

## “Prepared for New Ways of Working”



A farewell with fireworks: this year's event was Prof. Raimund Klinkner's eleventh and last conference in his capacity of BVL President.

### ➔ 34th International Supply Chain

**Conference** The conference closed its doors on Friday, October 27, after three intensive and interesting days. 3,434 participants from around 40 countries attended the conference in Berlin, and 170 exhibitors showcased their solutions and services. The theme for the conference was “Think different – Act digital”. Former Federal President Joachim Gauck was the guest of honour on the first evening of the event and called on conference attendees and those who work in the logistics sector not to let themselves be overawed by technology. “We won't be without work, but we must be prepared for new ways of working”, said Gauck, who continued: “We need the courage to build our own competencies – even in the face of our inner resistance.” In an open letter

handed over to the members of the German Bundestag parliament on the first day of the conference, BVL called for a stable political framework and outlined demands in five policy fields. The association's German Award for SCM 2017 was won by Robert Bosch GmbH, while the Science Award for SCM 2017 went to Dr.-Ing. Sebastian Rank and the Chair of Technical Logistics at the TU Dresden University headed by Prof. Thorsten Schmidt. The winner of the first BVL Hackathon is the team from AEB. The 35th International Supply Chain Conference will be held in Berlin from October 17 to 19, 2018, and BVL International will also be celebrating its 40th anniversary during the conference.

more ...

## EDITORIAL

Dear BVL International Members,

it is with great pleasure that the BVL Office presents to you the last edition of the LOG.Letter in 2017. It is also the last LOG.Letter that we report on with Prof. Dr.-Ing. Raimund Klinkner as President of the BVL, who after eleven years as serving his honorary position, passes on the torch to Prof. Dr. Robert Blackburn following his election at the annual BVL Board strategy meeting. In true BVL fashion, we have a special report in recognition of Raimund Klinkner and his dedicated services as he bows out of the BVL's leading role. This latest edition also brings you a report on the 34th International Supply Chain Conference, as well as all the news from the BVL International Chapters and Representatives, and a comprehensive roundup of BVL's activities in 2017.



2018 marks the 40th anniversary of BVL as well as the 35th anniversary of the International Supply Chain Conference, which takes place in Berlin next October. We look forward to welcoming you to the BVL events to come in 2018 which will no doubt be a special year for the organisation. Season's greetings and a very Happy New Year

from the BVL Office

Katja Wiedemann

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## BVL International – Selected Events in 2018

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

Forum Chemical Logistics  
June 20 – 21, 2018 | Antwerp, Belgium

## Disruptors Eliminate Annoying Problems

➔ **New business models** Christoph Keese, “digitalization guru” from the Axel Springer media corporation, held one of the most thought-provoking presentations at the conference. He began by describing one of his biggest mistakes – his assessment shortly after the founding of Google that the US company was not any kind of competitor for Axel Springer. He said it then soon became clear to him that, in the vast majority of cases, disruption came from companies who had never worked in the sector. Publisher Axel Springer began implementing a digitalization strategy right after the World Wide Web was invented in 2004. Back then, this segment accounted for only one percent of turnover. Fast forward to 2016 after a changeover to a disruptive approach, and digital media accounted for 72 percent of turnover. “It’s



The presentation by Christoph Keese provided stimuli for wide-ranging discussion.

rational to ward off disruption for as long as possible because it doesn’t make economic sense. But you can’t stop it”, concluded Keese, and outlined a golden rule for success: identify the most annoying problem, eliminate it and build an empire based on this strategy. Digital platforms play a key role in this respect. “Platforms like Uber rule the world today”, says

Keese – because the digital markets are global, the marginal costs are close to zero, and there is a trend towards fast-growing monopolies. “The digital economy comes from exponential markets. As soon as they have overtaken the linear markets, there’s no way to catch up with them.” more ...

## BVL Meeting Points in Berlin



Many “Ladies in Logistics” accepted the invitation to a get-together during the conference.

➔ **Network** The members of BVL International play their part in shaping the character of the conference, and they traditionally have their own meeting points. The International Business Breakfasts in the BVL Lounge were co-organised by the international Chapters and open to all conference attendees, while the female members of BVL International helped to set up the Ladies in Logistics Lounge, a venue which proved highly popular. There were also meeting places for the “Friends of BVL”, who attended a presentation by Dr. Christian Jacobi, for the Student Chairs, and the Young Professionals. And two ceremonies were held to recognise the work of two members. Dr. Ottmar Gast, a longstanding member of the BVL Board, was named an honorary member for life, and Chapter Chair Frank Czaja was presented with the BVL Badge of Honour.

## International Business Breakfasts

➔ **Berlin** As at last year’s International Supply Chain Conference in Berlin, BVL once again staged two International Business Breakfast podium discussions during the 34th International Supply Conference which were moderated by Christian Herzog (BVL Representative India and UAE) and Curtis Domberg (BVL Member Service International Relations).

The “Eurasia” panel discussion, on 26th October, focussed on the economical relation between Europe, the Middle East, and Central Asia, whilst the “Asia-Pacific” session, on 27th October, offered glimpses into Asia’s tech giants’ influence in the Far East, the “One Road,

One Belt” project, as well as current globalisation issues that are impacting the region.

BVL Chapter Chairperson Arda Polat (Istanbul) was joined by BVL International Representatives Sven-Boris Brunner (Iran) and Tobias Schauf (Mongolia) and looked into the following issues in the “Eurasia” Business Breakfast:

- How Iran and its economy is coping as a “silent giant” in the midst of sanctions and imposing its position as one of the driving force of the Middle East.
- If tensions with the West and the Arab World overshadow as to how important

BVL Chapter Chairperson Arda Polat during the “Eurasia” Business Breakfast



Turkey is as a strategic location and how repaired relations with Russia can lead to more stability in the Balkan and Middle East regions.

- How Mongolia has made huge progress since the revolution in 1990 and has gained the reputation as the “second fastest growing economy in the world” and what its newly elected government can do outside of the “economic corridor” to ensure the country can live up to its potential.
- If the current global order (sanctions against Russia and Iran, TTIP talks, the Brexit, and the Qatar crisis) is destabilising Eurasia region and what its countries can do to remain global players.

The “Asia-Pacific” Business Breakfast saw BVL Chapter Chairpersons Gregory Suh (Korea-Seoul) and Jean Wang (Beijing) together with BVL International Representative Eckart Dutz (Vietnam) discuss in depth the following aspects:

- How Vietnam, with its economy increasing ever so sharply, is now ready to step out of the shadows of its fellow Asian-Pacific giants.
- If South Korea is still a main contender when it comes to digital transformation in the Asia-Pacific and if the increased use of advanced digital technology is an answer to a looming economical crisis.
- How Chinese tech giants Alibaba, Baidu, Tencent are leading the way in China’s own Silicon Valley and turning the “American Dream” into the Chinese Dream.
- If it is a wise decision from China and Korea to boycott the use of Bitcoin and ICOs, considering rates soaring in rival countries in the region such as India and Japan.

Overall, the International Business Breakfasts proved once again successful with both sessions helping the networking process amongst the over 30 local and international participants which included BVL Officials, attending foreign Delegations, BVL Members, and conference exhibitors. BVL would like to thank all guests who attended the podium discussions and a special thanks to the BVL Chairpersons and Representatives who took the time to share their expert knowledge of the regions concerned. A big thank you once again for Christian Herzog for taking time to co-organise and moderate the discussions.



BVL International: Guests from around the world came together for breakfast in the lounge.



Gregory Suh addresses participants during the “Asia-Pacific” Business Breakfast.



Participants at the “Eurasia” Business Breakfast



Sven-Boris Brunner sharing his views with a guest.

## Five Demands Addressed to Policymakers in Berlin

➔ **Open letter** In its capacity of organiser of the 34th International Supply Chain Conference and an expert network for logistics managers in industry, trade, logistics services and academia, BVL International recently addressed an open letter to the members of the German Bundestag parliament. The letter was delivered with a personalised salutation to all members of the parliament on day one of the conference. Prof. Raimund Klinkner, BVL President, outlined the contents of the letter during his opening address to the conference and during the press conference. The letter names transport infrastructure, digital infrastructure, urban logistics, education and the acceleration of planning procedures as the five political action fields that are most relevant to logistics. In the letter, BVL International not only directed specific demands to policymakers but also offered its cooperation in the joint development of the necessary concepts. “We are convinced that the challenges we face can only be mastered by the joint efforts of industry and policymakers working together across all party divides – so that we actually implement, rather than merely paying lip service to, digital strategies and so that Germany remains successful and competitive”, said Klinkner.



Prof. Thomas Wimmer and Prof. Raimund Klinkner at the press conference



New strategies: Prof. Helmut Baumgarten invited experts to talk about the “Marshall Plan with Africa”.



The project manager for the conference, Dr. Christian Groteemeier (right), moderated the session on the status and perspectives of globalisation.



Hands-on: the team from Robert Bosch GmbH was presented with the German Award for SCM 2017.

## BVL Website Relunched

➔ **Website** At the beginning of November, the new BVL International website went live at [www.bvl.de/en](http://www.bvl.de/en) with a new layout, an improved structure and optimised readability for all user devices. The structure of the website has been totally overhauled, and all the bodies and institutions of BVL now have a new “home” in the new “Association” section. The full programme of events is now in one and the same place, alongside service elements such as publications, research promotion or the dossiers on topical issues.

The new press section features not only reports and photos but also videos and downloads as well as a newsroom containing BVL’s news posts on social media like the blog, Facebook or Twitter. All the content is now visible throughout the entire website, including content that is only available to members. In order to access member-only content or open the corresponding files, members must log in with their BVL membership number and password. The myBVL section now contains tools for the work of the BVL Chapter Chairs. [more ...](#)



## Finding a Common Language and Common Rules



The Urban Logistics Convention was a successful cooperation with Roland Berger.

➔ **Urban Logistics Convention** Digitalization will play a key role in addressing the many challenges facing the urban conurbations. Real-time information and communication help to prevent bottlenecks. Delivery and disposal runs, local public transport, taxis, private transport or the deployment of fire trucks and ambulances can be harmonised – if all the parties involved are able to agree on standards. This also became clear at the Urban Logistics Convention in Amsterdam on November 21/22. The ULC is a joint event of consulting firm Roland Berger and the logistics organisations BVL, ASLOG (France) and VLM (Netherlands) and was attended by around 120 participants. This event continued on European level the discussions initiated by BVL International in its Urban Logistics focus group, during sessions at the International Supply Chain Conference and in articles in BVL Magazin.

If nothing is agreed, however, then the burden on urban spaces will continue to increase. The ambitious solution model is based on a six-fold improvement in the energy efficiency of logistics services combined with traffic avoidance. “Are our cities intelligent enough? Why don’t we use the infrastructure that is already in place?” – these were the questions raised

by Thomas Kipp from Deutsche Post DHL in his presentation. He said that there was a lack of synchronisation of goals and needs of stakeholders, as well as uncertainty over who owns the data that urgently needs to be shared in order to achieve better outcomes. “The ability to cooperate with each other is the key to implementing the major changes needed in the area of urban logistics. It’s not about technology or infrastructure. It’s about developing a common language and common rules while ensuring continued fair competition”, said Mehdi El Alami, Partner at Roland Berger and head of the firm’s Paris office.

Erik Bouwmeester from the Dutch Infrastructure Ministry pointed out that the national governments need to take on greater responsibility for the cities – not in their function as regulators but in the context of partnership-based cooperation. In the Netherlands, competence for environmental issues was recently moved from the Infrastructure Ministry to the Economic Affairs Ministry. According to Bouwmeester, this makes sense, because only if we see economic change will we be able to improve the ecological situation.

[more ...](#)

## Reports from the International Chapters and Representatives

### BVL Singapore Visits second Busiest Port in the World

⇒ **Singapore** The port of Singapore, Jurong Port, is the second busiest port in the world and one of the world's leading bulk cargo operators with 17 million tonnes of cargo and 35,000 vessels passing through each year. It contains the world's first green berths and the largest port-based solar panel facility. The BVL Chapter Singapore was invited for an exclusive site visit on 5th October and 30 of our members and guests were warmly hosted by the port's Chief Commercial Officer Desmond Lim and his commercial and marketing team. We were given an insight into the port's crane and side loader operations as well as a tour of the command centre for their highly complex bulk cement operations which requires high skill levels despite the implemented automation. One of most mem-



Desmon Lim (right) showing guests through the Jurong facilities (Photo Kian Peng Sim)

orable points in the visit came from the tour of the Jurong Port Academy (JPA) where we were patiently guided by the JPA trainers on their simulator operating the cargo loading and unloading operations which saw some thrilling and hilarious results from the team. The visit ended with a tea reception hosted

by the port where our members and guests were given a chance to mingle and network. Needless to say, this visit was definitely a highlight in our 2017 events calendar.

Report by: Andreas Radke and Kian Peng Sim

### AGCO Corporation Presents its Smart Logistics and Smart Factory Path to Supply Chain Excellence

⇒ **US Southeast** On October 5th, 2017, BVL Chapter US Southeast and the German American Chamber of Commerce of the Southern U.S., Inc. "GACC -South" organized a Logistics Roundtable hosted at AGCO's world headquarters near Atlanta, GA. With about 30 industry specialists present, AGCO presented their award winning supply chain concepts.

Kicking off the meeting, Susanne Lauda of AGCO provided a short reflection on the history of various technologies before explaining in detail how they evolved into building blocks for today's Smart Factory. She showed examples of AGCO's award winning application of augmented reality for Work Instructions and Quality Inspection, she explained the various applications for 3D Printing and Additive Manufacturing, and also described the advantages of cobots (collaborative robots) versus conventional robots. Susanne Lauda also shared AGCO's vision for a global PLM tool (Product Lifecycle Management), and gave a brief introduction to AGV's (Auto Guided Vehicles) and their use on the shop floor. Susanne Lauda stressed out that AGCO is one of the industry leaders in Lean Manu-

facturing, and that all decisions around the use of the aforementioned technologies are always considering the compliance with the lean principles. The AGCO and 4flow (AGCO's global 4PL partner) team members then provided an introduction to the award winning AGCO Smart Logistics initiative. The AGCO Smart Logistics initiative consists of innovative and collaborative processes building on an integrated Supply Chain Management IT solution and by joining forces with 4flow as our neutral 4PL partner. The approach is based upon the principle of combining an intelligent transportation management system, a standardized supplier development process, and risk management into a central cloud-based IT solution. The innovative approach utilizes smart algorithms that dynamically optimize the network requirements holistically, including capacities, supplier shipping requirements, lead-times, as well as monitoring a wide range of geopolitical, weather, and economic factors on a real-time basis in order to optimize the material flow.

AGCO's Smart Logistics initiative won the 'European Gold Medal in Logistics and Supply

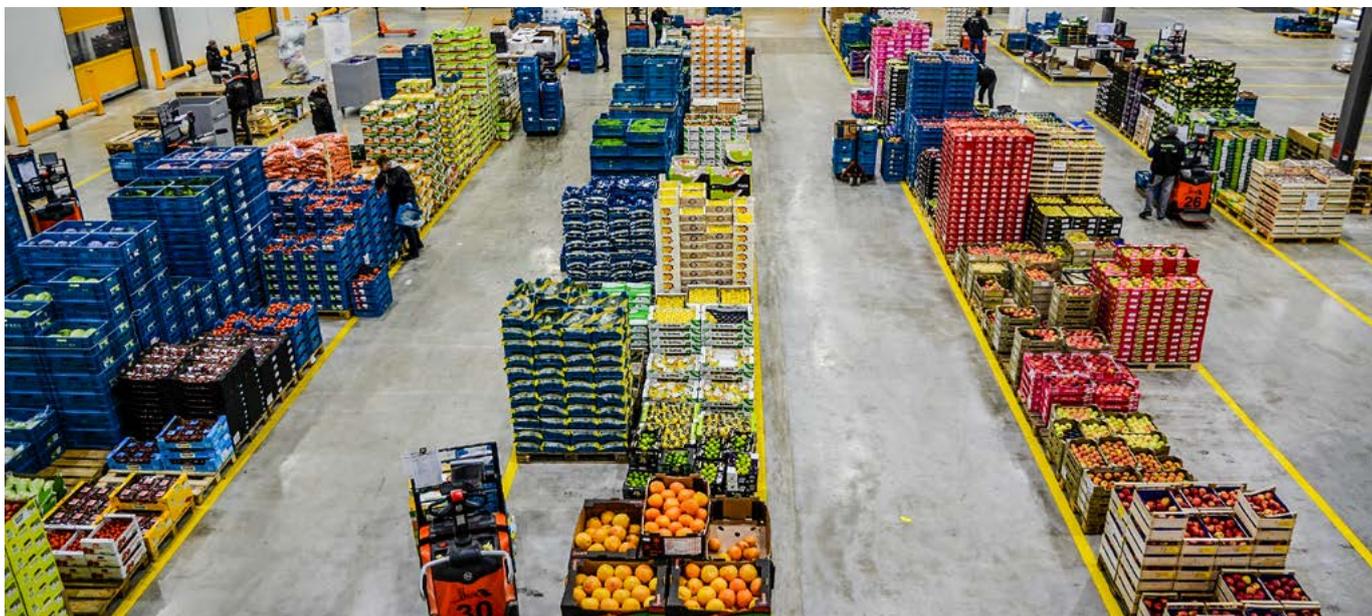


Participants at the AGCO office (Photo AGCO)

Chain' from The European Logistics Association (ELA) in Brussels in June of 2017. AGCO was recognized for its efforts in digitalization and end-to-end integration of partners within AGCO's international inbound supply chain. Late last year, AGCO also won the renowned German Award for Supply Chain Management by the BVL in October 2016 for its Smart Logistics initiative. The AGCO global initiative was rolled out in China in 2017, North America started in Q3 2017, and will kick off in South America in Q1 2018.

Report by: Steven Markham

## „Hidden Champions“ in Luxembourg



Grosbusch warehouse (Photo, Cluster for Logistics Luxembourg)

⇒ **Luxembourg** When they arrived at fruit and vegetable wholesaler Grosbusch in Ellange near the German border on October 10, 2017, the members of a BVL International delegation from Germany and Luxembourg were presented with the best product in the world. In its ideal location in the Grand Duchy of Luxembourg, a key hub in Europe, Grosbusch imports fruit and vegetables from around the globe and then delivers the produce to retailers throughout the region. Managing Director René Grosbusch led the tour of twenty guests from Germany and Luxembourg, first providing an overview of the company's activities before showing the visitors the inner workings of the warehouse of the family-run company.

“We work with the world's best produce here”, says René Grosbusch. “It smells good, it tastes good, it's different every day, anyone can buy it and it's even good for your figure.” But fruit and vegetables have to be handled in a special way if they are to retain these properties, and this is something that is assured in the warehouse in Ellange.

The family is now managing the business in the fourth generation and relies on innovative processes in logistics, storage and processing. René Grosbusch's children Goy and Lynn are meanwhile also part of the management team alongside their father and André, their uncle.

### ⇒ **Modern Warehouse for Perfect Produce**

The warehouse in Ellange was recently modernised and expanded in order to extend the range of services and products. Grosbusch invested 20 million euros in the new structures and practically quadrupled the storage space, with a further 12,500 m<sup>2</sup> being added to the existing 4,500 m<sup>2</sup>. The warehouse now boasts 57 loading bays, 13 new storage cells – whose temperature can be adjusted to suit the stored products – a truck washing facility, and kitchens for processing of the produce.

The company strategy is geared towards the constant improvement of processes, and Grosbusch has been awarded multiple certifications for this endeavour. It goes without saying that organic produce is part of the portfolio. Of the total 1,400 products, 400 are meanwhile grown organically, and demand for organic produce increased by 30 percent last year, explains René Grosbusch. The company buys its produce from a network of 410 suppliers in 36 countries.

The company celebrated its 100th anniversary in 2017 and continues to develop and optimise its operations. Grosbusch is well-known as an importer and trader of fruit and vegetables in the Grand Duchy of Luxembourg and the neighbouring regions. At the same time, however, the company is also stepping up its international activities. Grosbusch is already

exporting goods to Africa by air freight and is now also turning its attention to countries such as China or the Emirates.

In view of the challenges ahead, Grosbusch has made digitisation a key theme. There is, for example, a special app that enables professional customers to place orders quickly and easily. A company tablet shows images and prices of the products, and with just a couple of clicks customers can not only select their fruit and vegetables but can also specify when they would like to receive delivery. The customers in Luxembourg and the wider region are served by 250 employees at Grosbusch.

### ⇒ **A Healthy Workplace with Fruit@Office**

The company specialises in deliveries to supermarkets, hotels and restaurants. Alongside wholesale fruit and vegetable supplies, the professional customers are also interested in the “Freshcut” service, which supplies packaged fruit to their specifications or prepares the fruit ready-to-eat for supermarkets or kitchen-ready for restaurants and hotels. Grosbusch has discovered a special niche with its “Fruit@Office” boxes for companies that want to offer their employees healthy snacks. The boxes are available in four versions and are a welcome change in Luxembourg's offices. Demand is also growing in this segment, and some 60,000 boxes are dispatched every year.

→

The variety of the portfolio is one of the company's trademarks – not just with regard to the products but also in terms of the services it provides. Alongside the various services for professional customers, the company also stages seminars in the Grosbusch Academy, an institution dedicated to the training and development of fruit and vegetable lovers. The aim is to ensure that fresh produce is properly handled all the way through to the end customer. Grosbusch is also focused on the customer of the future. Children are not always particularly keen on greens, so the "Grosbusch Kids" project is designed to share a passion for fruit and vegetables with the younger generation. In

cooking workshops, children learn how to turn fresh products into a healthy meal in a playful way, says René Grosbusch.

The visitors, including two children, were really happy with the tour, which provided a wide range of insights into fruit and vegetable trading; they were also able to experience close-up just how professionally goods are processed and stored in the fresh produce segment. At the end of the two-hour tour, the guests had the chance to taste the fresh juices and fruit processed at Grosbusch, and René Grosbusch fielded the many questions of his visitors during this successful end to the day.

The visit to the Luxembourg import/export company was already the 14th event staged by BVL's Luxembourg Chapter, which was founded in 2013. The Chapter is led by Chairs Malik Zeniti (Cluster for Logistics Luxembourg) and Thomas Mayer – and will also be organising visits to logistics and industrial companies in 2018, to which German members are also cordially invited. Alongside Grosbusch, the companies toured by the BVL Luxembourg Chapter in 2017 included Köhl, Kronospan and Clear Logistics.

Report by: Cluster for Logistics, Luxembourg

## Young Professionals Visit Intermodal Terminal in Bettembourg

➔ **Luxembourg** At the beginning of October last year, the BVL Network Young Professionals speaker in Luxembourg, Johannes Hesse, invited members on a further company tour. Together with the CFL Group (SOCIETE NATIONALE DES CHEMINS DE FER LUXEMBOURGEOIS), Luxembourg's counterpart to the German Deutsche Bahn rail company, and its subsidiary CFL multimodal, the network organised a visit to the new intermodal hub which opened in July of last year. The hub is one of the biggest infrastructure projects in the Grand Duchy in recent years. Following a construction phase lasting two and a half years, the intermodal terminal is now ready to handle the ever-increasing challenges of modal transport and promote the growth of combined transport operations in Europe. In view of its ideal geographic location and its access to a highly efficient rail network, the new international hub permits the consolidation of multimodal transport flows both within and beyond Europe.

The tour of the terminal itself was in a coach, so that the visitors could gain as realistic an impression as possible of all the stages a truck passes through from its arrival in the terminal to the loading of a towing vehicle. The visitors were particularly impressed by the state-of-the-art technology, such as the optical or physical tracking of the vehicles as well as the technical sophistication of the various processing steps. One major advantage of such a high-tech terminal is without doubt



Intermodal Terminal in Bettembourg (Copyright CFL multimodal)

the short throughput time, as many processes are automated and it was therefore possible to increase the speed of these processes. A further highlight of the transshipment terminal is the loading technology on the wagons which permits lateral-vertical loading via rotation of a wagon underframe – saving a huge amount of time compared to other methods. Unfortunately, this technology is not yet very common in Europe, and this limits the number of terminals that can be served.

Following the terminal tour, participants were provided with in-depth insights into the strategy of the group of companies, and topics like corporate culture, future activities and corporate development were also discussed in detail.

➔ **CFL multimodal at a glance:** CFL multimodal, Luxembourg's leading intermodal transport provider, offers a wide-ranging portfolio of high-quality and personalised services spanning the fields of combined and conventional rail freight transport, wagon maintenance and repair, customs clearance, freight forwarding and logistics services. Situated at the heart of Europe and employing 1,200 people, CFL multimodal is a central logistics location operating regular long-distance connections to the ports on the North and Baltic Seas as well as in Southern Europe.

Report by: CFL multimodal

## Guests in Bremen

➔ **Chapter Hefei** On 15th November, 2017, the BVL Office received a visit from a University of Hefei delegation. Prof. Wimmer and Curtis Domberg of the BVL Office welcomed Prof. Yang Xzechun (Dept. of Management Dean), Dr. Yin Hui (Project Manager, LOGinCHINA), and Li Xiaoxue (Project Coordinator, LOGinCHINA) to the BVL Office in Bremen, Germany.

The University of Hefei delegation stopped by in Bremen, after having visited the Osnabrück University of Applied Sciences, with whom they share the LOGinCHINA (International Logistics Management China) degree programme which sees students of the University of Hefei spending their fourth study semester at the partner university in Osnabrück.



From left to right: Li Xiaoxue, Thomas Wimmer, Yang Xzechun, Curtis Domberg, and Yin Hui

The meeting helped for future planning of BVL activity for the Chapter Hefei, whose current Chairpersons (Prof. Jinmin Cai and Prof. Daofang Li) are professors at the University of Hefei. The University Hefei colleagues also welcomed the idea of supporting potential

candidate as new Chapter Hefei Vice Chairperson, Yuan Zhou (Continental Hefei), who has expressed his interest to follow in former Continental colleague Michael Egner's footsteps in supporting the local BVL regional group. [more ...](#)

## Robert Bosch Ltda. Automotive Sector Distribution Center in São Paulo

➔ **São Paulo** The BVL International Chapter São Paulo held a joint event with the AHK on 16th November. The event allowed a common exchange of experiences between members of the Logistics Working Group at the Chamber of Commerce and Industry Sao Paulo (AHK) and the BVL International Chapter São Paulo. The event was held at the main distribution center of the automotive division of Robert Bosch Ltda in Latin America. The event was kicked off by the President of AHK São Paulo, CFO of Robert Bosch Ltda Dr. Wolfram Anders, Chapter São Paulo Vice Chairperson Dr. Andreas Knierim who is responsible for Distribution Logistics of Robert Bosch Ltda Automotive Aftermarket in Latin America.

The Robert Bosch team of ADC Itupeva (Area Distribution Center in Itupeva State São Paulo) demonstrated in their new distribution center, that was recently inaugurated (January 2017) what can be achieved by rigorously applying Lean Principles and a continuous improvement program even in Brazil. The new DC acquired recently the global award for the best and most sustainable implementation Lean and Quality Tools of all 600 DC Robert Bosch is operating globally. This excellence of operation has been proved recently during the move



Participants at the CIP Area

of the ADC from the former location (50 km distance) to the new location. This relocation project could be finalized within only 9 days of physical transportation of 30,000 pallets, starting on 14th December. Without notification by their customers Bosch managed to start invoicing and shipping 2nd January 2017 from their new site in Itupeva.

Furthermore, the new DC is equipped with an advanced camera system and intelligent recognition technology (from the Robert Bosch division Security Technology ST) that has been

combined with the Warehouse Management System (WMS) in order to achieve 100% transparency on all processes in the warehouse in real time. Thus providing the opportunity to monitor, confirm and improve all processes existing in the warehouse. The intelligent system is creating automatically alarms if processes are not performed in the correct way or if people are working in areas without order from the WMS system.

Finally, the group had the chance to visit the operation by doing a "guemba" walk and to

see the operation working. The major point of interest was the Point CIP area, where the Bosch team monitors shift by shift all necessary KPI's, possible deviations to processes and is discussing suggestions for further improvements. All defined measures are then followed up frequently. The final discussion revealed that participants could acquire good ideas for the improvement of their own distribution centers.

Lessons Learned: Continuous improvement, process confirmation, and daily 5S activities are not a waste of time, but guarantee productivity increase and a 100% real time observation of the warehouse processes enables the Robert Bosch team to identify further areas of improvements (almost Industry 4.0).

Report by: Andreas Knierim

## New BVL Representative

As of December, Corine van der Sloot (Director sales & marketing Education, Inchange B.V.) is the BVL International Representative for the Netherlands. The new BVL Representative hopes to have BVL members in the Netherlands exchange their experiences and discuss SCM-related themes, by organizing network meetings, at member-company locations. Corine van der Sloot is also looking forward to the possibility of collaborating with other BVL officials, such as the Chapters US Southeast and Luxembourg, for future activity aimed at students and young professionals. Inchange B.V. has organized the Global Student Challenge event which takes place at the BVL's Campus hosting the German Foreign Trade & Logistics Academy (DAV), in February next year during which



New BVL Representative in the Netherlands, Corine van der Sloot

students will have the chance to match their SCM skills against the best world via the "Fresh Connection" simulator. Corine van der Sloot succeeds Patrick Bongers as BVL Representative for the Netherlands whose service ended earlier this year.

[more ...](#)

## Digital Hub Initiative

➔ **Luxembourg** 5th December, 2017, saw BVL Chapter Luxembourg stage its 17th event with a meeting at the Ministry of Sustainable Development and Infrastructure (MDDI) in Luxembourg's Europe Convention Center, next to Luxembourg's famous Philharmonie. Chapter Luxembourg members were introduced to the Fraunhofer IML's (Institution for Material Flow and Logistics) presentation on its Digital Hub Initiative which is supported by the German Federal Ministry for Economic Affairs and Energy (BMWi). Prof. Dr. Michael Henke, Director of the section Enterprise Logistics (Fraunhofer IML, Dortmund) and chair of Enterprise Logistics at TU Dortmund University, showed guests how the initiative supports the networking of 12 digital hubs in Germany which help for better cooperation and networking between national and international businesses, start-ups, and institutes in a shared mutual space. Through these shared co-working spaces, the hubs serve as meeting points in which innovative ideas can be developed through digital transformation.

BVL Chapter Chairperson, Malik Zeniti, got the event underway by showing guests a look back at 2017's Chapter Luxembourg activities along with plans for 2018 including a delegation visit to the Fraunhofer IML's facility in Dortmund and to the Port of Duisburg, as well



Malik Zeniti (left) and Curtis Domberg (right) congratulating Christian Wilhelm (centre)

as plans for Supply Chain Day on 19th April, 2018. Luxembourg's YPL<sup>2</sup> (Young Professionals Luxembourg) speaker Mathias Weinmann also gave a recap on behalf of BVL's Network Young Professional speaker, Johannes Hesse, on their joint collaborations in 2017 and plans for further events in 2018.

The 17th Chapter Event also marked a special occasion which saw Christian Wilhelm, CEO Clear Logistics S.à r.l., elected as Vice Chairperson of the BVL Chapter Luxembourg. Christian Wilhelm replaces former Vice Chairperson, Thomas Mayer, who relocated to Augsburg, Germany, as of November 2017 to begin his new role at Amazon. Curtis Domberg of the BVL Office's Member Service attended the event to assist with the Chapter team election

and paid tribute, along with Malik Zeniti, to Thomas Mayer's support to the BVL Chapter Luxembourg and its network for over four years as Vice Chairperson. Having previously hosted a BVL event this year at Clear Logistics S.à r.l., Christian Wilhelm looks forward to working closely with the Chapter and the BVL Office and to providing innovative activities in the region. Malik Zeniti was also re-elected as Chairperson of the Chapter Luxembourg by attending members and looks forward to the new team setup. The event was attended by 20 participants, who thanks to the hosts at the MDDI, were treated albeit to a foggy view of central Luxembourg's modern skyline.

Report by: Curtis Domberg

## A Look Back at 2017 in the BVL International Network

### JANUARY

#### New BVL International Chapter Singapore Chairpersons

The beginning of 2017 saw a change in the setup of the BVL Chapter Singapore: Andreas Radke, Head of Regional Intelligence & Support Asia at Bayer (South East Asia) Pte Ltd, and Kian Peng Sim, General Manager at Carlson Wagonlit Southeast Asia, took on Chairperson and Vice Chairperson roles respectively, replacing former Chapter Chairpersons Thomas Halliday and Kai Chan.

### FEBRUARY

#### Visit from Dubai

During a stay in Germany, Christian Herzog, Chief Operating Officer at KRS Logistics LLC and BVL Representative in India and the United Arab Emirates, took the opportunity to pay a visit to the BVL Office and BVL Campus. At head office, Herzog and Curtis Domberg, responsible for international activities, had a chance to exchange ideas in person. Topics included the expansion of the logistics network in India and closer ties between the international Chapter Chairs and BVL Representatives.

#### Forum Automotive Logistics

The Forum Automotive Logistics took place during February 14th to 15th at the Mercedes-Benz plant in Bremen and was attended by over 500 participants with 60 exhibitors who used the event to showcase their solutions and services. The theme for the joint event with the Association of the German Automotive Industry (VDA) was “Smart instead of Reactive – On the Road to Digital Dimensions”.

#### BVL Report of the Board 2016

The BVL 2016 Report of the Board was made available in English online in mid-February. Like the German version, the Report of the Board 2016 is in the format of a responsive website. At [www.bvl.de/en/report](http://www.bvl.de/en/report), international visitors can find articles on the strategy and services of BVL and on the highlights of the previous year. The page is backed up by an English-language PDF that can also be downloaded, meaning that users can decide whether to read the Report online or whether they prefer to read a print version.

#### Chapter Singapore Kick-Off Meeting

On 16th February, 15 members and followers joined the new BVL International Chapter Singapore Chairpersons, Andreas Radke and Kian Peng Sim, along with former Chapter Chairperson, Thomas Halliday, for some lively discussions and a friendly networking session after planning the year ahead.

#### Navigation and Satellite Tracking in the Maritime Sector

The BVL International Chapter Istanbul organised the seminar titled “Navigation and Satellite Tracking Systems in the Maritime Sector” which took place on 15th February at the Piri Reis University, in Istanbul. BVL International Representative of Turkey, Altay Onur, opened the seminar during which he presented the BVL organisation to the participants. BVL International Chapter Istanbul Chairperson, Arda Polat, talked in depth about the Chapter’s aims and targets for 2017.

#### BASF Plant Visit in Sroda Slaska

The BVL International Chapter Katowice Chairpersons organised a site visit to the BASF Plant in Sroda Slaska on 22nd February, which gathered together more than 20 participants. Plant Manager Jarek Lis offered a company presentation to the participants before Adam Orlikowski, Head of Supply Chain at BASF Sroda Slaska, gave the guided tour.

#### BVL International and the TAU (Turkish-German University) Cooperation

On 24th February, the TAU (Turkish-German University) in Istanbul hosted an expert seminar in cooperation with BVL International Chapter Istanbul Chairperson, Arda Polat, and BVL International Representative Turkey, Altay Onur, who gave their keynotes on purchasing in the finance sector and SCOR Model in Supply Chain Management, respectively.

### MARCH

#### BVL Study

The BVL study on “Trends and Strategies in Logistics and Supply Chain-Management”, was published in mid-March this year and provides a comprehensive analysis of the current situation and the future scenarios in the logistics sector. The key insight is that the digital transformation calls for a systematic and actively

organised process of change within companies. In the era of digitalization, cost pressure, individualisation and complexity are still the main external factors that pose a challenge to today’s companies. The most important endogenous trends are the digitalization of business processes and the greater transparency of the supply chains. The key driver for all players, however – and this development is relatively new – is the end customer.

#### Site Visit at Kronospan

The BVL Chapter Luxembourg, together with Cluster for Logistics, staged a joint visit at yet another Hidden Champion from the Grand Duchy of Luxembourg. On 14th March, the wood processing company, Kronospan S.A. in Sanem, best known for its laminate and wooden floors, opened its doors to 25 guests, offering them an insight to its sophisticated logistics processes.

#### BVL Chapter Singapore Seminar

BVL Chapter Singapore and leading consulting firm next level consulting co-organised a seminar over dinner at the Swissotel Stamford, in Singapore, on 23rd March. The seminar covered topics such as the importance on project management, process management, and change management in the current environment. The talk also successfully delivered the key message that complex and dynamic supply chains can truly benefit from good process management. It was a topic very well received by the audience and the second Chapter Singapore event in as many months.

### APRIL

#### BVL Chapter Moscow Roundtable Logistics

The BVL Chapter Moscow co-organised the 5th German-Russian Logistics Roundtable meeting on 19th April, which was attended by over 200 participants during the Transrussia in Moscow. Chapter Chairperson, Mirco Nowak (LUNO Group), moderated the panel discussion on the modern silk route and the influence of the “One Road, One Belt” initiative. The event was co-organised with the Port of Hamburg Marketing and the Ministry of Energy, Infrastructure, and digitalization in Mecklenburg-Vorpommern.

### Singapore: Meet and Greet the Chairpersons

The logistics and supply chain community was well and thriving in 2017. The BVL International Chapter Singapore Chairpersons, Andreas Radke and Kian Peng Sim, had a great response and positive feed to their second Meet and Greet Session on 20th April. This time, many new guests joined existing BVL members for fruitful discussions with the BVL Chapter Singapore team.

### Singapore Delegation

BVL Office colleagues Curtis Domberg and Susanne Großkopf-Nehls together with Thomas Zink from the German Foreign Trade and Logistics Academy (DAV), hosted a SPRING Singapore (agency under the Ministry of Trade and Industry) 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 the presentation with an overview of BVL Seminars and the DAV.

### Supply Chain Day



Supply Chain Day guests at LuxairCargo (Photo YPL<sup>2</sup>)

2017 marked the 10th anniversary of the Supply Chain Day initiative: a day of action during which companies in the logistics sector open their doors to the public. This year, around 400 events in Germany and 19 other countries attracted just fewer than 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. 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.

## MAY

### New BVL International Representative

Hans-Kristian Harder, Regional Supply Chain Services Asia Pacific of BASF becomes the new BVL International Representative in Hong Kong, as of May, succeeding fellow BASF colleague Dr. Dennis Fanelisa 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 Fanelisa 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.

### Forum Chemical Logistics

The 5th Forum Chemical Logistics in Ludwigshafen which took place during 17th May and 18th May provided 223 attendees and 19 exhibitors with an opportunity to learn about the latest trends in the sector with digitalization, naturally, being one of the key themes. The forum's format is based on an initiative of BVL Board member and future BVL President Prof. Robert Blackburn, who at the time was President Information Services and Supply Chain Operations at BASF SE in Ludwigshafen.

### Members' Meeting

At the 39th Ordinary General Assembly during the transport logistic fair in Munich, 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. 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.



BVL Honoary Life Member Prof. Werner Delfmann (centre) with Prof. Thomas Wimmer (left) and Prof. Raimund Klinkner (right)

### New ELA President

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) during the transport logistic fair in Munich. 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.

## JUNE

### The 2nd Korean-German Logistics Conference

The 2nd Korean-German Logistics Conference took place on 7th June, 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. 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.

#### New BVL Chapter Korea – Seoul



Young-il Han, Curtis Domberg, and Prof. Thomas Wimmer with new Vice Chairperson of the BVL Korea-Seoul Chapter Won-Gyung Kook (centre).

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. Won-Gyung Kook who accepted her new honorary role, as Vice Chairperson of the newly founded Chapter Korea – Seoul. Gregory Suh, LogisALL, accepted his role as Chapter Chairperson the following month, in July. The newly founded BVL Chapter Korea – Seoul is now the 11th BVL Chapter outside of Germany.

#### Chapter Management Meeting

“Where are we now, where do we want to be?” Possible answers to questions like this were discussed by around 100 Chapter Chairs, Student Chapter Chairs, Young Professionals and friends of BVL at the annual Chapter Management Meeting during 15th June and 16th. The meeting was hosted by the Chapter Thüringen, 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 digitalization. Four working groups focused on four specific topic areas – “Young BVL”, “BVL Today”, “BVL Tomorrow” and “BVL International”.

#### Singapore

Andreas Radke, BVL Chapter Singapore Chairperson, presented the BVL Study “Trends

and Strategies” on 20th June during the ‘Smart Logistics Symposium’: a trade mission organised by the Singapore-German Chamber of Commerce and SBS. The 70-strong audience in attendance consisted of visiting German companies. The half-day conference aimed to further bolster Singaporean-German trade relationships especially focusing on the logistics sector: the BVL and Geolyx.com were glad to contribute to the success by sparking avid discussions on digitalization and the capabilities of analytics.

#### 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 20th, Managing Director Christian Wilhelm, who would go on to be elected Vice Chairperson of the BVL Chapter Luxembourg later in the year, 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.

#### São Paulo

BVL Chapter São Paulo invited 25 supply chain and logistics professionals from different industries exchanged expertise and experience on 21st June, at KPMG in São Paulo. 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)”. In the second part, Chapter São Paulo Vice Chairperson Dr. Andreas Knierim (VP Demand Planning & Logistics Aftermarket from Bosch do Brasil), and Adélcio Júnior/Samuel Calegari from the IT partner Syscontrol presented a business case related to the transport distribution operation of automotive after sales parts.

## JULY

#### Global Supply Chain Conference 2017

From 11th July to 12th, the Chinese logistics technology service platform Soo56 staged the fifth Global Supply Chain Conference in Shanghai (GLSC) with the support of the China Integration and Innovation Alliance of Internet and Industry (DIIAII), the Fraunhofer IML and BVL International. Over 600 attend-

ees 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.

#### 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. 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. 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.

## AUGUST

#### BVL Webinar Blockchain

Together with Chainstep GmbH, BVL organised its first live webinar (online seminar) on 16th August, to which 300 online visitors tuned in to find out more about the use of Blockchain with use cases in transport logistics and supply chain. Followers were actively able to take part in the webinar thanks to Chainstep CEO, Frank Bolten, who interacted with users as he sent them through the virtual world of Blockchain and at the same time answered users' queries during the seminar. Since the first BVL Webinar, BVL has gone on to host four further webinars all of which encourage viewers to learn more about current trends in digitisation such as A.I. and production logistics. Participation in the BVL Webinars is free of charge.

## SEPTEMBER

### “Young European Collab” Visits Denmark

Young Professionals Logistics Luxembourg, (YPL<sup>2</sup>) in collaboration with Bundesvereinigung Logistik (BVL), and the Dutch network Jong Logistiek Nederland (JLN), were brought together over four days at the beginning of September to take part in an educational field trip in Denmark. 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. BVL Network Young Professionals official, Johannes Hesse, stated that the group's expectations, to not only to get familiar with the successful implementation of innovative but also with sustainable Danish industrial solutions, were met.

### Advanced Supply Chain 2017

BVL Chapter Katowice in cooperation with Polish publisher, EURO LOGISTICS, co-organised the Advance Supply Chain 2017 conference which took place on September 21st in Warsaw. BVL Chairman of the Executive Board, Prof. Thomas Wimmer, presented the results of BVL's 2016/2017 member Survey, Trends & Strategies in Supply Chain Management and Logistics, identifying some of the main trends being sustainability, digitisation, customer individualisation, and cost pressure. In his key note, Trucking Ante Portas, Chapter Vice Chairperson Prof. Paprocki explained the current world of trucking as experiencing the “old space”, the analogue world, and the “new space”, the connecting and virtual world. The conference was attended by more than 150 guests and exhibitors.

## OCTOBER

### Singapore

The BVL Chapter Singapore Chairpersons invited 30 guests for an exclusive site visit of the Jurong Port of Singapore, known as the “2nd busiest port in the world”, on 5th October. Guests were warmly hosted by the port's Chief Commercial Officer Desmond Lim and his commercial and marketing team and were given an insight into the port's crane and side loader operations as well as a tour of the command centre for their highly complex bulk cement operations which requires high skill levels despite the implemented automation.

### US Southeast

On October 5th, BVL Chapter US Southeast and the German American Chamber of Commerce of the Southern U.S., Inc. “GACC-South” organised a Logistics Roundtable hosted at AGCO's world headquarters near Atlanta, GA. With about 30 industry specialists present, AGCO presented their award winning supply chain concepts. Susanne Lauda shared AGCO's vision for a global PLM tool (Product Lifecycle Management), and gave a brief introduction to AGV's (Auto Guided Vehicles) and their use on the shop floor. AGCO's Smart Logistics initiative won the ‘European Gold Medal in Logistics and Supply Chain’ from The European Logistics Association (ELA) in Brussels in June of 2017, as well as the German Supply Chain Management Award at last year's International Supply Chain Conference.

### Hidden Champions in Luxembourg

Members of a BVL International delegation from Germany and Luxembourg were presented with the best product in the world when they arrived at fruit and vegetable wholesaler Grosbusch in Ellange near the German border on 10th October. The company specialises in deliveries to supermarkets, hotels and restaurants. Alongside wholesale fruit and vegetable supplies, the professional customers are also interested in the “Freshcut” service, which supplies packaged fruit to their specifications or prepares the fruit ready-to-eat for supermarkets or kitchen-ready for restaurants and hotels.

### Network Young Professionals Visit Intermodal Terminal in Luxembourg

Network Young Professionals in Luxembourg invited members on a further company tour on 12th October. Together with the CFL Group (SOCIETE NATIONALE DES CHEMINS DE FER LUXEMBOURGEOIS), Luxembourg's counterpart to the Deutsche Bahn rail company, and its subsidiary CFL multimodal, the network organised a visit to the new intermodal hub which opened in July of last year. The hub is one of the biggest infrastructure projects in the Grand Duchy in recent years. Following a construction phase lasting two and a half years, the intermodal terminal is now ready to handle the ever-increasing challenges of modal transport and promote the growth of combined transport operations in Europe.

### 34th International Supply Chain Conference

The 34th International Supply Chain Conference in Berlin saw a record attendance of more than 3,400 participants this year. Guests from around 40 countries – including six international delegations, who were greeted by BVL Board Member Dr. Ing. Torsten Mallée on the opening day – attended the conference themed “Think different – Act digital”. Former Federal President Joachim Gauck, guest of honour at the Gala, encouraged the logistics sector to not be overawed by advanced technology. Robert Bosch GmbH was presented with the 2017 German Award Supply Chain Management in recognition of its “Striving for Supply Chain Excellence”. It was the last conference for Prof. Dr.-Ing. Raimund Klinkner as President of the BVL, who hands over the role to Prof. Dr. Robert Blackburn in 2018.



Raimund Klinkner was joined on stage by BVL Officials as he brought his last conference as BVL President to a close.

### International Business Breakfasts

As at last year's International Supply Chain Conference in Berlin, BVL once again staged two International Business Breakfast podium discussions during the 34th International Supply Conference which were moderated by Christian Herzog (BVL Representative India and UAE) and Curtis Domberg (BVL Member Service International Relations). The “Eurasia” panel discussion, on 26th October, focussed on the economical relation between Europe, the Middle East, and Central Asia, whilst the “Asia-Pacific” session, on 27th October, offered glimpses into Asia's tech giants' influence in the Far East, the “One Road, One Belt” project, as well as current globalisation issues that are impacting the region. BVL Officials were joined by over 30 guests at each session to share and discuss their ideas.

## NOVEMBER

### Hefei

On 15th November, the BVL Office received a visit from a University of Hefei delegation. Prof. Thomas Wimmer and Curtis Domborg of the BVL Office welcomed Prof. Yang Xzechun (Dept. of Management Dean), Dr. Yin Hui (Project Manager, LOGinCHINA), and Li Xiaoxue (Project Coordinator, LOGinCHINA) to the BVL Office in Bremen, Germany. The University of Hefei delegation stopped by in Bremen, after having visited the Osnabrück University of Applied Sciences, with whom they share the LOGinCHINA (International Logistics Management China) degree programme which sees students of the University of Hefei spending their fourth study semester at the partner university in Osnabrück. The meeting helped for future planning of BVL activity for the Chapter Hefei, whose current Chairpersons (Prof. Jinmin Cai and Prof. Daofang Li) are professors at the University of Hefei.

### São Paulo

The last event of BVL International Chapter São Paulo took place on 16th November and was a common Exchange of experiences between members of the Logistics Working Group at the chamber of commerce and Industry Sao Paulo (AHK). The President of AHK Sao Paulo and CFO of Robert Bosch Ltda Dr. Wolfram Anders and the Vice Chairperson of BVL Dr. Andreas Knierim, responsible for Distribution Logistics of Robert Bosch Ltda Automotive Aftermarket in Latin America, welcomed guests to the main distribution

center of the automotive division of Robert Bosch Ltda in Latin America. After several presentations guests had the chance to visit the operation by doing a guemba walk and see the operation working.

### Urban Logistics Convention

Roland Berger, together with logistics organisations BVL, ASLOG (France), and VLM (Netherlands), organised The Urban Logistics Convention which took place on November 21st and 22nd in Amsterdam. The two-day event was attended by around 120 participants and continued European level discussions initiated by BVL International with digitalization playing a key role in addressing the many challenges facing urban logistics' the "new space", the connecting and virtual world. The conference was attended by more than 150 guests and exhibitors.

## DECEMBER

### New BVL Representative

As of December, Corine van der Sloot (Director sales & marketing Education, Inchainge B.V.) is the BVL International Representative for the Netherlands. The BVL Representative hopes to have BVL members in the Netherlands exchange their experiences and discuss SCM-related themes, by organizing network meetings, at member-company locations.

### Digital Hub Initiative

5th December, saw BVL Chapter Luxembourg stage its 17th event with a meeting at the Ministry of Sustainable Development and

Infrastructure (MDDI) in Luxembourg where guests were introduced to Fraunhofer IML's presentation on its Digital Hub Initiative. Prof. Dr. Michael Henke, Director of the section Enterprise Logistics (Fraunhofer IML, Dortmund) showed guests how the initiative supports the networking of 12 digital hubs in Germany which help for better cooperation and networking between national and international businesses, start-ups, and institutes in a shared mutual space. Through these shared co-working spaces, the hubs serve as meeting points in which innovative ideas can be developed through digital transformation.

### New BVL Chairperson

During the 17th Chapter Luxembourg on 5th December, Christian Wilhelm, CEO Clear Logistics S.à r.l., was elected as Vice Chairperson of the BVL Chapter Luxembourg. Christian Wilhelm replaces former Vice Chairperson, Thomas Mayer, who relocated to Augsburg, Germany, as of November 2017 to begin his new role at Amazon. Having previously hosted a BVL event this year at Clear Logistics S.à r.l., Christian Wilhelm looks forward to working closely with the Chapter and the BVL Office and to providing innovative activities in the region. Malik Zeniti was also re-elected as Chairperson of the Chapter Luxembourg by attending members and looks forward to the new team setup. Thanks to Thomas Mayer for his support to the BVL Chapter Luxembourg and its network for over 4 years as Vice Chairperson.

## The Network Continues to Grow – New Members of BVL International

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

- Salesforce
- CERATIZIT Austria GmbH
- Log-hub AG
- St. Petersburg State University of Economics
- CAT International Azerbaijan LLC
- MDDI
- KMC-Services Sp. z o. o.H

[New corporate members of BVL can upload a short company profile on our website ...](#)

## Day of Action has Benefits for all Involved

➔ **Supply Chain Day** This year, Supply Chain Day – initiated by BVL International – celebrated its tenth birthday with around 400 events throughout Germany and around the world. In the not-too distant future, it will be time for the next day of action, and events can now be uploaded to the central supply-chain-day.com website for April 19, 2018 with immediate effect. In 2018, Supply Chain Day will once again provide companies with the opportunity to showcase the many different aspects of logistics. They can present themselves to the public at large and therefore also promote greater acceptance for logistics operations among the population. Because at the end of the day, logistics is far more than just transporting goods from A to B, an activity that everyone can see and that sometimes also upsets people when the roads are overly congested. But what is really behind the term “logistics”? On this day of action, companies open doors to the public that normally remain closed. This is a highly attractive format for all those involved and gives both sides the chance to talk to each other and expand their horizon. This special day has also paved the way for new employment relationships in the past. At a time when there is an urgent demand for skilled employees and new recruits, more and more companies are using Supply Chain



Making of “logistics” – Supply Chain Day offers a look behind the scenes.

Day to showcase their attractions as an employer. The sheer diversity of events on this day of action is underlined by a video clip recorded at this year’s anniversary event that can be viewed on the BVL YouTube channel at [youtube.com/BVLTV](https://youtube.com/BVLTV). The companies and institutions organise the various events

themselves, and the events can be publicised and managed via the central website. The site provides useful information and support for the event organisers, and interested visitors can also register for the listed events on the website. [more ...](#)

## Appreciation and Recognition for Raimund Klinkner

➔ **BVL President** On November 23, 2017 the BVL Board came together for its annual strategy meeting. BVL President Prof. Dr.-Ing. Raimund Klinkner also put the item “Elections” on the agenda. Following his proposal, the Board unanimously elected Prof. Dr. Robert Blackburn as the new BVL President. Blackburn accepted his election to this position and will take over at the helm of BVL International on January 1, 2018.

“Change when things are going well” is the credo of Raimund Klinkner, who has served the association in the honorary position of BVL President for eleven years. “BVL is extremely well positioned, the year 2017 and the 34th International Supply Chain Conference were particularly successful – and both the result of a superb team effort. The time

has now come for the handover at the end of my fourth term in office in accordance with the statutes, and this change has been prepared for a number of months. We are heading for a double anniversary, and this is something my successor will be able to shape and organise from the very beginning.” BVL is celebrating its 40th anniversary in 2018, and the International Supply Chain Conference will be taking place for the 35th time.

Robert Blackburn thanked Raimund Klinkner most warmly for his outstanding service in the interests of BVL. In response to the motion put forward by Blackburn, the Board awarded Klinkner the Golden Badge of Honour of BVL and named him Lifetime Honorary President. It was during his term in office that the 24th to 34th International Supply Chain

Conferences took place. He pushed ahead with the internationalisation of BVL, made digitalization one of the focal points of BVL activities from 2012 onwards, and established the Logistics Indicator as a seismograph for the logistics sector.

The Fraunhofer IML in Dortmund was the host venue for the Board meeting and the evening event attended by around 50 active and former Board members, Advisory Board members and Friends of BVL. Board member Prof. Michael ten Hompel and his team of scientists surprised their guests by taking them on a tour of the production halls of the research establishment with its many future-focused projects, including the trial operation of robots, drones, augmented reality applications and 3D printing.

## The Honorary Office at the Helm of BVL Requires a Great Deal of Effort

➔ **Recognition** The terms in office for the BVL President are clearly defined. The President is elected by the members of the Board from among their ranks. As a rule, three three-year terms as a member of the BVL Board are permitted, with younger managers (who have not reached the age of 55 at the end of their third term) being permitted to serve for four terms – or a total of twelve years – on the Board. Prof. Raimund Klinkner belonged to this latter group and was appointed to the BVL Board in 2006 for the first time. The manager and holder of a PhD, Chairman of the Supervisory Board at DMG Mori AG in Bielefeld, member of the Board of Directors of the Terex Corporation in Westport Connecticut, USA, member of the Advisory Board of ebm pabst Mulfingen GmbH & Co. KG and founder and Managing Partner of the IMX Institute for Manufacturing Excellence GmbH in Martinsried, was elected BVL President in May 2007 as successor to Prof. Dr. Peer Witten. In addition to eleven International Supply Chain Conferences, his term in office also saw the launch of Supply Chain Day (2008), of the Forum Automotive Logistics together with the Association of the German Automotive Industry (VDA) and of the Forum Chemical Logistics (both 2013). During his time at the helm of BVL, the number of members increased from 7,887 to around 11,200, with the share of female members rising from four to 21 percent and a falling average age of members. This success is due above all to the targeted recruitment activities among future logistics managers. Students can join one of the now 25 Student Chapters, and career starters find a home in the Young Professionals network. During the same period, eleven International Chapters were also set up.

### Political Demands Backed up by Facts and Figures

Klinkner was regularly present in the media in interviews, background discussions, byline articles and commentaries. He underlined, among other things, the importance of digitalization, wrote a commentary on the findings of the Logistics Indicator every quarter, and was a strong advocate for more investment in infrastructure. The 2014 white-paper entitled “Sustainable Connections” sent a signal to policymakers, as did the open



Prof. Raimund Klinkner takes leave of his office as BVL's President by the end of 2017.



Prof. Raimund Klinkner chaired his last BVL Board meeting on November 23, 2017 in Dortmund. To his right: host Prof. Michael ten Hompel, to his left: Prof. Robert Blackburn and Josip T. Tomasevic.



November 2017: Prof. Robert Blackburn presented Prof. Raimund Klinkner with the BVL Golden Badge of Honour.

letter of October 25, 2017 to the members of the German Bundestag parliament. Without departing from the objective stance always adopted by the association, both documents formulated political demands relating to fields of action that are of central importance for the proper functioning of the logistics sector – namely transport infrastructure, digital infrastructure, education and training, urban logistics, and the shortening of public planning procedures. “The years on the Board and at the helm of BVL International were very demanding, because this honorary office requires a great deal of effort, in terms of strategy, content and time. What is equally true is that working together with the committed logistics experts and supply chain managers who are organised in BVL International benefitted me endlessly, in both professional and personal terms. And this is

something I am extremely grateful for”, said Klinkner during the Board meeting.

His successor Robert Blackburn, Chairman of the Board and CEO of Hoffmann SE in Munich since the beginning of 2017, previously spent ten years at BASF SE – most recently as President of Supply Chain Operations & Information Services. Before joining BASF, Blackburn held various management positions at IBM. Blackburn has been a member of the BVL Board since 2011 and was appointed Deputy Chairman of the Board in 2016. “I would like to thank the BVL Board for electing me to serve as President and placing their trust in me to perform this important honorary function. And I would like to thank Raimund Klinkner for leaving a well-ordered house as the year draws to a close. I have a great deal of respect for the task I am taking on, and I look forward

to guiding the fortunes of our association in years to come. The anniversary year 2018 will be the first major challenge”, said Blackburn following his election.

#### Distinctions for Stefan Wolff and Christian Jacobi

The efforts of two further members were also recognised in Dortmund on November 23. In what was probably his last official act as BVL President, Prof. Raimund Klinkner presented the Golden Badge of Honour of BVL to Board member Dr. Stefan Wolff, CEO of 4flow AG in Berlin. Wolff has been a member of BVL since September 1989; he was Chairman of the Research Council of BVL from 2007 to 2011, a member of the BVL Board since 2009, and has also been the Treasurer of the association since 2017. For many years, Wolff has played an important role in the further development of the content and programme of the International Supply Chain Conference. Dr.-Ing. Christian Jacobi, Managing Partner of Agiplan GmbH in Mülheim an der Ruhr, was presented with the Badge of Honour of BVL by Prof. Robert Blackburn. Jacobi joined BVL in 2004, took over from Stefan Wolff as Chairman of the Research Council in 2011, and has chaired the Urban Logistics focus group since the beginning of 2017.



October 2007: German Chancellor Angela Merkel is welcomed to the 24th International Supply Chain Conference.



June 2015: discussion among the Chapter Chairs at the Chapter Management Meeting

## IMPRINT

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