

Fresh from the Printer: the Conference Programme



INTERNATIONAL SUPPLY CHAIN CONFERENCE

The first version of the programme for the International Supply Chain Conference 2019 from October 23 to 25 in Berlin is now available, and the list of speakers and contents is certain to whet the appetite of the logistics community for the year's premier logistics event. Because, as BVL Board Chairman Robert Blackburn writes in the foreword, "Even in the era of digitalization, it is still people who interact with each in person who develop creative answers to today's challenges and tomorrow's trends – and who inspire and encourage others by doing so."

The conference gives attendees the chance to get to know each other in person, to access information and simply to be inspired – in presentations before full conference, sessions on specific topics or LOG.Camps. The topics range from the "Future of the Logistics IT Landscape" and "Commerce from the First to the Last Mile" to "Attractive Working Environments" and "The Latest from the Logistics Think-Tanks".

In the panel discussion on the conference theme "Inspire – Encourage – Act" in front of the full conference, Dr. Lars Brzoska, member of the Management Board of Jungheinrich AG, and Reiner Helken, CEO at Hellmann Worldwide Logistics, will join Prof. Jana Koehler, CEO and Director of the German Research Center for Artificial Intelligence, to talk about the issues that require courage from top management and that call on CEOs to encourage and inspire others. What challenges do they see ahead for supply chain management and logistics? Alexander Birken, CEO of the Otto Group, also knows that there are high demands on management personnel in today's world. He will be talking before full session about the digital transformation of the Otto companies. Angela Titzrath, CEO of Hamburger Hafen und Logistik AG, will report on a "Test of Courage" in the Port of Hamburg". As these examples show, it's worth taking a closer look at the programme. BVL wishes you happy browsing.

[more ...](#)

BVL International – Selected Events in 2019

Port of Amsterdam
September 5, 2019
Amsterdam, The Netherlands

Advance Supply Chain Conference 2019
September 26, 2019
Warsaw, Poland

International Supply Chain Conference
October 23-25, 2019
Berlin, Germany

EDITORIAL

Dear BVL Members,

With the International Supply Chain Conference scheduled to take place just under four months from now in Berlin, we are excited to announce that the conference programme is "hot off the press" and now available to read. This LOG.Letter Issue offers a round-up of all the latest news from the BVL network including the 41st BVL Ordinary Members' Meeting, all of the recent international BVL Chapter and Representative events, and an outlook on Mongolia, thanks to the "Letter from BVL Representative, Tobias Schauf". Also, find out how 300 companies opened their doors to the general public to offer behind-the-scenes looks at live hands-on logistics and SCM solutions on Supply Chain Day, which took place on 11th April. As BVL President Robert Blackburn states in his commentary to the Q2's Logistics Indicator, this year's conference motto, Inspire – Encourage – Act, "...is the recipe for success in the coming weeks and months". With this in mind, the BVL Office hopes you carry on learning and sharing new ideas, encouraging others to do so at the same time. Wishing you a great start to the summer and looking forward to welcoming you at the upcoming International Supply Chain Conference in Berlin.



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

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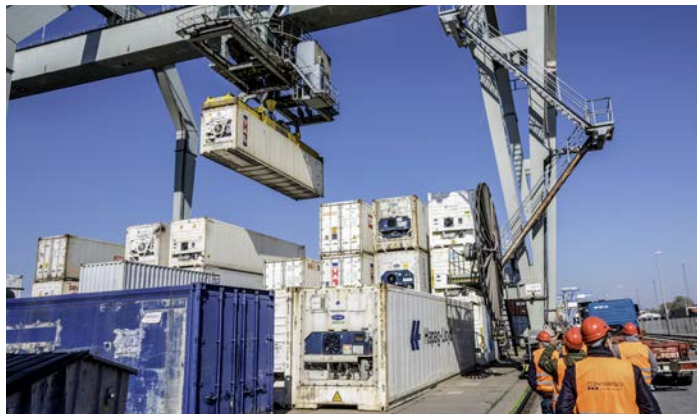
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Seeing, Marvelling, Understanding – Supply Chain Day Makes the Invisible Visible

DAY OF ACTION While the weather was quite cool in all over Germany on April 11, things were nevertheless hotting up all over the place as at least 300 companies in Germany and 15 other countries invited the public to a wide range of logistics locations on the twelfth Supply Chain Day. The day of action was once again a total success this year with its diverse range of events and tours – also thanks to a new quality offensive after the project management decided that pure publicity events would no longer be allowed. Visitors were able to choose between more than 270 interesting events staged by companies, research and educational establishments, and other organisations. By offering the public the rare opportunity to take a look behind the scenes, Supply Chain Day drew around 23,000 visitors in 2019.

VARIETY The range of events reflected the wide variety of different tasks in logistics and supply chain management – and underlined the role that logistics plays not only for the business world but also for society as a whole and each and every one of us. Amazon opened all its twelve locations in Germany to the public. Other big players like Edeka, Rewe or Hornbach also showcased their operations to interested visitors, as did many small and medium-sized companies, universities and research establishments. Last but not least, the Komsa Kommunikation Sachsen AG company, winner of the German Award for SCM, allowed the public to take a look behind the scenes of its award-winning logistics concept. There was plenty to discover, and visitors were able to gain a deeper insight into all the things that have to happen so that sugar is available on the supermarket shelf or they can enjoy a steaming cup of coffee in the morning. Logistics is not only behind punctual deliveries to supermarkets so that consumers can always find the products they want on the shelves; it's also what makes refuse disposal work. In the "bowels of the Potsdamer Platz square" at the Alba Group in Berlin, visitors also learned about waste disposal logistics. "The know-how behind it is amazing", said one visitor. "These are things you normally never get to see". You can find lots of images and reports on the individual events under the heading "Event Retrospective 2019" on the central www.supply-chain-day.com website.

Steffen Bilger, Parliamentary State Secretary at the Federal Ministry of Transport and Digital Infrastructure, took part in Supply Chain Day at Behala in Berlin.



Contargo organised tours at multiple locations, including Mannheim, and enabled visitors to gain insights into the world of multimodal transport.

A lot of logistics goes into ensuring that the newspaper is in the letterbox every morning – as those who visited Funke Logistik GmbH found out.



Optimum patient care is also only possible thanks to logistics. Visitors to Asensus GmbH learned about the special challenges in the healthcare sector.

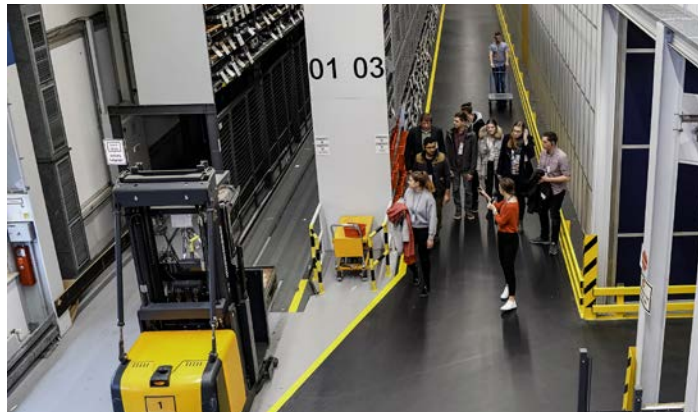
SKILL SHORTAGE The “Luneplate Environmental Tour” in Bremerhaven was just one of the events that underlined how seriously logistics service providers take ecological issues. The “Luneplate” ecological compensation area has been named an EU bird reserve and boasts a high number of breeding and resting birds. During an event called “A walking tour through the diversity of logistics in the freight transport centre for the Augsburg region”, visitors not only discovered interesting companies but also the local bee population and other insects.

IMAGE CAMPAIGN By opening the doors of the logistics industry to the public, Supply Chain Day promotes an understanding of logistics processes and underlines the importance of this sector of the economy. One participant in the tour of the container rail terminal and the Seifert logistics centre in Ulm put it in a nutshell: “Great insights and a big boost for the image of logistics!”. Which means it is only fitting that the initiative “Die Wirtschaftsmacher”, i.e. “Business Makers” chose Supply Chain Day for the soft launch of its campaign, where participants, supporters and interested parties came together for a “Wirtschaftsmacher Breakfast” at BIEK – the German Parcel and Express Logistics Association. Following a report on the status of the campaign, three motifs went live (www.die-wirtschaftsmacher.de/logistikinfo) and were disseminated via the social networks.

BUNDESWEHR AND BUSINESS Supply Chain Day was also the date of the “Forum Bundeswehr and Business”, a joint event of the Federal Ministry of Defence (BMVg), the German Association for Small and Medium-Sized Businesses (BVMW) and BVL attended by over 120 participants with the theme “Trends, Strategies and Potential for Cooperation”. The forum was hosted by the Axel Ebbecke Verfahrenstechnik AG company in Schöneck and moderated by Prof. Thomas Wimmer, Chairman of the BVL Executive Board. The event explored ways in which the Bundeswehr and SMEs can benefit from each other. At the end of the forum, everyone agreed that there are a whole range of touchpoints in logistics that need to be exploited.

[more ...](#)

At the German dairy company DMK, best known for its Milram brand, visitors at the Zeven location took a look behind the scenes of the central warehouse.



From the bolt to the turbine – the special nature of logistics for spare aircraft parts was the core theme at Lufthansa Technik Logistik Services.

Hands-on logistics at MTU Aero Engines, leading German manufacturer of aircraft turbines and stationary industrial gas turbines



The modern autostore warehouse of ITG GmbH Internationale Spedition + Logistik showcased the topic of omnichannel logistics.

REPORTS FROM THE INTERNATIONAL CHAPTERS AND REPRESENTATIVES ON SUPPLY CHAIN DAY 2019

Visit to Dongjiang Free Port Zone



Jean Wang (centre left) together with the Dongjiang Free Port Zone visitors

BEIJING BVL Chapter China – Beijing organised a tour to Dongjiang Free Port Zone as part of the Supply Chain Day initiative in the afternoon of 11th April 2019. The event proved to be a success with professionals from MNCs such as Caterpillar, Turck, and Gea, as well as

students from Tianjin University. The event officially got underway with a meeting with Free Port authorities and the participants. Jean Wang, BVL Chapter China – Beijing Chairperson, and Xiaolei Zhang, Regional Manager of the German Chamber of Commerce - North China,

both delivered opening speeches. Followed by his introduction, Yuan Huijiang, Vice Director of Economic Development Bureau, extended his warm welcome to guests and delivered an informative presentation on “Introduction and Development of Dongjiang Free Trade Port Zone”. After a Q&A session, the participants visited Pacific International Container Terminal and Dongjiang Cross-border E-commerce Industrial Park at the NetEase Koala North China Distribution Center. On top of visiting the facilities, participants held discussions with various company representatives onsite. Overall, more than 30 logistic professionals and experts took part in the event. As many participants stated, Dongjiang Free Port was something that they have been familiar with for a long time as their business is more or less located to the area, but they never got a chance to go and visit in person for a clearer understanding of the process involved onsite.

[more ...](#)

LCW Logistics Center Visit

ISTANBUL 27 participants including representatives from SICK Turkey and students from Altınbaş University visited the LCW Logistics Center in Istanbul, Turkey, as part of the Supply Chain Day 2019, on 11th April. Ayşen Öztoprak, SICK Turkey, lead the site visit. After Fatih İşleyen, HR Dept., welcomed guests and introduced them to general information about LC Waikiki, Emre Karayilan explained to guests the various general operation processes details and showing them around the three following different locations at the e-commerce warehouse with several automation systems like sorter, pick to light systems, on display. Operation flows were on display at the ASRS warehouse. At the last stop, the manual warehouse, guests learned valuable details about the company's warehouse equipment. The tour was followed by lunch.

[more ...](#)



BVL Chapter Turkey accompanied Supply Chain Day participants at the LCW Logistics' Center

Visit to Yellow Sea Free Economic Zone



Supply Chain Day Participants at the Yellow Sea Free Economic Zone

SEOUL As part of the 2019 Supply Chain Day, BVL Chapter Korea – Seoul visited the Yellow Sea Free Economic Zone (YESFEZ) with leaders of its corporate members on 11th April, 2019. The YESFEZ, a special economic zone near the Port of Pyeongtaek, is located in the southwestern part of Gyeonggi province – a 1-2 hour driving distance from main bases of western part of Korean peninsula such as Seoul, Incheon and Kunsan. Automotive sectors of companies such as Hyundai, Kia, Ssangyong and Donghee Auto

has been well developed and located around the city, and there are also industrial complexes for semi-conductor products as well as display panels of Samsung and LG. Furthermore, it has the utmost geographical advantages as a logistical base having the fastest access to China's coastal industrial economic belt. The port authority aims to make YESFEZ undertake overall development functions such as logistics & production, R&D, international business, residential housing, education, and entertain-

ment based on world-leading clusters in the region. The economic zone will receive full support of Gyeonggi provincial government to be an outpost for bio-logistics and value-added smart logistics with cost effectiveness. The area is being developed under construction. YESFEZ is the only free economic zone in Gyeonggi province, where offers exemptions or reductions in local tax for foreign-invested firms up to 15 years. BVL Chapter Korea – Seoul invited leaders of the logistics industry to the tour event, and the 10 participants including Kim Jin-Il, Chief Director of the Korea Logistics Industries Cooperative, Han Myeong-Su, the President of the Sejung Group and Gu Seung-Wan, the President of Pyeong-gu Group had an opportunity to look around the site and shared opinions for mutual growth of the YESFEZ and the industry. One participant mentioned "I came to see the port of Pyeongtaek as the best place for bio-logistics that is the high value-added, high profit industry. It was nice to see the potential of integrated logistics system of the port".

[more ...](#)

Securing In-house Know-how

FORUM CHEMICAL LOGISTICS The Forum Chemical Logistics of BVL took place in mid-May at the BASF location in Schwarzheide and the German Hygiene Museum in Dresden and focused on the theme "Using Resources Efficiently".

Host Dr. Colin von Ettingshausen, Commercial Managing Director and HR Director at BASF Schwarzheide near Dresden, emphasised to the some 140 attendees that "the location has the potential to become the first station on the New Silk Road and develop into a logistics hub." When it comes to resources, Schwarzheide – like other chemical locations – is focused on retaining and attracting qualified personnel. Thomas Schmidt (Infraserv Logistics) reported on the strategy in this area at the Frankfurt location.

The starting point for a panel discussion chaired by Prof. Thomas Wimmer, Chairman of the BVL Executive Board, was the new Chemical Logistics Study 2019 conducted by Miebach Consulting. The study says that the importance of logistics as a key factor in the success of today's companies has been confirmed and reports on



the scepticism over the deployment of 4PL concepts. This scepticism is above all being driven by fear of losing in-house expertise as a result of the outsourcing of management functions.

Panel participants Dr. Klaus-Peter Jung (Miebach), Constantin Reuter (Camelot), Berthold

Jesse (DB Cargo BTT), Dr. Andreas Backhaus (BASF) and Albert Schönecker (Covestro) confirmed this development.

[more ...](#)

Networking and Know-how



BVL presented its new trade fair stand at the transport logistic.

TRANSPORT LOGISTIC When the leading “transport logistic” trade fair closed its doors on June 7, the numbers showed that it had set a new record: “transport logistic has confirmed its status as the world’s biggest intermodal logistics hub”, says Stefan Rummel, Managing Director of the Messe München trade fair company. 2,374 companies showcased their portfolios in the 10 exhibition halls, up from 9 halls last year. BVL was among the exhibitors in Munich and presented its trade fair stand with its new look for the first time. The new, fresh design featuring a broader range of colours was very popular with visitors. Overall, the trade fair was attended by around 64,000 visitors from 125 countries.

In its role as a partner of Messe München, BVL was also involved in the accompanying programme and organised three special-topic forums. The forum on “Women in Logistics” appears to have hit a nerve, the full rows of chairs underlined the high level of interest in this topic and the need for discussion. One attendee took the opportunity to ask the panel for practical tips for her future career planning. At the end of the forum, she said that the event had given her great encouragement.

In the forum entitled “End of Globalisation? Outlook for International Trade”, Dr. Christian Grottemeier, Managing Director of BVL.digital, presented the findings of a survey focusing on

trade tensions. The survey is part of the “Flows and Tolls” project in cooperation with transport logistic. During the forum, Matthias Magnor, COO Road & Rail at Hellmann, said he is convinced that changes in globalisation will create new opportunities for both freight transporters and logistics service providers. BVL.digital was also one of the guests at the forum on “Climate Protection, Shortage of Drivers, Master Plan Rail Freight and Innovations on Railways! Will Rail Now Move to the Fast Lane?” organised by the Association of German Transport Companies”, where Grottemeier presented the findings of a survey on rail transport. Of the 340 survey respondents, 89 percent of the rail transporters, 80 percent of the shippers and 76 percent of the freight forwarders said they were convinced it is possible to move more freight transport to the railways. There was general agreement that the ball now is in the court of the politicians and that the governments must take steps to expand the infrastructure and boost the competitiveness of the railways.

The image of logistics was also a topic at the fair. The BVL focus group of the same name discussed the benefits of “employer branding” in the effort to combat the skill shortage. It was also at the transport logistics fair that the initiative “Die Wirtschaftsmacher (Business makers)” launched its image campaign “Logistikhelden (Logistics Heroes).

[more ...](#)

Alcott Global Interview with Curtis Domberg at the Trade Fair in Munich

INTERVIEW Alcott Global’s Asia Managing Director, Radu Palamariu, paid a small visit to Curtis Domberg at BVL’s trade booth during this year’s transport logistic in Munich for a brief interview. During their chat, Curtis Domberg introduced Alcott Global to BVL discussing as to what kind of trends the association deals with and even went on to talk about BVL’s upcoming annual Interna-

tional Supply Chain Conference, in Berlin. Alcott Global focusses on Supply Chain Consulting in Asia with projects such as the “Leaders in Supply Chain and Logistics” podcast series. Radu Palamariu, reached out to BVL during the transport logistics after having been recommended by BVL Chapter Singapore Chairperson, Andreas Radke.

[more ...](#)



Alcott Global’s Radu Palamariu (left) with BVL’s Curtis Domberg during the recent transport logistic

Looking to the Past with Pride and to the Future with Optimism

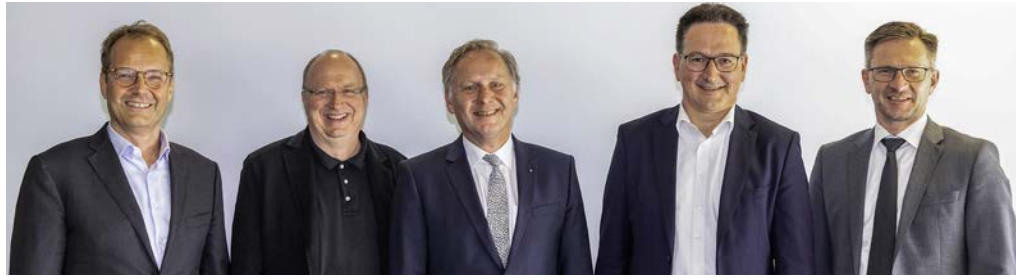
MEMBERS’ MEETING Over 100 members came together at the 41st Ordinary Members’ Meeting during the transport logistic fair, and took advantage of the occasion to network and exchange ideas. BVL President Robert Blackburn,

Executive Board Chairman Prof. Thomas Wimmer and Member of the Executive Board Uwe Peters reported on the work of the association in 2018 and outlined the plans for 2019. The focus was on the wide-ranging activities of the

BVL Chapters, the big events – the International Supply Chain Conference, the Forum Automotive Logistics and the Forum Chemical Logistics – the launch of BVL.digital, Supply Chain Day, the new corporate design of the association, the strategic

partnership with MX Manufacturing Excellence, and the involvement in the initiative “Die Wirtschaftsmacher (Business makers)” with its overarching campaign “Logistikhelden (Logistics Heroes)”.

The elections to the BVL Board were also on the agenda. The attendees with voting rights unanimously elected six new members to the Board, namely Alexander Doll (Deutsche Bahn AG), Dr. Christian Jacobi (agiplan GmbH, 3rd from left), Stephan Wohler (EDEKA Minden-Hannover Stiftung & Co. KG, right), Tim Scharwath (Deutsche Post DHL, left), Andreas Reutter (Robert BOSCH GmbH, 2nd from right) und Prof. Dr.-Ing. Kai Furmans (KIT, Karlsruhe University, 2nd from left). Five Board members successfully stood for



re-election. They were Peter Gerber (Lufthansa Cargo AG), Karl Gernandt (Kühne Holding AG), Torsten Mallée (AEB SE), Josip T. Tomasevic (AGCO Corporation) and Prof. Thomas Wimmer (BVL).

Frauke Heistermann, member of the Board of Directors at BEFESA S.A, in Ratingen and Chairperson of the Rhineland-Palatinate Council for

Technology in Mainz, left the Board after serving the maximum four terms in office stipulated in the association statutes – and was presented with the badge of honour in gold for her outstanding efforts. Jürgen Gerdes, Managing Director of Porta Holding GmbH & Co. KG in Porta Westfalica, also took leave of the Board and was also awarded the badge of honour in gold.

Pasta di Parma – BVL Focus Group “Consumer Goods Logistics” at Barilla



Welcome to Parma: BVL Focus Group “Consumer Goods Logistics” visited Barilla.

ITALY On May 23, 2019 a total of 15 members of the Consumer Goods Logistics focus group set off on a trip to Parma. Their visit began in typical Italian fashion with a cup of espresso at Linate Airport. The delegation then transferred by shuttle bus to the headquarters of Barilla SpA in Parma.

In the “Tortiglioni” conference room, the guests were greeted by Chief Supply Chain Officer Antonio Copercini and Claus Butterwegge, Managing Director of Barilla Deutschland GmbH. Copercini held a fascinating presentation about his company. Who would have thought, for example, Brazil and Russia are two

Barilla’s biggest sales markets? Copercini also repeatedly emphasised the major significance of sustainability. The Barilla credo? “Good for you, good for the Planet.” Barilla also attaches great importance to being a “palm oil-free company”.

The visitors then enjoyed a tour of the pasta production facility, one of the biggest of its kind worldwide. The production process is divided into different production lines. The pasta dough is mixed on the top floor level. The quality of the durum wheat – the “semolina” – is of particular importance. The pasta is shaped by a variety of cutting and pressing tools before

being dried. At the end of the overall process, the pasta packages are automatically palletised without using an actual pallet. The “pallets” are then transported to the adjacent warehouse.

On day two, the focus group then paid a visit to logistics service provider Number 1 Logistics, also in Parma. The company specialises in food distribution within Italy – all the way to Bari or Palermo. The delegation members were fascinated by the live demonstration of packing robots for display pallets.

The group then made the journey back to Barilla, where one of the questions from the most recent Trends and Strategies Study formed the basis for a discussion about the differences between Italy and Germany. It was interesting to note that again major importance was attached to the issue of sustainability.

At its meeting on the final day, the focus group talked about the differences between the companies in the various countries in terms of the way in which the supply chain is organised.

The members of the focus group were unanimous in their verdict that Barilla had been an outstanding host. They expressed their thanks to Giovanna Verani and Sebastian Diegel. The next meeting of the focus group will take place in the autumn at the Alnatura company, Darmstadt, Germany.

Two Weeks off-campus in China



DAV students at ZF Friedrichshafen in Jiaying

STUDY TRIP Germany's educational institution for logistics and import/export management, DAV, has been building up and maintaining contacts with universities and companies in China for 15 years now. Some of the current

fourth-semester students in the International Logistics Management degree programme recently took advantage of these German-Asian relations to spend two weeks discovering logistics and culture outside Europe, embarking on a

self-organised trip to China. Their journey took them from Bremen via Frankfurt to Shanghai, Chongqing and Beijing. In Jiaying to the south of Shanghai, they experienced production hands-on at ZF Friedrichshafen. An understanding of work safety that differs from that in Europe gave them the chance to see the products and machines close up. The programme in the million-metropolis of Chongqing included a tour of the Silk Road Terminal. One point of particular interest was that the workers used gravity to sort the railcars and containers by decoupling the rolling waggons at the top of a low hill. In Beijing, the students visited Beijing Wuzi University, the leading Chinese university for logistics (see also the Reports from the International Chapters and Representatives). The absolute cultural highlight of the trip for all the students was the walk up to Great Wall of China, where they were rewarded with a breath-taking view of the landscape and of the magnificent structure itself.

Strategy Meeting of the Chapter Chairpersons in Rostock

CHAPTER MANAGEMENT MEETING This year's Chapter Management Meeting was hosted by the Mecklenburg-Vorpommern Chapter. Co-Chairs Nina Vojdani and Dr. Wolfram Grafe invited the honorary chairs of the BVL Chapters to the meeting on June 20 and 21 in the scenic Hanseatic city of Rostock, and a total of 110 attendees were present at the event. The annual meeting of Chapter Chairs, Student Chapter Chairs, Young Professionals and Friends of BVL has been a premier event for participants for a number of years now, and some of them made long trips to Rostock. One of the reasons the Chapter Management Meeting is so popular is that it provides ample opportunity to build contacts. This year's accompanying programme included a boat trip and a tour of the city where attendees had plenty of time to talk to and get to know each other. Friday morning and early afternoon were earmarked for content-based work. Katja Wiedemann, Head of Member Services, moderated the meeting and ensured that everything went smoothly. Board member Torsten Mallée and Prof. Thomas Wimmer, member of the BVL Board and Chairman



Honorary and full-time officials of BVL came together in Rostock

of the Executive Board, welcomed the attendees in full session and provided an overview of developments on the Board. Jan-Ferdinand Lühmann from the South Bavaria Young Professionals Network presented the pilot project “Digitalization of the Organisation of Chapter Events”. Nikolai Posanok from BVL.digital gave attendees a preview of the new features in the

BVL-Connect app which are scheduled to go live in July. The new digital offerings, always with the focus on user-friendliness, were extremely well received by the audience. Following the presentations before full session, the participants split into four working groups. The topics on the agenda this year were “The work of the chapters and communication”, “Attracting,

developing and retaining new talents”, “Ladies in Logistics” and the “Digital pilot project”. In the last-named group, Lars Eggers, online editor at BVL, outlined the right ways to communicate in the social media channels. Eggers also took advantage of the meeting to show the many faces of BVL, [find out more ...](#)

THREE QUESTIONS FOR ...

Christian Wilhelm, Vice Chairperson, Luxembourg Chapter

You were quite willing to make the lengthy trip to Rostock to participate in this year's Chapter Management Meeting. What made attending this event so worthwhile?

WILHELM: BVL is the number one competence centre for logistics in Germany. The high-functioning network of the association brings together people and expertise from a diverse range of sectors. The exchange of ideas and experience with interesting colleagues who are faced with the same issues and challenges generates massive value added and creates huge opportunities for development.

The start-up you founded in 2015 has offices not just in Hamburg but also in Luxembourg. What makes this location attractive – for your company in particular and for logistics in general?

WILHELM: Luxembourg offers outstanding opportunities to attract new talents. Our team comprises excellently trained individuals from eight countries. Luxembourg is situated at the heart of Europe and permits seamless market entry into all the key countries – which is important, because we want to be active not just in Germany but throughout Europe. We have direct contacts with the regional cluster and the logistics region in general, and this makes coordination processes with entities like government authorities far less complex than would otherwise be the case.

Christian Wilhelm,
Vice Chairperson,
Luxembourg Chapter



Digitalization is still one of the central topics in logistics. How much progress would you say the sector has made in this area so far?

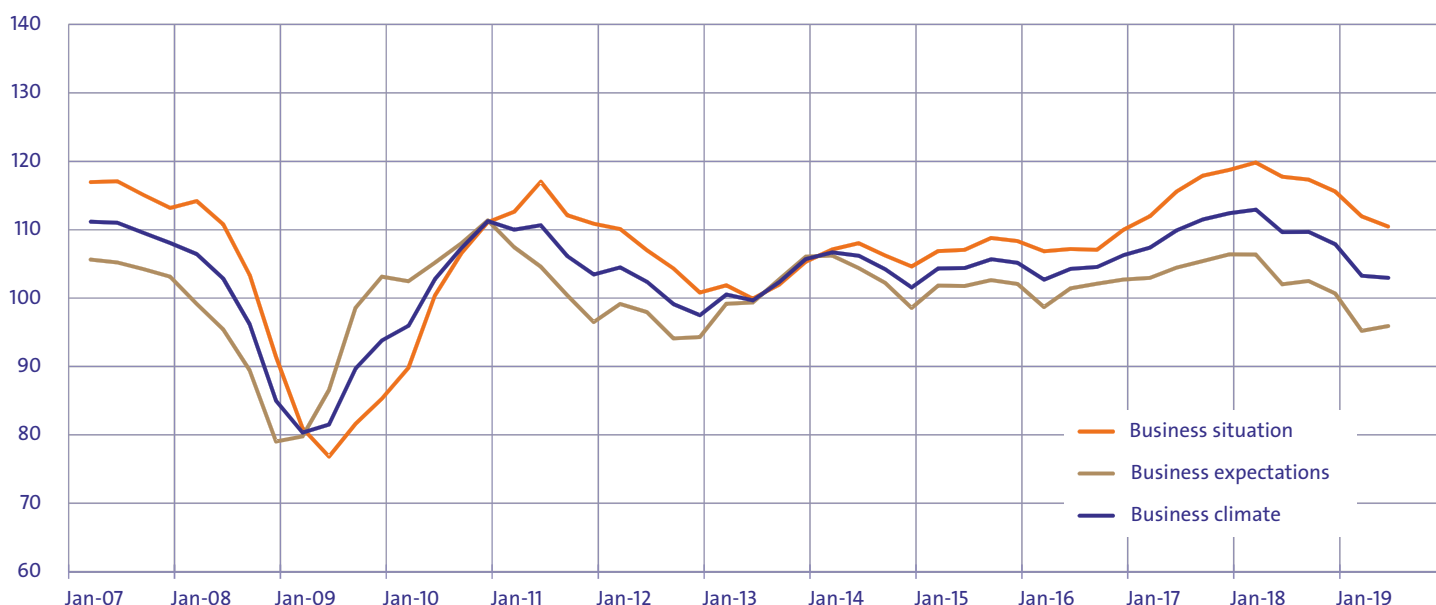
WILHELM: I believe logistics is now waking up from its slumber, but there's plenty of room for

improvement. We can see how fast things are moving in the market, and it's a topic everyone is involved in – but that's the way it has to be. What can't happen is that we're running the world's biggest ecosystem by phone and Excel files yet using an app to order a pizza.

The Situation is Far Better than the Sentiment

Commentary by Robert Blackburn, BVL President

LOGISTICS INDICATOR IN Q2 2019



Since the last “transport logistic” fair 2017, the economic scenario has changed significantly. Two years ago in May, the United Kingdom had officially applied to leave the EU but the withdrawal negotiations were not yet underway. In the intervening period, the constant postponement of Brexit has caused much economic damage – and no one really knows whether or when the UK will actually leave the European Union. The scheduled exit date in October is now also being doubted by experts.

In January 2017, Donald Trump took office as President of the USA and gave the world its first taste of his style and policies. Europe remained calm, because the economy was booming. But since 2018, production and logistics managers in industry, trade and services have been looking to the future with scepticism in the face of declining export volumes. Political and economic relations with the USA, a key export market for German products, have become unpredictable – and, following the European elections, the EU is in search of a new balance and long-term stability.

The BVL Advisory Board recently analysed and discussed the prediction that the trend for long-term GDP growth in industrially developed countries is in order of two percent. “Export world champion” Germany is currently falling well short of this figure. The Purchas-

ing Manager Index is close to its normal level, while industrial production – though still at a fairly high level – is experiencing a measurable downturn. The Global Trade Asia Pacific Index is also falling.

All the same, the Advisory Board still forecasts global economic growth in the order of 3%, with German GDP expected to grow by 0.8% in 2019 and 1.0% in 2020. These figures are confirmed in the joint forecast of leading research institutes, on the condition that the trade dispute does not continue to escalate. These uncertainties are reflected in the survey results for the Logistics Indicator. Following the uptrend in the previous two months, the climate is not quite as positive as it was in April. Assessments of the current business situation show a slight downtrend, while expectations for the coming months are slightly more optimistic.

It is worth noting that the actual situation is far better than the general sentiment. There are still plenty of orders on books, and companies are complaining that they cannot find personnel. There are officially 792,000 vacant positions – only 1,000 fewer than at the same time last year. This means the employment market is extremely healthy. Perspectives have shifted on the back of ten years of growth and booming business, and virtually everyone is now applying a different qualitative and quantitative bench-

mark than the one that was used in the crisis years of 2008/2009. In other words, the slight downturn in sentiment should not cause us to lose sight of opportunities in 2019.

What is less fortunate, however, are the findings of an OECD study on the attractiveness of national economies for foreign employees. Germany is ranked 12th out of 36 OECD countries. One of the reasons given for this poor performance is that foreign educational qualifications “are frequently heavily downgraded in the German labour market”. This cannot and should not be the case. A vibrant national economy like Germany is predestined to attract people from around the world who want to work here – because, as we know from many internationally diverse teams in today’s companies, diversity generates fresh stimuli that make the economy stronger. If Germany has little appeal in terms of career prospects, incomes, taxes, outlook for the future, skills environment, inclusiveness and quality of life, then this is something we urgently need to address – in our companies, in our policy decisions, and in society as a whole.

“Inspire – Encourage – Act” is the recipe for success in the coming weeks and months.

[more ...](#)

REPORTS FROM THE INTERNATIONAL CHAPTERS AND REPRESENTATIVES

DAV visits the Beijing Wuzi University



Jean Wang (third from left) with DAV and Wuzi students and lecturers

BEIJING On 27th March, BVL Chapter China – Beijing Chairperson, Jean Wang, welcomed a delegation group from BVL's DAV (Germany's educational institution for logistics and import/export management) which consisted of 7 students and an accompanying lecturer, as part of the institute's study tour in China. Jean Wang organised and accompanied the DAV group on

a half day visit to the Beijing Wuzi University. The visiting DAV students enjoyed an innovative tour thanks to the guidance of the Wuzi University student representatives. The budding flowers and trees of early spring impressed the visitors, but more importantly, the brand new logistics labs made the tour even more exciting. Students experienced hands-on use of the VR

equipment in the lab classroom and listened to the introduction of the latest logistics solutions for e-commerce related businesses in China. After the tour, the DAV visitors were joined by over 20 Wuzi University students to take part in an open discussion about the day's visit. Before the discussion opened, President of Logistics Institute of Wuzi University, Professor Jiang Xu delivered a welcome speech with Jean Wang introducing all participants to BVL's activities in Beijing as well. Exchanging ideas in English, the 30 or so students were all impressed by the similarities and differences between the two countries' logistics education, and found that they have lots of common interests such as the future of logistics technology development. DAV students also recommended and welcomed the idea of Wuzi University students visiting them in Bremen, Germany. As the day's visit came to an end, students were able to exchange contacts knowing that they will stay in touch with the BVL Chapter China – Beijing sincerely wishing them a long term friendship.

[more ...](#)

Mosolf Delegation Visit to Seoul

SEOUL Between 27th March and 1st April, BVL Chapter Korea – Seoul organised promotional activities for its Korean network in conjunction with a visiting delegation from Germany for leading European automotive logistics company, Mosolf Group. Mosolf's delegation visit was mainly to participate at the Seoul Motor Show's German Pavilion and at the same time, to have an opportunity to meet with the relevant stakeholders of Automobile industry and associations. Delegates consisted of Dr. Jörg Mosolf (CEO), Wolfgang Göble (CSO), and Detthold Aden (Senior Advisory Board Member and Honorary BVL Member). Based on Chapter Korea Seoul's prior planning and organisation to host a separate press conference before the motor show, the delegation met up with 15 logistics and economics journalists and media representatives. During the press interview, Mosolf's delegation showcased its history which is specialised in automobile logistics and as a one-stop service provider. Dr. Mosolf said,



Won-Gyung Kook and Sue Kim (back row from left to right) together with Detthold Aden, Jörg Mosolf and Wolfgang Göble (front row from left to right)

"It was such an interactive and attentive interview and we were very impressed by Korean

Journalists' affection for the logistics industry." There were key points raised during the press

conference such as empty car transport rates, restrictions on cargo handling, shortage of truck drivers, and the implementation of digitised logistics systems. On 29th March, during the Seoul Motor Show opening ceremony, the Mosolf delegation was invited to VIP section and was treated to a guided tour of the booths by the organisational committee. More importantly, the delegation group was able to meet key players such as Kama, Kaida, Hyundai Motors, and Glovis. The BVL Chapter Korea –

Seoul team stated that its intention on these special activities arranged for Mosolf Group is to boost a more active business partnership between the two countries through its role as a BVL Chapter. Furthermore, based on Mosolf Group's strong commitments to promote young talents, Chapter Korea – Seoul organised a special speech for the company at city's famous Inha University, Graduate School of Logistics and Asia Pacific School of Logistics. Dr. Mosolf said, "It was a pleasure to see so many moti-

vated and talented young logisticians in one place." Mosolf's delegation was so inspired by Korea's capabilities and innovative spirit, that it decided to attend the 4th Korean-German Logistics Conference on 13th June 13th, 2019, in Seoul, organised by BVL Chapter Korea – Seoul, [see page 15](#).

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Site Visit to Nippon Express with Meet and Greet



Andreas Radke (right) with speakers and participants at the Nippon Express visit

SINGAPORE Nippon Express is an undisputed market leader in every mode of transport, freight forwarding and logistics services in Japan. As part of its drive to truly become global, Marc Moss and Bipin Chinnappa of Nippon Express' Global Innovation Centre hosted a (highly oversubscribed) facility tour with presentations for the BVL Chapter Singapore visit at its facilities on 2nd April; the first of such an event in Nippon Express Singapore's almost 50 year history. As a "Top 5" Freight forwarder in Asia with over 600 locations, Nippon Express offers classic forwarding services as well as cross border capability on its intra-Asian land bridge, and links China to Europe with regular

train service. The fully GDP and TAPA A certified facilities in Singapore focus currently on a variety of warehousing and logistics services to its variety of customers as well as domestic and household moving programs. Nippon Express combines quality, flexibility and automation. During regular day-to-day business operations, automation drives efficiency. However, the system is set up to allow for manual flexibility in order to provide quick recovery during business continuity scenarios. Infrastructure is an asset for Nippon Express. Worldwide, 500m USD is being invested in multiple state-of-the-art facilities for its pharma sector as well as upgrading facilities worldwide to comply

with pharma regulations. The new facilities offer enhanced standards in climate control, dust and insect reduction as well as the latest environmentally efficient and state of the art equipment. Innovation is a competitive factor for every 3PL and Nippon Express drives its disruptive approaches towards daily operations. For example, drones perform stock taking, reducing the need for manual work and they can operate 24/7, by reading QR codes on the shelves and packages, and take pictures for validation. With the morning shift, manual cross-checks allow quality assurance of the stock taking. Similar initiatives implemented involve autonomous forklifting, pallet carriers and cleaning machines. Nippon Express' openness was validated by having Andreas Leichert of Xeneta introduce his market intelligence platform which provides transparency in the pricing of freight rates (incl. Nippon Express'), plus the audience had lively discussions during the Q&A session. Discussions were continued at the subsequent Meet and Greet, which was kindly sponsored by Nippon Express. On behalf of the participants, the BVL Chapter Singapore Chairpersons would like to once more thank Marc and Bipin for opening their doors to the BVL network and sharing many insights into Nippon Express.

[more ...](#)

Meeting in Poland



Jan Brachmann (last row third from right) together with participants at the BVL Chapter Poland Meeting

Jawor on April 12th. The meeting gave the opportunity for the BVL Chapter in Poland to discuss local initiatives and ideas. BVL Chapter Poland Chairperson and Seifert Polska President, Jan Brachmann, used the opportunity to introduce guests – who consisted of Daimler AG and Mercedes-Benz Poland representatives as well as members of the Jawor Region Workers Union – to BVL's network and mission. During his talk, Jan Brachmann presented the latest news and most up-to-date information from the BVL networks in Poland and Germany. All of the attendees were encouraged to participate in future activities organised by the BVL Chapter Poland as well as to make the most of the association's annual International Supply Chain Conference in Berlin.

JAWOR A day after BVL's annual initiative and day of action, Supply Chain Day, BVL Chapter Poland held a local get-together for 30 guests

from the country's BVL community at the new multimedia hall, renovated and equipped by Mercedes-Benz, in the Regional Museum in

[more ...](#)

E-Commerce Distribution and Reverse Logistics

TORONTO On Friday, April 12th, BVL Canada Representative, Nico Weidel (Hudson's Bay Company), and his team hosted his first BVL event of 2019 at HBC's Scarborough Distribution Center, in Ontario, bringing together industry professionals and MBA Students to discuss the future of E-Commerce Distribution and Reverse Logistics. 20 Participants from renowned 3PL and retail companies such as Walmart, DHL, and HBC, experienced a hands-on look at HBC's state of the art robotics fulfilment solutions, industry presentations, and a round table workshop to discuss the current challenges and solutions in place to optimize reverse flow in large scale Omni channel networks. The event was well received with the participants providing excellent feedback regarding BVL's activities in Canada. Nico Weidel is planning on having more events in the future to keep this momentum going.

[more ...](#)



Nico Weidel (left) during the visit to HBC's Scarborough Distribution Center

6th German-Russian Logistics Forum



Mirko Nowak (centre on stage) during one of the panel discussions

MOSCOW The 6th German-Russian Logistics Forum, co-organised by BVL Chapter Russia on April 16th at the Hotel Metropol in Moscow, was a complete success. Taking place during 2019's international transport and logistics trade fair, "TransRussia", 250 plus professional participants used this good opportunity for personal exchanges on shared experiences and perspectives in logistics, transport and traffic, and at

the same time, informed themselves about current trends and innovations, receiving useful impulses from the organised discussions. Some of the exiting discussions were based on topics such as Logistics 4.0, Contract Logistics, The New Silk Road, and Logistics of the Future. The Forum was opened with an MoU signed between CEO of Hamburg Port Marketing e.V., Ingo Egloff, and the Executive Director of the Russian Digital

Transport and Logistics Association, Anton Zamkov. Professional contributions were also made at the Forum thanks to insights on logistics concepts and solutions on behalf of leading CEOs of Metrans, Kuehne+Nagel Russia/ CIS, Transcontainer, DB Cargo Russia, and BVL Chapter Russia Vice Chairperson and STS Logistics CEO, Kirill Vlasov, who gave his insights on Contract Logistics. The Forum also saw Deputy Director of Moscow Canal, Vladimir Markin, deliver his speech on the subject of trimodal logistics. BVL Chapter Russia Chairperson and LUNO Group CEO, Mirco Nowak, moderated two of four logistics discussions and introduced the BVL network and Chapter Russia's activities in which he has been involved since 2011. The evening reception for effective networking was opened by Minister Christian Pegel from the Ministry of Energy, Infrastructure and Digitalisation of the state of Mecklenburg-Vorpommern and State Councilor Dr. Ing. Torsten Sevecke from the Ministry of Economic Affairs, Transport and Innovation of the Free and Hanseatic City of Hamburg.

[more ...](#)

New Technologies in Logistics Seminar

ISTANBUL BVL Chapter Turkey held the "New Technologies in Logistics" seminar on May 8th at co-organiser's Altınbaş University campus in cooperation with Buyer Network Business, bringing together over 50 logistics and Supply Chain Management experts, including companies such as SICK, Jungheinrich, and Hapag-Lloyd. BVL Chapter Turkey Chairperson, Arda Polat (TEB), got the seminar under way with his opening speech introducing guests to BVL's network, followed by a speech made by Altınbaş University Dean of the Faculty of Business Administration, Ercan Gegez. BVL Chapter Turkey Vice Chairperson, Emre Taşçı (Jungheinrich), delivered a keynote on new technological applications in logistics. The "New Technologies in Logistics" panel session, was moderated by Professor Murat Erdal, who was joined by panellists Sandra Ferlandes (Hapag-Lloyd), Dr. Okan Tuna (ShipsGo and Dokuz Eylül University lecturer), Murat Kadir Gül (Temesist Industrial Warehouse Engineering), and Serkan Ayverdi (Unsped) who all shared their views on the developments of the future of logistics and the



Speakers and guests gathered together on stage for a group photo after the New Technologies in Logistics Seminar

effects of technological advances on the sector. Altınbaş University Chancellor, Professor Emre Alkin brought the seminar to an end before

taking the time to speak with participants in person.

[more ...](#)

The 4th Korean-German Logistics Conference



Won-Gyung Kook and Jörg Mosolf (3rd and 4th from left front row respectively) with speakers, organisers, and special guests during the 4th Korea-German Logistics Forum

SEOUL The 4th Korean-German Logistics Conference, held at the COEX Center in Seoul, on 13th June, went by this year's theme "The Way to Digitized Transport Logistics". Reflecting on this current trend, the conference was organised by BVL Chapter Korea – Seoul, with Mosolf Group and Korea Maritime Institute acting as event hosts. Event sponsors included, The Korea Automobile Manufacturers Association (YESFEZ), Korea Ship-owners Association, Busan Port Authority, Korean-German Chamber of Commerce & Industry, and JadeWeserPort Marketing GmbH. Congratulatory messages and welcome speeches were made by Dr. Jörg Mosolf (Mosolf Group) and Dr. Myung-Saeng Jung (Korea Maritime Institute) opening the conference, attended by roughly 100 Korean and German logistics and SC Managers. They paid tribute to the Korean-German Logistics Conference's format and emphasised on the importance of digitalization, with the future of logistics likely to be heading in this direction. The conference hosts also expressed their warm gratitude to BVL Chapter Korea – Seoul for its efforts in setting up and organising the conference. In the morning session, Technical University Berlin Divisional Director Logistics and BVL Advisory Board Member, Prof. Frank Straube, together with Dr. Jaehak Oh, Korea Transport Institute President, talked about the key issue of "Digitized Logistics". Prof. Straube delivered his message to the audience, in his usual humorous manner, stressing that the human element is still the most important in the digital era: "Productivity is crucial, but sustainability is just as important. Therefore we should protect the environment to maintain the sustainability of the industry using digital technology such as AI and IoT". He introduced his research projects regarding digital transfor-

mation, especially in the field of logistics, explaining some of the crucial success factors as data management, smart system, and leadership. "Logistics is getting even more complex day by day, and AI can help the sector meet its various needs. It can be used in simulating and forecasting medium or long term terminal capacity, and by doing so, can prevent congestion and manage supply earlier than before. Smart logistics help the operation of the supply chains", stressed Straube. He emphasised, however, that all of these should be based out of respect for humans. Dr. Oh mentioned two research projects – "People-centred transport system" and "logistics 4.0" – explaining Korea's strategies and challenges for upcoming changes. The Korea Transport Institute studies innovative ways to improve transport and logistics system as well as green logistics and better working condition for the field workers. He mentioned the needs of last mile transportation service resulted from the increase of e-commerce and climate changes due to poor engine trucks. He also emphasised respect for humans as Prof. Straube also did, pointing out that logistics 4.0 has more meanings when we help workers to get prepared and to work in better conditions in terms of income and welfare. The institute is now carrying out projects for the automotive operation of public transportation and car sharing in rural areas. In the afternoon session, presentations were held on topics such as the automobile industry, new logistics routes, and ports. Dr. Marn-ki Jeong, (Korea Automobile Manufacturers Association) delivered his key-note on "Trends and Collaboration with the Korean Government for Automobile Industry" and went on to say that "the global car making industry has entered a revolutionary phase and should focus on electric power cars in the

future. The electric power car and battery markets are exploding, and the prospects are improving". The speed of technological innovation is fast, and the line-up of trucks and buses is also expanding as well as passenger cars. In the future, the car as we know it will evolve into an IT device and it will change the industrial ecosystem. He pointed out Korea has to have a dual strategy to keep the electric cars at the same level as the world trend, but have the hydrogen cars lead the global market. His presentation ended with a remark that the Korean government needs to implement a little more aggressive policy to support the industry. Dr. Mosolf's key-note was on "Government legislation – future mobility", with which he introduced the German Transport Forum, explaining how they provide practical experience data and advice to the German federal government so that appropriate policies can be established for various transport issues as well as climate change and smart city in a broad sense. He went on to say that, in Germany, the industry and research institute work together to find practical solutions to overcome challenges that they are facing, and the German Transport Forum hopes to share the know-how with other countries. Wolfgang Göbel (Mosolf Group) and Dr. Sung Woo Lee (Korea Maritime Institute) discussed new logistics routes under the titles of "New Silk Road from and to China – opportunities to connect Korea" and "Korea Logistics Structure Concept based on New Northern and Southern Policies", respectively. Göbel, who also is the President of the European Finished Vehicles Association, Mosolf Group's CSO, explained Mosolf Group's participation in China's ambitious New Silk Road project: "Mosolf Group is joining the project to connect Europe and China through the railroad of New Silk Road to transport finished cars to the terminal of Chengdu, China". He explained railroad transportation could save up to 50% more time than sea carriage and also it is cheaper than air transportation. Göbel wrapped up his presentation hoping this Silk Road to be connected to Korea. Dr. Lee said that the government is making efforts to connect land and railroads of the Korean Peninsula – North and South – so as not to depend on shipping alone. However, North Korea's roads as well as its operational infrastructures are in bad condition. The two Koreas have differences in railroad track gages, signal systems, communication systems, and

also in power capacity. Therefore, infrastructure investment must be preceded to narrow the gap if we want to go through North Korea. Also, in that case, he pointed out we will need to expand the railway in the metropolitan area, including Seoul, which would cause cost issues. In the end, he put particular stress on that it is necessary to diversify the logistics system to combine shipping, trucking, train, and we need cooperation to find solutions for it. The presentation was followed by the introduction of Germany and South Korea's ports. Ingo Meidinger, Marketing Director of JadeWeser Port Marketing GmbH, which is Germany's only deep-sea port, presented Lower Saxony's port in depth, explaining "the port is directly connected to Autobahn and the railroad is also nearby having the utmost advantages geographically and logistically. He mentioned the RoRo terminal project is being prepared with the Mosolf Group. They are open to business

relationships with Korean companies as well, he said. Eun Kyung Choi, (Yellow Sea Free Economic Zone Authority (YESFEZ)), explained the merits of the Pyeongtaek Poseung District (BIX), which is a special economic zone, with the incentives for the companies, and the future vision. The location is attractive for logistics firms because it is close to the capital city and has Samsung and LG industrial complexes in the nearby area. "YESFEZ is expecting to be able to cooperate with companies in various fields of manufacturing, not only machinery and electronics but also foods, chemicals, and medicine", explained Choi. The last topic was "Korean Smart Port in the Era of the 4th Industrial Revolution" presented by Dr. Eon-Kyung Lee, (Korea Maritime Institute) who compared the smart port to other competitor ports, which are achieving fully automated, digitized, and smart systems, Korean ports have not yet applied the use of 4th industrial revolution technology. To

improve this, he examined the challenges and strategies to be implemented in the government and industry. Finally, showing a video clip of Indian lunch box delivery, he reminded the audience that eventually the meaning of logistics is to transport goods to the right place at the right time that the customer needs it. Once the sessions were over, an open panel discussion was placed with the speakers on the stage and audience. There was an in-depth discussion about digitization and the New Silk Road. The conversation about digitization and alienation of people was also impressive. This year's conference is expected to have a positive impact on logistics development in both Germany and Korea. We look forward to meeting new logistics experts and discussions at the next year's conference.

[more ...](#)

BVL Chapter Korea – Seoul: Interview with Seong-Tae Hwang, Commissioner at Yellow Sea Free Economic Zone Authority (YESFEZ)



Seong-Tae Hwang was speaking to BVL Chapter Korea – Seoul Chairperson, Won-Gyung Kook, during the 4th Korean-German Logistics Conference on 13th June, at the COEX Center in Seoul

Congratulations on YESFEZ's – The Yellow Sea Free Economic Zone Authority's – foundation anniversary. It has been five months since you became YESFEZ Commissioner back in January earlier this year. What is your impression so far on the achievements and progress of YESFEZ's projects?

HWANG: Thank you. YESFEZ, which belongs to the local Gyeonggi government, has developed to build a business and industry complex in Pyeongtaek with an 800 million US Dollar project budget since 2008. We will phase in

the land sales later this year, setting goals to reach of 100 million US Dollars through MoUs (Memorandum of Understandings) and through various International Relations.

You are well known for being a field-oriented administrator, attracting overseas global players to YESFEZ by focusing on IR (International Relations). Could you elaborate as to how you do this exactly?

HWANG: YESFEZ welcomes leading companies into the smart future car industry, as well as hidden champions in the high-tech sector, and foreign companies who are on the lookout for mutual Korea-China FTA benefits. Pyeongtaek's international port, which currently ranks as the number one automotive import/export volume in Korea, has easy access to a metropolitan area in which 50% of the overall Korean population lives. Furthermore, national global players such as Samsung, LG, Hyundai-Kia Motors, and SK Hynix are located nearby. Pyeongtaek BIX (Business and Industry Complex) has an area of 204 hectares for chemistry, automotive, machinery, electronics, and Hyundeok district with an area of 232 hectares for foreign settlements, tourism, distribution, and commercials, making it an ideal location for a YESFEZ hub. For an added-value logistics

industry solution, YESFEZ supports a simplified import declaration system for sea cargo express since Pyeongtaek Customs opened in May 2019. This allows us to attract cold chain companies, and at the same time empowers automotive import/export transport logistics. At the same time YESFEZ is able to provide land at a competitive price: 421 US Dollars per m² for manufacturing companies (30% lower than neighbouring sites) and 434 US Dollars per m² for logistics.

YESFEZ attended the 4th Korean-German Logistics Conference this year. What do you hope German companies learn about YESFEZ?

HWANG: By offering a high-tech growing industry platform, we put our efforts into meeting companies' needs, especially those form 4th industrial revolution related sectors, by creating a business-friendly environment for future car parts, cold chain, and e-commerce. Above all, YESFEZ sets out to become a business hub of Korea with easy access to China and an Asian partner for German companies. I look forward to German companies interested in investing in Korea paying a visit to YESFEZ in Pyeongtaek.

Guests in Bremen



Delegation groups from Cameroon and Korea recently stopped by the BVL Office.



BREMEN The BVL Office in Bremen received two separate delegation visits on 18th June and 19th June from Cameroon and Republic of Korea, respectively. BVL Office's Christoph Meyer (Head of Research & Events) and Curtis Domberg (Member Service, International Relations) were visited by representatives of logistics companies and customs offices from Douala, Cameroon, who were accompanied by

local associations Bantu Development Initiative and Africa Network Bremen. The delegates from Cameroon were introduced an in-depth look at the International Supply Chain Conference and the annual event's benefits as well as an overview of BVL's regional and international set-up. The day after, Gyeongnam Provincial Government delegates, along with Gyeongnam Development Institute and Busan Port Author-

ity representatives, were treated an overview of BVL Chapter Korea – Seoul's activities as well as the benefits of becoming involved with the Korean BVL community. Ideas such as becoming an active member of BVL and visiting the International Supply Chain Conference in Berlin as part of a Korean delegation were also discussed with Curtis Domberg.

Supply Chain Sustainability Award 2019

AWARD The Supply Chain Sustainability Award 2019 was presented on April 11 in Vienna during the 35th Logistics Dialogue of BVL Austria. The award went to family-run company Lkw Walter. Logistics start-up Urban Cargo came in

second place, followed by Rail Cargo Austria. The winning project aims to reduce the number of trucks on the road. To this end, Lkw Walter has committed itself to relocating road freight transports to the waterways and railways

within the overall context of intermodal transport and is investing in state-of-the-art combined transport equipment.

[more ...](#)

LETTER FROM ...

Tobias Schauf, BVL Representative Mongolia



BVL Representative for Mongolia, Tobias Schauf

Genghis Khan built the Mongol Empire in 1206. It went on to become the largest contiguous land empire in history. Today, Mongolia is called the land of the blue sky. It is nearly five times bigger than Germany, has a population of only three million people, and a total 70 million live-stock. It is one of the 10 countries in the world which has the most natural resources: harboring gold, copper, iron ore, coal, oil, lithium, rare earth elements, and much more can be uncovered under the surface of its huge land mass. Nevertheless, about 30% of the population is nomadic or at least semi-nomadic. 50% of the country's population lives in Ulaanbaatar,

the world's coldest capital. Mongolia is also the most sparsely populated state in the world and is ranked as a lower-middle-income economy. Mongolia's challenges: it is a landlocked country that only has two neighboring countries – China and Russia. Diversification of industry is very limited with the country's main sectors being mining (21.8% of GDP) and agriculture (16% of GDP). More than 90% of exports go to China, with one third of imports heading in the other direction, and another third coming from Russia. Transport infrastructure and supply chains are underdeveloped for a country with a continental climate that is harsh. Hot summers, extremely cold winters, and spring and fall only last a very few weeks. For a country like Mongolia, a strong infrastructure (with

some reliable main rail and road links connecting the country internationally), functioning logistics, treaties for trade, transit and incoming investment flows and stable relations to the neighboring countries and to so-called "third-neighbors" (such as Germany) are crucial. The Mongolian government seeks to expand its participation in regional economic and trade groups. As a BVL Representative for Mongolia, I started about seven years ago, when the country's economy just had a double digit economic growth and a democracy was working relatively fine (compared to other states in Central and East Asia). Angela Merkel went to Mongolia in 2011, because Germany wanted a slice of the cake: she signed the first German Partnership Agreement with Mongolia as part of the Berlin

government's new natural resources strategy. The prospects at the time were really good: perhaps too good for such a young democracy and immature market economy. Since then, decision makers in the country have made countless mistakes whilst many necessary conditions for investment and growth have not been put in place. Nevertheless, for specialists with courage and enthusiasm for the niche, Mongolia remains a market with a great deal of potential. The odds are often compared with those of the Emirates or Qatar. We will carry on working on Mongolia's potential. More than 800 years after Genghis Khan's Empire, we should have by now learned enough lessons to build, step by step, a bright future for the country.

Thank you!

The BVL Office would like to thank former BVL Chapter Brazil Vice Chairperson and former BVL Representative USA – Detroit, Dr. Bernd-Paul Koschate (4flow AG), for his voluntary BVL service over the recent years. Koschate who starts a new role at his company in his home country, Germany, was active for four years in his honorary BVL roles and recently helped facilitate the BVL event at AGCO in Brazil and also took part in the International Business Breakfast panel discussions at 2018's International Supply Chain Conference.



Dr. Bernd-Paul Koschate,
former BVL Chapter Brazil Vice Chairperson and
former BVL Representative USA – Detroit

The Network Continues to Grow – New International BVL Members

MEMBERSHIP BVL welcomes the following new international corporate members for the first six months of 2019

- Parker Hannifin EMEA Sàrl
- SCHNEIDER GROUP
- Swarovski AG
- Lantech B.V.
- Anuradha Jain – Partner für Projekte und Studien
- Pan Asia Logistics Investments Pte Ltd
- Headex UAB
- STILL Polska Sp. z o.o.
- SCALOG

BVL – The Supply Chain Network

VIDEO In a recent corporate video, BVL Office's Curtis Domberg talks about the benefits of a BVL membership and the association's competence network by offering a look into BVL Member Service's International Relations. The video is available on the BVL website: feel free to check it out if you would like some background information on Curtis Domberg and BVL's Member Service.

[more ...](#)



Are You Planning a Delegation Trip to the International Supply Chain Conference?



If so, we will be happy to offer you a special range of services at preferential conditions for foreign delegation group visits to the conference, including special rates for your stay at the InterContinental Berlin. Delegation group participation rates to the International Supply Chain Conference are as followed:

- European countries (excl. DACH) for groups of 10 persons or more (850.00 € per person)
- Countries from outside of Europe for groups of 5 persons or more (850.00 € per person)



Presidential Farewell

EUROPEAN LOGISTICS ASSOCIATION After six years in the European Logistics Association (ELA) presidency and a total of four years as Vice President, Jos Marinus (VIB), took the decision to no longer run for ELA Vice President this year. Under his presidency from 2011 to 2017, Marinus helped put ELA on the map thanks to successful international initiatives such as the ELA Award (formerly known as the European Gold Medal Award), one of Europe's most prestigious logistics awards, which has been handed out on an annual basis at its awards ceremony in Brussels since 2014. Marinus will continue his role as European Certification Board for Logistics (ECBL)

President. On the search for new horizons, however, is ELA Head Office's Nicole Geerkens (Executive Director), who after joining back in 2000, helped turn the association's back office into a fully functional head office and allowing ELA to build a vast network, not only among its member associations, but in the entire supply chain community. ELA is a federation of 30 European national associations and organisations (including BVL) which aims to provide an international forum for networking, as well as the awareness and development of logistics and supply chain management.

Jos Marinus



PHOTOS AND GRAPHICS

BVL, BVL/Kai Bublitz and Appelhans, Bildschön, Hecke, Jan Meier, Vernillo, Weiler (pp.2-3), Alcott Global (p.6), clear logistics (p.9), Yellow Sea Free Economic Zone Authority (p.16), European Logistics Association (p.19)

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