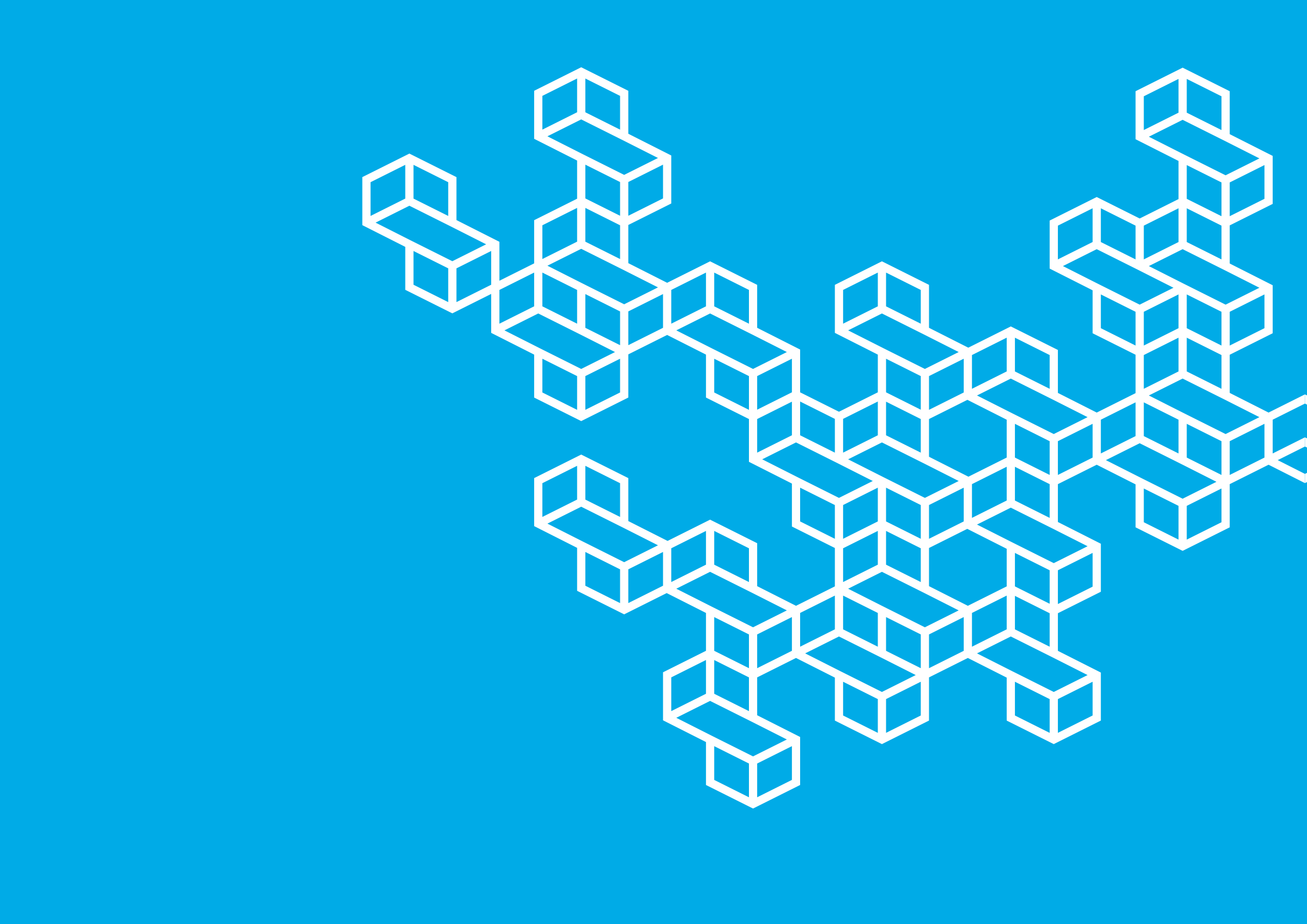
CLUSTER FOR LOGISTICS

LUXEMBOURG

ADDING VALUE IS THE KEY.

Activity Report 2018

12 YEARS



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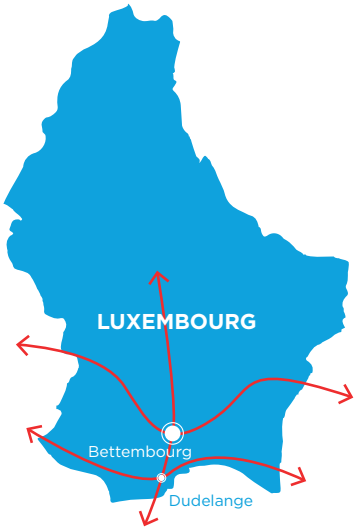
1. Welcome in Luxembourg

Ideally located in the heart of Europe less than 300 kilometres from two world-leading ports, the Grand Duchy of Luxembourg based infrastructure and service providers offer privileged access and service to a market of 450 million over-average wealthy consumers **for added value logistics activities.**



FOR ADDED VALUE LOGISTICS ACTIVITIES

In a context of higher economic volatility, the **10 years** of the Cluster for Logistics are celebrated in 2019. Intention is to position Luxembourg in the top 10 locations in Europe and strengthen the diversification of the economy with performance supply chain activities in an advanced ICT environment for supply chain and data management.

AN ADVANCED ICT ENVIRONMENT FOR SUPPLY CHAIN MANAGEMENT

Already before 2009 the Luxembourg Government adopted several infrastructure projects to diversify its economy and build the logistics sector as key pillar of the Luxembourg economy. The **Eurohub South** site was developed as logistics platform of choice in Europe, building a multimodal transport to encourage operators to create services to new destinations. The modern site inaugurated in 2017 increasingly offers efficient access to cargo railways and major highways connections throughout Europe. The modern terminal in operation since June 2017 handles up to 4 combined tracks and 2 rail motorway platforms, each 700 m long, significantly increasing the attractiveness of Luxembourg as a hub for combined transport and eco-logistics. The logistics zones **Eurohub Center** in Contern and Eurohub South in Bettembourg/Dudelange have been designated as dedicated logistics parks. While the Center hosts logistics, activities related to air freight, healthcare and high value products, the Eurohub South is dedicated to heavy combined container rail- and highway logistics.

THE ATTRACTIVENESS OF LUXEMBOURG AS A HUB FOR COMBINED TRANSPORT AND ECO-LOGISTICS.

The goal is to ensure the connection of Luxembourg by combined transport to the ports of the North, Baltic and Mediterranean Sea, Iberian Peninsula, Turkey as well as linking it to through the silk road (Belt and Road) to major European and global industrial centres.

Created in 2009 as a non-profit organization, the C4L is member of its founding member, the Luxembourg Maritime Cluster (CML) that brings the Blue Economy of the Grand-Duchy around its maritime ship register together, as a community. Since 2017 the University of Luxembourg offers a Master in Supply chain and executive education across its SCALE network with the MIT.

The law of 2017 promotes research and development instruments and applied innovative initiatives. The launch of the **House of Start-ups (HoSt)** in June 2018 encourages logistics start-ups to innovate and increase Luxembourg activities in digital innovation. The Luxembourg government stays committed to a transport policy that has adopted the 3rd industrial revolution as vision, and focuses on economic diversity, but also on the ecological impact of transportation.

THE HOUSE OF START-UPS AND LCI ENCOURAGES LOGISTICS START-UPS TO INNOVATE

Ongoing efforts to achieve a further reduction of CO2 emissions is the nation's ambitious climate change objective, reflected in the Lean and Green programme and energy savings initiatives.

Thanks to investments in competence and the Good Distribution Practice for healthcare (GDP) in 2014 at the Luxembourg international airport, the healthcare air freight increased to almost 40'000 tons strengthening the Logistics Center Contern close to the airport. Expanding warehouses at the Eurohub South and building modern facilities for containers and bulk at the inland Port of Mertert, Luxembourg has developed the required infrastructure to play a role in multimodal freight transportation, as hinterland port and distribution centre. Three main freight corridors intersecting in Luxembourg are expanding connections:

- Spain
- Rhone Valley
- Luxembourg
- Germany
- Scandinavia
- Poland
- Rotterdam
- Antwerp
- Zeebruge
- Luxembourg
- Switzerland
- Italy
- Turkey
- Austria
- Germany
- Luxembourg
- Belgium
- Great Britain
- Ireland

Thanks to the strong political will to diversify the economy, the Government strategy focused on value added activities in logistics and a favourable business climate, Luxembourg is striving to become a recognized location for high added value logistics and supply chain activities.

Fast and cost-effective cargo movements are key. Safety, security, efficiency, innovation and cost-effectiveness are all priorities. The private Luxembourg Freeport offers storage facilities to store under optimal conditions works of art, precious metals, wines, antiques, jewels, documents and other valuables.

Local companies and subsidiaries of international logistics groups benefit from an international business environment to develop their services in Luxembourg. Those range of services include classic 3PL activities, extended by tailored contract logistics.

In the meanwhile, a broad range of companies have already established offices in Luxembourg and developed the Grand Duchy into a major European logistics hub. The apprenticeship offer has been increased to cover **logistics technicians (DT)** and warehousing (DAP), allowing to build a multi-lingual workforce for a European market.

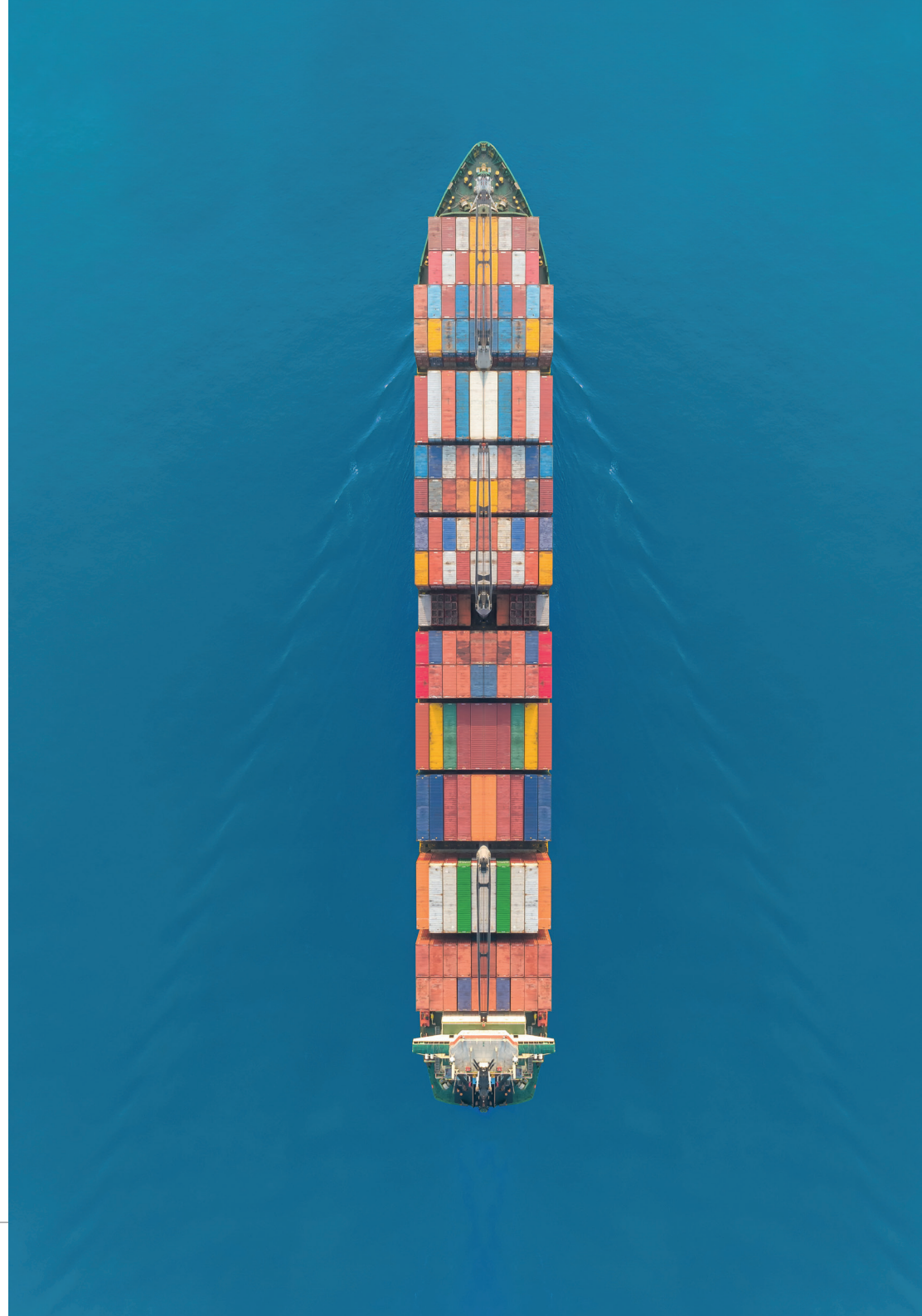
The Cluster for Logistics Luxembourg asbl (C4L) 10 years celebration fits perfectly into the Government logistics and supply chain action plan. The Cluster has federated institutional actors and private enterprises around different axes of competence and counts almost 110 members. Focusing on logistics and industrial companies it brings together representatives from logistic companies, shippers, research and other organisations. They pursue the aim to strengthen Luxembourg as a major European logistics hub – **for high added value services and e-commerce.** The Cluster for Logistics is member of the European Logistics Association (ELA) with other national logistic associations and represents the Luxembourg Chapter of the German BVL.

EXPAND BY NEW INNOVATIVE SERVICES AND HIGH QUALITY STANDARDS INTO MARKETS.

The C4L's actions focus on improvement of competitive tools and competence by providing advice and accurate information on a global framework. At the same time, and not less important the cluster backs up the actions of its members and customers/shippers to expand the level of current by new innovating services, niche markets, high quality standards and added value services.

Logistics operations made in Luxembourg offer a sustainable, competitive and international advantage.

In a context of greater economic volatility, it is important to stay responsive to the requests of customers. The success of a logistics project or a operator depends on achieving qualitative and competitive services, in the customers preferred language.



2. Mission

OUR MISSION IS TO SERVE, REPRESENT AND PROMOTE THE LUXEMBOURG LOGISTICS COMMUNITY AND DRIVE OUR MEMBERS TO INNOVATE

The Cluster for Logistics associates logistics operators from all transport modes, forwarders, carriers, service providers, research institutes and other organizations to develop Luxembourg as international logistics hub, with a strong community. The Cluster endeavours to bring together as many players as possible and bundle their logistics competencies. The goal is optimization of the customer benefit, whether a shipper and increasingly with e-commerce an end-user. To achieve its goal, the Cluster has pillars or missions:

- The C4L **serves** all its members as a neutral coordination, information and communication platform.
- The C4L **represents** the interests of all its members through common positions in relation with the future development of Luxembourg as logistics hub.
- The C4L drives its members to **innovate** and develop logistics skills as factor of competitiveness.
- The C4L increases recognition of logistics in Luxembourg and **promotes** Luxembourg as a logistics hub abroad.

In order to fulfil these missions, the activities of the Cluster focus on 4 pillars of activity:

- **Serve:**
  - Arranging international matchmakings for members
  - Inform members about relevant international events and issues
  - Organising events to allow networking for members
    - Conferences to expand know-how
    - International Exhibitions to network
    - Workshops to develop skills
    - Identify and appoint teachers for the D.T. logistique
    - Company visits with focus on supply chain
    - Logistics day, 3rd Thursday in April
    - Speed dating for Logistics apprentices
- **Represent:**
  - Managing workgroups with projects that improve competitiveness
  - Lobbying for the interest of the logistics community
  - Communicating recommendations to governmental authorities and international organisation (IATA, BENELUX Secretariat, BBR, ELA, UECC)
  - Position Luxembourg in international associations like BVL, CSCMP, ASLOG
  - Participating in trade missions organized in collaboration with the Chamber of Commerce and Ministry of Economy

- **Foster Innovation:**
  - Participation in dedicated projects in coordination with scientific institutions
  - Support Luxembourg's education, research, development and university
- **Promote:**
  - Meeting other international logistics organisations like VIL, LiW, BVL, ELA
  - Attending conferences and trade fairs
  - Participating in missions with Chamber of Commerce & Ministry of Economy
  - Awarding and promoting excellence in logistics

PRESENT THE VOICE OF THE LOGISTICS AND SUPPLY CHAIN SECTOR AND ITS RELEVANCE.

AIMING FOR THE TOP

Awareness about Luxembourg shows variable perception in rankings like the World Bank's Logistics performance Index (biannual), where the sector ranked 2nd in 2016, but dropped to 24th in 2018 due to low number of answers.

The FMGlobal Resilience Index[2], comparing 12 drivers of operational resilience is an important indicator for investors worldwide, that places Luxembourg on 2nd rank behind Switzerland and before Germany (among 130 countries).

Putting Luxembourg on the map is one mission of the Cluster and such benchmarks reflect the efforts to create perception for Luxembourg's as economic model and logistics player.

2018	SWITZERLAND	LUXEMBOURG	GERMANY
OVERALL	1	2	3
ECONOMIC +	3	2	6
RISK QUALITY +	21	19	13
SUPPLY CHAIN +	1	14	3

[2] FM GLOBAL RESILIENCE INDEX

3. Board

The C4L Board of administration has representatives from 7 founding members and 7 key companies from the sector. Different non-institutional members have been nominated to represent the sub-sectors, or different modes of transport. New board members were approved at the General Assembly in April to refresh the board and include ICT.

Membres effectifs The C4L maintained a **premium membership** for voting member companies to obtain influence, higher visibility and preferably sending administrators to the board. Effective members pay a fee of 3.600€ to be involved and prominently highlighted in the C4L promotional activities. Fees and sponsorships cover 50% of the fixed costs.

Membres adherents are typically company members, pay 1.200€, which includes access for a few employees or company individuals to activities organized by the C4l. There is also an individual and time-limited start-up membership available on our web-site.

More information www.c4l.lu/join-us

REPRESENTATIVE	FUNCTION	ORGANISATION
Daniel Liebermann	Director logistics	Ministry of Economy and Commerce (MINECO)
Max Nilles	Director logistics	Ministry of Mobility and Public Works (MMTP)

The C4L Board can invite observers and experts to Board meetings.

REPRESENTATIVE	FUNCTION	ORGANISATION
Carlo Thelen	President	Chamber of Commerce
Sasha Baillie	Vice-president	Luxinnovation
Viviane Welter	Vice-president	Arthur Welter Transports
Malik Zeniti	Secretary	Cluster for Logistics
Barbara Chevalier	Member	CFL multimodal
René Winkin	Member	Fedil
Francesco Ferrero	Member	LIST
Benny Mantin	Member	University of Luxembourg (LCL)
Fabrice Maire	Member	Cluster maritime Luxembourgeois
Laurent Jossart	Member	Luxair CARGO
Maxim Strauss	Member	Cargolux
Axel Quadt	Member	DB Schenker
Wim McLeanen	Member	Inland Navigation Luxembourg
Charles Gosselin	Member	Independent
Arnaud Lambert	Member	CHAMP Cargosystems
Alain Petry	Member	CLC

4. Business Plan 2019-2021

The Cluster for Logistics Luxembourg (C4L) as a neutral relay is involved between the administrations, logistics operators and shippers to verify, if decisions meet stakeholders needs. This collaboration between authorities and representatives of major stakeholders in the board and during projects, requires to continuously monitor implementation of reforms that strengthen the competitiveness as international hub.

TOWARDS A FULLY PAPERLESS ENVIRONMENT

The dynamics of the logistics market were strong across 2018 as new records were achieved. Major investments like the Bettembourg Intermodal hub and Contern and Bettembourg/Dudelange logistics warehouses found international customers with major forwarders and new projects continue to fill available warehouse space. The C4L continuously monitored strategic and operational developments, to adapt its plans of actions to maintain a competitiveness of the Luxembourg logistics hub. Regular meetings and cooperation with stakeholders reached almost 30 events across 2018. The monthly **logistics briefing** addressed to subscribers as **logistics blog** is supported by the Single Window for Logistics towards a fully paperless environment to share international, national and regional information and events in a time-saving manner for friends and professionals of logistics.

FOCUS ON MSME AND START-UPS

The Cluster grew its number of members to 109 with new focus on MSME (Micro, Small and Medium enterprises) including start-ups. It supported the **House of Entrepreneurship** (HoE) for requests for information about Luxembourg or potential trade partners from interested companies. In line with its mission, the Cluster acts as a support for the MECO and HoE, providing relevant information and contacts. To avoid any conflict of interest, through its neutrality and compliance rules, the Cluster is not involved in subsequent negotiations.

Finally, where feasible the Cluster plays an active role in the international promotion of Luxembourg as logistics hub by joining international economic missions, exhibitions or conferences with the Ministries and the Chamber of Commerce as reported.

2018 has seen the 3 first star award winners in LEAN & GREEN, the launch of the Single Window for Logistics (www.swl.lu) web page and repository, and the third and last year 2018/2019 of the Diplôme de Technicien en logistique (DT Log) was started, all supported by the Ministry of Mobility and Public Works, the Ministry of Economy and Trade as well as the Ministry of National Education, Children and Youth.

The Master in Logistics and Supply Chain Management (SCM) of the University of Luxembourg and SCALE - MIT started in September 2017 entered its second year 2018 with extremely international and professional candidates and master projects.

5. Outlook 2019

The C4L reviewed its business plan and agreement with the Chamber of commerce in 2018. The political and institutional support for the logistics sector is strong although its activities and particularly the transit transport is visible and sometimes negatively perceived due to increased traffic congestion during peak hours.
The Cluster hence promotes actions aiming to attract high quality sustainable flows of goods and promoting efficient processes in Luxembourg for contract manufacturing to lead to **high value-added services.**

The new business plan 2019 -2021 takes in consideration the progress of the ongoing connections and infrastructure works on the EUROHUB South and airport/Contern platforms, reflected in Luxembourg's presence in the Top 10 according to the **DHL Global connectedness Index 2018** [1]**.** Till 2014, the Clusters activities have focused on understanding and improving the competitiveness of the logistics sector for all stakeholders. Since 2015, the Cluster developed an ability and competence for international promotion of the logistics hub Luxembourg to support high performance logistics services from Luxembourg. The demand for new infrastructure, quality services, warehousing and educated people remains high and since 2018 talent development sees more focus and resources. Be it Pharma, dangerous goods, perishables or last but not least city logistics, Luxembourg needs to further occupy high-value niches, for the actors, stake holders and foster collaboration.

Innovation, Start-ups & Digitization probably could take a stronger role in the future activities of the Cluster, while continuing its role to inform public and all stakeholders about the importance of global supply chain in our economy and industry.

This will require **upskilling** by providing continuous learning content, securing masters of SCM and apprenticeship support for the "Diplôme de technicien en logistique" and providing information and contacts to foreign companies and associations about Luxembourg.

The airport players need common focus to build increased reputation for specialities including healthcare and perishables by attending common international activities to create a string perception vs its competitiors.

Initial thoughts about future activities under consideration are to:

- inspire common cross-border projects like e-cmr, e-freight and 5G test beds or pilots
- obtain guidance and support from the Luxembourg shippers round table for inspirational impulses in Luxembourg on competitiveness

LINKS :

[1] https://www.logistics.dhl/global-en/home/insights-and-innovation/thought-leadership/case-studies/global-connectedness-index.html

[2] FMGlobal Resilience Index
https://www.fmglobal.com/research-and-resources/tools-and-resources/resilienceindex

6. Key pillars

NETWORKING AND LOBBY

Events

Lobbying (Sector representative)

International Associations (ELA, BVL, CSCMP, UECC)

Institutional Contacts

Shippers Council

Position Papers

INNOVATION

Digitalisation and ICT

Link to House of Start-ups and LCI

Link to LIST and University LCL

Sustainable Logistics (Lean + Green)

Collaborative Projects

KNOWLEDGE SHARING

Training with House of Training

Conferences with Themes

Support Trade Facilitation - SWL

Education and Training

Logistics in Education

PROMOTION

Trade Fairs

Economic Missions

Promote Logistics in Public Opinion

Annual Supply Chain Day

Social Media

NETWORKING AND LOBBYING

The networking activities of the Cluster regroup specialized events, lobbying actions, position papers, meetings with international organisations (i.e ELA, BVL and UECC) as well as quarterly meetings with the Shippers Council, created in 2017, to listen to industry needs.

February 19th
Premium Members Dinner

Every year the Cluster thanks its Premium Members with a limited access networking Dinner, more than 20 members were present at the Brasserie du Théâtre.

C4L Premium Members Dinner
at the Brasserie du Theatre

March 2nd
UECC Verkehrskongress Mannheim (Partner event uecc.org)

The C4L represented the Chamber of Commerce at the annual meeting of the Union of European Chambers of Commerces for Transport (UECC) in Mannheim, addressing the bad shape of Rhine bridges.

UECC Verkehrskongress Mannheim
(Partner event uecc.org)

March 19th – 21st
State Visit to France and SITL Paris

On March 20th, the C4L organized a round table between Luxembourg and French companies at the Paris chamber of commerce. The second day, 21st of March a logistics delegation visited the French transport Trade Fair (SITL), which attracted 800 exhibitors incl. Transalliance and CFL mm and 38.000 visitors.

SITL Paris Exhibition - Stand CFL mm

May 2nd
Luxlait visit with BVL International

The Cluster organized a visit to a Luxembourg landmark company in collaboration with Luxembourg BVL Chapter. Over 20 BVL and C4L members from Luxembourg and Germany got a glimpse of the production and logistics activities of fresh milk and dairy “Made in Luxembourg”.

Luxlait visit with BVL International

Martin Hissung in charge of Luxlait logistics during the visit BVL Luxembourg

May 29th
C4L Luxembourg Logistics Spring Conference on Start-Ups: Networking

The Cluster conferences are an opportunity for our members and visitors to network and meet new partners. The Spring Conference, dedicated to Start-Ups and New business Models, attracted a varied audience of logistics companies and service providers addressing innovative concepts and how they could be included in the traditional business model

C4L Luxembourg Logistics Spring Conference on Start-Ups: Networking

Sept. 19th
Highway access and charte mobilité Contern

The municipality of Contern, the Business Club Contern under Robert Dennewald's leadership with support of the C4L and companies based here made themselves strong for a **better connection with the highway A1** to limit congestion between the Logistics Huh Center in Contern and Sandweiler. On 19 September they signed a mobility charter, suggesting to establish a better traffic and mobility management in the ZAE Contern and Sandweiler, with Minister François Bausch, Mrs. Marion Zovilé, Mayor of Contern and Mrs. Massard, Mayor of Sandweiler.

Signature of the Contern Charte mobilité Contern on Sept. 19th

Sept. 20th
BVL - Luxtram Project Logistics visit

The C4L and BVL members visited Luxtram to learn about the logistics efforts of the company. The BVL and C4L members wanted to understand the centerpiece of the capital's mobility strategy.

Luxtram visit with BVL Luxembourg Chapter

Oct. 17th - 19th
BVL – Deutscher Logistik-Kongress

The C4L represented Luxembourg at the yearly BVL Congress in Berlin, the most important networking conference for Logistics in Germany. The congress attracts 3000 people and is THE opportunity to meet many C-level managers and CEO's of the German logistics sector.

BVL Kongress October 2018

Oct. 24th
BVL Visit Intermodal Terminal Bettembourg

The BVL Regionalgruppe Mittelrhein/Mosel **invited to a visit of the CFL multimodal Hub in Dudelange, under the slogan "Intermodal Terminal Bettembourg – Ein Hub im Herzen Europas".**

Nov. 15th
C4L Autumn Conference on Brexit and Trade Barriers: Networking

The Autumn Conference on Brexit and Trade Barriers had an excellent panel of presenters attracting over 100 guests, who used the occasion to meet and exchange ideas.

INNOVATION

February 6th
Benelux Lean and Green Congress & Award ceremony

Three companies based in Luxembourg received a LEAN and GREEN Label during the first Benelux congress organised in Brussels with support from the Benelux Secretariat on February 6th 2018.
Late Mr Camille Gira awarded the companies Luxport Group/Lorang, Webtaxi and Kronospan.

Benelux Award ceremony in Brussels with Luxembourg award winners Luxport, Kronospan, Webtax and late secretary of state Mr. Camille Gira (center, 4th from left)

March 16th
Common Visit with ELA on Electromobility StreetScooter

The European Logistics Association invited its members to a visit of the StreetScooter factory in Achen.
The first StreetScooter model was developed as a customized tool for the delivery operations of Deutsche Post.

ELA initiated Visit of StreetScooter Aachen on Electromobility

March 23th
LIST SUCCESS Conference: Rifkin et la Logistique de la Construction

May 29th
C4L Luxembourg Logistics Conference: Smart Start-ups

In order to promote innovative concepts and projects in Luxembourg and the Greater Region, the 11th Cluster for Logistics Luxembourg conference on May 29th 2018 was dedicated to "Smart Start-ups and new Business Models in Supply Chain". The topic attracted over 100 guests to the Chamber of Commerce where ten start-ups that had the opportunity to present their services.

Invitation for "Smart Start-ups and new Business Models in Supply Chain".

Juin 15th
Urban logistics meeting Echternach

July 03rd
Inauguration of Arthur Welter France

Arthur Welter officially inaugurated its site in France in July dedicated to food in the presence of the Cluster for Logistics. The warehouse of 2.500 sqm with an office space of 285 sqm is located at the Pôle Eurotransit in Ennery at the crossroads of the French highways A4 and A31.

Arthur Welter Transport invited the C4L to join the inauguration of a new warehouse in Ennery

July 13th
Lean and Green STAR ceremony

The LEAN & GREEN Luxembourg community celebrated the first LEAN & GREEN STAR Awards on July 13th 2018. The companies Arthur Welter, CFL multimodal and LuxairCARGO received the LEAN & GREEN STAR Award for achieving an ambitious reduction of at least 20% in CO2 emissions since 2012. Minister François Bausch handed over the awards during the ceremony at the Chamber of Commerce.

1st Luxembourg Lean and Green STAR Award by Minister Francois Bausch to Arthur Welter CFL mm, and Luxair CARGO. (Copyright: Marie de Decker)

LEAN & GREEN Star Awards
(Copyright: Marie de Decker)

Oct. 25th
1st Luxembourg-German Matchmaking Event with Start-ups

The Cluster for Logistics and the Ministry of Sustainable Development coordinated a matchmaking event with Luxembourg and German Startups at the House of Startups. They presented their pitch in front of industry experts followed by pre-arranged 1:1 matchmaking sessions between start-ups and corporates.

Nov. 29th
LEAN & GREEN Information Session with DART

Des. 18th
LEAN & GREEN Europe Meeting Cologne

The association Connect met its European partners in Cologne to discuss the future development of the LEAN & GREEN Europe Label.

KNOWLEDGE SHARING

February 20th
Speed-Dating Diploma Technician in Logistics

The C4L invited logistics companies to meet around 30 logistics students looking for an apprenticeship. The third Speed-Dating at the Chamber of Commerce is a fast-paced event and attracted a dozen companies.

3rd Speed-Dating between companies and Diploma Technician in Logistics candidates

February 27th
School Visit Lycée Nic Biever

The C4L presented the opportunities and jobs of the logistics sector during the Journée de l'orientation of the Lycée Nic Biever in Dudelange.

Journée de l'orietation Lycée Nic Biever in Dudelange.

March 9th
Logistics lecture at IT department University Luxembourg

April 23rd
Shippers Council Meeting at Guardian

April 24th
C4L Board Meeting followed by General Assembly @www.cc.lu

April 28th
School Visit and DT Logistique Support– Bonnevoie

The C4L supports the DT en Logistique by meeting students in schools. The open door day in Bonnevoie was a good opportunity to explain possibilities and the program to young prospects and parents.

Information day DT en Logistique @Lycee technique de Bonnevoie

Upper Diploma Technique Brochure
Lower DAP Gestionnaire en Logistique
www.winwin.lu

May 22nd
Meeting with HR Cargolux DT logistique

May 24th
Review D.T. Logistics Modules

Sept. 18th
Shippers Council Meeting at Goodyear Colmar Berg

Sept. 27th
Prepare Working Group IT in Logistics

Nov. 15th
Autumn Conference "Moving Barriers in Supply Chain"

At a moment where Brexit talks seemed to reach a first breakthrough, the Cluster for Logistics held its bi-annual conference "Moving Barriers in Supply Chain" on November 15th 2018 at the Chamber of Commerce. The challenges and opportunities regarding the new relation between UK and EU, trade tariffs, protectionism and legislative issues affecting trade were the main topics of the second yearly C4L conference. Over 100 guests attended the 12th Luxembourg Logistics Conference a day after a first agreement had been reached by the UK and the EU. The programme included a keynote speech from the British Ambassador to Luxembourg, H.E. John Marshall.

Conference speakers at Automn Conference including L-R, Malik Zeniti director, Karine Bellony, ambassador John Marshall (Middle), Maitre Anne Paul, Carlo Thelen (president)

Nov. 22nd
Teachers Meeting

PROMOTION

February 7th - 9th
Luxembourg Booth at the Fruit Logistica in Berlin

1st Common Luxembourgish "Fresh Hub "Booth at Fruit Logistica Berlin

The sector presented it self for the 1st time together with members Arthur Welter, Cargolux, Dupont, Grosbusch as the Luxembourg Fresh hub.

February 26th
Ishikawa Students Visit

Every year, three Japanese students from the Ishikawa province visit Luxembourg in the frame of an exchange programme. As the airport of the province is an important Cargolux Hub and Logistics plays an important role in the region, the Cluster dedicates a day to present logistics infrastructures like La Provençale, the CFL mm Hub Bettembourg, the Luxembourg Science Center and the Fanuc Kühne Warehouse in Contern.

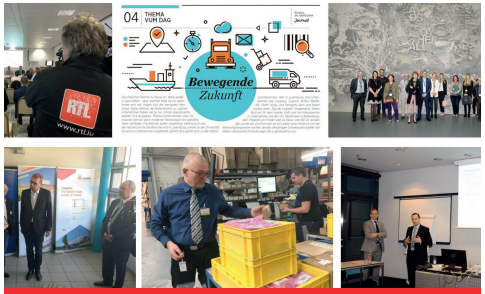
Annual visit of students form Ishikawa province in Japan

March 19th - 21st
State Visit to France

A Luxembourg logistics delegation visited Paris during Luxembourg State Visit to France. The Cluster for Logistics and its members Maître Anne Paul, CFL mm, Champ and Transalliance participated to a roundtable on logistics with French counterparts.

Round table on Logistics during Economic mission to Paris (Emmanuel Louis -Transalliance, Maitre Anne Paul, and French participants from ASLOG

April 19th
Tag der Logistik / Supply Chain Day in Europe
Link: http://bit.ly/2E5nQU4



Tag der Logistik 19th April 2018 1st E-CMR at Luxembourg airport, Freeport, Fanuc

Tag der Logistik 19th April 2018 Freeport visit

May 15th
Meeting with TusPark China

May 17th
Logistics Day Poland-Luxembourg in Warsaw @www.c4l.lu

Presentation and roundtable at Luxembourg embassy in Warsaw during economic mission

June 20th - 22th
Roadshow Logistics in Switzerland (Basel, Zürich) @www.cc.lu

The Chamber of Commerce and C4L organised a roadshow to Basel and Zürich from 20th to 22th June with focus on Logistics and Business Tourisme organized. The Cluster took part in a dedicated Conference in Zürich and Basel.

Round table in Zürich during economic mission to basel and Zürich

July 10th
Henan – Luxembourg Economic Forum

On Tuesday July 10th, 2018, a large delegation of about 100 officials and entrepreneurs from the Henan Province, led by HE Mr. Wang Guosheng, Secretary of CPC Henan Province, came to Luxembourg in the framework of "China (Henan) – Luxembourg 'Silk Road in the Air' Economic Conference". Mr. Goy Grosbusch from Grosbusch and Mr. Mathieu Weber from Cargolux participated at the debate.

Economic conference China (Henan) – Luxembourg 'Silk Road in the Air' Economic Conference" at Chamber of Commerce Luxembourg

7. Our projects

LEAN AND GREEN

The Lean and Green project started in 2014, saw its first forerunners in 2015. The second batch of companies received the L+G award in June 2016. The candidates for 2017 started in March and finalized their certification in December for a common Benelux award ceremony in Feb 2018.

More companies are expected to join the program gaining more recognition with Europe-wide **over 500 participants.** The Cluster for Logistics has centralized all the information on the website C4L under a special L&G section.

The first four companies to win the award in May 2015 were Arthur Welter, CFL Multimodal, LuxairCargo and Post. The companies Cargolux, GN Transport, Transalliance and Offergeld took part in the second edition and received the awards in June 2016. Luxport Group, Kronospan and Webtaxi participated in the third edition held in 2017 and received the label on February 2018.

Malik Zeniti, Kevin Schroeder, Max Nilles, François Bausch and Carlo Thelen (from left to right) celebrated the first LEAN & GREEN STAR Awards on July 13th 2018. (Copyright: Marie De Decker)

This label initiated by Connekt, a Dutch non-profit network for sustainable mobility, becomes a strong European recognition for proactive companies in protecting the environment. It encourages businesses process reviews and commitment in Green Logistics, by taking measures that yield cost/energy savings, while reducing the burden on the environment.

YOUNG PROFESSIONALS LOGISTICS LUXEMBOURG

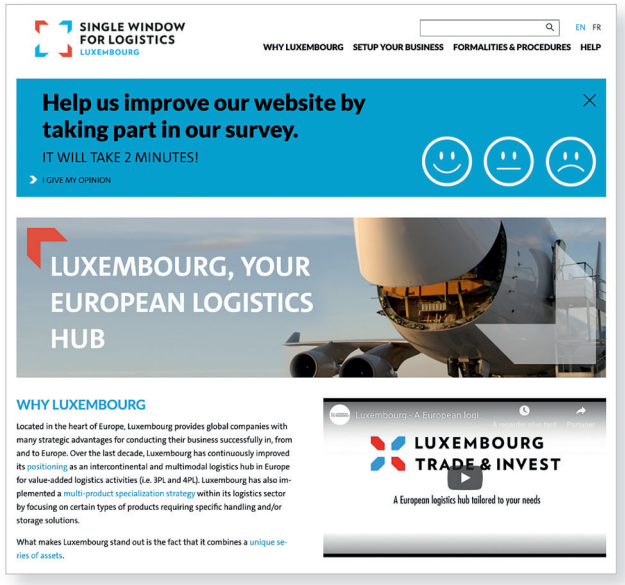
The Cluster supported the next generation of logistics professionals including digital natives, eager to work in Logistics regrouped as Young Professionals Logistics Luxembourg Network. The network is dedicated to career starters and young logistics specialists.

VISIT OF MEMBERS

Next to the group visits, highlighted in this activity report, the Cluster met numerous member and non-member companies either at the Chamber of Commerce or at their premises to provide support.

SINGLE WINDOW FOR LOGISTICS; A TRADE FACILITATION WEB PAGE

The Single Window for Logistics (SWL) team launched an information and trade facilitation web page (www.swl.lu) in January 2018, yielding strong traffic. The C4L and Ministry of Economy renewed an agreement to promote the repository for paperless procedures and informational procedures for best use as trade facilitator for the economy. The C4L plays a central role to promote knowledge about Luxembourg and its import and export procedures.



COMMUNICATION AND MARKETING

Logistics Briefing

The C4L offers a **logistics news briefing** compiled on behalf of the C4L that will in 2019 be published in partnership with the SWL. It shares most relevant national and international information and events in a time-saving manner for friends/professionals of logistics. Subjects selected by keywords to be of interest for experts and general interest alike include news from Luxembourg and Europe. This news briefing is sent **monthly** to subscribers worldwide.

Social Media presence with LinkedIn and Twitter

- The C4L also participates in social media communication with the Twitter feed **@c4l_lux** allowing to spread news instantly, including small video material.
- The LinkedIn page of the **Cluster for logistics Luxembourg** is an additional link to keep in touch with members and friends of logistics. It reached 500 followers in a year as new channel to present events and projects.
- **Job offers** from member companies can be published or profiles shared on request

WEBSITE UPDATE

The C4L Website serves the community for information about the cluster's activities. It is reinforced by social media for general or last-minute information and partners events.

- **News Update**
  The News Blog and Twitter feed allows to spread news not directly linked to C4L activities but relevant to members. Members are invited to send press releases.
- **More Events**
  Events organised by members or relevant to the community, including links.
- **More visibility for our main supporting members (or membres effectifs)**
  Supporting members are highlighted and their contacts provided on a special pane.

LOBBY ACTIVITIES

Lobbying for Luxembourg – Center Logistics Hub Contern

The C4L lobbying represented the interests of the logistics sector concerning traffic issues leading to a higher prioritization of a potential new connection studied by Ponts & Chaussées and the Ministry of Sustainable development to improve the connection with the highway A1.

PRESENCE IN THE PRESS:

The C4L contributes with articles to the press and social media. The C4L sent out various press releases in 2018 and met journalists for interviews and a yearly round up of the activities.

WORKGROUP EDUCATION

In order to reinforce Luxembourg's position on an international scale, good training and education of the workforce is key. The "Gestionnaire en Logistique" DAP for warehouse jobs was adopted since 2005.
C4L encouraged to promote the Logistics technicians DT for administrative desk jobs. Launched in 2015 and covered by a dedicated workgroup "Education" preparing training courses in cooperation with its members and the ministry of education, the first candidates will complete the DT Logistics in **June 2019.** Continuous promotion like the Speed- Dating for 1st year apprentices with employers, will be required.

LOGISTICS PROMOTION IN SCHOOLS

The C4L participated at several presentations in schools, aiming at class of final year students or 4th in order to make them aware of the logistics sector.
The interest of the students is increasing but job or **apprenticeship offers** need to match that interest.

SUMMARY

The C4L is keeping up the promotion of the sector in Luxembourg and abroad as well as through projects that will benefit Luxembourg overall. The C4L accompanied its members on many official visits and continued to work with the Chamber of Commerce and Ministries to compile a strong message. This collaboration enables to support companies and the Luxembourg platform. Many visits and events were organized abroad in collaboration with Luxembourg embassies.

A subject gaining importance since 2013 is education and promotion in schools. This topic more present since 2016 remains a priority. The "Diplôme de Technicien" keeps the C4L busy to interest more companies to offer apprenticeship contracts and identify interested students.

Moreover, the Cluster continued to work on supported projects like LEAN and GREEN, evaluate Urban logistics and attend the Single Window for Logistics project. The C4L will continue to collaborate in these projects and voice the interests of its members. Digitalisation projects will get increased attention.

THE FINAL THANKS GOES TO OUR MEMBERS

The final thanks goes to members for their support that enable the C4L to promote the sector and work on the different projects to keep Luxembourg on a top level.

8. Become a member

To apply for the a membership of the Cluster for Logistics, you can fill out the form available on: **www.c4l.lu/join-us**

Membership of the Cluster:

- Gives input to identify the needs of the Luxembourg logistics sector.
- Helps you to know the logistics sector to help to make you w competitive.
- Provides information on factors that drive the logistics sectors in Luxembourg.

Helps to present the voici of the logistics sector and its relevance.

ADVANTAGES	PREMIUM 3.600€	CORPORATE 1.200€	START-UP 380€	PERSONAL 240€
Invitation to all events of the cluster	Yes	Yes	Yes	Yes
Participation free of charge to events of the C4L (unless stated that events include a contribution)	Yes	Yes	Yes	Yes
Reception of news briefing	Yes	Yes	Yes	Yes
Contribution to news briefing	Yes	Yes	Yes	No
Logo on the Web	Highlighted as Premium	Yes	Yes	No
Post News on the Web	Yes	Yes	Yes	No
Employment offers on the Web	Yes	Yes	Yes	No
Sponsoring in the news briefings and events	Yes	Yes	No	No
Eligible as member of workgroups	Yes	Yes	On invitation only	On invitation only
Eligible as Board Member	Yes	No	No	No
Promoted at Keyevents and presentations	Yes	No	No	No

9. Premium and founding members for 2018

Premium and founding members

clc

CHAMBRE DE COMMERCE LUXEMBOURG

LUXEMBOURG INSTITUTE OF SCIENCE AND TECHNOLOGY LIST

CFL multimodal

PANALPINA on 6 continents

Cluster Maritime Luxembourgeois

NL

mi.lu LUXEMBOURG CENTRE FOR LOGISTICS AND SUPPLY CHAIN MANAGEMENT

LuxairCARGO

CDC CARTEL DAMAGE CLAIMS

LUXINNOVATION TRUSTED PARTNER FOR BUSINESS

ARTHUR WELTER Transports s.à r.l.

DUPONT

FEDIL The Voice of Luxembourg's Industry

Post LUXEMBOURG

DB SCHENKER

UNTERNEHMENSGRUPPE LUXPORT

TRANSALLIANCE

cargolux

lux airport

Logistics 4Pharma

KUEHNE+NAGEL

CTI SYSTEMS Member of Paul Wurth Group

Premium members

Arthur Welter
Cargolux
CDC Cartel Damage Claims
CFL multimodal
Chamber of Commerce
CHAMP Cargosystems SA
CLC
Cluster Maritime
CTI Systems
DB Schenker
DuPont de Nemours (Luxembourg) s.à.r.l.
FEDIL
Inland Navigation Luxembourg
Kuehne + Nagel
LIST
Logistics 4 Pharma
LuxairCARGO
Luxinnovation
Luxport S.A.
Panalpina Luxembourg S.A.
POST Luxembourg
Société de l'Aéroport de Luxembourg S.A.
Transalliance Europe SA
Université de Luxembourg

Company and Start-up members

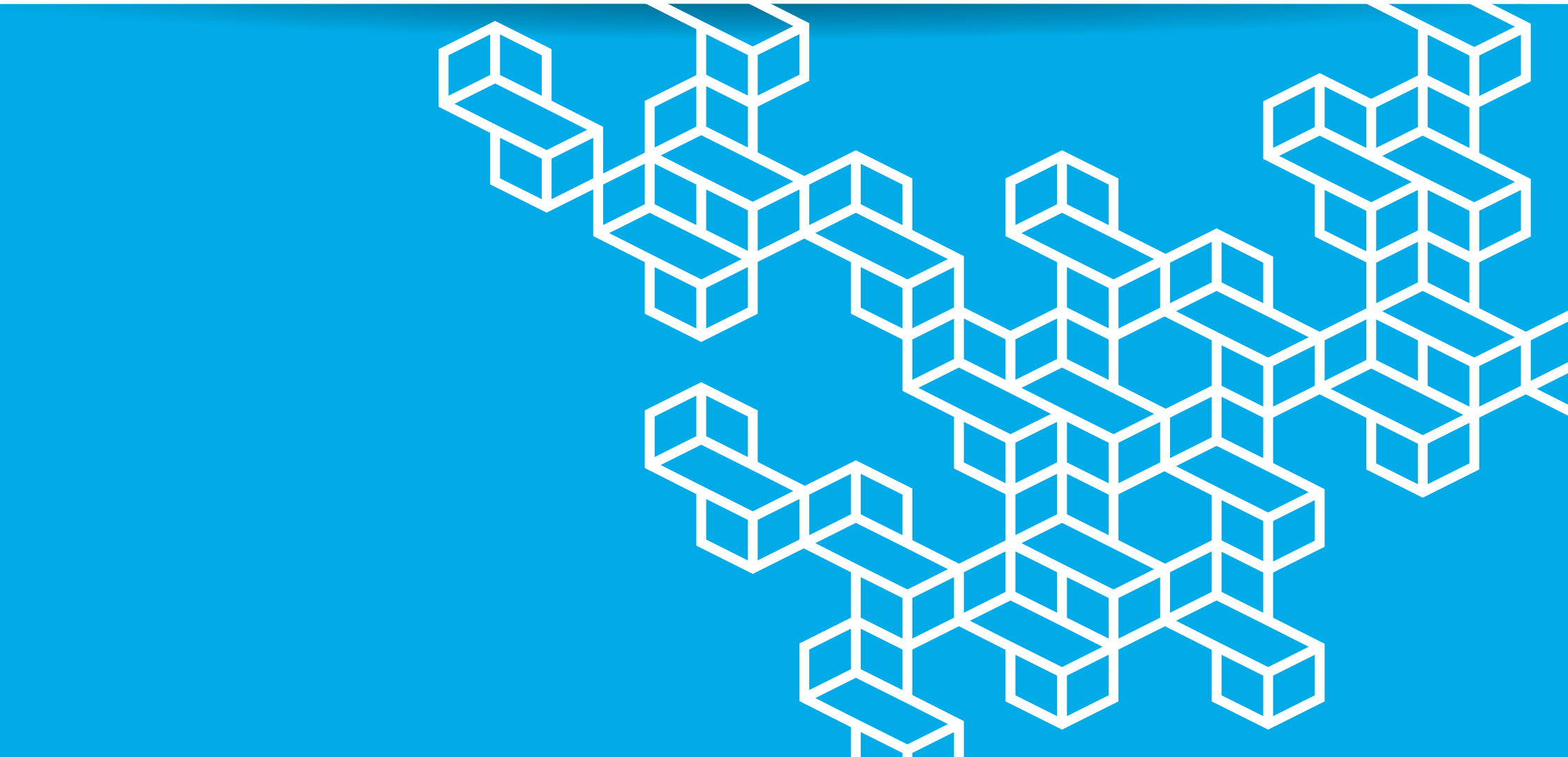
2.0 E-Fulfilment and Cross-Dock Services S.A.
ABACUS Consulting & Solutions S.A.
AEP AXA Luxembourg
AllPack Services
ArcelorMittal Commercial Sections S.A.
Arendt & Medernach
Banque de Luxembourg
Banque Raiffeisen
Bela
BIL
BTD SàRL Luxembourg
Care S.A.
CH Robinson
Cimalux S.A.
CLdN Cobelfret S.A.
Clear Logistics
Cross Borders S.e.c.s.
Daanuu
DC Postal
DEKRA Automobil Gmbh Zweigniederlassung Lux.
Deloitte Tax & Consulting SàRL
DHL Global Forwarding Luxembourg S.A.
EB Trans
ELP
Ernst & Young BAS SàRL
Etude Anne Paul
Fimalux S.A.
Froggg's S.A.
Global Airlift Solutions
Global Cargo Forum
Goodyear Dunlop Tires Operations S.A.
Grant Thornton Weber & Bontemps
Grosbusch
Guardian Europe SàRL
Husky Injection Molding Systems S.A.
IEE
In Motion S.A. (Marc Reiff)
Inco Logistics
ING
Jost S.A.
KPMG Luxembourg Société Coopérative
Kronospan Luxembourg S.A.
Landewyck Tobacco
LCA Luxembourg
Lorry Rail
Marsh Luxembourg
Mateco
Natural Le Coultre Luxembourg S.A.
NewCo Log
NOSTA Tradelog SàRL
Offergeld II - GmbH & Co KG
OSMOSE Software Engineering SàRL
Paul Wuerth
PricewaterhouseCoopers
S.A.IPEM Maritime Management
SGI Ingénierie S.A. Luxembourg
Shell Luxembourg
Sobolux
Société du Port de Mertert
Streff Data Protection Services SàRL
Sumy
TNT Express Luxembourg SàRL
Vanbreda & Lang
VTG Finance S.A.
WDP Luxembourg S.A.
Wildgen S.A.
Ziegler Sobolux

Details on www.C4L.lu/members

Hirsthals
Göteborg
Dublin
Killingholme
Asbjerg
Lübeck
Hamburg
China >
London
Rotterdam
Berlin
Poznan
Antwerpen
Zeebrugge
Calais
Frankfurt
Lodz
Bettembourg
Paris
Munich
Aiton
Trieste
Milan
Irun
Lyon
Orbassano
Le Boulou
Turkey >
Marseille
Barcelona
Tarragona

Contact:

Cluster for Logistics
7, Rue Alcide de Gasperi
L-2981 Luxembourg Kirchberg

Tel.: +352 42 39 39 848
info@clusterforlogistics.lu

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