



Activity Report

2016



BUSINESS PLAN 2014-2017

Our mission is to serve, represent and promote the Luxembourg Logistics community and drive our members to innovate

The Cluster for Logistics gathers logistics operators from all transport modes, forwarders, carriers, service providers, research institutes and other organizations acting to develop Luxembourg as international logistics hub. In 2016, the Cluster for Logistics federated and represented more than 90 members of the Luxembourg logistics community. The Cluster endeavours to bring together as many players as possible and to bundle their logistics competencies. The ultimate goal is a continuous optimization of the customer benefit, which at the end is the shipper and increasingly with e-commerce the end-user.

To achieve its goal, the Cluster has the following missions:

- The Cluster serves all its members as a neutral coordination, information and communication platform.
- The Cluster represents the interests of its members by expressing common positions in relation with the future development of Luxembourg as logistics hub.
- The Cluster drives its members to innovate and develop their logistics skills as a main factor of competitiveness.
- The Cluster acts to increase the recognition of logistics in Luxembourg and promotes Luxembourg as a logistics hub abroad.



In order to fulfil these missions, the activities of the Cluster focuses on:

- Serve:
 - Arranging international matchmakings for members
 - Informing members about relevant international events and issues
 - Organising events to allow networking for members and professionals
 - Conferences
 - International Exhibitions
 - Workshops
 - Company visits
 - Logistics day
 - Speed dating for Logistics education
- Represent:
 - Managing workgroups to improve the competitiveness of the logistics sector
 - Standing in for the interest of the logistics and supply chain community
 - Communicating recommendations to governmental authorities and international organisation (IATA, BENELUX Council, ELA, UECC, BVL...)
 - Participating in official trade missions
- Foster Innovation:
 - Participation in dedicated logistics and supply chain application projects in coordination with scientific institutions and innovation promotion agencies or clusters (collaborating with Luxinnovation).

- Support Luxembourg's higher education, research and development, universities and the new Luxembourg Centre for logistics and supply chain management (LCL)
 - Promote:
 - Meeting other international logistics or transport organisations
 - Attending national and international conferences and fairs
 - Participating in economic missions with Chamber of Commerce and ministries
 - Awarding and promoting excellence in logistics
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Board

The Board of the Cluster has been constituted by representatives of the founding members and representatives of effective members. In order to enhance the representation and importance of the non-institutional members, different company representatives have been nominated to represent the different sectors as administrators. The company representatives of different modes of transport currently are Arthur Welter, DB Schenker, Cargolux, Luxair Cargo, CFL multimodal and INL as administrators. The board is regularly adapting its governance board to be representative of the landscape and recently unanimously nominated the former interim Cluster Manager Mr Charles Gosselin as an independent administrator.

Membres effectifs

The Cluster introduced an enhanced membership package for the participating companies. The 21 membres effectifs are prominently highlighted on the Cluster's website as supporting members (see also page 39) and in the promotional presentations. The intention is to preferably select administrators from this category of members.

The ongoing mission

The Cluster for Logistics is involved in various action plans as a neutral relay between authorities and logistics operators to ensure that the decisions taken are in line with the needs of stakeholders. A first step in this direction has been achieved by gathering authorities and representatives of the stakeholders on the board of the Cluster.

This cooperation needs to be deepened and intensified to speed up the implementation of reforms upgrading the competitiveness of Luxembourg as international logistics hub. The recent launch of a monthly **logistics briefing** is expected to share relevant information and events in a brief consolidated time-saving manner for friends of logistics.

The dynamics of the logistics market and its high volatility making it an early indicator require continuous monitoring of strategic and operational developments. This will require an adaptation of the plans of determined action and additional measures to develop the competitiveness of the Luxembourg as logistics hub. This can only be achieved in a close cooperation between stakeholders and the authorities invited as observers during the board meetings.

In 2016, the Cluster has been contacted by multiple companies in order to get information about Luxembourg or potential trade partners. In line with its mission, the Cluster acts as a first intermediary, providing all relevant contacts avoiding conflict of interests. Following its compliance rules, the Cluster administration does not follow or involve itself in any subsequent business negotiations.

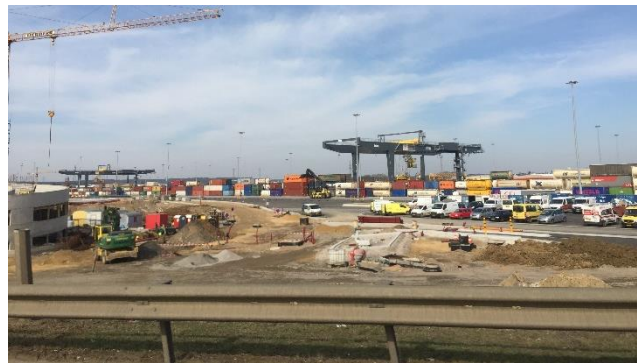
Finally, the Cluster played an active role in the promotion of Luxembourg as logistics hub by organizing joint economic missions with the MECO and attending fairs and international congresses as reported in attachment.

2016 has been driven by the advances in the projects LEAN & GREEN, the Diplôme de Technicien en logistique and the Single Window for Logistics (SWL), after the Cluster signed conventions with the Ministry of Sustainable Development and Infrastructure, the Ministry of Economy and Trade and as well as the Ministry of Education, Children and Youth.

Outlook for 2017

The Cluster for Logistics will continue its mission in 2017, regrouping actors, promoting the sector and fostering innovation. The political and members support for the logistics sector is unbroken and with the political support, the Cluster will follow actions aiming to attract goods and flows into Luxembourg that are preferably enhanced by value-added services by logistics companies.

The business plan for the period 2014 till 2017 takes in consideration the progress of the ongoing infrastructure works on the EUROHUB platform in Bettembourg which will be fully operational in 2016. Till the end of 2014, the Clusters activities have focused on the improvement of the competitiveness of the logistics sector for all stakeholders. Since the beginning of 2015, the Cluster



developed the international promotion of the logistics hub Luxembourg to attract value-adding logistics services to Luxembourg. The demand of national actors for new warehouse and transport infrastructure and quality services remains high. Be it Pharma, dangerous goods, perishables e-commerce or city logistics, Luxembourg can and must move quickly in order to occupy high-value niches. The Cluster for Logistics will assume its role as a mediator by highlighting the requests of the actors to stake holders and foster collaboration.

The projects Education, Sustainable Logistics, SWL and LEAN & GREEN will take a central role in the activities of the Cluster.

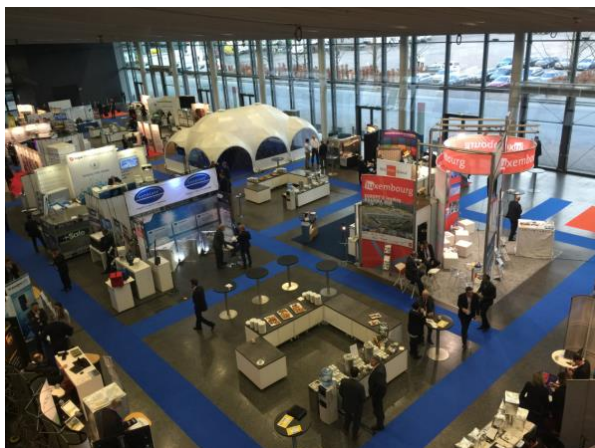
Initial thoughts have been under consideration to

- inspire common Benelux projects like e-cmr and e-freight
- define a Luxembourg Logistics Award (Luxlog) with a competent jury to select the best logistics and supply chain project and reward professionals for life-time achievement and exceptional impulses in Luxembourg
- initiate a Luxembourg Shippers council to give input to the sector, based on other such European organisation.
- Strengthen the Cluster team with a 3rd person to support education and the main projects.

Main Activities 2016

January

Temp. controlled Logistics Cool chain conference Frankfurt – Jan. 26th and 27th



The Cool Chain Sector is flourishing across Europe and the awareness for quality temperature-controlled logistics is growing as well. In Luxembourg, this subsector represents estimated 60.000 of 800.000 tons airfreight. This sector stands for high value services which attracts companies to the IQPC Cool Chain Europe Conference every year. Dedicated to temperature controlled logistics, it is one of the major gatherings of the Cool Chain community and

took place in Frankfurt on January 26th and 27th 2016. Malik Zeniti, Treasurer of the CCA and Manager of the Cluster for Logistics Luxembourg, gave a presentation about a Luxembourg cold chain collaboration case mentioning Luxembourg's airport GDP certification. In order to bring collaboration to life, the Cluster also organised an after conference dinner in a cosy restaurant, which gathered over 40 people including pharmaceutical shippers, many of them affiliated to C4L.

This year one focus was set on the Ocean Freight sector. The Pharma logistics sector is not only driven by the increasing globalisation but also by the need for cost reduction. The price reductions demanded by Governments and the impact of generic substitution and biosimilar products, means that a considerable number of products simply can no longer sustain airfreight transportation costs. The trend to use ocean freight instead of Air Freight is showing more and more and needs a close watch.

The conference attracted many high level representatives from logistics operations and sales. Almost 500 visitors took part in the 15th edition. Pharma Shippers and specialised logistics companies presented their newest solutions and services, as well as diverse cargo covers, active or passive cooling units. Next year the IQPC Cool Chain Europe Conference will be held in London in early February 2017. Some members have suggested to consider a common US participation.



February

Economic Mission to Bremen – Feb. 4th and 5th

The Minister of Economy, Mr Etienne Schneider, and the Chamber of Commerce invited the Luxembourg community to a visit to Bremen and Bremerhaven on February 4th and 5th. Initiated by the Cluster for Logistics, a sectorial delegation joined the mission.

Bremen and Bremerhaven host the 4th European Port in close competition to Hamburg (3rd). Local

industrial companies like Airbus and Daimler (largest global manufacturing site of Daimler) were visited as well as the logistics park that continuously is number 2 in Europe with 8,000 employees.



A visit to Eurogate with the major export port for German cars and a broad container business was an insight for landlocked country Luxembourg positioning as a hinterland hub. Of similar size in population than Luxembourg, Bremen has not seen the economic success and investment potential so that it drives innovation and start-ups in aviation backed by strong academic local support of Uni Bremen and the BVL headquartered here.

Benelux Business Roundtable – Feb. 14th

The Cluster participated in the Working Group Infrastructure of the Benelux Business roundtable (BBR) in Brussels by conference call on January 14th. This year's approach of this working group is to make a scan of the planned and needed infrastructure projects in Belgium, the Netherlands and Luxembourg in the next few years. The group aims to find pragmatic solutions to problems in select projects and acts as a think tank to inspire Benelux.

March

Visit Streff with BVL Chapter Luxembourg – Mar. 16th



The Cluster invited its members to the regional meeting of the BVL Luxembourg presentation of the Company STREFF on March 16th 2016 held at the premises in Windhof.

The company Streff relies on an expertise of 130 years and presented its activities. The well known company found new niches in security as well as in data storage and developed specialized

activities to ensure good client satisfaction. The service portfolio and the infrastructure has been continuously developed.

Managing director Stefan Chorus presented the company and led the extensive sightseeing tour of the family business which originated in Trier in 1885.

From 1970 onwards with the purchase of the company Streff Umzüge, founded by Mr. Albert Streff in 1928 by Chorus family, the company established itself in Luxembourg.

Today's fourth generation in the family business, the owners and managing directors Mr. Max and Stefan Chorus are open to technical innovations and in recent years have also provided some innovations for improving performance and quality.

Today, more than 100 employees work at the locations in (L) Strassen, (L) Windhof and (B) Aubange with a building volume of approximately 250,000 m³ as well as the technical equipment needed for the services offered in the area of relocation, data security, data carrier destruction, etc.



April

Logistics day Visits in cooperation with BVL Chapter Luxembourg – Apr. 21st

The **Supply chain Day** or **Tag der Logistik** is an important event for the Cluster and is characterized by open door events and a Spring professional conference in April. As the Cluster aims to increase the notoriety of the logistics sector, we invite our companies to participate in the International Logistics Day on April 21st.

For 2016, the Cluster thanks the participating companies for their support. The Event is an important catalyst to show the sector to the greater public who is often still unaware of the opportunities and the activities of the transport business.



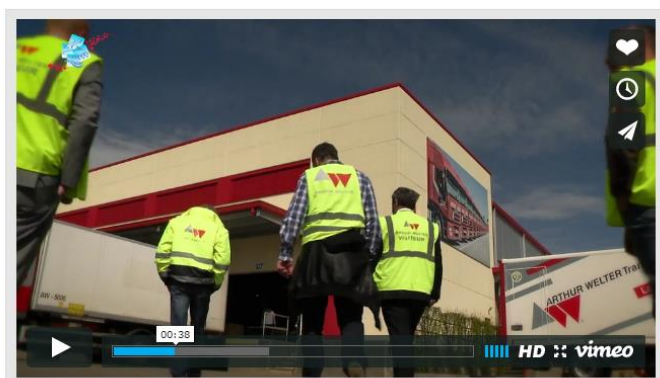
In 2016, the Cluster also organized a video about the event which can be found on the website <http://www.clusterforlogistics.lu/medias/video> and will help promotion for the years to come.

The 2017 edition on 27th April will be the 10th German event

Our Video on VIMEO (QR Code)



Supply Chain Day 2016 in Luxembourg



The participants in 2016

IEE	Echternach
Arthur Welter Transports	Leudelange
Alipa/No-Nail Boxes	Wiltz
Husky	Dudelange
Streff	Windhof
Luxport Group/Lorang	Mertert

Logistics Spring Conference on e-Commerce – Apr. 19th



E-Commerce is a fast rising Trend, thanks not only to the Internet but also helped by the efficiency and success of specialized transport services and e-retail companies like Amazon growing by 15% per year. In order to support Luxembourg's growth in this field, the Logistics Day Conference 2016 on April 19th was dedicated to **"Crossborder E-Commerce and Logistics"**. Over 100 visitors took part again in the event listening to an exciting keynote speaker. The president of the Cluster for Logistics, Carlo Thelen, welcomed the participants and gave an overview of the needs of the sector.

Like the forerunners in online platforms, the national logistics sector is also looking forward to offer new services. However, this niche suffers from the difficulty to obtain competitive cross-border prices and needs more diverse services according to claims from the federation on e-commerce E-com.lu. The conference made it clear that it will take a higher amount of collaboration in order to create a win-win situation for both sectors. But then they can profit from each other, grow together and address last mile efficiency.

The companies and speakers present were:

- Carlo Thelen, President of C4L and Director General of the Chamber of Commerce
- Pierre Friob, President of eCOM.lu and CEO of abitare
- Guy Pütz, Head of Employer Services at Adem
- Dimitry van Toorn, Van Toorn and associates Ltd.



The Round table was moderated by Malik Zeniti with:

- Stéphane Tomczak, Founder of Deliver
- Raymond Gimenez, Weblogistics
- Pierre Friob, President of eCOM.lu and CEO of abitare
- Jacques Lorang, Vice-president of eCOM and CEO of Luxcaddy
- Hans Kelderman, Logistics Manager BPM/RT-Log



May

Speed Dating between DT Logistics Students and Companies - May 24th

On May 24th, the Cluster for Logistics, the clc and the Ministry of Education organized a Speed-Dating between logistics students and companies, which took place at the Chamber of Commerce in the presence of representatives of the Ministry of Education. The students, who were finishing their 10th year, were looking for an apprenticeship while several logistics companies are always on the lookout for promising new recruits.



About thirty high school students from Bonnevoie and Lallange in search of a company had a few minutes to show their motivation and convince the companiers to hire them as part of a three-year apprenticeship. With a dozen companies gathered for the occasion, this connection has the merit of facilitating contact and offering a beneficial experience to both parties.

Malik Zeniti, manager of the Cluster for Logistics, welcomed the commitment of the participating companies. The Speed-Dating session also served as an information session to encourage companies to declare apprenticeship positions and to follow the useful training offered by the Chamber of Commerce.

Coolchain conference May 19th and 20th Barcelona

The Cluster for Logistics and a dozen companies from across the cool chain attended a two-day summit on May 19th and 20th in Barcelona one of a series of events held annually by the CCA, where Malik Zeniti is Treasurer.



During this conference, the CCA has called for closer collaboration with shippers in the fight against global food wastage. Delegates at last week's CCA Perishables Summit in Barcelona, Spain, agreed to reach out to customers to find collaborative ways of achieving a common goal of reducing waste by 10% by the year 2025. This would represent 250,000 tons of savings, or about USD1bn in value and one million fewer tons of emissions including CO2 and other greenhouse gasses. "Food wastage is a major issue and one which we must focus on as an industry," said Sebastiaan Scholte, CCA Chairman and CEO Jan de Rijk Logistics. "Working together, we can find ways to fight back and make a difference, whilst at the same time adding value to the supply chain." Cargolux is represented at the CCA Board by Stavros Evangelakakis.

European Maritime Day of the Cluster maritime – May 3rd

Our founding member, the Luxembourg Maritime Cluster organised the European Maritime Day in Luxembourg on May 3rd dedicated to **Blue Growth in landlocked countries and regions**. The Cluster for Logistics took part in this event and supports the ecological message of the conference which regrouped 250 visitors in the Utopolis cinema in Kirchberg.

The keynote speakers were Luxembourg Ministre de l'Environnement, Mrs Carole Dieschbourg, European Commissioner for Maritime Affairs and Environment, Mr Karmenu Vella and National Geographic's Underwater Photographer Mr. David Doubilet. Mrs Dieschbourg presented the government's support for a greener way to do maritime business and Mr Doubilet presented a moving account of the threat to many countries by rising sea levels and sea water temperature. Mr Vella mentioned the launch of three calls for proposals dedicated purely to blue growth, to a total value of 7.5 million euros. Together, they focus on the three key areas where we think the European Union can have the biggest impact: skills, creativity and technology.



June

Lean and Green Award 2016 – 2nd edition – June 27th

The sustainable logistics label LEAN and GREEN is gaining in importance in Luxembourg with four new winners. **Cargolux, GN Transport, Offergeld and Transalliance** have been honoured on Tuesday, June 28 2016 at the award ceremony. The participants of the second edition of LEAN and GREEN program in Luxembourg pledged to find measures that enable them to reduce their ecological footprint.



The award has been handed over by the Minister of Sustainable Development and Infrastructures Mr François Bausch in the presence of Mr Nico Anten, head of the initiating Dutch foundation Connekt. For Mr Bausch, „the CO₂ emissions which are saved over the lifetime of the LEAN and GREEN program by these four companies are an important contribution to the Government’s ambitious CO₂ emission goals. Next to energy production for households, transport is a major contributor to CO₂ emissions in today’s world be it private or goods transport. This program developed with the support of the Ministry for Sustainable Development and Infrastructure empowers future orientated businesses in transport and logistics and shows that ecological behavior actually makes real business sense.”

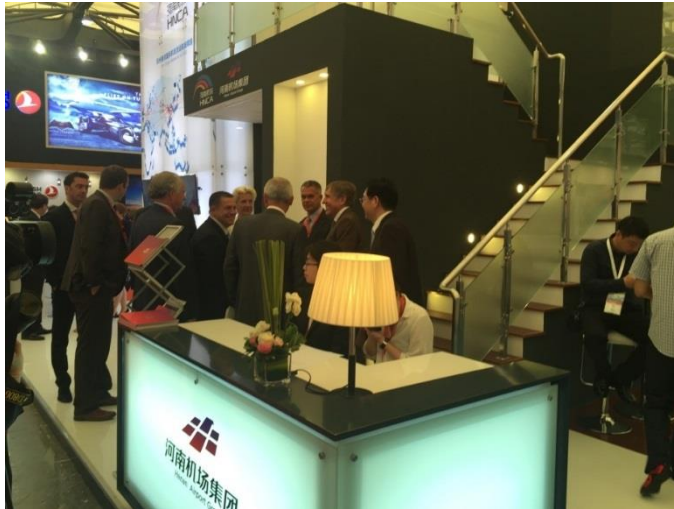
The Award ceremony was held with the support of the company ProGROUP in the Solarwind building in Windhof, an office building with triple environmental certification. The building meets the highest standards of sustainable development

The LEAN & GREEN Award winners in Luxembourg are:



Arthur Welter
Cargolux
CFL Logistics
GN Transport
LuxairCARGO
Offergeld
POST
Transalliance

Economic Mission Shanghai June 12th – 17th

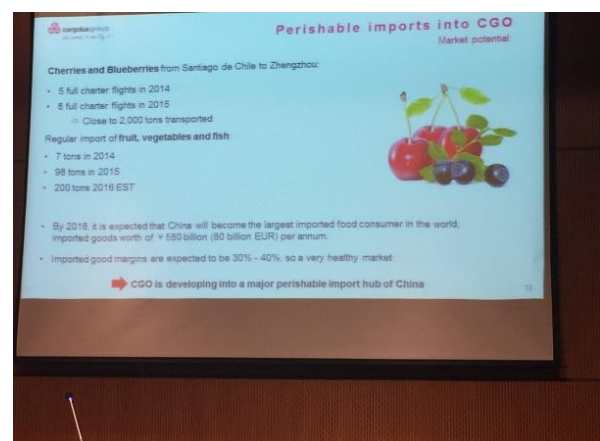


The Cluster participated from June 12th to June 17th to the Economic mission to Shanghai coupled with a visit of the Air Cargo China Fair. The companies participating were HNCA & Wallenborn, Luxair Cargo, Lux airport and Cargolux, Arthur Welter, Champ, Global Airlift Solution, CFL MM, LCA. Most of them are Cluster members and profit from the collaboration of the Cluster during the organization of this mission.

The visit was important to understand China's growth and logistics market, have a direct contact with Chinese logistics representatives and the Luxembourgish ambassador and LTIO representatives Luc Decker.



The Cluster learned of the strong ties between China and Luxembourg and the planned projects of a train from CFL mm between the two countries according to the One Belt One Road strategy. Also Cargolux is strongly building up their activities in this country, through the Zhengzhou hub especially in the electronics, pharma and perishables market.



The Cluster for Logistics was invited to participate at the Kühne Logistics Day at the Tongji University and attended a meeting of all regional Chinese BVL chapters. Dirk Reich, Cargolux CEO, presented the airline's dual hub strategy, and Stavros Evangelakakis represented Cargolux at a round table at the ACC Forum pictured below.



Dossier Logistique in MERKUR

In order to show the evolution of the sector, C4L participated to a special dossier dedicated to logistics in the July edition of the Chamber of Commerce magazine MERKUR.

The 10-page dossier about the opportunities in Luxembourg and the poster showing Luxembourg logistics data in concise form can be downloaded at the Website of the Cluster for Logistics

[Dossier](#)

[Poster](#)



Inauguration of LNG installation near Nancy - June 21st

C4L attended the inauguration of the first combined LNG and Nitrogen gas station in Fléville-devant-Nancy by member Transalliance and its partners Air Liquide to best service Monoprix with sustainable and low noise services. This new multi-energy station, open to the public and dedicated to road freight transport, enables to supply vehicles with compressed natural gas (CNG), liquefied natural gas (LNG), and liquid nitrogen (N₂) on a single site. CNG and LNG power trucks are used for urban deliveries.



Nitrogen is meant for trucks fitted with a cryogenic refrigerating unit for food refrigerated transport. These energies offer three major benefits. As clean energies, they enable to cut fine particles, greenhouse gases like NO_x and CO₂ emissions, specifically when CNG and LNG are issued from bio methane. They are also quiet, which is a true asset for urban and peri-urban deliveries, especially at night. Lastly these energies are more economical, with a lower cost price per mile than diesel, requiring significant investments however.

July

50 years port of Mertert – July 6th

On July 6th our member port of Mertert celebrated 50 years of existence with a séance académique at the Philharmony attended by the inland navigation and Luxport- Lorang representatives in the presence of the hereditary Grand-Duke and Grand-Duchess. Transport Minister François Bausch and Mr Jeannot Poeker, president of the port, praised the activities of the port. The port is an important piece of the multimodal hub Luxembourg and its success enables Luxembourg to create jobs and more activity as well. A commemorative Post Stamp has been issued for the occasion.



The Cluster wishes all the best to the administration of the Port de Mertert and the companies that are working at and with the port. Inland navigation is an important activity in Luxembourg and connects our country with the North Sea ports.



LPI Index 2016

July also marked the first time where Luxembourg made the Podium in the LPI or Logistics performance Index of the Worldbank study 2016. The ongoing efforts of the national logistics sector are paying off. In this year's ranking of the Logistics Performance Index (LPI), Luxembourg storms to the second position. In the study called "Connecting to compete", Luxembourg ranked second with 4,22 points (out of a maximum of 5), just 0,01 point behind Germany. In the categories "Timeliness" and "Ease of Access" Luxembourg secured the top position. For 2018, the Cluster will also invite it's members to participate to the survey to maintain a top position.

Indice de performance
logistique (IPL) Banque mondiale

6 indicateurs de la
qualité des services
logistiques



N = 160 pays au classement Banque mondiale 2016

C4L moves to a larger office in the Chamber of Commerce – July 21st

The Cluster for Logistics moved to larger office in the Chamber of Commerce on July 21st before the summer vacation. This location will help us improve the service to our members. The larger office also enables us to give a better working place for trainees and a new member of the team.



August

RTL Serial about Logistics

RTL has shown several programmes about Logistics in 2016 and it dedicated a serial in August about the sector in Luxembourg. RTL-Journalist Maryse Lanners highlighted different transport modes, platforms and the opportunities. In the serial, Manager **Malik Zeniti** presented the Cluster's view of the sector and promoting the new course Diplôme de Technicien en Logistique.



The first episode showed different facets of the sector while the second episode presented the multimodal hub in Bettembourg. The third episode looked into the expected rise of truck traffic when the new logistics center opens. Training and Education were on the menu on the fourth episode, while five and six were dedicated to the port of Mertert and the Cargocenter.

➤ [Link to the Episodes](#)

Lëtzebuerger Secteur vun der Zukunft - August 1 2016

CFL Multimodal - August 2 2016

Impakt op de Stroosseverkéier - August 3 2016

Logistikformatioun - August 4 2016

Hafen vu Mäertert - August 8 2016

LuxairCARGO - August 10 2016

September

Deliver conference – Sept. 7th-8th



Luxembourg was the launch partner of the conference on the first E-commerce **Deliver One** and happy to work with initiator Stéphane Tomczak in order to bring national and international Retailers and Logistics Partners together. The conference had an impressive line-up and took place in Luxembourg at the European Convention Center on September 7th and 8th 2016. The conference was supported by the European Commission and the Luxembourg

Government represented by Daniel Liebermann of the MECO.

The Cluster for Luxembourg organized a common booth with following participants:

Cargolux

Kuehne & Nagel

CFL multimodal

2.0

Weblogistics - Groupe Transalliance

Clear Logistics



Deliver One has been carefully assembled by the Luxembourgish federation E-com lead by Pierre Friob and Stéphane Tomczak who is a 10 year veteran in European e-Logistics, first as an e-retailer with Pixmania then as the head of e-Logistics for e-commerce associations (Fevad and E-commerce Europe). Next challenge: connect e-Logistics in Europe with both the European platform Deliver in Europe and the event Deliver One, that brought together e-retailers with the logistics sector.

CCA Pharma and Biosciences Conference Sept. 19th – 20th in Dubai

The Cluster participated in the Cool Chain Association's Fourth Pharma and Biosciences Conference, held at the JW Marriott Marquis Hotel in Dubai.



The topics being discussed included positive developments in pharma logistics – such as the increase in dedicated cool centres around the world; the importance of collecting and effectively interpreting data relating to pharma shipments in order to improve the supply chain; the challenges facing the cool chain and how these might be addressed; managing customer expectations as well as regulatory requirements and the various limitations that can affect a particular shipment; ways to reduce the burden of audits; and, finally, and update on IATA's CEIV Pharma programme.

The Cluster Manager Malik Zeniti led a roundtable about collaboration with focus on the Middle-East. He gave an overview of the services offered by the Luxembourg hub and represented Luxembourg's view on the services required by the industry and shippers.



Overall, the focus was very much on how the air cargo community can work together to live up to its responsibilities – perhaps never more pressing than in regard to pharmaceutical logistics, on which lives depend. In regard of the ravages of Ebola, Africa was also part of the presentations, which looked

at the challenges posed by emerging markets, lack of infrastructure and difficult conditions and offered solutions as in example active containers able to withstand the wide range of temperatures often experienced in those areas.

e-CMR Meeting – Sept. 21st

The Ministry of Transport, the Cluster for Logistics and the Groupement Transport initiated an information session about the introduction of the e-CMR as a digital transport contract for international road transport and invited the logistics community on September 21st in the premises of the Chamber of Commerce. Over 40 people participated in the meeting, clearly showing a high interest of the logistics community.

This session informed interested companies about the avant-projet de loi and the planned implementation. A pilot project between Luxembourg, Belgium and the Netherlands will also be planned in 2017. Two providers from Belgium and Netherlands presented their solutions.

The Programme included:

Presentation of the BeNeLux project

An overview of the Avant-projet de loi e-CMR

Presentation of Pionira (e-CMR Solution Belgium)

Presentation of Transfollow (e-CMR Solution Netherlands)

Questions and Answers



October

BVL Kongress and Embassy Meeting Oct. 28th - 29th



The Cluster for Logistics visited the BVL Supply Chain Congress in Berlin on October 28th and 29th. The BVL Congress is the large international and German speaking networking Event held at the end of the year and is useful to meet many high-level logistics managers and extend the contact portfolio.

Like in 2015, the event was an opportunity to a dedicated conference at the Embassy in Luxembourg with the Business Club Luxembourg (BCL) on October 28th which gathered about 40 participants this year.

This conference was also a kick-off event for a new Young Professionals network (YPL2) working group which will cooperate to connect young logistics professionals but also to foster interest among students for logistics and supply chain. To support subjects that matter to the next generation of logistics experts, the C4L Young Professionals network is also organizing specialised conferences for professionals below age of 33.



Video Interviews Rotes Sofa

Luxembourg Ambassador Georges Santer and Manager Malik Zeniti participated to the video interviews of the DVZ at the Conference.

[Link: Malik Zeniti auf dem Roten Sofa der DVZ](#)

[Link: Georges Santer auf dem Roten Sofa der DVZ](#)

BVL Luxembourg Chapter and C4L company visit at KÖHL Maschinenbau Oct. 13th

Industry and logistics are indivisible and the cooperation between the two divisions is an exciting topic for the members of the German Logistics Association (BVL). The Luxembourg Chapter of the BVL, in co-operation with the Cluster for Logistics, had invited to a visit and information event to Wecker in Luxembourg. The regional spokesman of the Luxembourg chapter of the BVL Malik Zeniti and co-speaker



Thomas Mayer (IEE) visited KÖHL Maschinenbau AG on 13 October with a delegation of 35 people. Walter Breuer, Managing Director of KÖHL Maschinenbau AG, and his team received the BVL delegation. The guests from Luxembourg and Germany were able to get a picture of the diversity of the industrial plants. The other facilities of KÖHL Maschinenbau AG are located in Trier.

In the presence of Mr. Mario Köhl, son of the founder, Mr. Breuer presented the group KÖHL and its sister companies. The company has a regional presence but an international orientation.

The family business KÖHL founded in Trier in 1971 has operated since 1991 a part of its business from Wecker in Luxembourg. The company is constantly expanding its activities. KÖHL is less well-known to the general public, but in the industry, the company enjoys a high reputation. Designed for industrial customers, the company's products are designed to meet



the highest standards. **Intralogistics** like an automated warehouse in Taiwan and robotics (among others for retail, dairy and tobacco industries), high-bay systems of up to 40 meters, warehouse management systems, electrical and drive technology are only a small part of the services KÖHL has to offer.

November

The Luxembourg Embassy in Italy and the Cluster visited Naples - Nov. 11th

On invitation of the Luxembourg 20 year birthday of the Luxembourgish consuls appointment to Naples and the Embassy in Italy, Malik Zeniti visited the Italian city of Naples during a maritime and logistics event. He gave an overview of the Luxembourg logistics sector, while the Luxembourg commissariat for maritime affairs presented the 20 year old maritime offering to the Naples ship-owners and sector.



Official presentation of the Third Industrial Revolution Study - Nov. 14th

The Grand Duchy of Luxembourg and TIR Consulting Group LLC, led by **Mr Jeremy Rifkin**, have engaged in a deep collaborative initiative over twelve months, designed to transform the country into the first nation-state of the smart green *Third Industrial Revolution* era. In order to bring Luxembourg's Economy to the next level, several Workgroups have identified numerous subjects and recommendations. For Carlo Thelen, Director General of the Chamber of Commerce and President of the Cluster for Logistics (picture below), the study is an important step to open up Luxembourg to a fast-paced and technologically driven environment.

The renowned specialist Mr Jeremy Rifkin has led a study group and the result has been published officially on November 14th at the LuxExpo. The year-long project has culminated in a 475 page Third Industrial Revolution Strategy Study to help guide the Grand Duchy of Luxembourg into the next stage of its journey. The **Cluster for Logistics** was a member of the workgroup dedicated to mobility, where the Senior Cluster Manager gave his input on transportation and supply chain management.



[Download the report here](#)

<http://www.troisiemerevolutionindustrielle.lu>

SWL ASTA-ASV MEETING: NEW ONLINE PROCEDURES – Nov. 17th

The Single Window for Logistics (SWL) programme is aimed to obtain permits by administrations and enable a paperless environment. The new online platform has the objective to speed up logistics processes and enhance the quality of the whole supply chain. The project has taken an important step, with the start of a test phase of several administrations involving shippers and forwarders that import animals, animal product and plants. The Ministry of Agriculture, Viticulture and Consumer Protection, together with the Ministry of Economy and the Cluster for Logistics, invited economic operators to an information session on November 17th, 2016 afternoon about the new online administrative procedures. Over forty participants joined the information session at the Chamber of Commerce regarding:

- Phytosanitary export certificates
- Sanitary export certificates for animal products
- CITES permits for import/export of protected species



This information session gave an update on how to enter the online platform www.myguichet.lu and fill out the new electronic forms. The info session had a focus on regulation and procedures for CITES permits for endangered species. The conference was also a good opportunity for professionals and administrations to meet, as new procedures like this are welcome but also require good collaboration with the shippers and supply chain managers.

The Cluster for Logistics Manager Malik Zeniti made it clear that the new centralized portal is an important enabler for the logistics sector and provides a competitive advantage for Luxembourg. The Cluster supports SWL since the start of the implementation program in 2014 and is part of the workgroup organising the implementation.

Flanders Visit Nov. 23rd – 25th in Antwerp



The Cluster for Logistics took part in an economic mission in Flanders organised by the Chamber of Commerce and its representative in Brussels Christophe Hansen. For the first time, an economic mission of the Chamber of Commerce has been organised to the Flanders region in Belgium. The visit took place in cooperation with the Embassy in Brussels and the honorary consuls network. The Cluster took also part in the mission that regrouped 41 representatives from 23 companies. The mission was especially fruitful for b2b meetings as 75 meetings took place between Luxembourg and Belgian companies in the port of Antwerp.

A visit of the port of Antwerp and the Logistics center of Katoen Natie rounded up the economic mission. Katoen Natie is one of the largest service providers in Antwerp.



December

Logistics Autumn Conference – Dec. 2nd

Digital processes and Industry 4.0 are major transformational trends that are currently influencing the business models of many sectors. In order to support the Luxembourg Logistics community to anticipate these trends and develop a digitalized automated Transportation and Logistics Internet, the Cluster for Logistics dedicated its Autumn Conference of December 2nd to this complex subject of digitization in logistics and supply chain. Carlo Thelen, President of C4L and Director General of the Chamber of Commerce welcomed the speakers and guests.

Over 100 guests took part in the conference held at the Chamber of Commerce including board member Torsten Mallée from BVL. The newly appointed Luxembourg Center of Logistics and supply chain (LCL) Benny Martin gave his insights from Canada via Teleconference. The interested audience got insights from the PwC 2016 Global Industry 4.0 Survey, some examples process automatization described by the LCL and the Young Logistics professional presented their Young Professionals Network.

Digital transformation is an increasingly important subject for the logistics community as many managers are aware about the implications of missing this particular trend versus new incumbents. Luxembourg has to undergo a transformation, said Carlo Thelen, Director General of the Chamber of Commerce and President of the Cluster for Logistics. The Jeremy Rifkin study about the Third Industrial Revolution and roadmap for Luxembourg was



Benny Martin was present via teleconference

presented on November 14th. With major involvement of by the Chamber of Commerce and representation of C4L. Digitalization is a key aspect on the roadmap to transform the country into a smart sustainable nation.

The Senior Cluster Manager Malik Zeniti gave a quick overview of the Digital transformation and about the importance to consider changes to maintain the second place in the 2016 Logistics Performance Index (LPI) of the World bank. Digitization and Digitalization are not the same and used differently in different regions. The focus is on “the use of digital technologies, to change a business model and provide new revenue and value-producing opportunities; it is the process of moving to a digital business, vs “Digitization as a process of changing from analog to digital form.”

The Cluster thanks the Sponsors; Amis de l'Université, Arthur Welter, DB Schenker, Cargolux, PwC, onepoint and Legitech, for their support.



Luxinnovation Cluster Forum 2016 Dec. 21st

Traditionally closing the year, Luxinnovation's Cluster Forum is a perfect opportunity to show one of the crucial Cluster missions, which is the public information about its activities.

The third edition of the Luxembourg Cluster Forum, organised by Luxinnovation at the Utopolis event space in Kirchberg, highlighted the major achievements and progress of on-going projects of the various clusters as well as outlined plans for 2017 as it encouraged cross sector innovation and collaboration.

Although not part of Luxinnovation, C4L is part of the Cluster initiative and the Cluster Manager Malik Zeniti presented the activities of the logistics association and highlighted the recent evolution of the sector through a short film made by Uelzecht Kanal and its multimedia students.



Workgroups and Projects 2016

Projects

LEAN and GREEN

The Lean and Green project by Connekt started 2014 in Luxembourg, has seen its first forerunners in 2015 and the second batch of companies received the award on June 28th 2016. The preparations for a third round started in 2016 and more candidates are expected to join the movement that is now gaining more Europe-wide recognition with over 450 certified companies.



In order to enhance the communication around the programme, the Cluster for Logistics has centralized the information on the website C4L under a special L&G section.

<http://www.clusterforlogistics.lu/lean-and-green>

The first L&G Star award is expected to be revealed in 2017.

Four actors received the award for the first time applied for the first round: Arthur Welter, LuxairCARGO, CFL multimodal and POST. A second round has been started at the end of 2015 and four additional companies received the award (see page 15 for details)

This label is becoming an essential European recognition and welcomes forerunners and proactive companies in protecting environment though lower carbon dioxide emissions to slow down global warming. Connekt is a Dutch non-profit network for sustainable mobility. It aims to encourage businesses foster innovation in Green Logistics, by taking measures that not only yield cost savings, but at the same time reduce the burden on the environment.

See all eight award winners below



Young Professionals Logistics Luxembourg Network (Working Group)

The Cluster supports the continuous development of the Logistics sector and the next generation of the logistics sector is well underway. In order to enhance the network of the digital natives, eager to work in Logistics, the Cluster initiated the network Young Professionals Logistics Luxembourg (YPL2). Thierry Biwer, Johannes Hesse and Mathias Weinmann are the founding members of the new Workgroup. The young professionals network is dedicated to career starters and young logistics specialists to provide a professional exchange and address supply chain developments, issues and new challenges for young employees and specialists.

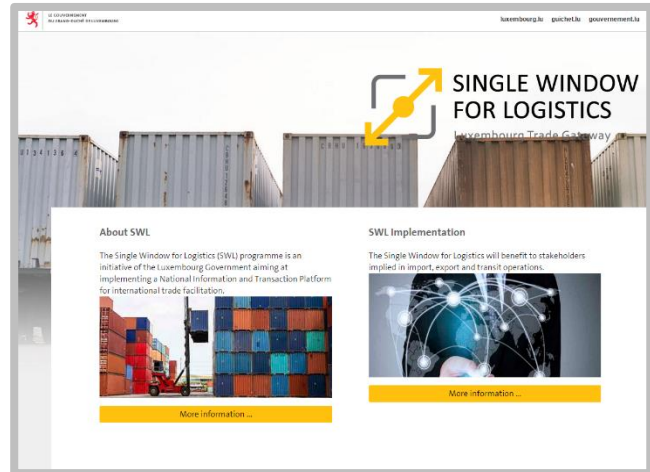


They will be open for partner- and sponsorships and invitations from the sector.

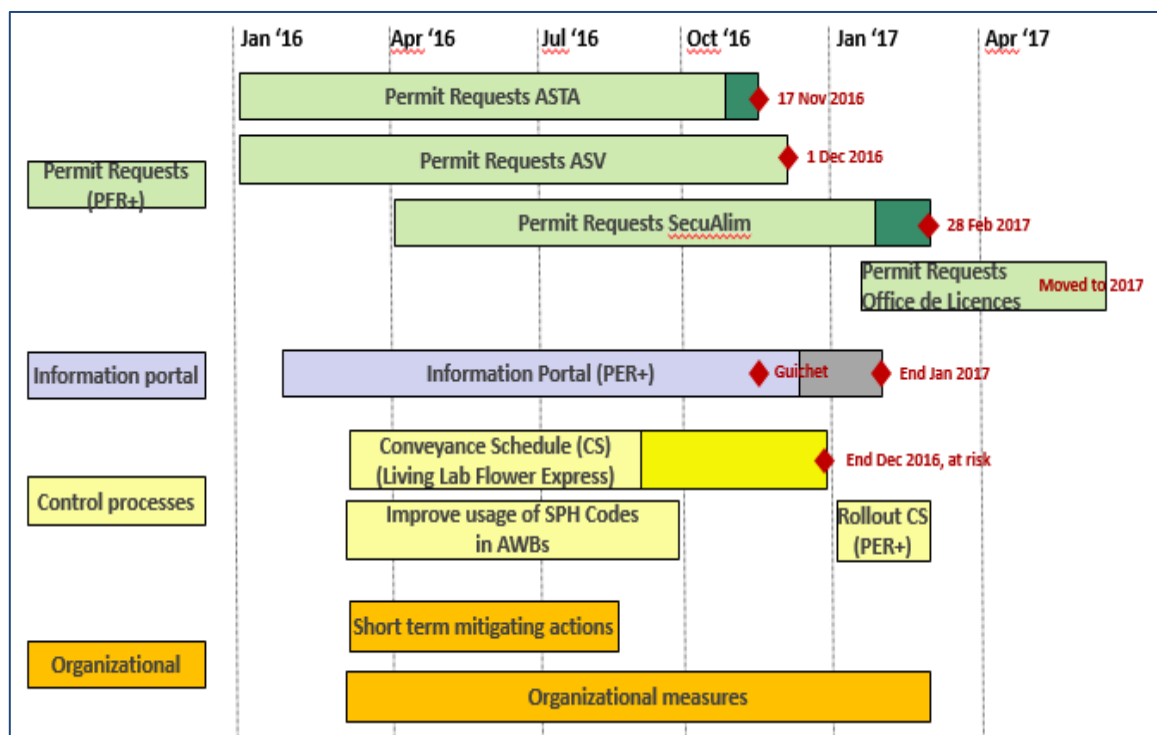
Single Window for Logistics

After two years of a dedicated workgroup in the Cluster, the SWL project reached a new level in 2016 lead by the ministry of Economy.. The Cluster and the Ministry regularly agree on collaboration agreements in order to bring together the players and serve the community at its best.

Having initiated contacts and organized meetings with our concerned members and involved companies, the Cluster fulfils its central role as a intermediary. The project is currently dedicated to gather information and work on potential test cases. The project will be supported by the Cluster as it expects to obtain tangible results for users.



The Roadmap



Communication and Marketing

Website update

The Cluster for Logistics revamped the Website www.c4l.lu which allows us to serve the community. While the changes seem small they greatly enhance our information capacity, making it worthwhile for members and non-members to return to our site much more often for regularly update news and events. We also participate in social media communication with the Twitter feed [@c4l_lux](https://twitter.com/c4l_lux) which allows the Cluster to spread news differently and LinkedIn <https://www.linkedin.com/company/cluster-for-logistics-luxembourg>.

➤ **News Update**

We are now able to compile more news on the site. The News Blog and the Twitter feed will allow also to spread news that is not directly linked to our activities but important for our members. Therefore, we invite members to send us press releases or stories.

➤ **More Events**

We can now highlight Events organised by our members or relevant for the community. They will contain links to the relevant websites instead of a registration form.

➤ **Job Offers**

We are now able to publish job offers from member companies and we can show profiles by job seekers. We invite you to forward this information to your HR department in order to send us job offers.

➤ **More visibility for our main supporting members (or membres effectifs)**

We now highlight the supporting members on a special pane.

Logistics Briefing Newsletter

The Cluster launched a new type of newsletter end of 2016 which will further be tested in 2017. The company Vitalbriefing highlights interesting sector news for the Luxembourg community and gives a concise overview of important news and events. Next to European information, the activities of the Cluster and its members are highlighted here too.



Cluster for Logistics
Luxembourg
asbl
ADDING VALUE IS THE KEY

HELLO, RONNY. HERE IS YOUR

CLUSTER FOR LOGISTICS BRIEFING

POWERED BY VITALBRIEFING
Wednesday 21 December 2016

TOPICS
Intra Logistics
Bulk Logistics
Integrated, 3rd Party & Express
Maritime & Inland Nav
Multimodal & Intermodal
Logistics Assoc
Perishables & Pharma
Digital & e-Logistics

INTRA LOGISTICS, REAL ESTATE & WAREHOUSING

Cactus signs storage deal for CFL Multimodal's new Dudelange facility

Cactus and CFL Multimodal have signed a five-year logistics agreement under which Cactus and its C-Shoppi unit will store part of their frozen produce range in CFL Multimodal's multi-function storage facility in Dudelange. The 30,000-square metre facility is currently under construction at the Eurohub Sud logistics park, where CFL Multimodal will eventually deploy a 200-strong workforce.

BEST SOURCE
[Tageblatt](#) (in German)

Presence in the Press:

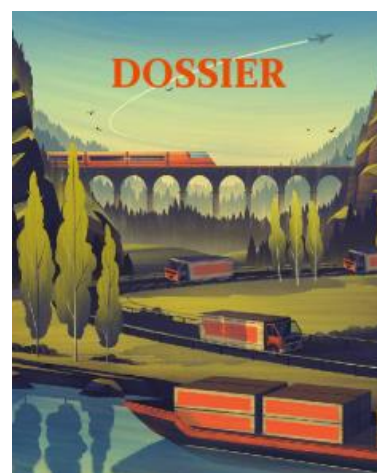
The Cluster continues to contribute articles to the *Merkur* and collaborates with national journalists to stay in the news. The Cluster for Logistics has sent out various press releases in 2016.

MERKUR file - May / June 2016: "Logistics: Always faster, always further"

The Cluster presented the logistics sector again this year in a dedicated dossier in the July edition of the Chamber of Commerce magazine *MERKUR*. The 10-page dossier and the poster showing Luxembourg logistics data in concise form can be downloaded at the Website of the Cluster for Logistics

[Dossier c4l media](#)

[Poster c4l media](#)



Serial about Logistics on RTL

RTL showed a special serial about the logistics sector between August 1st and August 10th which can be seen on our website <http://www.clusterforlogistics.lu/cluster/rtl-logistics-series>.



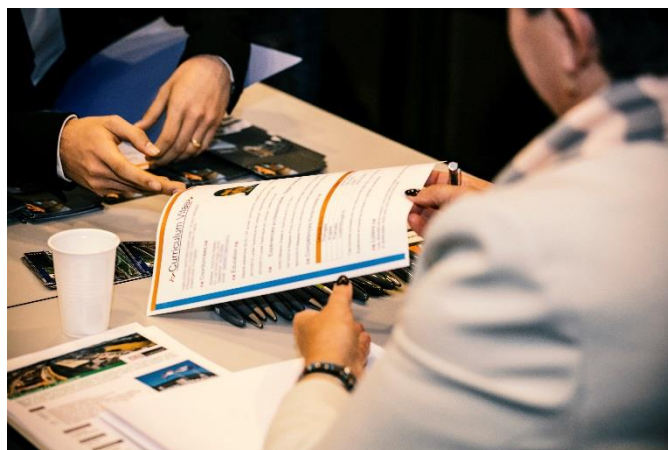
In 2016, the Cluster for Logistics increased its presence in national and international Press. C4L worked with the Revue Technique in order to highlight the logistics sector in Luxembourg. C4L also gave an interview to the newly established magazine for the Portuguese community, Decisao. Together with the ministry of foreign affairs, the Cluster contributed to the German sectorial magazine Wirtschaftsblatt, where Luxembourg was presented as a competent logistics hub.

Workgroup Education

In order to reinforce Luxembourg's position on an international scale, it is imperative that the training and education of the workforce is up to par. Following the implementation of the certificate "Gestionnaire en Logistique" in 2006 and the launch of several university level degrees by LIST in the past years, the Cluster for Logistics has launched a workgroup "Education" dedicated to the elaboration of the training course "Technicien en Logistique" (DT en logistique) in cooperation with members and the government. The regular meetings are in place since early 2013, and the second stage of the procedures has been completed successfully in April 2014. The course DT LO was launched in 2015 with 18 students at 11^{ème} and about 40 in 10^{ème}. The Cluster is now working on promoting the courses to students and companies and supporting to find employers for the apprentice by organizing a speed dating at the Chamber of Commerce

Speed Dating with DT Logistique Students

In order to facilitate the implementation of the apprentices in Cluster for Logistics invited companies to a speed dating event (read also page 13). Speed Dating DT Logistics hopes to match companies with around 40 apprentices who are planning to study for a diploma in logistics.



The diploma, which started in 2015, takes in about 30 to 40 16 to 19-year-old students each year with the aim of preparing them for careers in transport administration and planning, warehouse management, security advice, customs declaration or customer service management. The course requires them to serve an apprenticeship as part of their training.

Despite the fact that logistics is a key sector, booming in the Grand Duchy, the lack of manpower is still cruelly felt. For example, after the vocational qualification diploma (DAP), which has existed since 2006, the Cluster for Logistics, which represents logistics and industrial companies, has made every effort to create a technician diploma in 2015 In logistics.

Logistics promotion in Schools

The Cluster held again several presentations in schools in Spring. The visits were aimed mostly at class of final year students in order to interest them into the logistics sector. The interest of the students, mostly oblivious of the sector, was remarkable. Half a dozen visits were organized, either as stands on Job Discovery Days or discussion panels.



Summary

As visible during the previous pages, the Cluster for Logistics is keeping up the promotion of logistics and supply chain in Luxembourg and abroad as well as working on special projects that should benefit Luxembourg's sector of transport and logistics overall.

The management team continued to work efficiently in line of previous years. The Cluster accompanied its members on many official visits and continues to work with the Chamber of Commerce and Ministries on a strong message of quality and performance in logistics including the No 2 position obtained in the LPI in 2016 behind Germany. This collaboration enables us to support our companies and the Luxembourg platform. Many visits and events were organized on request by and in collaboration with the Luxembourg embassies in foreign countries and the foreign embassies in Luxembourg.

A subject gaining in importance since 2013 is education and promotion of Logistics in schools as well as higher education with the new Luxembourg Center of Logistics. This topic has even been more present in 2016 with the employment of two teachers in road transportation and remains a priority for the future. After the launch of the diplôme de Technicien, the Cluster is busy to get more companies to accept students and seek teachers from the sector.

Moreover, the Cluster continues to work in the ministry supported projects like LEAN and GREEN, search for potential Urban logistics projects and support the Single Window for Logistics. The Cluster will continue to collaborate in these projects and voice the interests of its members.

Our final thanks go to our members who supported us all year and who enable us to promote the sector and work on the different projects that keep Luxembourg on a high level of competence.

Indice de performance
logistique (IPL) Banque mondiale

6 indicateurs de la
qualité des services
logistiques



N = 160 pays au classement Banque mondiale 2016

Join the Cluster for Logistics

If you too offer services related to logistics, you can profit from our network and expertise.

Membership in the Cluster helps you...

- Obtain a neutral advice or support for your project of supply chain
- Gain knowledge of the whole logistics industry in Luxembourg
- Highlight the needs of Luxembourg and its sectors
- Bolster your initiatives in Luxembourg

Among our members, we do not only count numerous logistics companies but also many industrial actors and service providers interested in developing performant logistics.

We offer personal and company memberships.

Advantages for Cluster for Logistics company membership

- The company logo is displayed on the web-site www.c4l.lu.
- The activities and contacts of the company is presented on the company members section on the website
- Events of the main supporting partners can be added on the agenda of the website and distributed via social media.
- Regular national and international networking opportunities with many industrial logistics actors and service providers
- Support for LEAN & GREEN sustainable logistics program and favourite rates supported by MDDI
- Participation in working groups to improve competitiveness
- Information sharing (e.g. newsletters, website information, personal meetings) and neutral consulting by C4L management
- European representation with CCA, BVL and ELA
- Publish PR articles and employment offers on our web page

Contact us for our **Premium membership** with additional advantages

<http://www.clusterforlogistics.lu/join-us>

JOIN US

Why join us?

Membership of the Cluster...

- ✓ Gives an input into the **identification** of the needs of the Luxembourg logistics sector.
- ✓ Helps you to know the whole **logistics sector** which will help to make you more competitive.
- ✓ Provides you with **information** on all the factors that drive the logistics sectors in Luxembourg.

Become a member!

Type Titre

Last name First name

Company name

Address Postal code

Our Premium members



Chambre de Commerce



Confédération
luxembourgeoise du
commerce



Cluster maritime
luxembourgeois



Fedil - Business Federation
Luxembourg



Luxinnovation



University of Luxembourg



LIST



Our Company Members 2016

AllPack Services – Alipa NoNail Boxes
Amova
ArcelorMittal Commercial Sections SA
Arendt & Medernach
Arthur Welter
ATS Cranes
BIL
Care S.A.
Cargolux
CFL multimodal
Chambre de Commerce Luxembourg
Champ Cargosystems SA
Chartis Insurance SA
Cimalux
clc
CLdN Cobelfret SA
CLdN ro ro
Cluster Maritime
DB Schenker
DEKRA Automobil GmbH Zweigniederlassung Luxemburg
Deloitte
DHL Global Forwarding Luxembourg SA
Dredging International (Luxembourg) S.A.
DuPont de Nemours
EB Trans
ELP
Etude André Harpes
Maître Anne Paul
EY Luxembourg
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Global Airlift Solutions
Goldbeck
Goodyear Dunlop Tires Operations SA
Grant Thornton Weber & Bontemps
Gras Savoye Luxembourg
Husky Injection Molding Systems SA

IEE
In Motion S.A.
Inco Logistics
ING
Inland Navigation Luxembourg
Jost SA
KPMG Luxembourg Société Coopérative
Kuehne & Nagel
LIST
Lorry Rail
LuxairCARGO
lux-Airport
Luxguard
Luxinnovation
Luxport S.A.
Marsh Luxembourg
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Paul Wuerth
Port de Mertert
POST
PwC
SAIPEM Maritime Asset Management Luxembourg SARL
Shell Luxembourgeoise SA
Streff Data Protection Services Srl
TecDis Luxembourg SARL
The Luxembourg Freeport Management Company SA
TNT Express
Transalliance
Université du Luxembourg
Vanbreda & Lang
VTG Finance S.A.
Wildgen Partners in Law
Ziegler

N.B. Privacy Statement

Private members are not disclosed here for personal information protection and privacy issues



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