

LOG.Letter BVL⁷

INFORMATION FOR INTERNATIONAL MEMBERS OF BVL

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INTERNATIONAL SUPPLY CHAIN CONFERENCE

“Inspire – Encourage – Act” is the theme for this year’s International Supply Chain Conference in Berlin from October 23 to 25, 2019. The dynamic pace of political, social and technological developments calls for spirited action, courage and mutual inspiration. The theme for the year encompasses all these aspects. Logistics managers are people of action – people who drive business. They roll their sleeves up, they know how important it is to be faster, to work in a more customer-focused and collaborative way, and to accept the technological challenges ahead.

In December and January, the concept group headed by Dr.-Ing. Torsten Mallée and made up of practitioners and scientists worked together with the Content/Knowledge/Research team at BVL to draw up a varied programme for the

conference. The planned content ranges from sessions focusing on artificial intelligence and autonomous logistics to decision-making in the digital era and the attractive new work environments along with all the challenges they pose for employers. Further topics include production logistics, transport and capacity management, global supply chains, transport structures in Europe, risks and resilience.

The German Award for SCM and the Science Award for SCM will be presented during the conference, while up-and-coming logistics managers will come together at the Thesis Conference to showcase their dissertations. Start-ups will be given the opportunity to present the benefits of their new, disruptive solutions in a pitch format. The programme for the conference will be published in June. [more ...](#)

BVL International – Selected Events in 2019

Supply Chain Day
April 11, 2019, international

Forum Chemical Logistics
May 14 – 15, 2019, Dresden

41st Ordinary Members Meeting
June 4, 2019, Munich

transport logistic
June 4 – 7, 2019, Munich

EDITORIAL

Dear BVL Members,

a warm welcome to new and old BVL members alike to 2019’s first issue of LOG.Letter International: we sincerely hope that you have so far got off to a good start in this logistics year. BVL’s theme for 2019 and this year’s International Supply Chain Conference is “Inspire – Encourage – Act”. This issue offers a behind-the-scenes look at some of the planning involved for the annual conference in Berlin, as well as a report on the Forum Automotive Logistics which took place in February at BMW World in Munich. BVL Chapter Brazil Chairpersons, Stephan Gruener and Bernd-Paul Koschate, answer our “Three questions for ...” after having organised a successful “sold out” visit to AGCO. Plus, we have all the latest news and updates from the BVL Chapters and Representatives, including an insightful interview with BVL Chapter Poland Vice Chairperson, Professor Wojciech Paprocki. Last year saw BVL celebrate its 40th Anniversary in style, providing the association with the opportunity to update its corporate design this year with a fresh, new look, which we hope you’ll like. As always, the BVL Office is thankful for your continuous support to our network. We look forward to greeting you at some of this year’s special BVL events.



from the BVL Office
Curtis Domberg,
BVL Member Service,
International Relations

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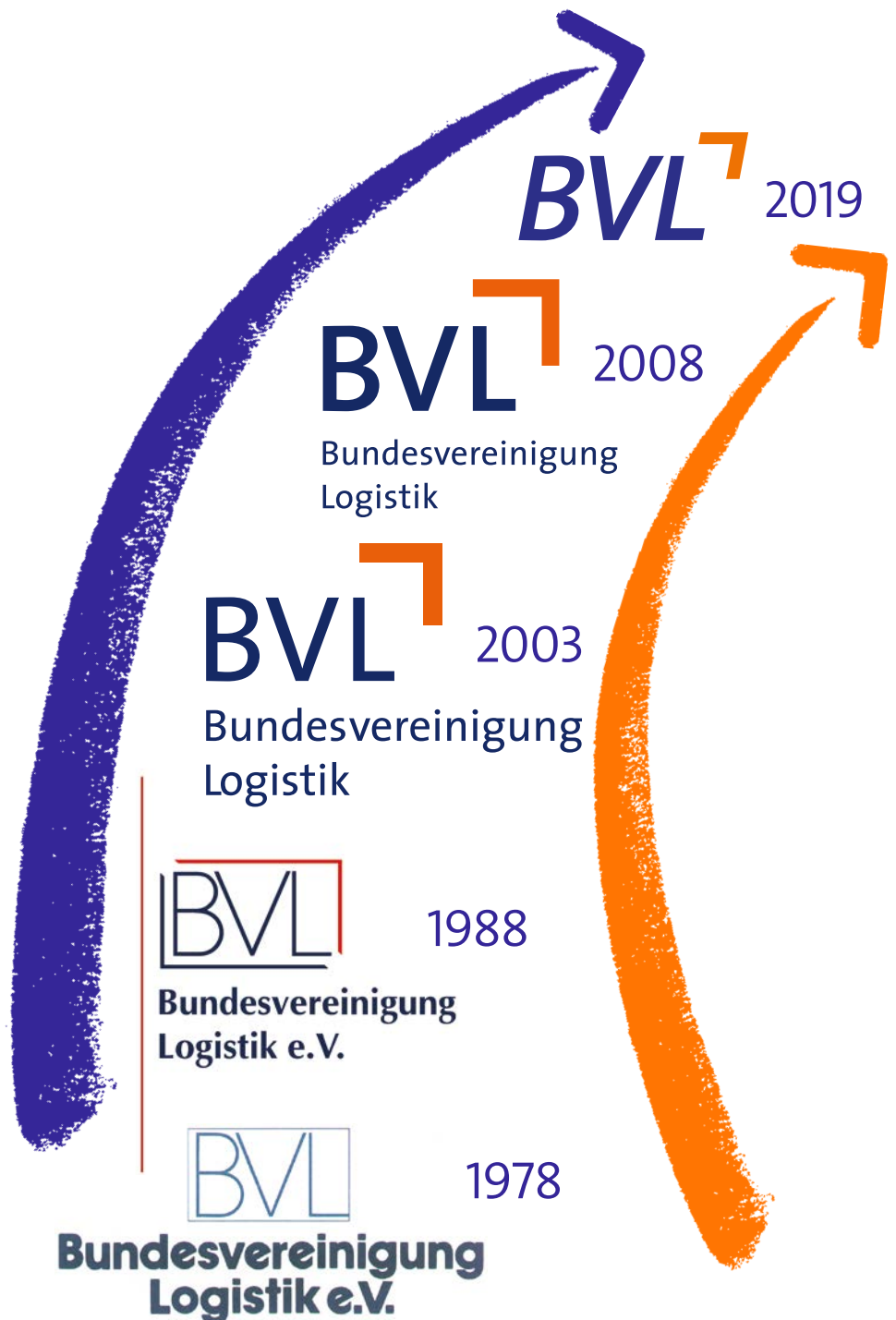
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Colourful, Dynamic and Modern – The New Face of BVL is a “Good Look”

PUBLIC IMAGE The observant reader will already have noticed that BVL now has a new look. Companies and organisations need a corporate design in order to present a uniform image to the outside world. Corporate design ensures clear recognition at a glance while underscoring the unique character of the organisation in question. On the occasion of the 40th anniversary of BVL last year, time had come to review the corporate design of the association. Does it still exactly meet these requirements? Does it clearly encompass all the things and people that belong to the large BVL network? Does it still do justice to the diversity of BVL?

BAND WIDTH In the four decades since it was founded, the association has grown into a lighthouse organisation in the dynamic world of logistics and supply chain management. BVL helps people to find their bearings in the complex, highly specialised and ever-changing environment of this sector of industry, as it serves as a platform for everyone, everywhere, committed to logistics and supply chain management. The members of BVL come from different sectors such as industry, trade, logistics and other services, science and academia. BVL is a home for both experienced professionals and young talents embarking on their career as well as students, the logistics managers of the future. Our members are active around the globe and are also organised in regional groups – the international Chapters. The percentage of female members is also on the increase. In short, BVL has become more international, more dynamic, younger and more colourful. Since the beginning of 2019, this is also reflected in the corporate design of the association. The logo, colours and fonts were last redesigned 15 years ago, and the last major CD facelift was in 2008. In the latest revision of BVL's corporate design, the Board and head office went with a strategy that ensures high recognition levels for BVL while also pointing to the changes that have taken place within the network.

CORPORATE DESIGN The new corporate design draws on an extended range of colours and now uses four accent colours alongside brighter versions of BVL's traditional blue and orange. This new colour scheme paves the way for a broader range of layout options and reflects the diversity of BVL's core themes. The revamped



design not only underscores the modern nature of the BVL network but also mirrors the changes resulting from the process of digitalization. The logo is now more prominent, and there is greater emphasis on ensuring its effective presence in the digital media. The logo is positioned at the top left on the website and remains on the top right of the letterhead. The logo no longer distinguishes between German and international activities, reflecting the reality that BVL is meanwhile organised and active

around the world. The Chapters in Germany, the international Chapters and the BVL Representatives are all integral parts of the global BVL network. The event signets are no longer used, making space to showcase the BVL logo. The various formats are now instantly recognisable as BVL formats. Thanks to the new title pages of the flyers and brochures, readers can now see at a glance whether they are about the association, BVL events, further training courses or the new subsidiary BVL.digital.



Real-world examples of the new corporate design

INSPIRE – ENCOURAGE – ACT As the biggest annual meeting of the logistics community, the International Supply Chain Conference is being given its very own holistic crossmedia design – one that picks up on BVL's theme for the year and that does justice to the strategic importance of the conference. “Inspire – Encourage – Act” is the theme for 2019. The new corporate design could also be described as an inspired

act, as it also does away with some elements that we have all become accustomed to. The editorial team of LOG.Letter likes it, and hopefully the members do too. What is certainly true of the new design is that it underlines the fact that it is anything but old-fashioned to be a member of an association like BVL. Membership provides access to a colourful, diverse and international network – and is also a lot of fun!

Those who would like to look back on all the things BVL had to offer last year will find all the information they need in the 2018 Report of the Board, and the Report is also available in English at www.bvl.de/en/report. All that readers have to decide is whether they want to click through the pages or choose the PDF printout version.

Facing Challenges, Grasping Opportunities, Shaping Value Added

FORUM AUTOMOTIVE LOGISTICS This year's Forum Automotive Logistics against the impressive backdrop of BMW World in Munich boasted an outstanding programme with first-rate speakers. Some 530 participants attended Europe's biggest meeting of the automotive industry, jointly organised for the seventh time by the German Association of the Automotive Industry (VDA) and BVL. On February 5 and 6, the experts discussed topical automotive issues, but cross-sector aspects such as sustainability and the skill shortage were also on the agenda. “The opportunities and challenges of digitalization are real. We need to face them and develop our business models accordingly. This is exactly what the Forum Automotive Logistics is all about”, is how Bernd Mattes, President of the VDA, described the aims of the Forum.

Well attended: the Forum Automotive Logistics 2019 attracted automotive experts, logistics specialists and supply chain managers to BMW World in Munich.



SUSTAINABILITY Digitalization offers enormous potential for sustainable logistics activities in which ecological and economic aspects can go hand in hand. Intelligent interconnection and data exchange in real time pave the way for transparency, rendering product stocks and flows of goods visible. This creates the basic preconditions for minimisation of the number of empty runs and improved planning. The host company BMW is doing what it can to move transport activities from the roads to the railways – but often encounters capacity problems when moving goods by rail within Germany. In some other countries, the situation couldn't be more different. "Transport by rail via the Silk Road to China takes just 17 days, including two crane transshipment stages, which means the railways are a genuine alternative to air freight", said Norbert Dierks,

Manager Sustainability for Global Inbound Transport Logistics at BMW. Andreas Jung, Senior Manager Load Carrier Operation at Daimler, explained how empties resources can be centrally controlled with the help of a shared

load carrier network, thereby avoiding empty runs. "Our plants share the resources and the responsibility of jointly providing suppliers with defined load carriers" says Jung.

Robert Blackburn (BVL), Dr. Jörg Mosolf (Mosolf SE & Co. KG), Dr.-Ing. Joachim Damasky (VDA), Bernd Mattes (VDA), Oliver Zipse (BMW AG) and Prof. Thomas Wimmer (BVL; from l. to r.) are delighted with the successful event.



DIGITALIZATION In view of ever greater complexity driven by increasing variant diversity, fluctuations in volume and a growing number of actors along the automotive value added chain, systems for IT-based transport management are not only becoming more relevant but are already essential in some areas. "The interconnection of the supply chain underpins our competitiveness", said Prof. Stefan Asenkerschbaumer, Deputy Chairman of the Bosch Board of Management, in his keynote. In his estimation, however, small and medium-sized companies often lack the digital wherewithal, be it in terms of the necessary technology or the required qualifications. Matthias Braun, Head of Digitalization and Concept Development for Material Logistics at Volkswagen, outlined the "digital transport file" of the automotive group which merges all the relevant information to create a transport order that can be viewed by all parties involved in the process. "It can't be the case that the amount of paperwork we need to handle an order is almost greater than the amount of freight we transport on the truck itself", was Braun's descriptive assessment of the current situation. He said that this is where the digital exchange of information in real time can make a difference. Christian Bühler, IT Project Manager Global Supply Chain in the field of transport systems at Daimler, added: "The technology is seldom the problem; it's the established processes that hold things up. In order to ensure front-to-end control of the main transport leg from loading through to unloading at the plant, Daimler has set up a platform to check, and if necessary improve, data quality.

SKILL SHORTAGE Digitalization and automation may be the key drivers, but nothing works without actual people. In his presentation on pressing personnel problems in logistics, Dr. Jörg Mosolf, Managing Partner of Mosolf SE & Co. KG and President of the German Transport Forum, told his audience that "we have a skill shortage on all levels. That's why we need to offer young people a future and to foster new talent." The Mosolf Group is also taking part in the nationwide "Logistics Heroes" image campaign aimed at interesting young people in a career in logistics. Lars Otte, Vice President Business Development at Schnellecke Logistics AG & Co. KG, described how "the generational handover in many companies is increasing the rate of staff fluctuation, as the bonds between workforce and management then become

weaker. This is why we need generational management." He said that today's younger generation sees the career path differently from their older counterparts and views work as just one part of their lives. Otte explained that "employees need to be involved in change processes, including the choice of technology, at an early stage". One particularly serious problem at the current point in time is the lack of professional truck drivers, and this problem is becoming worse day by day. Mosolf explained that "out of the 1.5 million truck drivers in Germany, one million are 45 years of age or older. 40 percent of them will be retiring during the next ten to 15 years". This means there is an urgent need for new drivers, and Mosolf therefore called on companies to "work together and make life easier for drivers".



Robert Blackburn (centre) and Bernd Mattes (right) went on a joint tour of the exhibition.

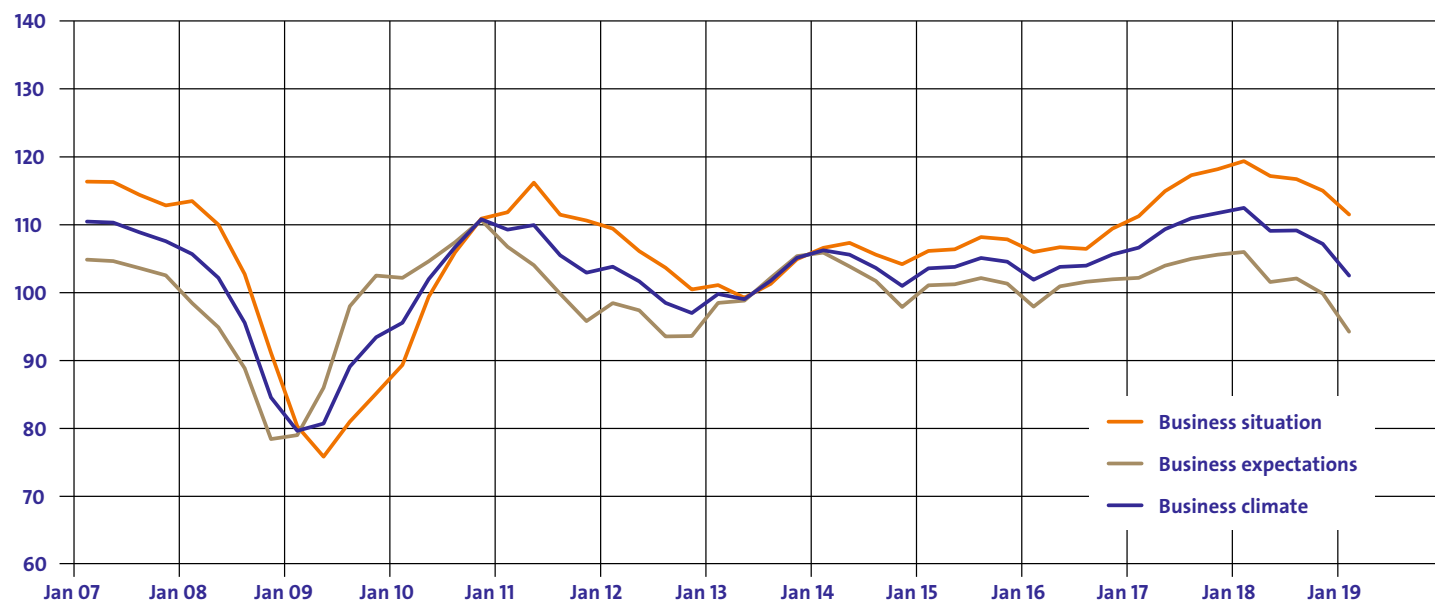


Meet the Expert: Dr.-Ing. Stefan Wolf (4flow AG; centre) in conversation with Ruud Vossebeld, (Inform GmbH; left) and Wolfgang Mahanty (Optimum Datamanagement Solutions GmbH)

A Dent in the Economy is not a Recession!

Commentary by Robert Blackburn, BVL President

COMPOSITE LOGISTICS INDICATOR IN Q1 2019



TEMPORARY SLOWDOWN OR RECESSION?

This is the question that has been preoccupying economic researchers since the autumn of last year. According to the “four-phase theory”, an upturn is followed by a boom, then a recession and, finally, a depression, before the economy begins looking up again. So where are we now?

In February 2019, the ifo business climate index fell to its lowest level since December 2014, slightly below the normal range but still close to it. Companies once again see their current business situation as being less favourable and express greater pessimism with regard to the business trend over the next six months. Economic growth in the first quarter of 2019 will likely be no more than 0.2 percent.

Although the business climate index for the logistics sector polled in this survey is at its lowest since February 2016, it is still at a level slightly above the normal range. The survey back in 2016 also recorded a certain degree of pessimism. But this downturn in sentiment was not followed by a recession but by a continuous two-year uptrend – which was always characterised by a constellation in which expectation scores were well below the scores for the business situation at the time. The year 2018 was a year with many uncertainties, and it is these uncertainties that have led to the prevailing downturn in sentiment and a gen-

eral scepticism, possibly also driven by a feeling that the last ten excellent years for the German economy have accounted for a major part of growth and earnings success – and that it might be unwise to press one's luck, even if this good fortune is largely the result of endeavour and industriousness.

I interpret the fact that logistics managers in industry, trade and services are, for example, downsizing their recruitment plans as a sign of caution rather than any fear of recession. Perhaps these less expansive plans are already prompted by the realisation that there is also a shortage of available labour. Moreover, the overall figures show that the respondents in the logistics sector only gave negative responses to a single question, namely in their assessment of general business expectations. If we look at all the assessments in greater detail, we see that they are still in the expansive corridor.

There are good reasons for logistics not to be swayed by doubt. Over the last ten good years there have regularly been dents in the economy, but none of them has signalled the onset of a recession. It has often been international developments in areas like foreign exchange, finance or politics that have affected the real economy – and supply chain managers and logistics experts have reacted effectively in

their globally interconnected fields of activity. News reporting is currently dominated by Brexit and the trade conflict between the USA and China.

With regard to Brexit, the votes in the House of Commons appear to now have once again paved the way for an orderly withdrawal of the UK from the EU. A Brexit under these conditions would doubtless impact the unity of Europe but would nevertheless ensure that the economic consequences are softened. As concerns the trade conflict between the superpowers, there is still the hope that economic reason will prevail. Europe is not currently feeling any major effects as a result of the disagreements between Washington and Beijing, and the new Silk Road could well act as a catalyst for the economic relationship between Europe and Asia.

The answer to the question I asked at the start is therefore “No. A dent in the economy is not the same thing as a recession. We should remain optimistic and let ourselves be inspired”.

[more ...](#)

Brexit – Consequences for Logistics

PREPARATIONS There are still many uncertainties regarding Brexit. The British House of Commons has so far been unable to agree on a solution. Logistics companies are preparing themselves for a disorganised exit of the UK from the European Union. They still hope, however, that this scenario can be avoided and that the timing of Brexit will be revised, at least temporarily. This topic was at the top of the agenda at the events of Bundesvereinigung Logistik (BVL).

The logistics sector believes that the impact of the UK leaving the European Union should not be underestimated. During the Forum Automotive Logistics of BVL and VDA in Munich, BMW Board member Oliver Zipse explained that “the consequences of a hard Brexit are akin to those of a natural disaster.” The production operations of the Bavaria-based car maker are internationally interconnected, and the company has already spent months preparing for the ever more probable event of a no-deal Brexit.

Professor Hans-Werner Sinn, former President of the ifo Institute, was even more emphatic, saying that “Brexit will destroy the post-war order of Europe”. He is of the opinion that Brexit would not only be accompanied by temporary inconveniences, predicting that the entire European economic region would be at risk of protectionist policies for a matter of decades. “We should not forget that it was the acceptance of Britain into the EEC that first opened the door for international trade and enabled Germany to conquer the world’s markets”, Sinn stressed. In view of the fact that the UK has the second highest gross domestic product in the EU, Sinn says that Brexit would be “equivalent to 19 smaller EU member states leaving the Union”. Sinn also doubted whether the backstop agreement currently being discussed would be able to command a majority in the British parliament. He further said that the customs issue on the border between Northern Ireland and the Republic of Ireland does not appear to have a “solution that not only maintains national integrity but also rules out the risk of the resurgence of the IRA.” “The British don’t really have a negotiating position; they are busy negotiating with each other, and the situation is totally confused”, said Stefanie Eich, Brexit expert at federally-owned Germany Trade & Invest, at a BVL event on the topic “Brexit and the Consequences for Logistics” at the end of January in

Cologne. Alan Braithwaite, Logistics Professor at Cranfield School of Management, believes that the British government has lost control of the process. “There’s no majority for ‘no deal’ but it could still happen by accident”, Braithwaite said in Cologne, adding that the EU is, however, still ignoring this risk.

If no solution is found, the United Kingdom will most likely leave the EU on April 12, 2019 without any transitional period and with no option for further negotiations on the future UK-EU relationship. The relationship between Great Britain on the one hand and the EU and its member states on the other will then be one of third countries without any official trading relations and without freedom of movement for their citizens. In terms of trade, the first thing that will happen is that WTO rules and the corresponding customs tariffs will come into effect.

In order to cope with this eventuality, Germany, France, the Netherlands and Belgium are preparing to deploy hundreds of additional customs personnel. Experts in the UK predict that the country will even need as many as 5,000 additional staff. In many companies, neither the office employees nor the drivers possess any extensive knowledge of customs activities. In the context of the internal market, these skills were simply no longer required. Thomas Pütter, who for some time now has been involved with the preparations for Brexit at the Nagel Group, a logistics provider active throughout Europe and specialising in food logistics, emphasises the serious lack of planning certainty. His approach is to prepare for “no deal” until this scenario is ruled out so that his company is prepared for the worst case – in the hope that the eventual outcome is more positive. At the Nagel Group, this involves providing information to customers, checklists designed to help above all small and medium-sized companies, and emergency plans.

In Braithwaite’s opinion, the two sectors of industry for which long waiting times at the borders will be particularly difficult from a logistical point of view in the event of a “no deal” are food and automobiles – due to the cold chain and product shelf life in the first case and due to the precision-timed supply chains in the second. BMW and Honda have already announced their plans to temporarily halt production at locations in the UK immediately after the Brexit deadline.

“We can expect to see interruptions to the supply chain”, said Pütter. He added that the warehouses in the UK are currently being filled in order to bridge any supply disruptions, and that warehouse space was already scarce. He sees the Calais-Dover bottleneck as a particular problem due to the lack of alternative routes. Longer customs clearance times could result in long tailbacks. Pütter said that it is difficult to predict how the flows of goods will change and that the same applies to the price of freight transport, cabotage rules, recognition of driver’s licences, the relocation of production locations or residence and work permits for employees who do not hold British nationality.

FROM THE REFERENDUM TO BREXIT On June 23, 2016 a referendum in Great Britain resulted in a slim majority in favour of a withdrawal from the European Union. The official application to leave the European Union was filed in line with Article 50 of the Treaty on European Union on March 29, 2017. Negotiations on the details of withdrawal and the future relationship between the UK and the EU began a little less than three months later.

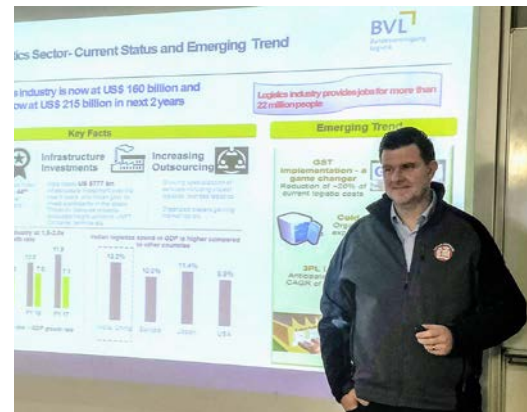
On November 14, 2018 the negotiators agreed on a withdrawal agreement providing for an orderly withdrawal on March 29, 2019 followed by a transition period of just under two years up to the end of 2020. This agreement was approved by the British cabinet and the heads of government of the 27 EU member states. However, the House of Commons, the lower house of parliament in the UK, then rejected this agreement on January 15 by a majority of 432 to 202 votes. The agreement stated that Great Britain would remain in the EU Customs Union if the UK was unable to sign a free trade agreement with the EU in a timely manner. In this way, the negotiating parties hoped to avoid a hard border between the Irish Republic and Northern Ireland.

Because no solution was in sight, the EU Parliament agreed to postpone Brexit. If the agreement is approved after all, the UK will leave the EU on May 22 right before the EU elections. Otherwise, the UK will leave on April 12.

How Logistics Works in India

GUEST PRESENTATION “If I started over, I would choose India as my first foreign posting”, said Christian Herzog, Key Account Manager in Mönchengladbach for Nippon Express, following his guest presentation at the German Foreign Trade and Commerce Academy (DAV). The qualified freight forwarding manager and transport expert provided both instructive and entertaining insights into logistics in India. He himself spent several years in various locations in Asia – and also spent periods on the subcontinent. He said that the enormous challenges in terms of infrastructure make India an exciting learning environment for all logistics managers. At the same time, he also advises logistics

talents to spend only two years in the region so as not to lose touch with the European market. None of the students listening to Herzog had previously thought about choosing India as the place to gain their first experience of working abroad. But this could now change. Having outlined the culture of India, its customs and the regional differences such as climate zones and different languages, Herzog went on to talk about the country’s infrastructure and therefore also the topic of logistics. Photos of containers “parked” in front of or rather in the vicinity of airports clearly illustrated the potential for those looking to become involved in pioneering work in this area.



Christian Herzog from Nippon Express used numerous examples to highlight the logistical challenges companies face in India on a daily basis.

REPORTS FROM THE INTERNATIONAL CHAPTERS AND REPRESENTATIVES

“Digital media increase the need for personal contacts”



Prof. Wojciech Paprocki, Warsaw School of Economics at the Advanced Supply Chain Conference in Warsaw

POLAND Wojciech Paprocki, Professor for Transport Systems at the international Szkoła Główna Handlowa w Warszawie (SGH) business university, has been active in the Polish Chapter of BVL for four years now. What do we need to do in order to remain a partner in the global competitive environment? According to Wojciech Paprocki, this is one of the most pressing questions for logistics managers in the Polish market – although he does note that “there isn’t really any such thing as a Polish transport sector; we should really speak of a European sector.” Paprocki is Deputy Chair of the BVL Polish Chapter founded four years ago. A further key member of the Chapter is Marek Sielski from BASF Polska, and the Chapter Chair is Jan Brachmann, Managing Director of Seifert Polska.

UP TO 300 GUESTS AT EVENTS “Our team organises the activities of BVL in Poland”, explains Wojciech Paprocki. “During this process, we regularly consult with our colleagues in Bremen.” BVL’s membership structure in Poland is very similar to that in Germany: “Members include subsidiaries of German companies and other single organisations as well as representatives of various bodies – among them managers, academics and independent consultants.” 20 association members are active on an ongoing basis, while anywhere up to 300 guests attend the events, such as the big logistics seminar staged once a year by the Polish Chapter. “That’s our most important event”, says Wojciech Paprocki. In 2018, the seminar took place in Warsaw and focused on digitalization, above all in small and medium-sized companies. Paprocki studied at the SGH business university in Warsaw;

after graduating, he worked at the university’s Transport Department, which he has headed since 2018. He also wrote his doctoral thesis at the SGH and was appointed to the position of Associate Professor in 1992. After working in the private sector, he returned to the university. “I’m researching the future development of artificial intelligence”, he explains. “It’s becoming increasingly apparent that ethical issues play a key role in this area – these are issues that can only be raised by humans and that can only be answered by humans.”

POLAND A CLEAR LEADER IN SOME AREAS

According to Paprocki, the use of artificial intelligence is almost non-existent in the field of transport in Poland, but the situation is completely different in areas like payment technology: “People can already make many of their payments by smartphone, far more frequently than is the case in Germany, for example. Some of the Polish companies in the logistics and eCommerce sectors are very progressive when it comes to AI.” Wojciech Paprocki sees two main benefits in BVL membership, namely that it organises an outstanding programme of events and serves as a platform for personal contacts. “Not only do new technologies make it easier to maintain these contacts more effectively; we can also see quite clearly in our work that the more we become involved with digital media, the more we also need to build personal contacts at local level.”

BVL Chapter Turkey Joint Event with Jungheinrich and the TAU

ISTANBUL On 10th December, 2018, the “New Technologies and New Trends in Logistics” seminar was held in cooperation of the BVL Chapter Turkey, Jungheinrich, and the Turkish - German University (TAU) at the TAU Campus in Istanbul. After the welcoming, BVL Chapter Turkey Chairperson and TEB Supply Management Director, Arda Polat, informed participants on what BVL and its activities are focused on. Following Mr. Polat’s speech, BVL Chapter Turkey Vice Chairperson and Jungheinrich Turkey Managing Director, Emre Taşçı, gave information on both global and local structures of Jungheinrich. Emphasising on the significance of Industry 4.0 and how crucial technology is for logistics, he stated “we all have to keep up with the future advancements” and then led the way for Jungheinrich Turkey Energy Expert Mertcan Pekçay. Mr. Pekçay focused on the link between technological advancements and energy systems, while informing that the new lithium-ion batteries have started taking place of the conventional lead-acid batteries within the logistics industry. Providing the participants with some actual examples, Mr. Pekçay suggested that the advantages of lithium-ion batteries, such as energy efficiency and safety, are quite necessary

BVL Chapter Turkey Chairperson delivering on stage at the TAU in Istanbul



for the future of logistics. After these benefits were pointed out, Jungheinrich Turkey Training & Product Manager, Hüseyin Arslan was invited on stage for his speech. Mr. Arslan’s main focus was broadly on stacking, material handling, order picking, automated guided vehicles and

automation systems for intralogistics. After his brief overview on the new trends of automation in the logistics industry, Mr. Arslan provided participants with videos of reference applications, before bringing his speech to a close. [more ...](#)

BVL Turkey Get-Together 2019

ISTANBUL The BVL members’ get-together for the Chapter Turkey network took place on February 13th in Istanbul. Some of the participating companies included Jungheinrich, Sick, Omsan, Utikad, Arviem, and Ekol Logistics. The meeting was co-organised by BVL Turkey representative, Altay Onur, together with the BVL Chapter Turkey Chairpersons, Arda Polat (TEB) and Emre Taşçı (Jungheinrich). BVL Chapter Turkey Chairperson Arda Polat hosted and moderated the event. The aim of the meeting was to gather local BVL members and logistic sector experts in Turkey to discuss BVL’s mission and vision in Turkey. During the discussion, the following topics were discussed as future focus points: data sharing and providing are key factors in logistics and BVL’s German network members should share their experiences and best practices with the BVL network in Turkey. There should also be more focus on the efficiency in logistics, and, as well as providing wider participation to the meetings, members should focus on service recipients



Participants gathered round at TEB for the BVL Turkey Get-Together.

rather than providers, especially textile exporters. A need of more German companies based in Turkey in the BVL Turkish network was also a discussion point. The Chapter would like to emphasise on logistic service buyers in Turkey, with the aim to develop service buyers in the country. In order to do this, the Chapter will

keep on organising seminars. Topics such as occupational health and safety, as well as efficiency, reducing costs, norms and standards, plus start-ups, traceability, case studies, and packaging/storage, will be considered for future events. [more ...](#)

BVL Chapter Singapore Visits the TUM Asia Career Week

SINGAPORE Today's students are the future of supply chain and logistics, and because of this, BVL Chapter Singapore Chairpersons, Andreas Radke and Nicholas Bischoff, spent the afternoon of 27th February at the TUM Asia Career Week to introduce BVL's global network to graduates of 2019. Looking for internships and first job opportunities, the soon-to-be Young Professionals were eager to take up the offer to find out more about BVL. Thanks to their fresh minds and a common passion for supply chain and logistics, it was easy to connect and talk to the students about the industry and their promising careers ahead. It also helped a great deal that new Vice Chairperson, Nicholas Bischoff, studied at the TUM Asia himself. Some of the students are even planning to start their first job in Germany. Radke and Bischoff provided the students with contacts within the respective Regional Chapters in Germany; this is just one of the benefits of being in a global supply chain network. TUM Asia is a subsidiary of the Technische Universität München (Technical University of Munich); its campus in Singapore has both German and international lecturers,

and students are able to achieve accredited degree qualifications directly through the Technical University of Munich. TUM Asia also runs top-notch seminars and courses on topics such as Industry 4.0. What also helped the Chapter Singapore at the TUM Asia Career Week was to have the new revamped BVL marketing

materials with the organisation's new corporate design – including a new pull-up banner. Providing excellence in execution, BVL Office's Curtis Domberg ensured that the new materials were ready as planned and that the delivery came just in time for the event. Kudos! [more ...](#)

BVL Chapter Singapore Chairpersons, Nicholas Bischoff and Andreas Radke (both centre), offering advice to students at the TUM Asia Career Week



AGCO Chapter Brazil Report

SÃO PAULO On 12th March, BVL Chapter Brazil Chairpersons Stephan Gruener and Bernd-Paul Koschate got their first event of 2019 underway at AGCO in Mogi das Cruzes which went by the theme "digital transformation in motion". The event attracted an attendance of 50 logistics and supply chain specialists from national and international companies such as Bosch, Ford, GM, VW, – to name a few. After an introduction to BVL by the Brazil Chapter, representatives from AGCO showcased AGCO Smart Logistics, the company's digital supply chain transformation approach. AGCO presented transportation network optimisation initiatives and the results and improvements after their global implementation of an iTMS from 4flow in inbound and outbound operations. 4flow gave a live demonstration of the applied iTMS with real data and current shipments from AGCO that are managed and tracked in this system. The final presentation was made by Reply, a company which specialises in designing innovative logistics software and platform solutions. Reply provided an outlook on Logistics 4.0 along with case studies for these concepts. Further to the presenta-

tions, there were lively discussions related to challenges in implementation, data quality and availability, and the importance of collaboration and commitment to move and make change happen. The event was wrapped up with a plant tour through the AGCO tractor and engine pro-

duction plant. The event was a unique opportunity to talk and network with supply chain and logistics professionals from different industries, exchanging experiences and ways of how to get digital transformation into motion. [more ...](#)



Participants being led through the AGCO tractor and engine production plant

THREE QUESTIONS FOR ...

Stephan Gruener and Bernd-Paul Koschate, BVL Chapter Brazil Chairpersons

How do your professional experiences in Brazil compare to your previous roles in Germany and the US, for instance?

KOSCHATE: There are professional and personal aspects in answering that question. Professionally, I see some similarities between my positions in Detroit, Michigan, and in Campinas, Brazil. Both 4flow offices were founded more or less at the same time and have a similar size and setup. Regarding the markets, Detroit is a hot spot in the automotive industry and São Paulo is primarily an economic and industrial area. São Paulo also has the highest density of German companies globally outside Germany, which means I can reach many of my clients within a two hour drive. Just as Detroit is the comeback city of the US, Brazil's economy is now seeing an end to the economic downturn of the last few years – and there is hope of it becoming a growth market, while the Northern Hemisphere shows signs of slow-down. Personally speaking, life is less different than one might expect. We live in a condominium centrally located in Campinas where life feels much as it does in a small neighbourhood in the US. Just as in Detroit, I seem to be the only expat biking to work. My kids go to an English-speaking day-care like they did in Detroit. As far as the weather goes, however, there is an obvious advantage for Brazil.

GRUENER: I was born in São Paulo and have lived here in Brazil most of my life, although I previously studied and worked in Germany for a number of years. Brazil is a fascinating country, and because of its contrasts, in good and a bad ways. Instead of routines, we have surprises and new situations that constantly challenge both in our private and professional lives. This could be a three hour traffic jam all of the sudden, or paradise conditions on the beach. A sudden stop of a production line due to blocked roads caused by a strike, or the implementation of a warehouse operation in record time, are just some other extreme examples. Having the experience to handle such situations always makes Brazil very interesting to live in. I was even able to start my own software company, Namoa Digital, three years ago in São Paulo. The country offers



BVL Chapter Brazil Chairpersons, Stephan Gruener (left) and Bernd-Paul Koschate, at their organised visit to AGCO

lots of business opportunities which come along with great people to work with. Brazilian customers are always curious when it comes to technology and are constantly open for a real test with our software. This helped ease our workload and allowed us to find the right target customers when we were in our start-up stages. Today, we also export our Brazilian software solutions to Europe, USA, and Asia. We are extremely proud and glad to show the rest of the world that the Brazilian economy is not only based on commodities and local production.

Your recent and first Chapter Brazil event of 2019 – a visit to agricultural equipment maker, AGCO – was fully booked within the space of one week after rolling out the visit's invitations. What other activity can the BVL community in Brazil look forward to in the upcoming months?

KOSCHATE: 4flow, Namoa digital, and Reply are companies at the forefront of the digital transformation that are coming together to present their state-of-the-art applications. This makes it particularly interesting for many industry professionals to see how an industrial vehicle manufacturer, such as AGCO, is able to apply the use of technology and make significant benefits with it. So, the in motion

part of our “Digital Transformation in Motion” event, focused on real-world applications of digital solutions, which is what most people will be eager to see – such is the case across the world. Regarding our next steps after the event's success, the best way to proceed is to expand on the same topic and showcase more applications from different technologies or logistics systems from different companies. We are also working on increasing the number of members here in Brazil and strengthening the network of members, as well as companies willing to share knowledge and learn from best practice.

GRUENER: One big advantage for participants at BVL events in Brazil is experiencing a practical case in supply chain management and logistics thanks to the input of experienced professionals from the sector. Normally, other events are restricted to presentations in an auditorium hall. At our events, we will always have a session with a company tour at a factory, warehouse, port etc., and another session with small presentations and fruitful exchanges between the participants. The priority is to always offer very good content events (and not marketing events) where people have the chance to look outside of their own operational routines.

Brazil came 55th in The World Bank's LPI Global Rankings in 2018. With this in mind, plus the trucker strike which saw the country come to a standstill last May, is it fair to say the country is vulnerable when it comes to its infrastructure and logistics?

KOSCHATE: Latin America, with Brazil in particular, faces more economic vulnerability than what we are used to in the more developed markets. At the same time, this is rather common for emerging markets. When it came to the driver strike and its impacts, the situation was calm even though daily life was hugely affected. Manufacturing lines ran out of parts, but what was perhaps most visible were the long lines at gas stations, resulting in no fuel being available for days. But at least supermarkets were still properly stocked for the most part. I have witnessed things escalate in Mexico and France in such situations, but

not here. A specific result of the strike was the substantial increase in regulated minimum freight costs, and manufacturers have seen a significant increase in transportation costs. Together with AGCO, we have found interesting solutions to bring this cost down again, which we were able to show at our recent event.

GRUENER: The lack of infrastructure is one of the main challenges for logistics and transport operations and certainly a disadvantage when it comes to competing with global markets. Lack of infrastructure is part of the so called "Custo Brasil" that every company would like to eliminate. Brazil is a continental country and very diverse from the North to the South. For instance, for a national distribution project, it is necessary to take into account the various cities 3000-4000 km away from a production site in contrast to cities within a short dis-

tance. Keeping inventory down and maintaining your targeted customer service level is a very big challenge. To manage supply chains under such conditions you need very creative and hands-on people. For sure, there are some improvements in specific cases, but these are very far from the expectation. I would say that Brazil has a lot of infrastructure projects that could boost the economy. It is not because of the lack of money that most of them do not come to life; it is the lack of technical competence, organisation, and political arrangements. First impressions on the new Minister for Infrastructure are positive. This could now be the time for hope.

BVL Chapter Brazil Chairpersons, Stephan Gruener and Bernd-Paul Koschate, were speaking to the BVL Office's Curtis Domberg on 13th March, 2019.

New BVL Chairpersons and Representatives

THE BVL OFFICE THANKS, CONGRATULATES, AND WELCOMES THE FOLLOWING BVL OFFICIALS WHO RECENTLY STARTED THEIR NEW HONORARY ROLES IN THE BVL NETWORK:

New Chapter Singapore Vice Chairperson, Nicholas Bischoff (io-consultants Pte. Ltd.)



SINGAPORE Young Professional Nicholas Bischoff (Consultant, io-consultants Pte. Ltd.) as of January 2019 is new Chapter Singapore Vice Chairperson. Nicholas initially became a member through the "BVL goes international" campaign two years ago and had since regularly attended the BVL Chapter Singapore events and meetings. He joins Chairpersons Andreas Radke and Kian-Peng Sim in the Chapter setup and has already assisted in co-organising the first two Chapter Singapore events of 2019.

New Representative Korea, Sue Kim (Media K&)



KOREA As of January 2019, Sue Kim (Director of Planning and Coordination, Media K&) is BVL Representative for Korea. Over the past two years, Sue Kim has assisted the BVL Chapter Korea – Seoul in organising local events, such as the annual Korean-German Logistics Conference in Seoul, as well as accompanying Korean delegations to previous International Supply Chain Conferences in Berlin. With her knowledge of the BVL Network and its membership benefits, Sue Kim acts as a local contact for existing and potential members in Korea as well offering assistance to Chapter Korea – Seoul Chairpersons Ms. Kook and Prof. Kim.

The BVL Office would also like to thank the following former BVL Officials for their voluntary service in previous years within the BVL Network: Dr. Gerald Degen (Vice Chairperson US – Southeast), Günther Heyman (Representative South Africa), Björn Klippel (Representative USA – New York), and Dirk Reich (Representative China – Henan).

Eurolog 2019 in Greece BVL Specialist Forums on Site

CONFERENCE Eurolog 2019 is the 25th event of its kind organised by the European Logistics Association (ELA) and held in a different location each year. The 2019 event will take place in Greece in the Royal Olympic Hotel in Athens on April 3 and 4 with the theme “A new way of doing business”. The core topics include “Supply Chain Strategy in Industry 4.0”, the “Belt and Road Initiative” and “Blockchain Technology”. You can find the preliminary programme and registration details on the website for the event at www.eurolog19.gr.

EXHIBITION Transport logistic is the world's leading trade fair for logistics, mobility, IT, and supply chain management. The trade fair takes place this year from 4th – 7th June, in Munich. As a partner of Messe München, BVL will once again take part in the trade fair's accompanying conference program with three specialist forums on these current topics: Wednesday at 12:00 is all about “New times in the UK – going

up or going down?”, followed by BVL at 14:00 together with the “Ladies in Logistics” network, as they take a look at the perceived “male preserve” along with the “opportunities for and with women in logistics”. The development of globalisation and current issues regarding international trade are on the program on Thursday at the exhibition from 12:00.

[more ...](#)

BVL will once again stage three specialist forums at the transport logistic.



PHOTOS AND GRAPHICS

BVL, BVL/Kai Bublitz and plaindesigns gmbh (p.2), EUROLOGISTICS (p.6, top), io-consultants Pte. Ltd (p.10), Media K& (p.10), Messe München GmbH (p.12)

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