

Identifying Scope for Action



BVL President Prof. Raimund Klinkner will once again hold the opening speech at the International Supply Chain Conference this year.

➔ **34th International Supply Chain Conference** "Think different, act digital" means seeing digitalisation not just as a technological concept but as an intelligent driver of change, and putting digitisation into practice in day-to-day work routines", says Prof. Raimund Klinkner, President of BVL International. This year's International Supply Chain Conference will open up new perspectives on this process of transformation, provide inspiration and food for thought, help attendees to find their bearings and, last not least, act as a forum for discussion about the potentials and risks of digitisation with the focus on hands-on examples, helping companies and employees to determine their own position in the new, digitised world. Klinkner will speak at the opening of the conference, followed by Dr. Frank Appel, CEO of the Deutsche Post DHL Group, Prof. Reimund Neugebauer, President of the Fraunhofer Society, and Christoph Keese, Executive Vice President at Axel Springer SE. During the 65 hours of the conference, around 120 speakers will address over 3,000 attendees. Full conference sessions, panel discussions, specialist sessions, interactive LOG.Camps and outdoor sessions – tours to locations in and around Berlin – will all play an important part in sharing the key content with participants in a

wide range of formats and in direct dialogue with experts.

For the first time BVL International runs a Hackathon which will start at 3 pm on day one of the conference. In the development of this concept, BVL head office received valuable support from BASF. The winners of the Hackathon will receive their award on Friday afternoon towards the end of the conference. And what is behind terms like "Blockchain" or "Scrum"? Conference attendees will have the opportunity to find out more about these concrete aspects of digital living and working.

At the "Future Conference" on Thursday afternoon, experts will put some of the most courageous and extravagant logistics visions to the test. If all this has piqued your curiosity, then you can find more inspiration and formats to look forward to in the conference programme – which can be downloaded from our website in German and English. Delegations from outside Germany are eligible for reduced admission fees under certain conditions. The Member Services team at BVL head office will be happy to provide further information.

www.bvl.de/iscc

BVL International – Selected Events in 2017

2017 Global Logistics Supply Chain Conference – GLSC
July 11-12, 2017 | Shanghai

BVL Chapter Katowice Seminar
September 21, 2017 | Warsaw

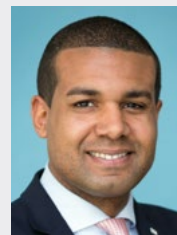
34th International Supply Chain Conference
October 25-27, 2017 | Berlin

EDITORIAL

Dear BVL International Members,

Welcome to the 2nd LOG. Letter of 2017.

As always, we hope to keep you updated on BVL's latest news and developments in Germany and in the rest of the world. In this issue we bring to you an exclusive look at BVL's newest regional group – Chapter Korea – Seoul – and ask three questions to the newly named Chapter Vice Chairperson, Won-Gyung Kook. There is a behind-the-scenes report on the 10th annual Supply Chain Day, plus coverage from the Forum Chemical Logistics in Ludwigshafen, as well as BVL's internal events the 39th Ordinary Member's Meeting in Munich and the Chapter Management Meeting in Erfurt. You will also find reports from the BVL Chapter and Representative Supply Chain Day on 27th April. And last but not most certainly not least, we are glad to inform you that the digital programme for the upcoming International Supply Chain Conference (ISCC) in October is now available online. The BVL International team looks forward to welcoming you to the 39th annual ISCC in Berlin this October during which guests will be informed on how to Think Digital and Act Different. Best wishes from the BVL Office.
Curtis Domberg



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The 2nd Korean-German Logistics Conference and New BVL Chapter Korea – Seoul



H.E. Stephan Auer greets the guests at the conference

➔ **Korea** The 2nd Korean-German Logistics Conference took place on 7th June, 2017, at the Korea Press Center in Seoul for the second year running. Co-organised by BVL International and the Korean Maritime Institute and in cooperation with the Saemangeum Development Agency and the German-Korean Chamber of Commerce, the conference gathered together speakers and participants from Germany, Korea, and Southeast Asia, to discuss and look into matters concerning Industry 4.0. and LNG Bunkering in Shipping.

H.E. Stephan Auer, Germany's Ambassador to the Republic of Korea, opened the conference by welcoming and greeting the 150 guests to the Korea Press Center after a brief photo session of the event's organisers, coordinators, speakers, and special guests. Prof. Thomas Wimmer, Chairman of the Executive Board of BVL, got the first session titled "Industry 4.0 and Logistics" underway with a key note on Industry 4.0 in German Logistics. Co-Speakers Prof. Lee of the Korea University, OEM Business Manager of KARDEX Business Partner GmbH, Dirk Möllering, and Regional Business Development Manager Asia of SSI Schaefer, Franck Paduch, discussed the use of AI and Smart Logistics in their key notes, before taking part in a lively panel discussion chaired by Prof. Thomas Wimmer.

The second session of the conference, which mainly concentrated on LNG Bunkering in Shipping, saw Dr. Han-seon Park, Director of the Korea Maritime Institute, along with Ralf Nagel, CEO of the German Ship-Owners' Association, discuss the use of LNG (Liquid Natural Gas) Ves-

sels and their potential in Korean and German logistics, respectively.

The 2nd Korean-German Logistics Conference also marked a special occasion which saw BVL International Representatives Won-Gyung Kook and Young-il Han take the next step in forming the BVL Chapter Korea - Seoul. During a BVL Members' Dinner directly after the closing of the Conference, Prof. Thomas Wimmer gave a congratulatory message to event organisers and thanked them for a successful conference and for the BVL Chapter achievement. At the same time, the BVL Chapter Certificates were handed to Won-Gyung Kook and Young-il Han who accepted their new

honorary roles, as Vice Chairpersons of the newly founded Chapter Korea – Seoul.

Gregory Suh, of LogisALL and an active member of BVL, also attended the conference and the members' dinner as a special guest and briefly discussed his interest in the possibility of becoming a BVL Chapter Chairperson for the Chapter Korea – Seoul. As soon as a decision has been made, BVL International will make a further announcement. Until then, Young-il Han will remain as interim Vice Chairperson and assist Won-Gyung Kook until new co-Chairpersons are on board the chapter team, after which will voluntarily step down from his honorary role.

The newly founded BVL Chapter Korea – Seoul is now the 11th regional group Chapter outside of Germany. Former BVL International Representatives Won-Gyung Kook and Young-il Han have played an important role in establishing the BVL community in Korea with active members from almost 20 different Korean companies. After being named Representatives at the 32nd International Supply Chain Conference in 2015, they went on to organise 5 events – including two consecutive Supply Chain Day events in 2016 and 2017 as well as the two Korean-German Logistic Conferences in concession.

[more ...](#)



Congratulations on the new BVL Chapter Korea – Seoul
 (Young-il Han, Curtis Domberg, Won-Gyung Kook, Prof. Thomas Wimmer)

Three questions to ... Won-Gyung Kook

Chapter Korea – Seoul Vice Chairperson

Won-Gyung Kook is CEO of MediaKN and Vice Chairperson of the new Chapter Korea – Seoul. Together with Young-il Han, also of MediaKN, they became BVL Representatives for Korea in 2015 and quickly and successfully created activity as well expanded the BVL network in Korea in as little as 18 months. Now, BVL has more than 30 members in Korea.



For the LOG.Letter readers who are unfamiliar with your company, please tell us a little about MediaKN.

MediaKN.Co. LTD. is a digital media company which serves as a comprehensive terminological dictionary for shipping, industry, trade, and e-commerce. It was originally established in 1981 under the name of Korea Shippers' Journal. I fully came on board the company back in 1986. In 2006, the company switched its name to MediaKN and ever since then I have been CEO. One of our main products is the Shippers' Journal which is published every week and contains exclusive interviews and expert coverage of the markets, projects, shipyards, and shipping companies on both a national and international scale.

You have just made the step from being BVL Representatives of Korea to becoming a regional group Chapter in just less than two

years. How did you come into contact with BVL International to begin with?

Contact with BVL International originally came about when we paid a visit to Bremen back in 2013, to interview Detthold Aden (acclaimed Honorary BVL Member) who was BLG Chairman of the Executive Board at the time. Mr. Aden introduced us to the BVL network and informed us of its Chapter and Representative work outside of Germany. After being impressed with BVL International's setup, MediaKN took part in a Korean delegation visit to the 32nd International Supply Chain Conference in Berlin, to establish the BVL Representative contact in Korea which we were so keen to accept and put in place. After a kick-off meeting in February, 2016, followed by a Supply Chain Day event year in April, 2016, we invited Detthold Aden as an honorary guest to open the 1st Korean-German Logistics Conference in June, 2016.

What are your aims as Vice Chairperson of the newly found Chapter Korea – Seoul?

The aims are still the same as before, in that we would still like to continue promoting BVL activity as much as possible and expanding the BVL network in Korea at the same time. In two consecutive years, we have organised two Korean-German Logistics Conferences, each with an attendance of 150 Korean and international guests. I believe we can carry on contributing to the exchange of ideas and knowledge between Korea and Germany, which is why we look forward to organising a third and bigger Korean-German Logistics Conference in 2018. We are also trying to organise a Korean delegation visit to this year's International Supply Chain Conference in Berlin.

Won-Gyung Kook was speaking to BVL International's Curtis Domberg. [more ...](#)

Expert BVL Knowledge as Reference Works

➔ **Publications** Digitisation is the topic of two BVL position papers published in March that are now also available as downloads in English. The Scientific Advisory Board published the paper entitled **"Logistics as a Science – Central Research Questions in the Era of the Fourth Industrial Revolution"** focusing on the reorientation of logistics as a discipline and a science in the era of Industry 4.0. The 20-page document addresses topical research questions and invites readers to join in the debate. This paper is supplemented by a further position paper on **"Digitisation in Logistics"** in which the BVL Board looks at the practical implementation of digitisation. In just under 30 pages, the paper answers questions from company practice and helps readers to get to grips with this topic.

The opportunities presented by digitisation are also the focus of the study **"Trends and Strategies in Logistics and Supply Chain Management"**, the findings of which are based on comprehensive surveys and analysis in the year 2016. The results are available on a [responsive website](#). The whole study is also available for download as an English-language PDF.



Behind the Scenes – 10th Supply Chain Day



Understand, experience, touch! For the 10th time, Supply Chain Day showcased the many different facets of this exciting sector of the economy – and was also lots of fun for visitors!

➡ **Day of action** The tenth day of action of the logistics sector took place on April 27, 2017, when around 400 events in Germany and 19 other countries attracted just under 40,000 visitors. In total, some 670 companies in industry, trade and logistics services, organisations and educational establishments took part in the events on this special day. “As the logistics coordinator of the German government, Supply Chain Day is an unmovable date in my diary”, said Dorothee Bär, Parliamentary State Secretary at the German Transport Ministry. “The commitment on the part of companies is very impressive, and visitors have an opportunity to experience logistics in all its facets. Only people who know what the sector is about can decide to make their career in logistics.” Dorothee Bär spoke at the central press conference of BVL in the Federal Press Conference Centre in Berlin on the day before Supply Chain Day. Prof. Raimund Klinkner, BVL President, was on a live feed from Bahrain. He looked back on the beginnings of this day of

action and talked about the idea that was put on the agenda of the BVL executive bodies by then Chapter Chair Eugen Makowski in 2007. The starting point was the realisation that “only insiders really know what logistics is about” – and this was something BVL wanted to change. “We gave ourselves just six months before the staging of the first Supply Chain Day in April 2008. It was an ambitious target, but it also gave added momentum to the project”, said Klinkner. To date, around 2,000 different companies have organised events on Supply Chain Day and welcomed roughly 327,500 visitors.

The idea has also made waves internationally and – thanks to the worldwide contacts of BVL – has become extremely popular in many places. In 2017, events were also held outside Europe in countries like Bahrain and Korea. Leading companies like Dachser, DB Schenker, DHL, Ikea or Zalando welcomed visitors to tailored events for different target groups at

dozens of locations throughout Germany. As is the case every year, the job and career events attracted the highest level of interest.

With the help of the organisers, BVL has put together a five-minute clip on YouTube with impressions from 16 different events on this year’s Supply Chain Day. The clip showcases the broad spectrum of events on this day of action and therefore also underscores the diversity of the logistics sector. The images were recorded by the organising companies themselves and sent in for the video. Alongside contributions from Germany and Austria, companies from Turkey and the Ukraine also submitted footage. The new image film can be used to publicise Supply Chain Day – whether via a link, embedding on websites or sharing in the social networks. BVL is also happy to make the clip available in file format on request.

[more about Supply Chain Day ...](#)
[Watch the film ...](#)

Reports from the International Chapters and Representatives on Supply Chain Day 2017 ...

Tour to Pyung Gu Logistics

➔ **Korea** BVL Korea organised an industry tour to Pyung Gu logistics centre as a Supply Chain Day event on 27th April 2017. Located near Seoul, Pyung Gu logistics centre is the biggest bonded warehouse dealing with all kinds of imported beers and wines in Korea. The construction was completed in 2016, which means this 3 storey centre is equipped with ultramodern facilities and most efficient management system. The site of the centre is 40,000 m² and each 3.3 m² inside the building can withstand up to 2 tons. Mr. Sung-wan, Gu, a chairman of Pyung Gu logistics, kindly invited BVL representatives and some logisticians (CEOs) to introduce his warehouse. Each floor was about 10-meter high which has a stack of various German, Dutch beers and various wines from all over the world. Pyung

Gu logistics also provides system engineering and consulting services to logistics industry in Korea. After a 2 hours tour of the company and presentation, the participants expressed

their gratitude to Mr Gu's warm welcoming.

Report by Young-il Han, Interim Vice Chairperson Chapter Korea – Seoul



Participants at the Supply Chain Day in Seoul

Logistics at IEE

➔ **Luxembourg** BVL International Chapter Luxembourg Vice Chairperson, Thomas Mayer, together with his company, IEE S.A., were once again pleased to take part in the Supply Chain Day on 27th April 2017.

Supply Chain Day gave IEE the opportunity to give students, school children, teachers and the family members of IEE employees a look behind the scenes and how a global company, such as IEE, manages its logistics.

"We wanted to show the attendees that logistics is about more than just trucks, trains, or ships delivering cargo from point A to point B," says Udo Thommes, IEE's Global Logistics & Supply Chain Manager.

"You need an entire team of people to ensure that the right goods and equipment are in the right place at the right time," he says "Each person has a specific job to do to make sure the whole supply chain works."

"By taking part in the Supply Chain Day and opening the doors to our Echternach site, we had the opportunity to show how complex, diverse, and rewarding production logistics can really be." But for the 42 attendees, the day was about more than just observation.

"We wanted to show them what logistics at an automotive supplier means for IEE," says Mr. Thommes. "That included how important it is for our day-to-day business, what our Supply Chain Team does, how each of the individual logistics tasks fits together, and the importance of security. But we didn't want to just show them what we do – we also wanted them to be able to experience it for themselves. So everyone had the chance to see how good their own logistic skills are by taking part in our supply chain activity – the duck game."

"It was a great day and we received a lot of positive feedback from the attendees," he says. "Our visitors showed a lot of interest and enthusiasm, so perhaps some of them will consider a career in the logistics area."

IEE S.A. Press Release by Maggie Barclay, Corporate Communication Specialist



Participants at the IEE event

Discover LuxairCARGO

➔ **Luxembourg** 12 participants gathered together at LuxairCARGO Cargo Centre to visit Luxembourg's ground handling operator. The company currently employs more than 1,100 employees and handles over 1.2 million tons of freight per year with expansion possibility. After a welcoming and short networking session, the participants learned in a presentation about the largest airfreight handler at the Luxembourg airport. In addition to a state-of-the-art-warehouse, the Cargo Centre also includes a logistics centre and a Goods Distribution Practice (GDP) health centre. On the ramp area, up to eight freight aircraft of category F can be accommodated at the same time, an average loading and unloading takes only 2 hours. Next to the theoretical part the partakers went to the actual visit of the cargo centre passing the security control and kicking the 1.5-hour supervised tour off. The diversity of cargo to be handled was particularly noticeable. In addition to temperature-controlled areas for pharmaceutical and health care products, dangerous substances, animals, perishable goods, high-tech products, but also consumption products are placed in the import and export



Participants at the IEE event

areas. The positive feedback from all participants once again showed the fascination of airfreight and the initiative for young professionals, thanks

to LuxairCARGO for the exciting day!
 Report by Johannes Hesse on behalf of Chapter Luxembourg, Cluster for Logistics YPL²

Logisticians of Tomorrow

➔ **Luxembourg** In the afternoon of 27th April, Johannes Hesse and Mathias Weinmann, the speakers of the Young Professionals Logistics Luxembourg in cooperation with and at KPMG Luxembourg, the BVL Chapter Luxembourg, the Cluster for Logistics Luxembourg and the Luxembourg Centre for Logistics and Supply Chain Management (LCL) were able to gather a total of 35 participants from various areas to present their topics. Under the theme "The Logisticians of Tomorrow" four highly interesting speeches were organized. All of them dealt with future-oriented trends and tendencies on logistics. For example, with industry 4.0 and its requirement for organisational changes within logistics. Also, the topics of robot-controlled process automation as well as of the digital laboratory were discussed along with their impacts on the supply chain management. In the third keynote, "Hidden Rules for Success" got opened up where the participants were given various insights and advices on how to deal with the topic of careers in a more sustainable way. The LCL rounded the day up with their speech and



Mathias Weinmann (left) and Johannes Hesse (right) opening the event at KPMG

where the partakers learned which skillset and what expertise is needed for managers to be able to face upcoming disruptive trends in Supply Chain Management. The last point on the agenda but least important, the event ended as part of a network cocktail, in which everybody was able to exchange information and discuss about the day. Overall, it was a successful but also

much diversified event! The Young Professionals Logistics Luxembourg would like to thank all speakers, the supporting partners and especially KPMG Luxembourg and the Cluster for Logistics!

Report by Johannes Hesse on behalf of Chapter Luxembourg, Cluster for Logistics YPL²

Tour at SEW-Euro Drive

➡ **Beijing** BVL Chapter Beijing organised its Supply Chain Day event on 27th April 2017 with a day visit and factory tour of SEW-Euro drive (Tianjin) Co. Ltd. The event proved to be very successful, with representatives MNCs such as Siemens, Truck and Zolner, etc., as well as students from the Tianjin University. The event officially started with the opening speeches from Jean Wang, Chairperson of the BVL Chapter Beijing, and Doris Hohmann, Regional Manager Tianjin of the German Chamber of Commerce - North China. Following the speeches, both Deputy General Managers of SEW - Euro drive, Huafeng Yang and Weihua Ren also extended their warm welcome to the guests along with a detailed company introduction and an in-depth presentation about smart logistics and intelligent transportation technology at SEW. After the opening, the factory tour started, with a quick visit at the Electronic Products Exhibition Centre and later to the Manufacturing Centre. More than 30 logistic professionals participated in the event, which aimed to help companies to optimise processes, reduce costs, and establish an effective supply chain management.

Many participants highly evaluated the Chapter Beijing Supply Chain Day event and expressed their wishes to attend further events like this in the future.

BVL Chapter Beijing thanks all of the participants for their effort and support in making the event successful. A warm thanks especially goes to the great support from SEW and German Chamber of Commerce, North China.

Site Visit to PCC Terminal



➡ **Poland** The BVL Chapter Katowice organised a site visit to the PCC Terminal in Kutno, Poland, on Supply Chain Day. 15 school and university students were given a tour through the PCC Container Terminal from the site manager, Wojciech Skrzypinski. The PCC Container Terminal is a trans-shipment centre

which is capable of attending to freight and cargo ships which come in through central Poland and are then redirected to all other directions. The terminal lies directly on rail line E-20 which links up Berlin, Warsaw, and Moscow together.

Seven in One Day

➡ **Russia** Especially active on Supply Chain Day 2017 was the BVL Chapter Moscow team who coordinated a total of seven Supply Chain Day events across different cities in Russia and an attendance of almost 420 participants. The events consisted of a mixture of expert conferences and company site visits with presentations and product demonstrations. Target groups were students and logistic experts. Chapter Moscow Vice Chairperson, Kirill Vlasov (STS Logistics) attended the conference at MADI (Moscow University for Automobiles and Infrastructure) as a guest speaker.



Kirill Vlasov during his presentation at MADI

SKF Northeast Asian Distribution Centre

➡ **Shanghai** For Supply Chain Day 2017, the BVL Chapter Shanghai organised a visit to the SKF Northeast Asian Distribution Centre in the Wai Gao Oaio Free Trade Zone in Shanghai. Chapter Chairperson Prof. Dianjun Fang together with Chapter Vice Chairperson Dominik Bühring coordinated the event in cooperation with the SKF plant. Amongst the 33 participants, were leading executives from the field as well as the Masters Students of the Chinese-German colleague for Postgraduate studies (CDHK) at the Tongji University. The guests were welcomed to the event by the BVL Chapter Shanghai Chairpersons, who went on to do a presentation about the BVL network

and the Supply Chain Day initiative. Prof. Hans-Christian Pfohl (TU Darmstadt Professor and Partner Professor at the Bosch professorship for Global Supply Chain Management of the CDHK) delivered a presentation on the subject "Drivers of Logistics Management Development". After the presentations from General Manager of SKF Logistics Centre China, Jessica Zhou, the participants went on to receive a tour of the distribution centre which covers an area of 47,275 m². The distribution centre includes, amongst other things, a high-rack bearing which is equipped with a 30m high fully automated rack-mounted operating unit.



Prof. Dianjun Fang during his presentation

Less Optimistic Expectations in a Stable Market

Major potential, but slow use of digital platforms

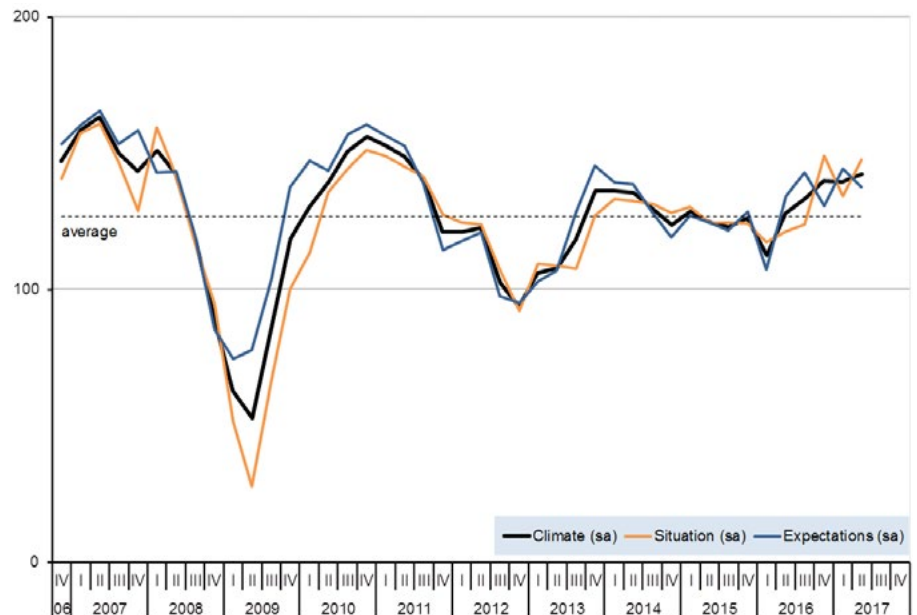
Commentary by

Prof. Dr.-Ing. Raimund Klinkner,
President, BVL International

➞ **Logistics indicator** The signal sent out by the logistics sector in the early summer of 2017 is an unexpected one: following the euphoric mood at the leading “transport logistic 2017” fair in May, the German logistics climate has cooled off slightly in the current quarter but is still over 30 points above the neutral line – and therefore clearly in the expansive corridor.

The observations made by the users of logistics services in industry and trade have a significant influence on the mood in the sector. They say that capacity utilisation is down slightly, that the demand for logistics services is slowing, and that the current economic situation is not quite as good as it was. Their business expectations for the coming 12 months reflect a certain concern over the German economy – accompanied by optimism with regard to cross-border logistics. In contrast, all current assessment indicators for the logistics service providers show a modest improvement. Capacity utilisation and the current business situation have improved since the previous quarter, as has the volume of incoming domestic orders. Nevertheless, there is a lower willingness to take on new personnel, both among the logistics service providers and in industry and trade.

The short-term expectations for the coming quarter are mixed, as optimists and pessimists with regard to the development of business during the next three months are present in more or less equal numbers. Both sides of the market agree that stimuli from domestic business will not be as dynamic as in the previous quarter.



At almost the same time as the survey for the Logistics Indicator in Q2 was completed, the OECD announced that the German economy is still on course for stable growth. What is the explanation for this difference in outlook? The EU is still in search of a new equilibrium and long-term stability. The political and possibly also economic relationship with the USA, an export market of paramount importance, is currently shifting in an unpredictable way. The relationship with Turkey poses similar challenges. And last not least, a new parliament will be elected in Germany in three months' time, possibly followed by economic and social policy decisions that companies will have to take into account. Fake news and “alternative facts” explain the rest.

We are once again seeing this “perceived uncertainty”, which we cannot sustainably overcome through our own efforts. But waiting to see what happens is the wrong approach, especially in the highly dynamic

era of the digitisation of supply chain management and logistics. A better strategy is for companies to devote energy and key skills to the development of future business. Why, for example – as illustrated by the answers to the special question for the Logistics Indicator – are the majority of transactions in the logistics sector still handled on analogue platforms and not digitally? Redoubling our efforts in this area is an investment in the future: “Think Different – Act Digital” is the 2017 theme of BVL and also the theme for the 34th International Supply Chain Conference in October in Berlin. It's time to join the game.

[Find out more ...](#)

Digital Transformation in the Chemical Industry

➔ **Forum Chemical Logistics** The 5th Forum Chemical Logistics in Ludwigshafen on May 17 and 18 provided 223 attendees and 19 exhibitors with an opportunity to learn about the latest trends in the sector. Digitisation was naturally one of the key themes. What are the right digitisation strategies for my company? Which technologies do we need to implement these strategies? What practical experiences have companies had to date with digitisation? These questions were the focal points of the Forum Chemical Logistics, which took place on the grounds of BASF for the second time. The "Forum Chemical Logistics" format is based on an initiative of BVL Board member Prof. Robert Blackburn, who at the time was President Information Services and Supply Chain Operations at BASF SE in Ludwigshafen. "Digitisation will dramatically change the nature of business models in the chemical industry", said Dr. Christoph Wegner, who succeeded Prof. Robert Blackburn at BASF. "And logistics will be key in enabling us to remain competitive in the future." He said that only little progress has yet been made with tracking and tracing in the chemical industry, for example – and that this is an area in which there is already a concrete short-term need for action in order to enable the introduction of digital solutions. Ulrich Külker, Director Supply Chain Specialties at Ineos Styrolution, also confirmed that digitisation can greatly facilitate the harmo-



Prof. Thomas Wimmer (left) moderated the panel discussion featuring prominent guests at the Forum Chemical Logistics.

nisation of processes and data exchange with external partners. "We launched a project in our company to evaluate the options presented by digitisation", said Külker in Ludwigshafen. "And we will use the insights as a basis for the implementation of individual projects based on cost and service considerations." In addition to monitoring trucks in real time, this can also include such things as improved forecasting of future transport volumes, exploiting the benefits of self-driving trucks for the chemical industry, or the automation of frequently recurring ordering processes. Robert Schmidkunz, Head of Logistics Security at Evonik Industries,

explained how companies can use digitisation to identify risks along the supply chain as rapidly as possible and then take action to effectively contain these risks in the long term. In this area, his company uses, among other things, the "Resilience 360" tool from DHL. "The plotting of global live messages and long-term risk data enables us to effectively control short-term and long-term risks", said Schmidkunz. "The visualisation of aggregated supply chain-related messages over time significantly boosts the transparency and performance capability of our supply chain."

Memo AG Receives Sustainability Award

➔ **Award** The winner of the sixth BVL Supply Chain Sustainability Award is Memo AG, a medium-sized mail order company based in the town of Greußenheim near Würzburg. Memo was presented with the award for its holistic, sustainable approach to company management, an approach that also and in particular incorporates the logistics function. Memo AG now takes its place among the ranks of previous winners – Audi, Tchibo, Schachinger Logistik, Stuttgart Airport and the Austrian Postal Service. Memo AG impressed the jury in numerous respects. In the words of jury chairman Dr. Christian Plas, "in the spirit of front-to-end sustainability, our prize winner has integrated the ecological commitment of the company founder in all business areas of the company – be it products, growth scenarios, interaction with employees, customers

and suppliers, all the way through to logistics. Memo's Sustainability Report has already won numerous awards and can serve as a model for many far bigger companies". Having only been set up about 25 years ago, the award winner is a relatively young mail order company, an SME with around 130 employees and annual turnover of more than 20 million euros. Originally founded as a "company outfitter for the environmentally aware", Memo has also been marketing sustainable products for the working and private sphere to end consumers since 2004. The company has around 20,000 individual products in its portfolio. The Supply Chain Sustainability Award was presented to Frank Schmähling, Director Logistics at Memo AG, during the 33rd Logistics Dialogue in Vienna.

[more ...](#)



The green memo boxes are the centrepiece of the shipping system.

Wide Range of Topics in the BVL Trade Fair Programme

➔ **Transport Logistic** BVL trade fair stand, special-topic forums, General Assembly, Board meeting, meeting of the Scientific Advisory Board – the BVL agenda at the “transport logistic” fair in Munich was full to overflowing. At the 39th Ordinary General Assembly, four Board members stood for re-election following the end of their three-year term in office: Prof. Robert Blackburn, Chairman of the Executive Board and CEO of Hoffmann SE in Munich, Joachim Limberg, Chairman of the Management Board of Business Area Materials Services at thyssenkrupp AG in Essen, Frank Wiemer, member of the Executive Board at Rewe-Zentral AG and REWE-Zentralfinanz eG in Cologne, and Prof. Katja Windt, President of the Jacobs University Bremen. The make-up of the 18-member Board, whose actions were unanimously approved by the BVL members, therefore remains unchanged for the year 2017/18. Prof. Werner Delfmann, the departing Chairman of the Scientific Advisory Board, was named an honorary life member. Delfmann, Director of the Department of Business Policy and Logistics at the University of Cologne, was appointed head of the Scientific Advisory Board in 2008. Prof. Raimund Klinkner, BVL President, underlined the integrative drive of Delfmann, who brought logistic scientists from all disciplines together around the table to talk to each other. The outcomes of his work included two interdisciplinary position papers on the basic understanding of logistics as a scientific discipline and on central research questions in the era of the Fourth Industrial Revolution. Delfmann is succeeded at the helm of the Scientific Advisory Board by Prof. Kai Furmans, Director of the

Institute for Material Handling and Logistics at the Karlsruhe Institute of Technology. The Vice-Chairs of the 24-member body are Prof. Ludger Overmeyer, Head of the Institute for Transport and Automation Technology at Leibniz University in Hannover, and Prof. Stefan Minner, Full Professor of Logistics and Supply Chain Management at the Technical University of Munich. A number of BVL members were also honoured for their past work: BVL presented the badge of honour in

gold to Erich Staake, CEO of duisport.Duisburger Hafen AG, and Dr. Jörg Mosolf, CEO of Horst Mosolf GmbH & Co. KG, and both were thanked for their major commitment to the cause of logistics. Johannes Doll, Managing Partner of Landauer Transportgesellschaft Doll KG and longstanding Chair of the Eastern Bavaria Chapter, was presented with the BVL badge of honour.

[more ...](#)



Voting at the 39th General Assembly

New ELA President

➔ **Election** Paolo Bisogni, former President and Member of the Board of AIOG Associazione Italiana di Logistica e di Supply Chain Management based in Milan, was unanimously elected ELA President at the Annual General Meeting of the European Logistics Association (ELA).

Prof. Thomas Wimmer, Chairman of the Executive Board of BVL, and Jos Marinus, member of the Board of Belgian association voor

Inkoop en Bedrijfslogistiek in Berchem, were elected Vice-Presidents, also unanimously.

Directly after the election, Curtis Domberg – responsible for international affairs at BVL head office – conducted an interview with Paolo Bisogni and asked him about his plans in his new position at the helm of the ELA.

[You can find the interview here ...](#)

Award winners once again

➔ **ELA Award** After winning the German Award for SCM, Agco has now also won the ELA's European Award for Logistics Excellence, coming out ahead in a strong round of finalists featuring the winning projects from Switzerland, France, Belgium, Portugal and Spain. This means the joint digitisation project of Agco and its service provider 4flow is the European logistics project of the year in 2017.

[Information about the ELA ...](#)

Ideas for the „Next Level Network“



Chapter Chairs, Student Chapter Chairs, Young Professionals and friends of BVL came together in Thuringia.

➡ **Chapter Management Meeting** Where are we now, where do we want to be? Possible answers to questions like this were discussed by around 80 Chapter Chairs, Student Chapter Chairs and Young Professionals at the annual Chapter Management Meeting on June 15 and 16. The meeting was hosted by the Thuringia Chapter, who kicked off the event by organising a tour of Weimar complete with a quiz. The Chapter Chairs got down to work on day two in Erfurt and produced some excellent answers, many of which were closely connected to the new opportunities offered by digitisation. Four working groups focused on four specific topic areas – “Young BVL”, “BVL Today”, “BVL Tomorrow” and “BVL International”.

Before the working groups began their discussions, BVL Board member Thorsten Mallée (AEB) welcomed the attendees. He briefly summarised the proposals from last year’s meeting that had been implemented

during the intervening twelve months: all of the ideas had been reviewed once again and most of them had also been implemented. Anja Stubbe from the Press and PR unit outlined the aims and progress of the website relaunch: the new website is scheduled to go live in the autumn. Uwe Peters, Member of the Executive Board, presented the findings of the latest member survey based on evaluation of roughly 700 returns.

At the end of the Chapter Management Meeting, the working groups presented the outcomes of their discussions to the all participants. The “Young BVL” group found that the older and younger generations have a different understanding of the term “network”. While younger members imagine virtual networks, their older counterparts think of personal networks like BVL. The “BVL Today” team came up with ideas to promote cross-regional exchange. They also addressed the issue of how to reduce

the high no-show rate at Chapter events. The “BVL International” group defined the benefits of international Chapters concerning the cross-border collaboration. Common interests include access to networks, infrastructure and market information in Germany or the other country in question. One of ideas of the “BVL Tomorrow” working group was to set up expert groups alongside the Chapters to address specific topics or sectors. And this group was not the only one to call for greater use of videos and the portrayal of events either in whole or in part on the Internet.

The 2017 Chapter Management Meeting ended with loud applause and a big thank-you to the hosts and organisers. The 2018 event will be held in Wuppertal at the invitation of the South Westphalia Chapter.

[more ...](#)

Dual Degree Course in Bremen and Liverpool



Students at DAV now have the chance to gain a double degree.

➡ **DAV** Double degree as “State-Approved Business Manager” at the German Foreign Trade and Commerce Academy (DAV) and Bachelor at Liverpool John Moores University (LJMU) – the cooperation between the two educational establishments now makes this possible. Holders of a year-ten school diploma or university entrance qualification who have undergone vocational training and worked for at least one year can obtain the new qualification in a full-time study course within the space of just two years. “In Liverpool John Moores University, we have found a partner who greatly values the practical orientation of our students”, says Thomas Zink, Director Studies at DAV. “This kind of comprehensive and meaningful recognition of practice phases prior to studying is currently not possible in Germany.” The modular system in the UK permits the integration of different qualifications on different learning levels in an academic degree. As a result, the previous achievements of DAV students in the form of completed vocational training and initial career experience in combination with the qualifications acquired at DAV will now be recognised for the newly accredited LJMU programme in “International Logistics and Supply Chain Management”. “This means DAV is the first and only institution of its kind in Germany that offers this type of dual qualification with its partner university”, says Zink.

LJMU confers the academic degree of Bachelor of Science (B.Sc.), as the “International Logistics, Transport and Management” study course is organisationally integrated in the university’s Faculty of Science and Technology. The course content and the degree itself are management-focused rather than technical. DAV awards the title of “State-Approved Business Manager” in Economics majoring in “International Logistics Management”. This qualification is a practice-focused German qualification.

The company partners of DAV are delighted with the cooperation model. Dr. Jörg Mosolf, CEO of Horst Mosolf GmbH & Co.KG and Chair of the twelve-member Research Council of DAV, sees benefits above all in the international character of the dual-degree programme: “British degrees are held in high regard around the world. In combination with the practice-oriented qualification of “State-Approved Business Manager” from DAV, the Bachelor of Science from Liverpool John Moores University constitutes a dual hallmark of quality. Employers know that an employee who has graduated from this programme possesses both a passion for hands-on logistics as well as theoretical and analytical know-how.”

New BVL International Representative

➡ **Hong Kong** Hans-Kristian Harder Regional Supply Chain Services Asia Pacific of BASF becomes the new BVL International Representative in Hong Kong, succeeding fellow BASF colleague Dr. Dennis Fanelsa who relocates to Germany. Hans-Kristian Harder has been a close friend of BVL International for 14 years: a former colleague at the BVL Office, he has assisted former Representative Dr. Dennis Fanelsa in establishing BVL as a contact in Hong Kong over the past four years, and has active and regular contact with BVL in the Southeast Asia region in particular with the BVL Chapters in Beijing, Shanghai, Singapore, and the newly founded Korea – Seoul Chapter. BVL International looks forward to assisting Hans-Kristian Harder with the coordination of activity in the Hong Kong region.

[more ...](#)



Hans-Kristian Harder (BASF)
new BVL Representative Hong Kong

Former BVL International Representatives

➡ **Farewell** Along with Dr. Dennis Fanelsa (Hong Kong), BVL International would like to thank Joachim Bade (South Africa), Dennis Delasauce (Japan), and Mario Schade (Hungary) for their honorary service and activity as BVL Representatives and wish them the very best of success in their future endeavours.

BVL International is currently establishing new and old international contacts that are eager to serve as International Representatives in their regions.

We will update you as soon as we have any developments.

Guests in Bremen

Singapore Delegation

➔ **Visit** During 22nd – 30th April, 2017, SPRING Singapore, agency under the Ministry of Trade and Industry, organised a delegation visit to Germany and to the Netherlands as part of a Logistics Industry Collaboration and Innovation Study Trip for executives from Singapore's leading logistics and transport associations. EDB (Economic Development Board) Singapore's office in Frankfurt, after close contact and previous meetings with the BVL in Bremen, helped facilitate and coordinate a visit from fellow Agency, SPRING, to the BVL Campus housing the German Foreign Trade and Commerce Academy (DAV) and the BVL Seminars during its stay in Germany. BVL Office colleagues Curtis Domberg and Susanne Großkopf-Nehls together with Thomas Zink from the DAV, hosted the delegation on 26th April, which was made up of 20 executives and board members from leading logistics and transport associations in Singapore. Curtis Domberg gave an introduction to the BVL International structure as well as the aims of the network, while Susanne Großkopf-Nehls looked into depth at the different types of ways BVL supports the research and development of SMEs such as the activity with The German Federation of Industrial Research Associations (AiF). Thomas Zink rounded up

Curtis Domberg and Susanne Großkopf-Nehls listen to a delegate's query.



SPRING Singapore delegates at the BVL Campus

the presentation with an overview of BVL Seminars and the DAV.

All in all, the delegation proved very informative for the delegates from Singapore who were keen to learn about the BVL network, its

developments in the various research projects, and the learning opportunities at the BVL Campus. BVL International looks forward to future projects with the SPRING Singapore delegates at potential BVL Chapter Singapore events and possibly even on Supply Chain Day 2018.

The Network Continues to Grow – New Members of BVL International

➔ **Membership** BVL welcomes new international members in the first six months of 2017:

- EffiMat A/S
- Schaefer Container Systems North America, Inc.
- Fives Intralogistics S.p.A.
- Miebach Consulting Sp. z o.o.
- K Logistics
- F&B GLOBAL SERVICES
- GateHouse Logistics A/S
- Dakonet Co. Ltd.
- ZF OPENMATICS
- BKM Customs & Consulting GmbH

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

IMPRINT

BVL International –
Bundesvereinigung Logistik (BVL) e.V.
Schlachte 31, 28195 Bremen, Germany

Edited by:
Curtis Domberg, Katja Wiedemann

Editorial collaboration:
Katja Ahrens, Ulrike Grünrock-Kern

Contact person:
Curtis Domberg, +49 / 421 / 173 84 28
domberg@bvl.de

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