Anders. The study trip included visits to companies as well as city tours of Shanghai, Hangzhou and Chongqing. The logistics for the trip were something special; all self-organised and with highly spontaneous bookings "on location". Everyone arrived at the various destinations "just in time". There were

visits to the companies ZPMC, Volkswagen, DB Schenker, STO Express and the ZJIC institute, the Asian counterpart of the DAV. The trip also included a tour the Yangshan Deep Water Port Shanghai.

April

Supply Chain Day

Supply Chain Day on 21st April attracted around 40,000 visitors to 458 events worldwide. "When we talk about logistics, we are talking about complex processes that are of immense importance for the economy and



Participants at the DB Schenker Supply Chain Day in Leipzig

also for the daily lives of each and every one of us", said Prof. Raimund Klinkner, Chairman of the BVL Board at the central press conference. This year saw numerous events organised by BVL International Chapters Beijing, Istanbul, Luxembourg, Moscow, and US Southeast, as well the events organised by BVL International Representatives from Korea, Mongolia, Switzerland and the UAE.

May

São Paulo

BVL International Chapter São Paulo Chairperson Stephan Gruener organised a trip to Santos on 6th May to check the recent rail development to the Hinterland. Santos offers calm waters for shipping, but for the Hinterland connection a hill of 900 meters altitude has to be mastered to achieve that what Sao Paulo has, which is only 60 km airline from the coast. Santos Brasil is the main Brazilian Port operator with other terminals across Brazil sees the rail transportation as a strategic field in the organisation. Investment in internal infrastructure is a priority: rail capacity in the terminal will be doubled by 2017.

Members' Meeting

At the 38th Ordinary Members' Meeting on 31st May, which took place during the CeMAT Exhibition in Hannover, Peter Gerber (Lufthansa Cargo AG), Dr. Thorsten Mallée (AEB



(from left to right) Prof. Thomas Wimmer, Dr. Thorsten Mallée, Josip T. Tomasevic, and Prof. Raimund Klinkner

GmbH), Josip T. Tomasevic (AGCO Corporation), and BVL Managing Director Prof. Thomas Wimmer, were elected to BVL Executive Board. Prof. Robert Blackburn (BASF) was also elected as successor to Dr.-Ing. Christoph Beumer as Vice-Chairman of the BVL Board.

Hefei

In cooperation with the Continental Hefei Tire Plant and Anhui Zhongding Holding (Group) Co. Ltd., the BVL International Chapter Hefei organised a Forum at University of Hefei on 26th May titled "The strategic set-up of Industry 4.0 in the German and the Chinese manufacturing industry up to the year 2025, and how logistics and the industry transform and renew". More than 150 representatives from companies and universities from across China took part in the forum which was moderated by the BVL International Chapter Hefei Vice Chairperson, Prof. Li Daofang (University of Hefei).

June

1st Korean-German Logistics Conference

BVL International staged the first Korean-German Logistics Conference on 9th June together with the Korean-German Chamber of Commerce and Industry Seoul. 150 participants discussed strategic developments in logistics in a session chaired by BVL International Representatives Won-Gyung Kook and Young-il Han, both Media KN. Prof. Frank Straube (TU Berlin) and Prof. Young Chang (Inha University) outlined in their key notes the potential of global logistics networks before chairing Korean and German conference sessions on topics like sustainability and digitisation.

transport logistic China

BVL International hosted two expert forums at the 2016 transport logistic China in Shanghai: "truck and trailer China" on 14th June and "PeriLog – Fresh Logistics Asia" on 15th June. The truck and trailer China expert forum was moderated by BVL International Chapter Shanghai Chairperson, Prof. Dianjun Fang and provided an overview of trends such as Reduced Carbon Footprint and Huge Trucks and Trailer in China. The PeriLog – Fresh Logistics Asia expert forum, moderated by BVL's Prof. Thomas Wimmer, provided an insight into topics such as First Mile Fresh Logistics and Cold Chain Logistics.

Chairpersons and Representatives Meeting

During the transport logistic China 2016, BVL International Chairpersons and Representatives were invited to gather at a meeting in the SNIIEC for a brief meeting on 14th June. Prof. Thomas Wimmer and Curtis Campbell-Saqladi from the BVL head office were joined by BVL International Chairpersons from Beijing, Shanghai, and Luxemburg, along with BVL International Representatives from China and from Hong Kong at was a good opportunity to discuss the best events of the past year.

International Scientific Symposium on Logistics

More than 140 participants from 18 countries came together for BVL's eighth International Scientific Symposium on Logistics (ISL), in Karlsruhe on 15th June and 16th June. The theme of the event was "Logistics in the Times of the 4th Industrial Revolution – Ideas, Concepts, Scientific Basis". Prof. Werner Delfmann, Chairman of the Scientific Advisory Board and head of the concept team, welcomed the researchers and hands-on logisticians. Prof. Larry M. Sweet from the Georgia Institute of Technology held a keynote on digitisation.

July

BVL International Korea – Shippers' Journal

In wake of the 1st Korea-German Logistics Conference held on 9th June in Seoul (co-organised by BVL and KGCCI), BVL International Korea Representative Young-il Han of Media KN, had the chance to interview Stefan Halusa, President of Brose East and President of the Korean-German Chamber of Commerce and Industry, for July's edition of Media KN's Shippers' Journal. In the interview, Stefan Halusa talked about the different ways of promoting BVL International's activities in Korea.

Chairpersons and Representatives Meeting

On Friday 29th July, Curtis Campbell Saqladi and Katja Wiedemann from the BVL Head Office, were joined in New York City by Steve Markham and Gerald Degen (Chapter US Southeast Chairpersons) and Representatives Bernd-Paul Koschate (USA-Detroit), and Murrahem Ergin (USA-Chicago) for the very first North American Chairpersons and Representatives Meeting. Greg Toornman and Franky Achermann (both of AGCO Corp.) along with Robert Maidman and Nina Marten (both TIM CONSULT Inc.) also attended the meeting, whilst Representatives Nico Weidel (Canada) and Bjoern Klippel (USA-New York) were connected via a conference call. It was a successful opportunity to look back at the events over the past year, as well to plan future activity North America.

New BVL International Representatives

Muharrem Ergin, Director Operations and Senior Consultant at mSE North America Inc., becomes the new BVL International Representative of Chicago succeeding Frank Tobias Baur from Robert Bosch LLC, who ends his service after two years. 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.

August

The International Network Continues to Grow

In an interview, BVL President and Chairman of the Board Prof. Raimund Klinkner discussed the goals of BVL International. Talking about the progress of BVL international's network, he discussed how strong the organisation is, due to its strong presence in major logistics events around the world (e.g. the transport Logistic China). BVL now also has a good basis for further internationalisation with US Southeast Vice Chairperson, Josip T. Tomasevic (AGCO



Prof. Raimund Klinkner, BVL President and Chairman of the Board

Corporation), being elected as a member of the BVL Board and Prof. Robert Blackburn (BASF) being elected as Vice-Chairman of the BVL Board.

September

Katowice

On 6th September, BVL International Chapter Katowice organised a seminar for its third meeting at the University of Economics in Katowice in cooperation with Eurlogistics. The seminar titled, "The Fourth Industrial Revolution: Expected Challenges in Supply Chains", gathered speakers including BVL Chairman of the Executive Board Prof. Thomas Wimmer and BVL Advisory Board Member Dr. Johannes Söllner (Geis Holding GmbH & Co. KG). BVL International Chapter Katowice Chairperson Jan Brachman (Seifert Polska Sp. z o. o.) welcomed participants and Vice Chairperson Prof. Wojciech Paprocki moderated the seminar.

October

Luxembourg

For the 11th BVL International Chapter Luxembourg event, Chairperson Malik Zeniti (Cluster for Logistics) and Vice Chairperson Thomas Mayer (IEE) organised a site visit to Köhl Maschinebau for 35 delegates on 13th October. Managing Director Walter Breuer and his team welcomed the BVL delegation. Köhl, a family business, was founded in 1971 in Trier (South West Germany) and since 2002 has

been operating part of the company in Wecker, Luxembourg.

Driving Change

The 33rd International Supply Chain Conference brought together 3303 international guests in Berlin from 19th October to 21st October. Agricultural equipment manufacturer AGCO together with consulting firm 4flow shared this year's German Logistic Award for their joint project AGCO Smart Logistics. US Southeast Chapter Vice Chairperson Josip T. Tomasevic (AGCO Corporation) accepted the award on stage with fellow AGCO and 4flow colleagues. HRH Prince Joachim of Denmark was guest of honour at the conference which donned the theme "Driving Change".

New BVL International Representatives

Altay Onur (NETA Management Consultants) becomes BVL International Representative for Turkey, after assisting previous BVL International Chapter Istanbul activities. Dirk Reich, Founder and Chairman of R+R International Aviation AG, becomes the new BVL International Representative for the province of Henan and joins fellow Representative Sven Kothe along with the Chairpersons from the Beijing, Hefei, and Shanghai Chapters in our China network. Altay Onur and Dirk Reich were announced as BVL International Representatives at a Chairpersons and Representatives lunch during the 33rd International Supply Chain Conference.

International Business Breakfasts

Two podium discussions were moderated by Curtis Campbell Saqladi in the BVL Lounge's Business Breakfasts during the International Supply Chain Conference. On 20th October Stephan Gruener (Chapter São Paulo), Josip T. Tomasevic (Chapter US Southeast), and Nico Weidel (Representative Canada) discussed CETA and TTIP at "The Americas" discussion. Chapter Chairpersons Prof. Wojciech Paprocki (Katowice), Prof. Armin Schwolgin (Südbaden/Oberrhein), and Kirill Vlasov (Moscow) discussed the New Silk Route in the "Eurasia" discussion on 21st October.

November

Days Russian of Logistics 2016

The 2016 Forum Days of Russian Logistics took place during 2nd November to 4th November and was organised by the Russian Foreign Trade Association, Hermes, in association the Port of Hamburg Marketing Association, and the Hamburg Chamber of Commerce. A conference at the Kühne Logistics University in Hamburg took place on the first day of and was moderated by BVL International Chapter Moscow Vice-Chairperson, Dmitry Vasilyev. The Russian Delegation visited the Port of Lübeck Association on the second day and attended the 68th Annual "Eisbeissen" in Hamburg on the third evening.

BVL International Korea – Shippers' Journal

BVL International Representative Young-il Han and Media KN had the chance to interview the



HRH Prince Joachim of Denmark (left) congratulates representatives from AGCO and 4flow on winning the German Logistics Award.

CEO of Hamburg Port Authority (HPA), Jens Meier, at the Busan International Port Conference which took place during 3rd and 4th November. Jens Meier who was also a speaker at the conference, talked about Hamburg's strategies in a time of recession and the port's efficiency through digitisation.

US Presidential Elections 2016

There were mixed reactions as Republican Candidate Donald Trump became elected as the 45th President of the United States of America on 8th November. BVL Chairman of the Board Prof. Raimund Klinkner stated that "not everything will turn topsy-turvy overnight". He also went on to say that Europe must quit its role as a follower of the US and become a (global) player again. The most common reaction amongst BVL International Chapter Chairpersons and Representatives in the US was that it is still too early to tell if the result will have a negative impact on their business in the long term.

Beijing

For the sixth consecutive year, BVL International Chapter Beijing and the Department of Forwarding, Transport and Logistics of the Cooperative State University Loerrach (DHBW Loerrach) held a joint meeting at Tianjin University on 9th November. Jean Wang, Chairperson of the BVL International Chapter and CEO of Tianjin Redox Logistics Corp., Ltd., presided the reunion. As in the past, Prof. Daozhi Zhao from Tianjin University co-chaired the event. More than 50 Master students attended the lectures given by Prof. Schwolgin and Prof. Bayer from Loerrach, Germany.

logitrans Istanbul –

International Transport Logistics Exhibition

The logitrans exhibition in Istanbul, celebrated its 10th anniversary from 16th to 18th November. BVL Chairman of the Executive Board Prof. Thomas Wimmer, took part in the opening ceremony's and moderated the panel discussion titled "The role of Turkey within the International Supply Chain – an Outlook for future development", which saw international representatives discuss the relation between Turkey and the EU. BVL International and its representatives in organised the PeriLog expert forum "International Conference on Supply Chain Management of perishable

goods" which looked at themes such as reducing food waste, temperature management, waste reduction, as well as warehouse solutions.

New BVL International Chapter Istanbul Chairperson

The logitrans exhibition in Istanbul marked a special occasion during which Arda Polat, Procurement Director of the Turkish Economy Bank, was elected as the new BVL International Chapter Istanbul Chairperson, succeeding Can Tamci (Eaton Hydraulic Turkey) who



Arda Polat is the new Chairperson of the Istanbul Chapter

leaves his honorary role after three years. Together with BVL Chapter Istanbul Vice Chairperson, Klaus von der Bey, and new BVL International Representative Turkey Altay Onur, new Chairperson Arda Polat completes the setup in Turkey.

December

Entries for Supply Chain Sustainability Award 2017

Together with BVL Austria, BVL International presents the Supply Chain Sustainability Award 2017. The annual award for the best sustainability practices is promotes outstanding projects within the global supply chain community and inspires sustainability initiatives in the economy. Entrants from the industry, trade and science sectors who applied before 15th December will be considered for the award. The winner will be announced at the 33rd Logistics Dialogue 6th from April until 7th April 2017 in Vienna.

The network continues to grow – New members of BVL International

BVL welcomes new international members in the second six months of 2016:

- ARCOS Pte Ltd. (SGP)
- Assist Korea (KOR)
- Flo Group (GB)
- Kogan Page Limited (GB)
- MER LOGIS INC (KOR)
- WIN-WIN SEA & AIR CO. LTD. (KOR)
- WTRANSNET - WOTRANT, S.L. (E)
- ZillionSource Technologies Co., Ltd. (CHN)

New corporate members of BVL can upload a short company profile on our website: <http://www.bvl.de/en/network/membership/members-in-portrait>

BVL International – Selected Events in 2017

Forum Automotive Logistics
February 14-15, 2017
Bremen

Supply Chain Day
April 27, 2017
International

39th Members' Meeting
May 9, 2017
Munich

transport logistic
May 9-12, 2017
Munich

34th International Supply Chain Conference
October 25-27, 2017
Berlin

Ten Years of Supply Chain Day



Supply Chain Day allows the public to take an exciting look behind the scenes

➔ **Day of action** In 2007, the BVL Chapter Chairs came up with an idea that has meanwhile developed into a major success story. They wanted to organise as many company tours as possible on a single day in order to raise awareness levels for logistics among the public at large and show the non-experts what is really behind the term “logistics”. And so it was that BVL launched Supply Chain Day. When this day of action had its premiere in 2008, around 20,000 people took advantage of the opportunity to find out more about logistics solutions and services at 212 events in Germany and Austria.

Supply Chain Day will reach a first milestone on April 27, 2017 when it will celebrate its 10th anniversary. A brief look at the numbers underlines both the national and international success of this special day. In 2016, the day of action attracted around 40,000 visi-

tors to 458 events in Germany and at least 20 other countries, and BVL expects to see similar figures on the tenth Supply Chain Day. The central press conference on April 27, 2017 will take place in Berlin. The www.supply-chain-day.com website, the central point of contact on the Internet for event organisers and participants, is being technically revamped to mark the tenth birthday: it goes live in the autumn with a streamlined layout and is also optimised for mobile devices like tablets or smartphones. And as of November, there is also a new face at the helm of the project management team – Dagmar Köß from BVL head office. www.supply-chain-day.com

IMPRINT

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