



ANNUAL REPORT 2013

The European Freight and Logistics Leaders' Forum



Debate – Connect - Accelerate
Content, Depth, Quality

67 members across 17 Council of Europe 47 countries

Austria, Belgium, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland,
Italy, Netherlands, Spain, Sweden, Switzerland, Turkey, UK



F&L Board of Directors



Theo Zwygers
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Andreas Georg
Vice President

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Chain EAI,
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Head Global
International
Transport, Mars

Logistics Director
EMEA,
Bacardi

VP Global
Accounts,
CHEP

Assoc Member of
the Board,
LKW-Walter

Director General
UIRR

Management Committee

	COMPANY	DEDICATED ROLE FOR F&L
Harald Bortolotti	LKW-Walter AG	Accounts, Audit, Financial
Franco Castagnetti	Newopera Aisbl	ERRAC Steering Committee (Europe's technology platform aims to improve rail's positioning / increase conversion to rail)
Luc Driessen	Ewals Intermodal NV	Internal Auditor
Andreas Georg	MARS GmbH	Think Tank Co-Chairman (active forward looking group)
A Goer/ Ole Nygaard	AAE AG	Wagons
Rolf Granow	OnCampus GmbH	F&L Academic Counsel
Jürgen Hasler	Imperial Logistics BV & Co KG	Inland Waterways
Miklós Horváth	Procurus Ltd	CEE Expansion / 4PL Working Group Chairman
Martin Kvych	LKW-Walter AG	Think Tank co-Chairman
Patrick Meersmans	SABIC	I.T. in the context of the supply chain
R Mertel/F Werner	Kombiverkehr GmbH	Intermodal
John Riley	CHEP	Container pooling
Philippe Robert	GEFCO	Roving portfolio
Heiko Rumfeld	Duisport Agency	Hinterland ports / intermodal platforms
Kenneth Russell	John G Russell Transport Ltd	ERRAC Executive Board
Jörg Sanders	Fahrzeugwerk Bernard Krone	Trailers
Ralf-Charley Schultze	UIRR	Red Line F&L Topics/Themes (ensure F&L keeps its identity/focus)
Miroslav Skorepa	Bacardi	FMCG
Armand Toubol	ATB Conseils / Newopera Aisbl	iCargo Advisory Board for F&L, Railways, ERRAC Permanent Advisory
Theo Zwygers	Lyondell Basell	Petrochemicals





Foreword from President

Theo Zwyggers, Lyondell Basell



Dear F&L Members,

Although we are seeing the first signs of growth in several countries of Europe, growth numbers are still very modest. 2013 was again a very demanding business year for most of us and there has been a clear need to keep challenging our practices and stay sharp so we can shape our future.

F&L is all about collaboration and transparency along the supply chain - with producers, shippers, legislators, logistics providers and other entities coming together to ensure we create sustainable business conditions with adequate transport means so goods can travel safely and efficiently to the places they need to go - eventually reaching the consumers. The "old Europe" as it is sometimes called needs to re-invent itself and be ready to adapt to a global trade environment that is rapidly changing. It is not an easy task with all our different cultures, our diversity, national interests, and above all, our densely populated countries in Europe. We must now create alignment, learn from each other and reach out across borders to establish common goals.

I look forward to an F&L that will continue in the coming years to provide a challenging debating platform where we identify and tackle the important issues we all face in our professional lives of running supply chains. The Forum is a great opportunity to align ourselves across borders, across cultures and business environments to work towards these common goals. Our 2013 meetings in Istanbul and Rotterdam evidenced that as an organization we are able to engage interesting people and parties to provide the solid agenda and topics that our members are interested in. We are also able as F&L to access senior legislators in Europe, being recognized as a partner in industry.

During this year, Frank Arendt left us as president of F&L. By this means I would like to thank him again for his contribution to F&L, his enthusiasm, and his contribution to shaping this organization.



As mentioned in the 2013 Winter F&L newsletter, my intention will be to focus on content, depth and quality so that - when we meet as members - we enrich ourselves, we gain knowledge, we learn how we can shape our mutual future.

I look forward to working with all the members.

Yours sincerely,

Theo Zwyggers, President F&L
Dec 2013

F&L Honorary Members



Johannes
Fritzen



Dr Horst
Kubek



Franco
Castagnetti



Emilio
Fernández



Armand
Toubol



Bertil
Hastéus



Wibo
Aris



Antti
Vehviläinen

Secretary General

Gavin W. Roser



As I sit at my desk in Scotland on this December day preparing this review of 2013, gale force winds and torrential rain prevail – not unusual for Scotland - but the prevailing climate from an environmental and economic standpoint give me a solid platform on which to build the achievements of F&L over the last twelve months.

We began our year with the energy, drive and lateral vision of President Frank Arendt, Associate Director Logistics Purchases at Procter & Gamble. Frank not only put F&L on a specific course but had a major influence in building our membership. Frank now joins our Hall of Fame and we wish him every success in his current P&G role as Associate Director Global Chemicals and Ingredients. It was a pleasure to work with you Frank.

We now welcome Theo Zwygers (Head of Supply Chain Europe & International at Lyondellbasell) as our President – F&L's seventh since our beginnings in 1994. Theo brings a new dimension and style and has most eloquently set a direction for the next stage of the organisation. He also brings a global perspective from the chemical sector.

UK Shipping Minister (January 2013), Meeting House of Commons

A frank exchange of modal priorities (particularly the need to increase capacity for freight) with UK Shipping Minister Stephen Hammond MP had the Minister stressing the importance of an industry perspective on issues before governments prioritise their plans with the Commission.

Istanbul (May 2013)

Leaving the boundaries of the EU, F&L greatly enjoyed its meeting with 150 participants in Istanbul in May. The preparatory work was significant but we had the major support of LKW Walter who put us in touch with their partner in Turkey - Gezairi Transport General Manager Erdinc Yücel - and we were immensely privileged to meet UTIKAD (Turkish Association of International Forwarders), the Turkish Chamber of Shipping, the British Chamber of Commerce in Turkey and of course our major sponsor Marport (Arkas Holding).

Our conference opened new opportunities for F&L members in Turkey as well as Providing Turkish companies with new avenues to explore in Northern Europe. Approaching the agenda from a radii perspective, it was clear:

1. How close Turkey is geographically to Northern Europe;
2. Istanbul's strategic location for trade - between traditional and emerging markets – has a major role as a bridge between Europe and Asia/the Middle East. Istanbul plays an essential function in European and global supply chains and this can only increase in importance as populations and global trade grow.



Istanbul 2,000 km



Istanbul 3,000 km

Logistics Fairs (April 2013 and June 2013)

F&L participated in Multimodal Birmingham with the Port of Calais and in Munich in June with TIM Consult. Anthony of the Port of Calais reminds me that Calais is really a logistics centre and we found both events immensely enjoyable and an excellent chance to meet with existing and potential members.

Visits to Members (September 2013)

Audrey Macnab and I continue to visit members in their own offices to maximise our understanding of their priorities.

Secretary General

Gavin W. Roser



We enjoyed excellent discussions with several organisations including DFDS, TT Ports, Stora Enso, Stena Line, Trafikverket, Volvo, Neste Oil, Ruukki Metals, VR Group, Baltic Rail and Port of Tallinn.

European Parliament (October 2013)

We had a second breakfast with the Transport Committee and provided, in one single group, a cross-industry perspective on climate change, priority freight corridors and cross-modal issues. TRAN Committee Chairman Brian Simpson has firm views on regulatory priorities and expressed concern about support from member states on EU-wide initiatives. The three agencies of the EU - Commission, Council, Parliament - must strive for a common agenda.

European Commission (October 2013)

An exclusive F&L seminar in the Berlaymont building hosted by Cesare Bernabei (European Commission Policy Coordinator TEN-T and Investment Strategy) gave members a chance to see first-hand how the Commission operates and its relationship with other agencies in the governance of Europe.

Rotterdam (November 2013)

The opportunity to hold our meeting on a ship had great appeal and we were aided by Gerard de Groot (CEO of new venture A2B Online) and the Port of Rotterdam. The Rotterdam agenda saw us engage in shipper-led debate with Maurizio Aponte of MSC in a discussion superbly chaired by Erik Kessels (SABIC).



Our Think Tank took us into the serious business of horizontal collaboration – what works and what does not? Load sharing, economies of scale, collaboration between retailers and rail, and how can short sea routes be exploited for the benefit of the shipper? We also started to explore the role of horizontal collaboration in the 9 TEN-T corridors which have a target date of completion by 2030 and this discussion will be continued.

F&L to Host Only Side Session on Freight at OECD ITF's Annual Summit of Ministers, Leipzig 2014

In one of F&L's most exciting working groups, F&L will discuss "Sustainable Freight – Creating a Joint Vision for Business and Legislators" with the participants of the Ministerial Summit in May 2014. The focus will be on making sustainability tangible and accessible to the average medium sized company and we look forward greatly to some new perspectives.

Strong Board & Management Committee

We now have six Directors representing a strong cross-section of industry. We are also delighted to welcome new Management Committee members and to introduce a specific monitoring brief for each member consistent with his core expertise. This group is again a guiding force on priorities for F&L – along with the Think Tank – and they have a major role in ensuring F&L is relevant to members' needs and industry challenges now and in the future.

Finally I would like to thank Harald Bortolotti for not only sustaining as our longest serving Director, but for his total and unstinting support of F&L as it is and as it will evolve over the coming years.

Gavin W. Roser
F&L Secretary General
31 December 2013



Quotes of 2013



“Collaborate or die”

Martin Kvych, Director LKW-Walter

“NOW is the time to expand trade with Turkey”

Frank Arendt, Associate Director Logistics Purchases WE Procter & Gamble

“It adds value to customers if logistics and transport suppliers demonstrate their commitment to the customer and if there is a relationship with both parties pulling in the same direction. Efficiency and effectiveness of the supply chain benefits”

Esra Ercan Taşören CEO and Board of Directors Spring Near East Manufacturing

“Listen to the shop floor before rolling out new initiatives – they are close to the coal face and know what can or cannot work”

Gavin W Roser, F&L Secretary General

“New ways of doing business could include employing ships as open access floating warehouses and using the ‘EasyJet’ model for booking freight”

Miroslav Skorepa, Logistics Director EMEA, Bacardi



“There is a need to restructure the internal EU network with the sea ports / dry ports / freight villages / terminals as intermodal / co-modal / interoperable key nodes in order to allow decongestion and bottlenecks corrections. A more efficient internal EU network will open neighbouring countries (Russia, Turkey etc) for connection”

Anonymous

“It is soil - not water - which will be the limiting factor for global food production. Water and land resources management will become very demanding”

Ghislain de Marsily, Emeritus Professor of Hydrology

“We must achieve a common understanding of sustainability among all stakeholders. It is time for a joined-up approach across the global supply chain”

Andreas Römmert, Head of Logistics KWS Saat AG

“We need a re-think to deal with unbalanced traffic and much closer strategic alliances with suppliers”

Knut Hansen, Senior Vice President Stora Enso Logistics

“Whine less and focus on the future to make it happen”

Harald Bortolotti, Associate Member of the Board LKW-Walter

“There is almost a necessity now for closer strategic alignment with your suppliers and customers and an increasing need for open data interchange”

Andreas Georg, Head of Global International Transport MARS

Goals for 2014

Gavin W. Roser



“F&L is a forum to learn and an opportunity to meet knowledgeable and committed individuals from a wide range of business sectors”

Frank Arendt, Associate Director Logistics Purchases WE Procter & Gamble

Goals 2014

- Horizontal collaboration will be a dominant feature following on from Istanbul and Rotterdam.
- We will start to examine the effect of technology on the management of the supply chain – both now and in the future.
- We'll continue to maximise the potential of real partnership across and throughout the supply chain to ensure meaningful sustainability and competitiveness.
- Finalising our planned strategic alliance with UTIKAD in Turkey will ensure that our members enjoy an exchange of information and a bridge between our continents. This will lead to a better understanding of the demands of the Turkish supply chain and its impact on North European based transport supply.
- In the same theme we will reach out to Supply Chain Asia through Paul Lim, founder & President. Paul and I first met at the Munich Fair and members received a copy of their Q4 publication in Rotterdam. The impact of Asia cannot be underestimated.
- Water, OPEC, energy – these are all good links that we have made and we need to continue the relationships to increase our understanding of these critical issues as we broaden our thinking and view of the world. I would like to invite more international agencies who have an impact on your business to our meetings. Your requests are welcome!
- “The new TEN-T corridors are real drivers for collaboration” as outlined by Franco Castagnetti in Rotterdam when he described the Commission's €700 billion project to eliminate physical and administrative bottlenecks with the TEN-T corridors by 2030. We will spend some time analysing these in depth and sharing our thoughts with the co-ordinators for each of the nine corridors.
- Technical visits, visits to members, Management Committee meetings, Think Tank activities, Working Group activities, our relationships with legislators and policymakers – all of these will continue and expand in 2014 as we grow our Forum and pursue the delivery of value to you.

I await your ideas and requests!

In Conclusion

I am proud to think of the mix of tools in the F&L laboratory – active members, a robust organisation, out-of-the box themes, meetings in different locations across Europe, relationships with external global and legislative bodies, newsletters, outcomes/conclusions, website, initiatives like Poken, new countries in membership, re-visiting previous working group reports and scrupulous attendance to detail in our meetings. These all combine in continuously different ways to make F&L what it is today.

Let us not take 2014 for granted, we must constantly revisit our business model and the priorities of our member companies – for it is you whom we are here to serve.

“Why has F&L sustained since 1994? One word - people.

You are business leaders sharing best practice, adapting quickly to constant changes and innovating with new strategies for others to follow”

Gavin Roser, F&L Secretary General



Anti-Trust & Competition Law

The European Freight and Logistics Leaders Forum is firmly committed to maintaining a fair and competitive environment in the transport world and to adhering to all applicable laws which regulate shippers and carriers in these markets. These laws include the antitrust laws that the United States of America, the European Union and many nations of the world have adopted to preserve the free enterprise system, promote competition and protect the public from monopolistic and other restrictive trade practices. All meetings of the F&L will be conducted in a compliance with such laws and regulations.

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