

Stimuli for Logistics in the Digital World



BVL President Prof. Raimund Klinkner calls on attendees to play an active role at the conference.

⇒ 34th International Supply Chain Conference The 34th International Supply Chain Conference in Berlin will open its doors in just four weeks time, on October 25. The preparations are already in full swing, and anticipation levels for this annual BVL event are rising. With this year's theme of "Think different – Act digital", the conference will – as always – be extremely varied and will feature presentations and discussions in full session as well as specialist sessions on the four topic areas of "Think different", "Act digital", "Movers in Logistics" and "Science and Research". The programme will be rounded off by interactive LOG. Camps, outdoor sessions and the parallel

exhibition. Attendees can look forward to concrete best practice examples as well as visionary perspectives on the future. With over 3,000 participants from industry, trade, services and academia, the conference serves as a platform for ideas and offers ample opportunity for discussion and personal networking. "Play an active part in one of the highlights of the BVL year and let yourself be inspired by the many national and international speakers, exhibitors and attendees at the International Supply Chain Conference", says BVL President Prof. Raimund Klinkner in his foreword to the programme.

The Updated Programme

The updated programme for the 34th International Supply Chain Conference is available on the Internet for download – also in English. Over 40 pages, the programme outlines the content of the presentations and panels,

34TH INTERNATIONAL SUPPLY CHAIN CONFERENCE October 25-27, 2017

provides information on the accompanying events, the exhibition and the lounges, and supplies tips and advice on accommodation and travelling to the conference. [more ...](#)

BVL International – Selected Events in 2017/2018

Urban Logistics Convention 2017
November, 21 – 22, 2017 | Amsterdam

Forum Automotive Logistics
January 31 – February 1, 2018
Frankfurt am Main

Supply Chain Day
April 19, 2018 | International

9th International Scientific Symposium
on Logistics
June 13 – 14, 2018 | Magdeburg

EDITORIAL

Dear BVL LOG.Letter readers,

The upside to the end of the German summer is that we are now just one small step away from the 34th International Supply Chain Conference. As always, the German capital, Berlin, plays host to the annual conference which takes place this year from October 25 to October 27 at the InterContinental and the Schweizerhof hotels. As BVL International President, Prof. Raimund Klinkner points out, this year's conference motto, "Think different – Act digital", paves the way for identifying new ideas and solutions for today's modern businesses.



In this latest edition of the LOG.Letter International, we offer an exclusive detailed preview of the upcoming International Supply Chain Conference and the latest, updated version of its programme which is currently available. There is a report on the GLSC (Global Supply Chain Conference) which took place in July during which BVL Chairman of the Executive Board, Prof. Thomas Wimmer, delivered a key-note. We also have reports from recent BVL Chapter and Representatives events, including the very first BVL Field Trip to Denmark, as well as Chapter events in Katowice, Luxembourg, São Paulo, and Singapore. Plus, we take a look at the new BVL Chairpersons and Representatives that have recently joined the team, including Dr. Gregory Suh, LogisAll, who also wrote a report on Korean Logistics' first half of 2017 for this issue. BVL International looks forward to welcoming LOG.Letter readers and international guests, including delegations from China, Italy, Korea, Russia, and Singapore, at this year's International Supply Chain Conference in Berlin. As always, we thank you for reading and thank you for your continuous support.

Curtis Domberg
BVL Member Service
International Relations

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Tough Choices for Your Personal Conference Schedule!

➔ **Programme** preview 65 conference hours in three compact and well-filled days: this is the challenge awaiting the attendees at the 34th International Supply Chain Conference in Berlin. The programme provides a well-structured overview of the various topics and formats – and is sure to pique your interest in the content and the opportunities for networking. But participants still have to make tough choices. Everyone has to decide for themselves which highlights are the “must sees” this year. This LOG.Letter supplies a selected overview of what’s on offer.

➔ **Think different** How is digitisation changing society and the working world? Which mindsets might now become obsolete? According to the Handelsblatt newspaper, Prof. Ulrich Weinberg, Director of the School of Design Thinking and co-founder of the WeQ Foundation, is one of the most important 100 innovation drivers in Germany. On the Wednesday afternoon of the conference, he will be presenting the “WeQ Method” in full session. In this method, the competition-based “IQ Method” – in which the focus is on the performance of the individual – is replaced by a “team of teams” mentality with the emphasis on cooperation and connectivity.

➔ **Act digital** Many roads lead to Rome and, in the era of digitisation, identifying the right concept for your own company can represent a particular challenge. This is where the conference provides valuable ideas and inspiration with theoretical explanations and best-practice examples. At 2.30 pm on Thursday, the speakers will outline different “Paths to the Digital Factory” in a session moderated by Prof. Katja Windt from Jacobs University Bremen. Then, on Wednesday afternoon from 3 pm, the focus will specifically be on the “Digitisation of Warehouse Logistics”. In this session, a BVL working group will present the findings of its work on the application options for different warehouse technologies in cooperation with Capgemini Consulting. The goal: to develop an intuitive online tool which can help users to determine which digital solutions are the right one for their warehouse.

➔ **New technologies** Common sense is supplemented not only by useful programmed tools but also – and increasingly – by artificial intelligence. A specialist session on Thursday morning from 9.30 am will look at how artificial



The programme of the 34th International Supply Chain Conference will be a colourful and balanced mix

intelligence, analytics and machine learning are making processes along the value added chain smarter and more effective. The session will be moderated by Prof. Frank Kirchner, Head of the Robotics Innovation Center at DFKI GmbH.

They have their origin in the idea of a decentrally organised payment system, but the use of blockchains is now also being discussed for other sectors. A specialist session on Friday morning from 9.30 am will focus on both the potential and the risks of this decentral database concept.

➔ **Science and Research** Science and research are part and parcel of the International Supply Chain Conference. BVL presents the Science Award for SCM in recognition of innovative projects of high practical relevance. The names of the finalists who will showcase their work

on day one of the conference from 3 pm are now in: Dr.-Ing. Thomas Atz will present his project entitled “An Algorithm Based Method for the Holistic Design of Automated Storage and Retrieval Systems”, Dr. Stefan Fedtke will talk about “Optimisation of Automated Sorting Systems”, and Dr.-Ing. Sebastian Rank will describe the “Elimination of Negative Effects of Autocorrelation at Merges”. The finalists will then answer questions from the jury and the floor. The session will be moderated by Prof. Jutta Geldermann from the University of Göttingen. The award itself will be presented on Friday at 11 am.

Interested parties had the chance to vote online to decide on the programme for the Thesis Conference, the forum for young professionals, on Thursday morning from 9.30 am. More than 600 votes were cast, and the selected topics are



BVL International looks forward to welcoming participants at the 34th International Supply Chain Conference

“Evaluation of tools and methods for freight cost allocation in SAP” by Meike Hengstler, “Analysis and assessment of the processes of the plant dispatch terminals of the automotive industry in the context of digitisation” by Felix Horn, “Crowd logistics – analysing its potential for the German CEP market” by Adina Ködel, “Empirical analysis of the attractiveness of logistics service providers as employers for commercial career starters from the perspective of Generation Y” by Lisa Vermölen, and “Cutting CO2 emissions from the logistics activities of a SME furniture retailer” by Benedikt Weiland.

⇒ **Hands-on insights** The outdoor sessions with visits to companies in and around Berlin will be a change in gear from the many theoretical insights gained during the conference. This year, the outdoor sessions will enable attendees to find out all about “Client-Specific Contract

Logistics Processes in the Supplier Industry for Commercial Vehicles” and “High-Performance Warehouse Logistics in the Textile Trade”. Participants will also hear answers to the questions “How does a street furniture provider and outside advertiser go about his business?” and “How does same-day delivery actually work?”. Buses will be available to transfer attendees to the event locations. There are only a limited number of places on the outdoor sessions. Those wishing to take part can register from 12.15 pm on day one of the conference.

[more ...](#)

⇒ **Hackathon** BVL is staging its first Hackathon at the 34th International Supply Chain Conference with high-level support from BASF. The term “Hackathon” is a combination of “hack” and “marathon”; “hack” has nothing to do with criminal access to other people’s IT systems but

refers to programming. For those who want to know exactly what’s behind this idea and see what a “Hackathon” looks like, there’s no better place to be than in the Conference Center on day one of the conference from 3 to 5 pm. Alongside exciting presentations all about data, a specialist from BASF will explain the process in a readily understandable way, and attendees will be able to obtain the exact schedule for the BVL Hackathon. The only clues as to the task at hand are “big data”, “data science” and “artificial intelligence”. Participants will be given the detailed task definition on Thursday morning. All conference attendees are welcome to “look over the shoulder” of the data specialists during the Hackathon at any time. The winners will be presented on Friday before the full session of the conference by Ralf Busche from BASF and BVL President Prof. Raimund Klinkner.

[more ...](#)

Playing an Active Role in the “Marshall Plan” with Africa

⇒ **Specialist session** Under the heading “From Humanitarian Logistics to a Marshall Plan with Africa”, Prof. Helmut Baumgarten – who has also been involved in humanitarian logistics from a logistical perspective for many years – will bring together a number of top-flight speakers at the International Supply Chain Conference. In the specialist session he will be moderating on day one of the conference at 3 pm, the speakers include Dr. Gerd Müller, German Minister for Economic Cooperation and Development (BMZ), Prof. Klaus-Michael Kühne, President of the Kühne Foundation, Martin Ohlsen, former Director of the Transport & Logistics Division of the World Food Programme of the UN, Dr. Stefan Oswald, Director Sub-Saharan Africa at the BMZ Ministry, and Alfons van Woerkom, Head of Supply Chain Strategies at The Global Fund, which draws up distribution strategies for medicines in Africa. The topical backdrop to this session is that the “Marshall Plan” of the German government for the fundamental restructuring of development cooperation with the African countries will encompass all important economic and educational sectors such as infrastructure, transport and logistics, and educational establishments. The multi-year large-scale projects create major challenges for investors, planners and operators. The goal is to



Logistics is a challenge with a difference in many African countries

empower the individual African economies so that they can participate in economic and social processes in the world on an equal footing in line with the principle of helping others to help themselves. Logistics service providers as well as logistics experts in industry and trade can and should play an important role in this process.

The aim of this session is to inform conference attendees about the opportunities of the “Marshall Plan with Africa” for industry and society, and to encourage them to play an active part in mastering these new challenges.

[more ...](#)

International Breakfasts at the 34th International Supply Chain Conference

➔ **International relations** BVL will once again stage two panel discussions during the International Business Breakfasts at this year's International Supply Chain Conference, in which BVL Chairpersons and Representatives will answer questions on the latest economical trends and developments affecting their regions. The "Eurasia" discussion will take a look into the economical relation between Europe, the Middle East, and Central Asia, where as the "Asia Pacific" discussion will offer a glimpse on topics such as the new Silk Route as well as globalisation themes that currently have an impact on the region. Sven-Boris Brunner, Managing Partner, Exportwirtschaft ICS GmbH and Arda Polat, Procurement Director, TEB, as well as Tobias Schauf (Owner, OstKontor) will be sharing their views in the "Eurasia" Session on October 26 from 8:45 – 9:30. Dr. Eckart Dutz, General Director, Pacific Partners, and Gregory Suh, Chairman LogisALL, as well as Jean Wang, CEO, Tianjin Redox Logistics Company Ltd., will take part in the "Asia-Pacific" session, on October 27 from 8:45 – 9:30. This year's International Business Breakfasts panel discussions will be hosted and moderated by BVL Representative India/UAE Christian Herzog, Chief Operating Officer, KRS Logistics LLC, and Curtis Domberg, Member Service International Relations, of the BVL Office. The International Business Breakfasts provide the perfect opportunity to meet BVL Chapter Chairpersons and Representatives, and ask them questions related to your business.

[more ...](#)



Eurasia speakers: Sven-Borris Brunner, Arda Polat, Tobias Schauf



Asia Pacific speakers: Eckart Dutz, Gregory Sug, Jean Wang



Moderation: Curtis Domberg, Christian Herzog

Global Supply Chain Conference 2017

➔ **Shanghai** From July 11 to 12, the Chinese logistics technology service platform Soo56 staged the fifth Global Supply Chain Conference in Shanghai with the support of the China Integration and Innovation Alliance of Internet and Industry (DIIAI), the Fraunhofer IML and BVL International. Over 600 attendees came together at the Shanghai Marriot Hotel Parkview to talk about the potentials of digitisation. Prof. Dianjun Fang, Chair of the BVL Shanghai Chapter, opened the event with his presentation on "New Technologies Drive Innovative Transformation of the Supply Chain". On the opening day of the event, Prof. Thomas Wimmer, Chairman of the BVL Executive Board, talked in his keynote speech "Digitisation and Smart Logistics" about, among other things, the findings of the current "Trends and Strategies" study and also presented BVL to his audience, outlining the benefits of the worldwide network.



Prof. Dianjun Fang in conversation with Prof. Thomas Wimmer



The well-filled hall showed a great deal of interest in the presentations on stage.

Reports from the International Chapters and Representatives

Visit to Clear Logistics in Wasserbillig

➔ **Luxembourg** In line with the motto “companies who don’t digitise have already lost”, BVL’s Luxembourg Chapter invited a delegation to visit the Clear Logistics company in Wasserbillig. On June 20, Managing Director Christian Wilhelm welcomed 15 guests from Luxembourg and Germany and outlined the opportunities in the area of dematerialisation and electronic logistics platforms – and presented the procurement software of the development firm.

More and more logistics companies are working with electronic systems, yet data are still often simply entered in charts. “We must stop the Excel tsunami”, emphasised Managing Director Christian Wilhelm. Charts and data sets need to be properly interconnected instead of merely co-existing side by side. Digitally supported process optimisation paves the way for reduced costs and lower complexity. Clear Logistics is part of the well-known German Clear Group, which has been producing customised software for 20 years. Clear Logistics was set up in 2015 in response to the increasing demand from existing customers for logistics applications in their platforms. The offices are located in Wasserbillig on the German border overlooking the Moselle river.

The platform “i-Logic” is a cloud-based central handling platform that manages the data and documents of a company’s employees. It centralises, among other things, the management processes for eProcurement, rate management, contract management or business analysis. Fully fledged benchmarking is enabled by dashboards and graphic analysis. During the course of two hours, the guests gained an overview of the opportunities offered by digitisation and the application package of the software. The program features numerous applications that cater to the needs of both logistics service providers and shippers. The structured data basis with cross-company capability simplifies and standardises procurement and tender management. Moreover, employees can supplement number-based data like prices and costs with quality assessments in order to make future decisions easier.



Clear Logistics Managing Director Christian Wilhelm

➔ **Six Steps to the Digital Procurement of Logistics Services** Digital processes are indispensable in a modern logistics department. Alexander Scheld, Partner at cost management firm Expense Reduction Analysts and responsible for the firm’s logistics services, explained how to organise processes digitally in six steps. In his guest presentation, Scheld shared his experience with the i-Logic tool. He said that facts and figures are the central parameters that sales offices must bear in mind. “But important logistics data are often lacking”, said Scheld. Drawing up tenders, submitting offers, comparing offers, negotiating contracts, follow-up and cost controlling are six tasks that can be handled digitally using the i-Logic platform. Scheld is certain that the complexity of the required data will increase, which means there will also be a growing need for simplification.

Instead of storing data like tariffs and ancillary costs in files, this information should be intelligently saved in a digital central database. Digitisation of central data like cost structures or freight rates considerably reduces the required timeload. As staff shortages and personnel fluctuation are also set to grow over the next ten years, Scheld says we must not waste our time with the long drawn-out search for and comparison of data from overflowing paper file binders.

Scheld also emphasised the importance of standardisation to provide a better over-

view. “Many decisions in the sales sector are still made based on some kind of gut feeling”, says Scheld. But he also said that experience is no substitute for a lack of data, and that it is far more difficult to explain decisions to top-line managers if there is no data to back these decisions up. Real time analysis and transparency simplify not only the decision-making process but also the final review process.

The presentation focused in particular on tender management. Christian Wilhelm showed how companies can process bids faster, more profitably and in a highly automated fashion. Tender management is a time-consuming process and should be based on exact and comparable data.

Wilhelm was delighted with the successful event in Wasserbillig – an event that certainly calls for a repeat performance – and invited all the guests to a barbecue with drinks.

BVL events are popular networking occasions for companies from the wider region around Luxembourg. The demonstration at Clear Logistics was already the 13th event of the Luxembourg Chapter, represented by Chapter Chair Thomas Mayer and C4L Manager Malik Zeniti.

Report by Ronny Wolff,
Cluster for Logistics Luxembourg

Evaluation of Logistics Networks from the Operational and Tax Perspective in Brazil



Carlo Itani (Director Supply Chain Advisory, KPMG) presenting ideas on TESCM

⇒ **São Paulo** In the last event of the BVL Chapter São Paulo 25 supply chain and logistics professionals from different industries exchanged expertise and experience. It was also a great opportunity for networking during the nice coffee breaks offered by KPMG!

In Brazil, distances from production to the market can reach thousands of kilometres. This implies a significant relevance concerning the transport costs, which represent in average 7.5 percent of the total costs in the industry. The uneven distribution of the BIP, which is mainly, concentrated in the Southeast, to be precise in the State of São Paulo, results in unbalanced transport networks. Today the main location for national distribution centres can be found in the region near by the City of Sao Paulo. The diversity of the country and challenging infrastructure demands intensive logistics studies to achieve the targeted customer satisfaction level with the optimum of transport costs, warehousing costs and inventory levels.

This may sound simple for experienced logistics experts. But...stop! The complexity of the Brazilian tax system with different tax benefit programs and special regimes can have significant influence on a logistics network design. Most common are the ICMS incentives driven by the federative units, e.g. the deferral of ICMS on importation or internal sales in the state. Minas Gerais, Espírito Santo, Paraná and Santa Catarina are well known for

attracting factories and distribution centres to their region through incentives. Without judging if this is right or wrong, it is just about the complexity that is generated.

Consequently companies need logistics and tax competence for their network design.

Carlo Itani, Director Supply Chain Advisory, and Danilo Leal, Director International Tax, from KPMG presented an overview with concepts for "Tax Efficient Supply Chain Management (TESCM)". TESCM should not directly be associated with tax reduction! The first priority is to achieve security in the model and in a second step explore tax efficiency.

The evaluation of different scenarios of a network and the impact of tax and logistics costs can be a powerful decision tool for companies. It is not always easy, because tax benefits can suffer changes and in the future impact negatively on the feasibility study. Therefore only with a strategic approach from the operational and tax-department it comes to the best decision. If an industry wants to take advantage on a tax benefit with potential changes a more careful approach is recommended. Therefore assets that are difficult to move (e.g. factories) will not have a high priority on changes, but setting up a distribution centre with a logistics provider is much easier to rearrange in a short period depending on the governmental decisions. Real examples show that without TESCM huge tax risk exposures can be generated in very short periods.

During our discussion we learned that each case needs an individual approach depending on the company's strategy. With the right know-how and correct approach risks and savings from an operational and tax perspective can be effectively managed.

In our second part Dr. Andreas Knierim, VP Demand Planning & Logistics Aftermarket from Bosch do Brasil, and Adélcio Júnior/Samuel Calegario from the IT partner Syscontrol presented a business case related to the transport distribution operation of automotive after sales parts. A high volume operation attending individually clients all over Brazil is not an easy task. Examples showed that with simple solutions it is possible to achieve significant improvements on operational KPIs. One of the first projects years ago was the implementation of a cost efficient solution for the electronic control for cargo completeness and correctness of fiscal documentation (DANFE) which nearly eliminated wrong shipments. The improvement of the tool never stopped and today a customized transport management tool supports Bosch on the tactical and strategic decisions on their transport network.

Lessons learned: The complexity of logistics and taxation can be simplified by the right people, but don't forget to monitor the "dynamic" tax system in Brazil.

Report by Stephan Gruener, BVL Chapter São Paulo Chairperson

BVL Chapter Singapore Presents BVL Study on Trends and Strategies at the Smart Logistics Symposium

⇒ **Singapore** Readily available information is the key enabler for companies to make faster decisions, be more effective in their execution and increase their financial performance. The digitalisation of business generates huge amounts of data to be used, yet, it is often inaccessible.

The 'Smart Logistics Symposium' as part of a trade mission organised by the Singapore-German Chamber of Commerce and SBS, Andreas Radke, Chairperson of the BVL Chapter Singapore, and Jozo Acksteiner, a leader and innovator in the area of geographic analytics, visualisations and SCM, presented the BVL study on Trends and Strategies in Logistics and Supply Chain Management and a case study by Geolyx.com on rich-data geographic analytics in logistics optimization.

With the visiting German companies and their 70-strong audience in attendance, Andreas Radke introduced the study's four central themes to envision and access the

potential of data and the underlying digitisation:

- Innovative technologies that drive the digital transformation, thus generating data and changing business models
- Customer-induced changes in the supply chain
- Changing competence requirements and roles to access and use data
- Emerging and changing business models to leverage data and digitalisation for sharper customer focus, increased flexibility, enhanced quality, and cost leadership.

The presentation was rounded up with a live case study of geographical analytics leveraging a blend of seamlessly integrated qualitative and quantitative data by Jozo Acksteiner.

The half-day conference aimed to further bolster Singaporean-German trade relationships especially focusing on the logistics sector, and the BVL and Geolyx.com were



Andreas Radke addressing guests at the Smart Logistics Symposium

glad to contribute to the success by sparking avid discussions around digitalisation and the capabilities of analytics.

Report by Andreas M. Radke, BVL Chapter Singapore Chairperson

Young Professionals Network under the Motto "Young European Collab" Visits Denmark

⇒ **Luxembourg** Luxembourgish Cluster for Logistics and its Young Professionals Logistics Luxembourg, (YPL²) in collaboration with Bundesvereinigung Logistik (BVL), and the Dutch network Jong Logistiek Nederland (JLN), were brought together over four days in mutual purpose of an educational field trip; not only to deepen the cooperation that had just got underway, but to also improve it further. The associations share core values and aim to attract career starters and logistics fanatics whilst at the same time offering knowledge and possibilities to network and build a successful career within the logistics sector. It is in mutual interest to jointly develop the collaborations to extend the networks with fellow practitioners from all over the countries.

BVL Young Professionals Network's Johannes Hesse, who also represents YPL², together with Mathias Weinmann, co-speaker from YPL² Luxembourg explained: "This is just the first step on a long way to strengthen the cross-border collaborations between Young Professionals.



Nyhavn, Copenhagen's old port

We want to cooperate with friends of logistics on an international scale to raise even more the awareness of the importance and complexity of Logistics & Supply Chain Management in the cultural diverse environment, in which we, the so called “digital natives”, grew up. Borders in such a manner should no longer exist and for everybody involved, there is always going to be a win-win situation ahead. Networks should strongly profit from each other while open events for each other’s members.”

The destination of the excursion was the Kingdom of Denmark, which in 2016 was not only being honoured as the happiest country in the world but also being known for living “hygge”, the Danish expression for having very comfortable feeling in life. The organisers got therefore curious and wanted to get to know the country and its companies which in turn reflect a high degree of sustainability and relate to the common good of the Danish.

The first visit scheduled started on Thursday at the “State of Green” in Copenhagen, a unique organisation that stands for the Danish self-awareness of environmental-specific issues. The company serves as a parent organisation for all companies and institutions involved, and supports them in their commitment to sustainability. After getting in intensive touch of the Danish weather and eating the Smørrebrød in different variations in Nyhavn, one of the symbolic images of the capital of Denmark, the group visited Leapcraft. The start-up’s flagship product is a sensor that is installed on lamppost masts, for example, which measures air pollution and noise emissions in cities. On Friday, the participants attended Ramboll, a global consulting and engineering company which plays a key role in the construction of the Oeresund Bridge, which connects Copenhagen with Malmö, Sweden. Within two presentations the participants learned how the concept of the “Smart and Livable Cities” was implemented and how energy aspects are crucial as well. It turned out that not only the Dutch prefer to ride the bike but the Danes do, too. This is primarily because it is the fastest means of transport – which sounds logical, but also because it saves money and it keeps you fit. Towards this pronounced environmental awareness,



Denmark Field Trip participants in front of the Little Mermaid Statue in Copenhagen

it took a decade of education to start in the middle of the 70s! The Danish infrastructure is focused on pedestrians and cyclists rather than on vehicles: ((sarcasm on) luckily, before starting the field trip, the group’s decision was to mainly use a van as a mean of transport....) which other capital can claim this already?

It was great for the group to get through company visits as well as have daily contact with people that have a certain insight into the perspective of a country and the mindset of its people. However, there is hardly a better insight into about the behavior of people than that of an ambassador. Thus, on the side-line of a lunch, the group together with the Dutch Ambassador and representatives of the Luxembourg Embassy shared the won impressions. Subsequently, the group visited the so-called UN-City as well as the container giant MAERSK, where the visit focused as well on the topic of sustainability. As Malmö is only a few kilometers from Copenhagen, the group decided to go on a short trip over the impressive Oeresund and enjoy a dinner in Sweden. The penultimate day was dominated by a visit of the European cultural capital 2017 Aarhus. After a trip along the coast the road kilometers could be skipped by a fast ferry ride. Arriving in Aarhus meant that a representative of ID-advice was met with focus on the implementation of RFID technology in bicycles. A very exciting project which takes the potential of such technology within urban logistics. The next day gave time to the participants to decide on their own how to spend the morn-

ing before the group went back to Copenhagen, where the journey found its end.

In summary, our overall expectations to not only to get familiar with the successful implementation of innovative but also with sustainable Danish industrial solutions were met. It was interesting to learn in a more concrete way on how the Danes plan and act towards the innovative and sustainable sector and how it plays a key role for us the so called “digital natives”. Further, to see the blithe and happy life of the Danish was particularly impressive and that although the sun was not shining and although the participants knew each other only sporadically, the group grew together strongly over the total period. Of course, there are always things to do better but for the fact that it was the first ever held field trip of this kind in which several organizations had been involved and in the beginning many things were open, a very positive conclusion can be drawn. Because of that, loud discussions about the next destination for 2018 got underway – watch this space.

Report by Johannes Hesse, BVL Young Professionals Network Chapter Luxembourg

Advanced Supply Chain 2017

➔ **Warsaw** BVL Chapter Katowice in cooperation with Polish publisher, EURO LOGISTICS, co-organised the Advance Supply Chain 2017 conference which took place on September 21 at the Novotel Warsaw Airport hotel. BVL Chapter Katowice Vice Chairperson, Prof. Wojciech Paprocki, welcomed approximately 150 guests to the day long conference which included a parallel exhibition with regional and international companies such as SSI Schaefer, BMW, and the Vive Transport Group. BVL Chairman of the Executive Board, Prof. Thomas Wimmer, was the first speaker to take to the floor as he presented the results of BVL's 2016/2017 member Survey, "Trends and Strategies in Logistics and Supply Chain Management". Prof. Wimmer identified some of the main trends being sustainability, digitisation, customer individualisation, and cost pressure. Where as the main challenges identified in the survey were high costs, incompatibility, flexibility, unclear user cases, and technology which is not yet advanced enough. In his key note, Trucking Ante Portas, Prof. Wojciech Paprocki explained the current world of trucking as experiencing the "old space", the analogue world, and the "new space", the connecting and virtual world,



Rolf-Dieter Lafrenz after his keynote with Prof. Wojciech Paprocki

and went on to state smaller businesses will benefit from connectivity of advanced technology, but still admitted that the industry is set to conquer the unknown. Some of the other speakers' key notes were loosely concentrated on the current trend digitisation: Rolf-Dieter Lafrenz, Cargonexx CEO, showed how his company develops and implements the use of Artificial Intelligence which increases capacities by matching and predicting orders, delivering users with a simple and user-friendly service. And Alessandro Poma spoke of how his company, Data Interchange, with the use of

EDI (Electronic Data Interchange) reduces input errors, allowing customers to automate business processes across the supply chains and helping them to have a smoother consumer experience through the communication and planning of orders. Bartosz Jankowski showed guests how SSI Schäfer creates automation processes and solutions, and Jacek Tarkowski, Transparen Group, looked into the potential success of Big Data through its "big changes".

Report by Curtis Domberg, BVL Member Services, International Relations

New BVL Chairpersons and Representatives

As of July, 2017, Dr. Gregory Suh, Chairman, LogisALL, is the new Chairperson of the newly founded Korea – Seoul Chapter. Dr. Suh, who also participated and assisted with both Korean-German Logistics conferences in 2016 and 2017, joins Vice Chairperson Won-Gyung Kook, CEO, MediaKN in the Chapter Korea – Seoul team. Dr. Suh who is taking part in the International Business Breakfast panel discussion, "Asia-Pacific", will accompany, together with Won-Gyung Kook, a Korean delegation to the 34th International Supply Chain Conference.

July also saw BVL International welcome two new Representatives to its international network: Sven-Boris Brunner, Managing Partner, Exportwirtschaft ICS GmbH and Dr. Eckart Dutz, General Director, Pacific Partners, take on the honorary roles of BVL Representatives for Iran and Vietnam respectively. Sven-Boris Brunner recently moderated the BVL



(left to right) Gregory Suh, Sven-Boris Brunner, Eckart Dutz, and Johannes Hesse

Iran Forum in May during the 2017 Messe München transport logistic where as Dr. Dutz has been a strong supporter of the International Supply Chain Day in Vietnam over recent years. Both Representatives will also be taking part in the International Business Breakfast panel discussions at this year's conference in Berlin.

Another special addition, and the first of its kind outside of Germany, is Johannes Hesse, Global Project Coordinator, IEE S.A., who

became a new Speaker of BVL's Network Young Professional for the BVL Chapter Luxembourg. Johannes Hesse is also an honorary speaker of the Cluster for Logistics Young Professionals Logistics Luxembourg (YPL²) and helped co-organising two Supply Chain Day 2017 events, as well as co-organising and taking part in the first YPL²/BVL Field Trip to Denmark in September. Johannes Hesse, together with Malik Zeniti and Thomas Mayer, completes set-up for the BVL Chapter Luxembourg.

Letter from...

... the BVL Chapter Korea – Seoul: Gregory Suh, Chairperson



Photo by MediaKN

➔ **Key Issues of Korean Logistics in the First Half of 2017** The main issue of Korea's logistics in the first half of 2017 is the 'Green logistics' and 'The Fourth Industrial Revolution'. Since the announcement of IMO (International Maritime Organization)'s regulations last year, in the shipping sector, there are various studies on LNG transport ships and LNG bunkering facilities of ports, and the field of land transport is also holding conferences concerning

the development of technology for electric motor trucks for the logistics industry, which means that active research and investment in environment-friendly transportation mode is underway. In addition, the government is more actively implementing policies to induce SMEs to participate in the reduction of amount of greenhouse gas emission and fine dust, as well as to attract large enterprises. The fourth industrial revolution, encompassing artificial

intelligence (AI), IoT and big data, is also the trendiest topics in the Korean logistics market. In the fourth industrial revolution, not only the government, but also Industry, academia, and research institutes are all actively preparing for a new era. In the last April, KOREA MAT (Subject: Prepare for logistics 4.0) was held and introduced the latest cutting-edge logistics equipment, logistics automation system, and advanced equipment in transportation services. Also, The Korea Transport Institute (KOTI) has participated in ISO/TC20 held in Paris, France as Korea Delegate and has been responding quickly to global standards by conducting technical cooperation and interacting with advanced countries through the visit of VTI (Swedish National Road and Transport Research Institute) Lab facility in Sweden. Lastly, in last May, 2017 Land, Infrastructure and Transport Technology Fair were held successfully and it contributed greatly to the formation of an industrial ecosystem in the field of national transportation technology.

Cities of Tomorrow

➔ **Urban Logistics Convention** The city of the future faces many challenges – from solving car park problems by means of emission limits to sustainable mobility concepts for logistics transport. Cities faces are likely to drastically change in the years to come. Along with this development, innovative logistics solutions play a key part. On November 21 and 22, 2017, experts from industry, trade, logistics service providers, and research will come together to discuss solutions for goods supply in urban spaces. The location, the restored Westergasfabriek in Amsterdam, was specifically chosen, due to the many

innovative mobility and logistics concepts which have taken place in the Dutch Capital City. The UrbanLogCon will be organised by Roland Berger and BVL International with support from the Dutch and French Logistics associations VLM and ASLOG. Speakers include Thomas Kipp (Vice President Strategy & Business Development, Deutsche Post DHL Group), Wolfgang Lehmacher (Head of Supply Chain and Transport Industry of the World Economic Forum), Donald Pilz (CEO Hermes) as well as Mark Frequin (Mobility Director of the Dutch Transport Ministry).

[more ...](#)

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