



# **31ST INTERNATIONAL SUPPLY CHAIN CONFERENCE**

October 22-24, 2014

Complexity, Cost, Collaboration

InterContinental/Schweizerhof, Berlin

**Programme update**



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You can always find the updated programme at  
[www.bvl.de/iscc](http://www.bvl.de/iscc)



## Conference tracks

### SECTORS

As a cross-functional activity, logistics is a key competitive factor both internally and in cross-company terms, underpinning long-term success in all sectors. The sequences will profile approaches to topical logistics challenges in various sectors.

### COMPLEXITY

Supply chain management, logistics and information technology are characterised by ongoing and dynamic change. Value added chains are becoming longer and less transparent. A seemingly endless flow of complex data is generated every day. How can these challenges be managed?

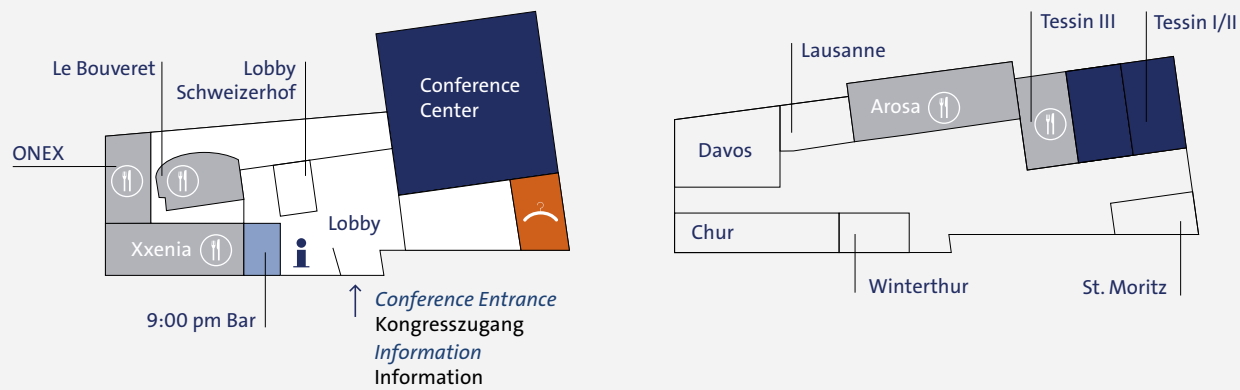
### COST

Now that world markets are generally transparent and highly developed in logistical terms, cost pressure is the key factor that determines the nature of supply chains - from development and procurement all the way through to distribution and disposal. How can this cost pressure be countered? How can costs be reduced further? Where do the potentials lie, and who has addressed these challenges with particular success?

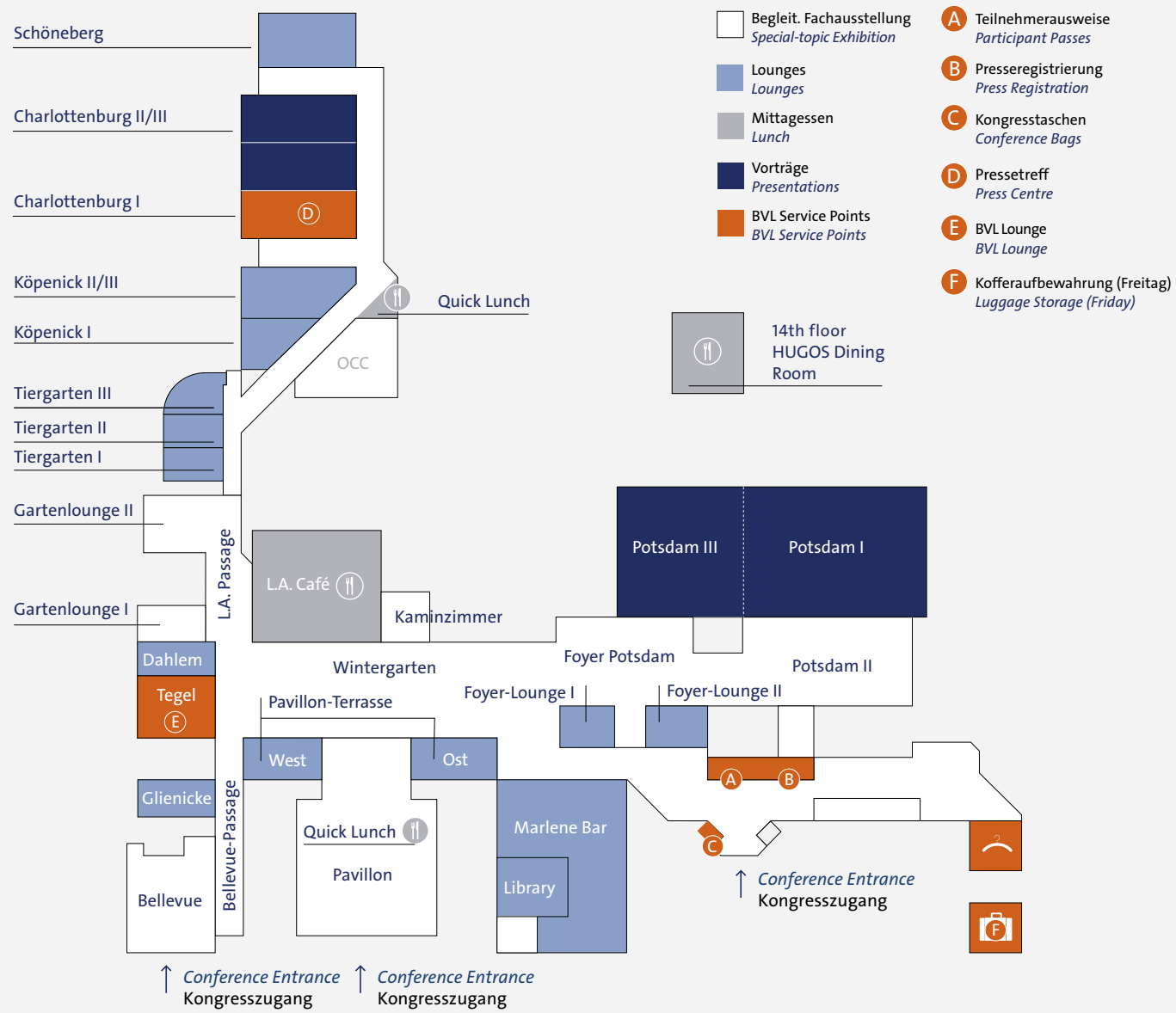
### COLLABORATION

Genuine collaboration in industry, trade, services and the academic field pave the way for new ideas, positive synergies and the spreading of risk. Serious partnerships are a real option both for companies and for entire networks. How can we work together to achieve more?

Hotel Pullman Berlin Schweizerhof



Hotel InterContinental Berlin





# Complexity, Cost, Collaboration



Prof. Dr.-Ing. Raimund Klinkner  
 President,  
 BVL International, Bremen,  
 Managing Partner,  
 IMX Institute for Manufacturing Excellence,  
 Martinsried

What do sourcing, production and trade have in common? They have all been becoming increasingly global for many years and are no longer feasible without the intensive use of IT. Companies are active on multiple levels in a networked global economy, with the result that value added chains are becoming longer and business relationships more complex.

Although logistics makes complexity manageable, higher complexity leads to higher costs. This is compounded by the fact that transparent market conditions increase cost pressure. The BVL study "Trends and Strategies in Logistics and Supply Chain Management" confirms these interdependencies and also finds that quality and punctuality suffer if expectations are too high. How can these effects be countered?

With an almost classic logistics approach based on the realisation that if all parties involved in value added also take account of the processes outside their own company, then this can generate significant efficiency gains. This means collaboration with companies and with customers, suppliers and service providers, backed up by horizontal and vertical collaboration in networks in order to jointly achieve operational excellence.

The conference theme of "Complexity, Cost, Collaboration" aptly describes the current framework of action for the logistics sector. The key is to further advance knowledge, to exchange ideas and to reap the benefits for day-to-day activities in the working sphere. Play your part in this process, share your expertise, and help to shape the future of logistics and supply chain management.

Welcome to Berlin!

## Premium sponsors in 2014

Our special thanks to the partners who made the conference and the wide range of services possible:



Mercedes-Benz  
 CharterWay



## Media partners in 2014



8.30	BUSINESS BREAKFAST	Opening of the exhibition
10.00	Opening   Venue: InterContinental Berlin, Potsdam I/III	A 1
	Prof. Dr.-Ing. Raimund Klinkner President, BVL International, Bremen, Managing Partner, IMX Institute for Manufacturing Excellence, Martinsried	<b>Complexity, Cost, Collaboration</b>  Logistics is driven by market volatility, customer expectations and cost pressure. The majority of managers in logistics and supply chain management currently view the resulting complexity as the greatest challenge. The presentations and discussions at the 31st International Supply Chain Conference will focus on the analysis of complexity and cost structures, with the aim of identifying options for collaboration in value added chains.
 		
10.15	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	A 2
	Prof. Wolfgang Kenntemich Honorary Professor, Institute of Communication and Media Studies, University of Leipzig, former Television Desk Chief, MDR, Leipzig, Chairman of the Jury	<b>Presentation of the Media Award</b>  Through their reporting, analysis and articles, the media play a key role in shaping the image of the logistics sector. How can companies and other players generate interest among journalists for topics in the field of logistics and supply chain management? The Media Award for Logistics 2014 is open to TV and radio broadcasts that portray logistics themes in a lively and informative manner.
 		
10.30	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	A 3
	Dr. Frank Appel Chief Executive Officer, Deutsche Post DHL, Bonn	<b>Global E-Tailing 2025 – E-Commerce and Logistics on Course for Growth</b>  During the next 10 years, online trading will not only gain in importance in the industrial nations but will also have a major impact on trading activities in developing and emerging economies. Logistics plays a key role in this process by providing flexible delivery supply models and value added concepts. It is increasingly acting as an „enabler“, making it both the driver and the partner of successful business.
 		
11.00	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	A 4
	Ronald M. DeFeo Chairman and Chief Executive Officer, Terex Corporation, Westport, USA	<b>Complexity... a Supply Chain Opportunity or Risk?</b>  Complexity and fixed costs are enemies of capital goods companies. Price increases to our customers are extremely difficult to achieve, therefore we must simplify and remove cost with the partnership of our suppliers. It is our only option for shareholders and team members future.
 		
11.30	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	A 5
	Dr. Jean-Jacques van Oosten Chief Digital Officer, Rewe Group, Cologne	<b>Fast Evolution – Selling Food and Non-Food in a Digital World</b>  Most Bricks and Mortar Grocery businesses are not prepared to embrace the challenges of the Digital World. New talent, new ways of working and new habits needs to be adopted to re-invent our business. No stones can be left unturned. Speed and quality of execution / implementation are essential to succeed. We are very lucky to be living in this fast period of evolution.
 		

12.00

COFFEE BREAK

Visit to the parallel special-interest exhibition

12.30

Active discussion | Venue: InterContinental Berlin, Potsdam I/III

A 6



**Joachim Limberg**  
 Chairman of the Materials Services  
 Business Area, ThyssenKrupp AG, Essen,  
 Member of the BVL Board



**Frank Sportolari**  
 President,  
 UPS Deutschland Inc. & Co. OHG,  
 Neuss,  
 BVL Advisory Board



**Peter Heep**  
 Managing Director,  
 Nanu Nana  
 Einkaufs- und Verwaltungs GmbH & Co. KG,  
 Oldenburg



**Dr. Karl-Rudolf Rupprecht**  
 Board Member for Operations,  
 Lufthansa Cargo AG,  
 Frankfurt am Main

### Complexity, Cost, Collaboration – Discussion

Increasing complexity in a global business environment leads to increased costs. In order to curb rising costs, companies must create transparency along the entire value added chain and optimise their processes in an integrated way. It also appears to be a good idea for companies to cooperate both horizontally and vertically in order to maximise efficiency. In this interactive sequence, representatives of different industries will discuss the challenges outlined in the conference theme - "Complexity, Cost, Collaboration".



#### Moderation:

**Roland Tichy**  
 Editor-in-Chief, WirtschaftsWoche, Düsseldorf  
 (until September 30, 2014),  
 Chairman of the Board,  
 Ludwig Erhard Foundation, Bonn



Active discussion



13.45

PRESS CONFERENCE

Venue: InterContinental Berlin Charlottenburg II/III

13.45

LUNCH BREAK

Visit to the parallel special-interest exhibition

15.00

Special-topic sequence | Venue: Pullman Berlin Schweizerhof, Conference Center

B 1

## Machine and Plant Engineering

The mechanical and plant engineering sector is virtually unmatched when it comes to innovative drive and the commitment to continuous development and optimisation. This strength is reflected not only in research and the development of new products but also in the optimisation of processes and the organisation of global networks. The sequence will present different approaches to achieve operational excellence that can also be transferred to other sectors.



### Moderation:

Regina Schnathmann  
Director Communications and Public Relations,  
BEUMER Group GmbH & Co. KG,  
Beckum



### The Bridge to Business Excellence

Frank Bieber  
F2F Senior Business Demand & Process Expert,  
SKF GmbH,  
Schweinfurt



### Value Management – Organising Cooperation between Purchasing and Technology Effectively

Hanno Hildebrandt  
Head of Purchasing,  
Aerzener Maschinenfabrik GmbH,  
Aerzen



### Managing Complexity in a Global Production Network

Claudia Sorrentino  
Head of Group Supply Chain,  
Bobst SA,  
Lausanne,  
Switzerland



### Operational Excellence and Optimum Processes as a Success Factor in Technology Companies

Dr. Robert Untiedt  
Head of Strategic Marketing and Sales,  
Körber AG,  
Hamburg

SECTORS

15.00

Special-topic sequence | Venue: InterContinental Berlin, Potsdam I

B 2

## Harnessing the Benefits of Big Data for Logistics

One area of fast-growing importance is the application of “big data” methods and technologies that can use large data volumes to extract useful knowledge about potential improvements to business processes or customer services in today’s companies. But IT security and data protection are often neglected when dealing with this glut of data. How can I generate valuable information from the data ocean, and how can I ensure that my data is safe?



Active discussion



### Moderation:

Prof. Dr.-Ing. Michael Benz  
Senior Business Consultant, Teradata GmbH, Frankfurt/Main,  
Head of Studies, M. Sc. International Transport and Logistics,  
ISM International School of Management, Frankfurt/Main,  
BVL Research Council



### Geographic Analytics – Efficient Supply Chain Decision Making through Visualization

Dr. Jozo Acksteiner  
Manager Strategy & Analytics,  
Hewlett-Packard,  
Singapore



### Livehack: How Hackers Infiltrate Your Company

Holger Junker  
Head of Section, Cyber Security in Critical IT  
Systems, Applications and Architectures,  
Federal Office for Information Security (BSI),  
Bonn



### Improving Efficiency in Production Through Data Analysis

Andreas Novak  
Director Manufacturing,  
Vlisco Netherlands B.V.,  
Helmond, Netherlands

### Followed by a discussion with:

- Prof. Dr. Michael Backes  
Professor for Computer Security and Cryptography,  
University of Saarbrücken
- Michael Kranawetter  
Head of Information Security, Chief Security Advisor,  
Microsoft Deutschland GmbH, Unterschleißheim

COMPLEXITY

15.00

WORKSHOP – Information on p. 21

Ethiopia, Jordan, Sudan – What It Has Got to Do with Me?  
Venue: Pullman Berlin Schweizerhof, Tessin I/II

W 1



15.00

Special-topic sequence | Venue: InterContinental Berlin, Potsdam III

B 3

### Variable Structuring of Transport Costs

Transport costs have been on the increase for a number of years and are meanwhile equivalent to between three and fifteen percent of turnover in many sectors. Dynamic transport planning is necessary to optimise these costs. During this sequence, experts from various industries will present their flexible supply chain solutions.



Active discussion



**Moderation:**  
 Prof. Dr.-Ing. Stefan Wolff  
 Chairman of the Board,  
 4flow AG,  
 Berlin,  
 Member of the BVL Board



#### Achieving Sustainable Cost Reduction through Transparency

Thomas Leverkus  
 Head of Logistics Europe,  
 MANN + HUMMEL GMBH,  
 Ludwigsburg



#### Cost-Optimised and GDP-Compliant Global Pharmaceutical Distribution

Horst Langhammer  
 Head of Receiving/Sampling/Dispatch Logistics,  
 Boehringer Ingelheim Pharma GmbH & Co. KG,  
 Biberach



#### In-House Vehicle Fleets – Success Factor in Transformation Processes in Trading Logistics

Kay Schiebur  
 CSCO,  
 Lekkerland AG & Co. KG,  
 Frechen

Followed by a discussion with representatives  
 from the field of logistics services

COST

15.00

Special-topic sequence | Venue: InterContinental Berlin, Charlottenburg II/III

B 4

### Vivat Academia?

Cooperation between science and practice has a long tradition at BVL. Every year, BVL presents the Science Award for SCM in recognition of innovative work of high practical relevance. In this sequence, the finalists will present their projects and answer questions from the jury and the floor, after which the jury will make its decision. The presentation ceremony for the 2014 Science Award for SCM is on Thursday, October 23, 2014, in the sequence D1 – Logistics Needs the Best.

You can find more information on the Science Award for SCM at [www.bvl.de/en/sascm](http://www.bvl.de/en/sascm).

With the kind support of the



**Moderation:**  
 Prof. Dr.-Ing. Gisela Lanza  
 Head of Institute,  
 Karlsruhe Institute of Technology,  
 wbk Institute of Production Science,  
 Karlsruhe



#### Returns Management in the Mail Order Sector

Dr. Björn Asdecker  
 Academic Councillor, Head of the „Returns Management“  
 Research Group, Department of Business Studies,  
 (focus on production and logistics),  
 University of Bamberg



#### Driving and Rest Period Regulations in Road Freight Transport

Prof. Dr. Asvin Goel  
 Associate Professor of International Logistics,  
 Jacobs University Bremen



#### Retail Analytics – Integrated Forecasting and Inventory Management for Perishable Products in Retailing

Jun.-Prof. Dr. Anna-Lena Sachs  
 Junior Professor for Supply Chain Management,  
 Cologne University



#### Integrative Logistics Planning in the Stationary Food Retail Sector

Dr. Michael G. Sternbeck  
 Head of Store Operations and Reverse Logistics,  
 dm-drogerie markt GmbH + Co. KG,  
 Karlsruhe



#### Quantitative Models for Optimisation and Simulation in Urban Logistics

Dr. Matthias Winkenbach  
 Research Officer,  
 WHU – Otto Beisheim School of Management,  
 Vallendar

COLLABORATION

17.15

Buses leave for the Gala Evening

Buses leave for the Gala Evening from the Hotel InterContinental Berlin

19.00

GALA EVENING – Information p. 26

Venue: ESTREL Convention Center

8.30

BUSINESS BREAKFAST

Visit to the parallel special-interest exhibition

9.30

Special-topic sequence | Venue: Pullman Berlin Schweizerhof, Conference Center

C 1

## Chemical Industry

New opportunities in growth markets are opening up for the chemical industry. This means that global production locations and networks need to be perfectly coordinated if they are to meet the challenge in terms of flexibility and transparency. How can suitable supply chain structures be created? Will greater integration of service providers reduce costs, or might this even increase complexity?

### Panel discussion:

#### Increasing/Reducing Complexity through Insourcing/Outsourcing?

- **Manfred Fischer**  
Vice President Global Distribution Chemicals, Merck KGaA, Darmstadt
- **Detlef Stürcken**  
Head of Logistics Services, ALTANA AG, Wesel
- **Ortwin Nast**  
Chief Executive Officer, HOYER GmbH, Hamburg
- **Michael Kriegel**, Head of DACHSER Chem-Logistics,  
DACHSER GmbH & Co. KG, Kempten, Allgäu



Active discussion



### Moderation:

Prof. Dr. Carsten Suntrop  
Chair of the BVL "Chemical Logistics" Focus Group,  
Expert Group on Chemical Logistics,  
Cologne



### Closing Presentation: Supply Chain Design by a Chemical Company – Complexity, Costs, Sustainability

Wubbe Prins  
Director Global Supply Chain Projects,  
The Dow Chemical Company / Dow Olefinverbund GmbH,  
Merseburg

SECTORS

9.30

Special-topic sequence | Venue: InterContinental Berlin, Potsdam I

C 2

## Putting Industry 4.0 to the Test

The future project "Industry 4.0" is a key element in the high-tech strategy of the German government aimed at promoting the computerisation of traditional industries. "Industry 4.0" will pave the way for the further development of value added chains into value added networks. The goal is the intelligent factory, characterised by flexibility, resource efficiency and ergonomics in business and value added processes. Which visions have already been developed to the point that they are ready-for-market?



### Moderation:

Gregor Blauermel  
Managing Partner,  
B416 Unternehmensberatung GmbH & Co. KG, Cadolzburg,  
Member of the Executive Board, VDI-GPL,  
The Association of German Engineers (VDI)



### Future Warehouses Will Be Mobile –

#### Industry 4.0 Technologies Permit Hub2Move

Prof. Dr. Michael ten Hompel  
Executive Director,  
Fraunhofer Institute for Material Flow and Logistics (IML),  
Dortmund, Member of the BVL Board



### Matthias Klug

Head of Corporate Communication,  
STILL GmbH,  
Hamburg



### Will the Retail Trade Handle Spare Parts Supply in Future? – 3D Printing for End Customers in Practice

Dr.-Ing. Nektarios Bakakis  
Managing Director,  
Knauber Freizeit GmbH & Co. KG,  
Bonn



### The Flexconveyor – Plug & Play in Logistics – Intelligent Conveying Technology

Dr.-Ing. Thomas Stoll  
Managing Director,  
Flexlog GmbH,  
Karlsruhe

COMPLEXITY

9.30

WORKSHOP – Information on p. 23

Thesis Conference

Venue: Pullman Berlin Schweizerhof, Tessen I/II

W 3

11.00

COFFEE BREAK

Visit to the parallel special-interest exhibition

8.30

BUSINESS BREAKFAST

Visit to the parallel special-interest exhibition

9.30

Special-topic sequence | Venue: InterContinental Berlin, Potsdam III

C 3

### Contract Logistics in Dialogue

The sequence discusses the trends in global contract logistics with the focus on problem areas and potential solutions to improve relationships in the field of contract logistics.



**Dr. Dirk Dreher**  
 Vice President Foreign Supply,  
 BMW AG, Munich



**Frank Leser**  
 Customer Logistics & Service Operations Leader DACH,  
 Procter & Gamble Service GmbH,  
 Schwalbach am Taunus



**Jochen Schabinger**  
 Head of Warehousing,  
 Robert Bosch GmbH,  
 Stuttgart



**Dr. Thomas Böger**  
 Board Member,  
 Contract Logistics/SCM,  
 DB Schenker Deutschland AG,  
 Kelsterbach



**Dr. Johannes Söllner**  
 Managing Director,  
 Geis Holding GmbH & Co. KG,  
 Nuremberg,  
 Member of the BVL Board



**Andreas Wellbrock**  
 Member of the Board of Management,  
 BLG LOGISTICS GROUP AG & Co. KG,  
 Bremen,  
 BVL Advisory Board



**Jens Wollesen**  
 Member of the Management Board,  
 Kühne + Nagel (AG & Co.) KG,  
 Bremen



Active discussion



**Moderation and kick-off presentation:**  
**Prof. Dr.-Ing. Frank Straube**  
 Executive Director, Institute for Technology  
 and Management, Head of the Faculty of Logistics,  
 Berlin Technical University,  
 BVL Advisory Board

COST

9.30

Special-topic sequence | Venue: InterContinental Berlin, Charlottenburg II/III

C 4

### Provision of Goods to Major Conurbations

Today, over 60 percent of the population of Europe lives in cities, and trend researchers are observing a further increase in urbanisation worldwide. Together with changes in consumer behaviour driven by electronic and mobile commerce, the supply and disposal of goods in major conurbations represents an ever-growing challenge. Which developments can we expect to see in future? What steps are traders and service providers taking to respond to this challenge, and what intelligent concepts exist for the supply of goods to major cities?



**Cities as a Key Growth Market of the Future**  
**Dr. Padideh Moini Gützkow**  
 Infrastructure & Cities Sector, Mobility and Logistics Division,  
 Siemens AG,  
 Berlin



**Logistics Challenges in Major Conurbations –  
 Electromobility as a Potential Solution**  
**Rolf Meyer**  
 Managing Partner,  
 Meyer & Meyer Holding GmbH & Co. KG,  
 Osnabrück



**Sustainable last mile logistics – Dutch experiences**  
**Max Prudon**  
 Founder,  
 Binnenstadservice Nederland,  
 Nijmegen



**Central Management: What Conurbations Can Learn from  
 Logistics in Industrial Locations**  
 Head of Sales and Marketing,  
 Infrserv Logistics GmbH,  
 Frankfurt/Main



Reports / Active discussion



**Moderation:**  
**Carsten Brönstrup**  
 Business Desk,  
 Der Tagesspiegel,  
 Berlin

COLLABORATION





## Efficient Warehouse Systems

As a full range supplier of warehouse and logistics systems we support our customers in a comprehensive and straight-forward way. Irrespective of whether you decide in favour of a manual, partially or fully-automated solution. For more than 75 years, we have been designing concepts for all kinds of industries. We customize every solution to the particular requirements of our clients in a cooperative partnership. Using our many years of experience to your advantage, we will demonstrate how to make your processes more efficient.

**Meet us at the 31<sup>st</sup> International Supply Chain Conference, 22 – 24 October 2014 in Berlin!**



**FRITZ SCHÄFER GMBH**  
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11.30	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	D 1
<div>  <b>GERMAN AWARD FOR SUPPLY CHAIN MANAGEMENT</b>            2014         </div> <div>  <b>SCIENCE AWARD FOR SUPPLY CHAIN MANAGEMENT</b>            2014         </div> <div>             With friendly support of            </div>		
	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	D 2
<div>  <div> <b>Tex Gunning</b>            Chief Executive Officer,            TNT Express N.V.,            Hoofddorp, Netherlands         </div> </div> <div>   </div>		
	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	D 3
<div>  <div> <b>John Gerosa</b>            Director, Tech/M&amp;E/B2B Markets,            Google Germany GmbH,            Hamburg         </div> </div> <div>   </div>		
	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	D 4
<div>  <div> <b>Peter Bakker</b>            President &amp; Chief Executive Officer,            World Business Council for Sustainable            Development,            Geneva, Switzerland         </div> </div> <div>   </div>		
	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	D 5
<div>  <div> <b>Enak Ferlemann</b>            Parliamentary State Secretary,            Federal Ministry of Transport and            Digital Infrastructure,            Berlin         </div> </div> <div>   </div>		
	Plenary session   Venue: InterContinental Berlin, Potsdam I/III	
LUNCH BREAK		
Visit to the parallel special-interest exhibition		
14.30	<b>WORKSHOP – Information on p. 21</b> <b>Supply Chain Risk Management – Effective Management of Risks in Logistics</b> Venue: Pullman Berlin Schweizerhof, Tessen I/II	W 2

14.15 Uhr

Kick-Off Presentation | Venue: Pullman Berlin Schweizerhof, Conference Center

E 0



Roy Perticucci  
Vice President EU Operations,  
Amazon EU S.a.r.l.,  
Luxembourg

### Innovation in Logistics

Amazon's European Fulfillment Network delivers products - from books to washing machines - to millions of customers every week. Customers rely on Amazon to get what they want, when they want it, wherever they are. Their expectations rise every year. This keynote speech provides insights into how Amazon innovates for customers as its operations grow.



14.30

Special-topic sequence | Venue: Pullman Berlin Schweizerhof, Conference Center

E 1

### Trade

Stationary retail outlets still account for over 90 percent of sales volumes, while online sales meanwhile make up over 80 percent of distance trading. Depending on the required scope, there are various models for the integration of sales channels - in the form of multi, cross or omni-channel concepts. In these scenarios, logistics is becoming an ever more important core competence. How do traders address the different challenges posed by the various channels? Where are the synergies, and how can predictive tools help to ensure the availability of goods?



**Moderation:**  
Marc-Stephan Heinsen  
Director Supply Chain Management & Logistics,  
Tchibo GmbH,  
Hamburg,  
BVL Advisory Board



#### Challenges in Omni-Channel Logistics – Steps towards Effective Integration

Dr. Michael Krings  
Managing Director,  
Douglas Logistik GmbH, Zossen,  
BVL Research Council



#### Internationalisation of Efficient Logistics Networks as the Basis for Dynamic Growth – Challenges of a Fast-Growing Online Pure Player

Jürgen Védie  
Member of the Management Board, Chief Operating Officer,  
Zooplus AG, Munich



#### Requirements for Multi-Channel Logistics from the Viewpoint of a Fast-Growing Consumer Electronics Retailer

Danilo Frasiak  
Managing Director,  
Cyberport GmbH,  
Dresden



#### Success Factors for Trading Logistics – Findings of the BVL Study

Prof. Dr. Stephan Seeck  
Professor of Logistics & Supply Chain Management,  
University of Applied Sciences,  
Berlin

SECTORS

14.30

Special-topic sequence | Venue: InterContinental Berlin, Potsdam I

E 2

### Global Business

Companies are increasingly focusing their operations on their target markets. How are SMEs and corporations in different parts of the world responding to this trend, and how can greater cross-sector integration help to boost success and minimise risks? How can tax-optimised supply chains reduce costs?



**Moderation:**  
Prof. Dr.-Ing. Jörg Dalhöfer  
Board Member for Purchasing, Production and Logistics,  
MAQUET Cardiopulmonary AG,  
Rastatt



#### How to Design a Flexible and Efficient Global Supply Chain Network

Ben Shi  
Senior Manager – Logistics Asia Region,  
Weidmüller Interface (Shanghai) Co., Ltd,  
Shanghai, China



#### Tax-Optimized Global Supply Chains

Anke Schumm  
KSPG Officer Customs & Foreign Trade,  
KSPG AG,  
Neuenstadt/Kocher



#### Returning German Troops from Afghanistan – a Logistical Challenge for the Joint Support Service

Major General Dieter Warnecke  
Head of Deployment Division, Joint Support Services Command,  
Chairman, Blauer Bund e.V.,  
Aachen

COMPLEXITY

14.30

Special-topic sequence | Venue: InterContinental Berlin, Potsdam III

E 3

### Personnel Deployment in Volatile Markets

Modern “nomads” choose their place of residence to suit their workplace. Job mobility opens up a wide range of opportunities and is expected by representatives of industry. According to recent surveys, around 80 percent of students could imagine moving for their sake of their career. Mobility decreases, however, as employees get older. How can the willingness to stay mobile be increased among skilled employees?

#### Followed by a discussion with:

- Dr. Karl Alexander May, Head of Vehicle Distribution and VDCs, BMW AG, Munich, Member of the BVL Board
- Christa Stienen, Member of the Executive Board, German Federal Association of Human Resources Managers (BPM), Berlin



Active discussion



#### Moderation:

Ulf R. Meckbach  
 Freelance Coach and Interim Manager,  
 Kassel



#### Kick-off presentation:

##### Mobility in Times of Skill Shortage: Flexibility as a Key Factor in Personnel Loyalty and Recruitment

Dr. Sebastian Dettmers  
 Managing Director,  
 StepStone Deutschland GmbH, Düsseldorf



##### Working abroad: Awareness – Knowledge – Skills

Frank Tobias Baur  
 Vice President Demand Planning and Logistics NA,  
 Robert Bosch LLC,  
 Chicago, USA



##### Challenges in a Fast-Growing Logistics Market

Sören Hagen  
 Managing Director,  
 forflow consulting (Shanghai) Co. Ltd.,  
 Shanghai, China



##### Y on the Move? Next Generation Careers

Thomas Düker  
 Team Leader Marketing Promotion,  
 AEB GmbH,  
 Stuttgart

COST

14.30

Special-topic sequence | Venue: InterContinental Berlin, Charlottenburg II/III

E 4

### On the Road Together

This sequence focuses on risks, potentials and synergies in horizontal and vertical alliances. What is the best way to build trust in a complex partnership? What are the main challenges when it comes to collaboration? How important are corporate and national culture for the success of an alliance? These questions will be outlined and discussed in this sequence focusing on cooperation between OEMs, between OEMs and suppliers, and with and between logistics service providers.



#### Moderation:

Dr. Katharina Schaefer  
 Chair of the Management Board,  
 BVL Campus gGmbH,  
 Bremen



##### Partnerships for Sustainability in Africa

Nuradin Osman  
 Director,  
 Operations Africa and Middle East,  
 AGCO International GmbH,  
 Neuhausen/Rheinfall, Switzerland



##### Partnership for New Markets

Jörg Schiemann  
 Vice President Logistics and Airport Solutions IT,  
 Siemens AG,  
 Konstanz



##### International Collaboration in the Shipping Industry

Sandra Moran  
 Senior Vice President Visibility  
 and Chief Marketing Officer,  
 INTTRA,  
 Hamburg



##### Inbound to Manufacturing

Kevin Nash  
 Senior Vice President Integrated Logistics Western Europe,  
 Kuehne + Nagel S.a r.l.,  
 Contern, Luxembourg



##### Intelligent Partner Management for Efficient Logistics Processes

Prof. Dr.-Ing. Helmut Schramm  
 Head of Production of Electric Vehicles,  
 BMW AG,  
 Leipzig

COLLABORATION



[www.quintiq.com](http://www.quintiq.com)





16.00

Plenary session | Venue: InterContinental Berlin, Potsdam I

D 6



Jürgen Fitschen  
Co-Chairmen of the Management Board,  
Deutsche Bank AG,  
Frankfurt/Main



Christian Lindner  
Federal Chairperson,  
German Free Democrat Party (FDP),  
Düsseldorf

### The Role of the Banks as Partners of the Real Economy

The world economy appears to be on the road to recovery, and there are even increased signs of economic upturn in Europe. The situation of the banks has also stabilised in recent times. At the same time, however, the need for structural change to comply with the new regulatory provisions continues to create major challenges for the banking sector. In some areas, the banks are finding it necessary to reframe their business models. One of the key aims in this process is to ensure that the banks are reliable and expert partners to the real economy.

### More Not Less Market Economy

Despite the financial crises of recent years, more people in Germany than almost ever before describe their own financial situation as "good". The foundations for the strong German economy were laid by the market economy policies that began with the "Agenda 2010". Germany's grand coalition has now taken leave of this strategy. Now more than ever, Germany needs a strong advocate of the market economy, because if we want progress we must ensure economic freedom and fair competition.



**Moderation:**  
Dr.-Ing. Christoph Beumer  
Chairman and CEO,  
BEUMER Group GmbH & Co. KG,  
Beckum,  
Member of the BVL Board



17.00

After Work Party

Venue: InterContinental Berlin, Exhibition area

## Outdoor sequences

13.30 – 17.00

Outdoor sequence | Venue: InterContinental Berlin, Lobby

O 1-3



The outdoor sequences supplement the many special-topic sequences at the conference by allowing you to gain an insight into the operations of companies in the vicinity. The company's on this year's outdoor programme are Amazon Logistik Potsdam GmbH, Kraftverkehr Nagel GmbH & Co. KG in Wustermark and the freight centre at Berlin-Tegel Airport (TXL). A representative of the company in question will profile the key processes on site, after which there will be a tour of the plant or logistics centre.

#### Please note for all outdoor sequences:

Only in German language. The number of available places for the outdoor sequences is limited! Please register on October 22, 2014 from 13.30 in the lobby of the Hotel InterContinental Berlin. Coaches leave the Hotel InterContinental Berlin for the outdoor sequences on October 23, 2014 at 13.30.

8.30

BUSINESS BREAKFAST

Visit to the parallel special-interest exhibition

9.30

Special-topic sequence | Venue: Pullman Berlin Schweizerhof, Conference Center

F 1

### Automotive Industry

External and internal factors drive a process of constant change in the operating environment of the automotive industry. As a result, production systems are regularly faced with the challenge of achieving the defined targets. One strategy is to further refine cross-company activities in order to ensure improved transparency of logistics processes. What trendsetting concepts have been developed along the value added chain in order to permit early identification of and a flexible response to potential risks? Which innovations can perfectly supplement the production and logistics system?



#### Moderation:

Dr.-Ing. Ulrich Eichhorn  
Managing Director Technology and Environment,  
German Association of the Automotive Industry (VDA),  
Berlin



#### Standardising Group-Wide Logistics IT

Lars Bäumann  
General Manager IT Production und Logistics,  
Volkswagen AG,  
Wolfsburg,  
BVL Research Council



#### Stefanie Hegels

Head of Logistics Planning - Corporate Logistics,  
Volkswagen AG,  
Wolfsburg



#### Management of Complex Logistics Chains Using RFID

Manuel Baumbach  
Head of the Center of Competence RFID for Diesel Systems,  
Robert Bosch GmbH,  
Homburg



#### Stefan Zähringer

Sub-Project Manager Packaging,  
Robert Bosch GmbH,  
Homburg

SECTORS

9.30

Special-topic sequence | Venue: InterContinental Berlin, Potsdam I

F 2

### Infrastructure 2.0

Distributed production, IT-based services and the networking of the digital and physical world call for a high-powered digital traffic infrastructure to underpin Europe's status as a leading value added location. Recent studies show that we can expect industrial data volumes to double every year. At the same time, the experts forecast rising transport volumes with decreasing shipment sizes.

In this interactive sequence you can engage in discussion with the speakers about potential solutions for finance, performance capability and security in the networked world of value added activities.



Active discussion



#### Moderation:

Dr. Andreas Backhaus  
Senior Vice President,  
Global Supply Chain & Process Innovation,  
BASF SE,  
Ludwigshafen



#### Sabine Bendiek

Country Manager,  
EMC Deutschland GmbH,  
Schwalbach



#### Gerd Deimel

Vice President,  
Representative of the Management Board, VCI Initiative  
Infrastructure,  
LANXESS Deutschland GmbH,  
Cologne



#### Dr. Oliver Grün

President,  
Federal Association of German IT SMEs (BITMi),  
Aachen



#### Thomas Jarzombek

Member of the Committee for Transport  
and Digital Infrastructure,  
German Bundestag,  
Berlin

COMPLEXITY

9.00

WORKSHOP – Information on p. 23

19th BVL PhD Candidates Workshop

Venue: Pullman Berlin Schweizerhof, Tessin I/II

W 4

11.30

COFFEE BREAK

Visit to the parallel special-interest exhibition

8.30

BUSINESS BREAKFAST

Visit to the parallel special-interest exhibition

9.30

Special-topic sequence | Venue: InterContinental Berlin, Potsdam III

F 3

### Total Global Procurement

The purchasing and procurement functions are characterised by a high level of cost awareness. Global sourcing attempts to strike a balance between low purchase price and the cost of quality assurance and transport. Experts discuss the potential of the “best cost country” strategy and the associated risks in Asian markets.



**Moderation:**  
 Dr.-Ing. Christian Büssow  
 Vice President Logistics,  
 Knorr-Bremse AG,  
 Munich,  
 BVL Research Council



#### Necessity for the Interplay of All Supply Chain Activities to Achieve an Added Competitive Edge and Set Yourself Apart from the Competition

Prof. Dr. Guido M. Stannek  
 Managing Director,  
 RITTAL GmbH & Co. KG, Herborn



#### Global Sourcing – Balancing between Cost and Complexity

Thomas Holzner  
 Chief Procurement Officer,  
 Siemens AG Wind Power,  
 Hamburg,  
 BVL Research Council



#### India as a Part of Global Sourcing: Succeeding in a Demanding Business Environment

Miska Pukkila  
 Category Manager, Strategic Sourcing,  
 Wärtsilä Finland Oy, Power Plants,  
 Vaasa, Finland



#### Sourcing of Design-Specific Components in Asia – an Experience Report

Jürgen Mangold  
 Director Supply Chain,  
 Terex Construction Germany,  
 Crailsheim

COST

9.30

Special-topic sequence | Venue: InterContinental Berlin, Charlottenburg II/III

F 4

### Innovative Business Models

Innovations in logistics are primarily driven by young start-ups. Find out about innovative concepts from different perspectives.



**Disrupting the Local Delivery Market**  
 Maximilian von Waldenfels  
 Chief Executive Officer & Founder,  
 MyLorry GmbH,  
 Berlin



**Culture. Process. Innovation. Moving Direct Loads Smarter.**  
 Hanno C. Behrens  
 Managing Partner,  
 TruckLoad24 GmbH,  
 Hamburg



Elevator Pitch



**Moderation:**  
 Dr. Sven Rutkowski  
 Principal,  
 A.T. Kearney GmbH,  
 Düsseldorf



#### Blink to Scan: Mobile Order Fulfillment via Pick by Vision

Dr. Samuel Müller  
 Chief Executive Officer and Co-Founder,  
 Scandit AG,  
 Zurich, Switzerland



#### Same Day Delivery for Chain Outlets and Webshops

Michael Löhr  
 Managing Director,  
 tiramizoo GmbH,  
 Munich



#### Key Technologies for the Last Mile

Dr.-Ing. Claudia Nagel  
 Founder and Managing Director  
 Operations, Technology & Finance,  
 KIWI.KI GmbH, Berlin



#### Customers Deliver Purchases to Customers: Crowdsourced Deliveries

Stella Viktoria Schieffer  
 Chief Executive Officer,  
 BringBee | PolyPort GmbH, Zurich, Switzerland



#### Solving the Problem of Returns through Secondary Marketing

Philipp Lück  
 Managing Director (COO),  
 Returbo.de | Arena RKD GmbH, Berlin

COLLABORATION

12.00

Plenary session | Venue: InterContinental Berlin, Potsdam I/III

G 1



Dr. Karl-Friedrich Rausch  
Member of the Management Board,  
DB Mobility Logistics AG,  
Frankfurt/Main



### Deutsche Bahn – Challenges and Outlook

Twenty years after the rail reform, Deutsche Bahn is a globally active mobility and logistics company with over 310,000 employees at 2,000 locations worldwide. Globalisation, volatile markets and ever-greater demands on the sustainability of logistics are just three of the challenges facing Germany's biggest infrastructure operator. Ultimately, it is infrastructure that will decide the future of Germany as a logistics location.

12.30

Plenary session | Venue: InterContinental Berlin, Potsdam I/III

G 2



Prof. Klaus Josef Lutz  
Chief Executive Officer,  
BayWa AG,  
Munich



### Transformation and Diversification in Times of the Increasing Internationalisation of Markets

Global and complex markets create not only risks but also major opportunities for future corporate growth. The BayWa Group is therefore pursuing a strategy of systematic internationalisation. At the same time, it is also trying to exploit added potential through close cooperation in the extended group of companies.

13.00

Plenary session | Venue: InterContinental Berlin, Potsdam I/III

G 3



Felix Magath  
Football Coach and Manager



### Motivation, Teamwork and Leadership Qualities in Top-Flight Football

As is the case in top-flight sports, ambitious goals can only be achieved in industry in a team setting, and with the right motivation and attitude. Today's professional footballers are exposed to many different influences, from training, social media, advertising and marketing appearances through to reports in the media - all of which can promote or impair their performance. Gain an insight into the world of professional football, and learn what it has in common with your day-to-day work in your company.

13.30

Plenary session | Venue: InterContinental Berlin, Potsdam I/III

G 4



Prof. Dr.-Ing. Raimund Klinkner  
President,  
BVL International, Bremen,  
Managing Partner,  
IMX Institute for Manufacturing Excellence,  
Martinsried



### Closing address

The highlights of the three conference days will be summarised in a brief retrospective. Which hands-on methods provided valuable insights, and which trendsetting stimuli for forward-looking strategies emerged from the presentations, sequences and workshops?

13.35

LUNCH

Visit to the parallel special-interest exhibition

Save the date!



**32ND INTERNATIONAL  
SUPPLY CHAIN CONFERENCE**  
October 28-30, 2015



## On all conference days



**Organiser:**  
 Prof. Dr.-Ing. Kai Furmans  
 Karlsruhe Institute of Technology (KIT),  
 Chair of Conveying Technology  
 and Logistics Systems,  
 Karlsruhe,  
 BVL Scientific Advisory Board

Separate registration required



Workshop | Venue: InterContinental Berlin, Schöneberg

W 0

## Model Warehouse

Find out how lean warehouses operate, try your hand at working in a simulated warehouse and experience for yourself how you can boost productivity and punctuality.



## Registration:

Places are limited for the two-hour simulation sessions, and registration is therefore required. For more information, please visit us at [www.bvl.de/dlk-lean](http://www.bvl.de/dlk-lean). Places that become available at short notice can be booked directly on site in Room Schöneberg.

Wed, Oct 22, 2014, 15.00 - 17.00

Workshop | Venue: Pullmann Berlin Schweizerhof, Tessin I/II

W 1



**Moderation and kick-off presentation:**  
 Martin Willhaus  
 Managing Director,  
 Kühne Stiftung,  
 Schindellegi, Schweiz



## Ethiopia, Jordan, Sudan – What It Has Got to Do with Me?

## How we can all make a contribution to humanitarian logistics

If we succeed in bringing together the best minds from industry, trade, services and academia as well as other groups in society, we can further the topic of „humanitarian logistics“. Effective handling of issues in the area of humanitarian logistics calls not only for state-of-the-art logistics expertise but also for experts with longstanding experience in the field of humanitarian aid in order to ensure a targeted response to acute and longer-term disasters in very special circumstances. Ideal-type scenarios often fail, and sometimes all that helps is creative improvisation. Play an active role and share your expertise to move things forward.

Thu, Oct 23, 2014, 14.30 - 16.00

Workshop | Venue: Pullman Berlin Schweizerhof, Tessin I/II

W 2



**Moderation:**  
 Prof. Dr. Dr. h. c. Wolfgang Kersten  
 Director of the Institute for Logistics and  
 Corporate Management, Hamburg University  
 of Technology (TUHH), Member of the BVL  
 Advisory Board



## Discussion with:

- Axel Salzmann, Head of the Competence Centre for the Road Transport Industry and Logistics, KRAVAG-LOGISTIC Versicherungs-AG, Hamburg
- Dr. Ulrich Franke, Managing Director, Institute for Supply Chain Security GmbH, Dortmund
- Peter Heim, Head of ZF Group Logistics, ZF Friedrichshafen AG, Friedrichshafen

## Supply Chain Risk Management – Effective Management of Logistics Risks

In today's world, flows of goods and material are exposed to a wide range of risks. And it's not only the widely reported natural disasters and threatening military scenarios that pose a risk to the supply chains of companies but often also technical shortcomings and defective processes. But how can companies effectively manage these risks? And what can they do when damaging events occur? Which safety measures can be employed to prevent risks in the first place? How extensive should supply chain risk management be?

These questions and potential solution strategies will be discussed with experts from the fields of law, insurance and IT. "Play it safe" by expanding your knowledge and profiting from the experiences of other companies.

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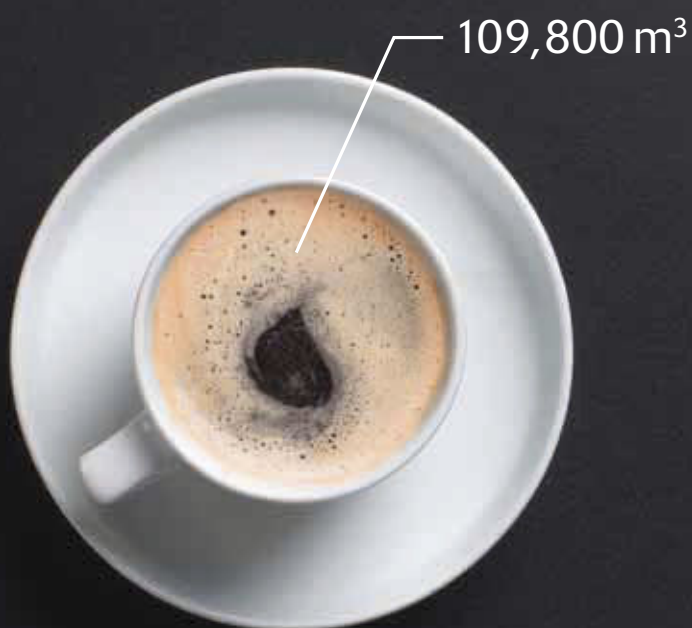
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WHERE BUSINESS WORKS

## Special events for Young Professionals

**Thu, Oct 23, 2014, 9.30 – 11.00**
**Workshop | Venue: Pullman Berlin Schweizerhof, Tessin I/II**
**W 3**

### Thesis Conference

The Thesis Conference is where young professionals come together to network at the International Supply Chain Conference. The diversity of logistics themes will once again be reflected in the wide range of contributions. The following Thesis Award winners will present their work and talk about career paths in logistics.



**Moderation:**  
 Sebastian Dost  
 Thesis Award Winner 2012



**Moderation:**  
 Denis Diekmann  
 Thesis Award Winner 2011



**Creation of a Plan of Action for the „Lean & Green“ Sustainability Initiative at Henkel AG & Co. KGaA**  
 Annika Fichtner, Neuss University for International Business

**Development of a Knowledge Management Solution for Staff in the Cargo Control Department Using the Online Tool MediaWiki**  
 Michelle Friedrich, School of International Business and Supply Chain Management (HIWL), Bremen

**Guiding Principles of Logistics Service Providers – a Critical Analysis and Recommendations for Action**  
 Lisa Kunzelmann, Baden-Württemberg Cooperative State University (DHBW), Lörrach

**Green Logistics Solutions for the Last Mile: Are Package Stations Ecologically Sustainable?**  
 Frank Kuwok, Bamberg University

**Calculating the Cost and Time-Optimised Delivery Route for Filling “emmasbox” Food Retail Stations**  
 René Schott, Hof University of Applied Sciences

#### Words of greeting from the award sponsor:

Thomas Schulz, Chief Human Resources Officer/Member of the Board of Management, Schenker AG, Essen

With the kind support of


**Fri, Oct 24, 2014, 9.00 – 12.00**
**Workshop | Venue: Pullman Berlin Schweizerhof, Tessin I/II**
**W 4**


**Moderation:**  
 Dr. Julia Bendul  
 Assistant Professor of Network Optimization in Production and Logistics, Jacobs University Bremen



**Moderation:**  
 Dr. Günter Prockl  
 Associate Professor of Supply Chain Management, Copenhagen Business School, Copenhagen, Denmark

Separate registration required



### 19th BVL PhD Candidates Workshop

#### Complicated yet readable – tricks and tips from science journalists for writing scientific texts

With the aim of promoting dialogue between the various logistics disciplines, BVL invites PhD candidates to come together to discuss current issues in logistics research. The core theme this year is “Complicated yet readable - tricks and tips from science journalists for writing scientific texts”.

The PhD candidates also have the opportunity to engage in an interdisciplinary dialogue that will help to optimise their dissertation projects. During the three-day conference, they can also learn about new ideas in the hands-on presentations that can benefit their own work, allowing them to gain new insights into the findings of the latest scientific research.

You can find more information on the PhD Candidates Workshop at [www.bvl.de/iscc](http://www.bvl.de/iscc).

## Room and topic schedule

### Wednesday, October 22, 2014

8.30 – 10.00	Business Breakfast   Opening of the exhibition	
10.00	A 1   p. 6	Opening Prof. Dr.-Ing. Raimund Klinkner   Venue: InterContinental Berlin, Potsdam I/III
10.15	A 2   p. 6	Presentation of the Media Award for Logistics   Venue: InterContinental Berlin, Potsdam I/III
10.30	A 3   p. 6	Plenary session: Dr. Frank Appel   Venue: InterContinental Berlin, Potsdam I/III
11.00	A 4   p. 6	Plenary session: Ronald M. DeFeo   Venue: InterContinental Berlin, Potsdam I/III
11.30	A 5   p. 6	Plenary session: Jean-Jaques van Oosten   Venue: InterContinental Berlin, Potsdam I/III
12.00 – 12.30	COFFEE BREAK   Visit to the parallel special-interest exhibition	
12.30	A 6   p. 7	Complexity, Cost, Collaboration   Venue: InterContinental Berlin, Potsdam I/III
13.45 – 14.45	Press conference   InterContinental Berlin, Charlottenburg II/III	
13.45 – 15.00	LUNCH BREAK   Visit to the parallel special-interest exhibition   Registration for outdoor sequences	
15.00 – 17.00	B 1   p. 8	SECTORS Special-topic sequence: “Machine and Plant Engineering”   Venue: Pullman Berlin Schweizerhof, Conference Center
	B 2   p. 8	COMPLEXITY Special-topic sequence: “Harnessing the Benefits of Big Data for Logistics”   Venue: InterContinental Berlin, Potsdam I
17.15	Buses leave for the Gala Evening   From Hotel InterContinental Berlin	
19.00	Gala Evening and presentation of the German Award for SCM 2014   ESTREL Convention Center Berlin, Sonnenallee 225, 12057 Berlin   p. 26	

### Thursday, October 23, 2014

8.30 – 9.30	Business Breakfast   Visit to the parallel special-interest exhibition	
9.00	PHOTO SHOOT   Thesis Award winners   Venue: Pullman Berlin Schweizerhof, staircase	
9.30 – 11.00	C 1   p. 10	SECTORS Special-topic sequence: “Chemical Industry”   Venue: Pullman Berlin Schweizerhof, Conference Center
	C 2   p. 10	COMPLEXITY Special-topic sequence: “Putting Industry 4.0 to the Test”   Venue: InterContinental Berlin, Potsdam I
11.00 – 11.30	COFFEE BREAK   Visit to the parallel special-interest exhibition	
11.30	D 1   p. 13	German Award for SCM 2014 – Science Award for SCM 2014   Venue: InterContinental Berlin, Potsdam I/III
12.00	D 2   p. 13	Plenary session: Tex Gunning   Venue: InterContinental Berlin, Potsdam I/III
12.25	D 3   p. 13	Plenary session: John Gerosa   Venue: InterContinental Berlin, Potsdam I/III
12.50	D 4   p. 13	Plenary session: Peter Bakker   Venue: InterContinental Berlin, Potsdam I/III
13.15	D 5   p. 13	Plenary session: Enak Ferlemann   Venue: InterContinental Berlin, Potsdam I/III
	LUNCH BREAK   Visit to the parallel special-interest exhibition	
13.30 – 17.00	O 1   p. 17	O 2   p. 17
	Outdoor sequence: Amazon Logistik Potsdam GmbH	Outdoor sequence: Kraftverkehr Nagel GmbH & Co. KG
14.15	E 0   p. 14	Impulsvortrag: Roy Peticucci   Venue: Pullman Berlin Schweizerhof, Conference Center
14.30 – 16.00	E 1   p. 14	SECTORS Special-topic sequence: “Trade”   Venue: Pullman Berlin Schweizerhof, Conference Center
	E 2   p. 14	COMPLEXITY Special-topic sequence: “Global Business”   Venue: InterContinental Berlin, Potsdam I
16.00	D 6   p. 17	Plenary session: Jürgen Fitschen   Venue: InterContinental Berlin, Potsdam I
16.30	D 6   p. 17	Plenary session: Christian Lindner   Venue: InterContinental Berlin, Potsdam I
17.00	After Work Party   p. 32	

### Friday, October 24, 2014

8.30 – 9.30	Business Breakfast   Visit to the parallel special-interest exhibition	
9.30 – 11.30	F 1   p. 18	SECTORS Special-topic sequence: “Automotive Industry”   Venue: Pullman Berlin Schweizerhof, Conference Center
	F 2   p. 18	COMPLEXITY Special-topic sequence: “Infrastructure 2.0”   Venue: InterContinental Berlin, Potsdam I
11.30 – 12.00	COFFEE BREAK   Visit to the parallel special-interest exhibition	
12.00	G 1   p. 20	Plenary session: Dr. Rüdiger Grube   Venue: InterContinental Berlin, Potsdam I/III
12.30	G 2   p. 20	Plenary session: Prof. Klaus Josef Lutz   Venue: InterContinental Berlin, Potsdam I/III
13.00	G 3   p. 20	Plenary session: Felix Magath   Venue: InterContinental Berlin, Potsdam I/III
13.30	G 4   p. 20	Closing address: Prof. Dr.-Ing. Raimund Klinkner   Venue: InterContinental Berlin, Potsdam I/III
13.35	LUNCH   Visit to the parallel special-interest exhibition	



B 3 | p. 9 COST

Special-topic sequence:  
 “Variable Structuring of Transport Costs” |  
 Venue: InterContinental Berlin, Potsdam III

B 4 | p. 9 COLLABORATION

Special-topic sequence: “Long Live Science?” |  
 Venue: InterContinental Berlin, Charlottenburg II/III

W 1 | p. 21

Workshop: “Ethiopia, Jordan, Sudan –  
 What It Has Got to Do with Me?” |  
 Venue: Pullman Berlin Schweizerhof,  
 Tessin I/I

C 3 | p. 11 COST

Special-topic sequence: “Contract Logistics in Dialogue” |  
 Venue: InterContinental Berlin, Potsdam III

C 4 | p. 11 COLLABORATION

Special-topic sequence:  
 “Provision of Goods to Major Conurbations” |  
 Venue: InterContinental Berlin, Charlottenburg II/III

W 3 | p. 22

Workshop: Thesis Conference |  
 Venue: Pullman Berlin Schweizerhof,  
 Tessin I/II

O 3 | p. 17

Outdoor sequence: Airport Berlin-Tegel

E 3 | p. 15 COST

Special-topic sequence:  
 “Personnel Deployment in Volatile Markets” |  
 Venue: InterContinental Berlin, Potsdam III

E 4 | p. 15 COLLABORATION

Special-topic sequence: “On the Road Together” |  
 Venue: InterContinental Berlin, Charlottenburg II/III

W 2 | p. 21

Workshop:  
 Supply Chain Riskmanagement |  
 Venue: Pullman Berlin Schweizerhof,  
 Tessin I/II

F 3 | p. 19 COST

Special-topic sequence: “Total Global Procurement” |  
 Venue: InterContinental Berlin, Potsdam III

F 4 | p. 19 COLLABORATION

Special-topic sequence: “Innovative Business Models” |  
 Venue: InterContinental Berlin, Charlottenburg II/III

W 4 | p. 23

19th BVL PhD Candidates Workshop |  
 Venue: Pullman Berlin Schweizerhof,  
 Tessin I/II

# Gala Evening at the ESTREL Convention Center

After the get-together in the foyer, the highlight of the evening is the presentation of the German Award for SCM. Let yourself be enchanted and inspired by artistic performances in line with the motto „Logistics in Motion“. The interview with our guest of honour will focus on motivation, communication and trusting in the team. Make the most of this opportunity and the very special atmosphere to build your personal network and establish new contacts across sector and national borders.

**Welcome to an entertaining evening in the rooms of the ESTREL Convention Center!**



Verena Bentele, twelve-time Paralympic gold medallist and Disabilities' Representative of the German government, is the guest of honour in the evening. Prof. Dr.-Ing. Thomas Wimmer, Chairman of the Executive Board of Bundesvereinigung Logistik, will be hosting the event.

## Outstanding athletic achievement

Our guest of honour is Verena Bentele, one of Germany's most successful Paralympians. She began her sporting career in 1995 in the German youth squad and won her first Paralympic gold medal just three years later. Up to the end of her career in November 2011, she was World Champion four times and won twelve Paralympic gold medals. Having retired from competitive athletics, she is now active in, among other bodies, the International Paralympic Committee (IPC) and the Christoffel Mission for the Blind. Ms. Bentele still gets plenty of exercise: in 2013, she climbed Mount Kilimanjaro, Africa's highest peak, and was the first blind person to scale the 4,562-metre Mount Meru in the same massif. In 2014, she was appointed the Disabilities' Representative of the German government and elected to Munich City Council.



## Venue and schedule

17.15	Buses leave from the Hotel for the ESTREL Convention Center
18.00	Reception and get-together
19.00	Start of the stage show Presentation German Award for SCM 2014 by the Jury Chairman
20.00	Evening programme with catering & entertainment
22.30	First buses return to the Hotel InterContinental
Venue:	ESTREL Convention Center Sonnenallee 225, 12057 Berlin

## German Award for SCM 2014



During the award ceremony, Jury Chairman Prof. Dr. Bernd Gottschalk will profile the company and showcase the project chosen by recognised experts.



**GERMAN AWARD FOR  
SUPPLY CHAIN MANAGEMENT  
2014**

## Peak performance on the trampoline

The Cosmic Artists are an extremely versatile acrobatic performance team founded in 2001 and based in Berlin. The focus of their creative work is on merging different forms of motion which they use as a basis for their full shows. The emphasis is on peak athletic performance, and the team members are selected and trained accordingly. Alongside their appearances in various TV shows, they have also been booked by the world-famous Cirque du Soleil, where they put on a fascinating show for their audience.

## Catering

In line with our „sportive“ Gala motto, we will be offering a healthy light buffet, and nutritious food will be at the top of the agenda on this special evening. You can take your pick from a wide range of delicious foods at the buffets and live cooking stations. Following a variety of Asian and traditional international specialities, you can round off your evening meal at a big fruit bar, where both exotic and local fruits will be cut and served fresh to order. The popular chocolate fountain will also be in place, because - as we all know - chocolate makes you happy, and happy equals healthy.



## 2014 parallel special-interest exhibition Providers and innovative solutions



### #

- 4flow AG

### A

- Advantech - DLoG
- AEB GmbH
- ALS Automatic Logistic Solutions GmbH
- Amazon
- Amber Road
- AQS Logistic Systems GmbH
- arvato AG
- A-Safe GmbH
- Atlantik Hafenbetriebe Geuther & Schnitger GmbH & Co. KG

### B

- Barkawi Management Consultants GmbH & Co. KG
- BearingPoint GmbH
- BEUMER Group GmbH & Co. KG
- BIBA - Bremer Institut für Produktion und Logistik GmbH
- BLG LOGISTICS GROUP AG & Co. KG
- Boplan Deutschland GmbH
- Bremen Research Cluster for Dynamics in Logistics (LogDynamics)
- bremenports GmbH & Co. KG
- BREMER AG
- Bremische Hafenvertretung e.V.
- Bundesvereinigung Logistik (BVL) e.V.
- Butzbach GmbH Industrietore

### C

- Camelot Management Consultants AG
- Captrain Deutschland GmbH
- Cargoline GmbH & Co. KG
- CFL multimodal
- chemcoastpark stade (Wachstumsinitiative Süderelbe AG)
- CHEP Deutschland GmbH
- CipherLab GmbH
- Cluster for Logistics Luxembourg
- Crown Gabelstapler GmbH & Co. KG

### D

- DACHSER GmbH & Co. KG
- DB Schenker
- dbh Logistics IT AG
- Deltaland (Wachstumsinitiative Süderelbe AG)
- DeltaPort GmbH & Co. KG
- Denipro AG
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- Deutsche Messe AG
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- DHL Freight
- DHL Paket
- DHL Supply Chain
- DIN Deutsches Institut für Normung e.V.
- DPD Dynamic Parcel Distribution GmbH & Co. KG
- DSV Solutions GmbH
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- Duale Hochschule Lörrach
- DVV Media Group GmbH

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- KTP Kunststoff Palettentechnik GmbH
- Kühne Logistics University
- Kühne + Nagel (AG & Co.) KG
- Kühne-Stiftung

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- Linde AG, Gases Division
- LLamasoft Inc.
- Logistik Cluster NRW/LOG-IT Club e.V.
- Logistik-Initiative Hamburg e.V.
- Linde Material Handling GmbH
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- Logivations GmbH
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- Miebach Consulting GmbH
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**O**

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- OHB Teledata GmbH
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**P**

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- Porsche Consulting GmbH
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- PTV Group
- PwC (PricewaterhouseCoopers AG WPG)

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- VTG Aktiengesellschaft

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- WFB Wirtschaftsförderung Bremen GmbH
- Wirtschaftsförderung Sachsen GmbH

**Z**

- ZukunftsAgentur Brandenburg GmbH - Berlin Brandenburg Airport Center
- ZukunftsAgentur Brandenburg GmbH, Cluster Verkehr, Mobilität und Logistik

## Information on presentation options

Are your core fields of expertise and your area of activity closely connected to key themes of the conference?

### Information on sponsoring options

Christa Ehlers  
 Phone +49 / 421 / 173 84 12  
 ehlers@bvl.de

### Information on the parallel exhibition

Regina Brüning  
 Phone +49 / 421 / 173 84 45  
 bruening@bvl.de

# Conference lounges

## Places for interaction and communication

### 1 Model Warehouse

Room Schöneberg

Find out how lean warehouses operate, try your hand at working in a simulated warehouse and experience for yourself how you can boost productivity and punctuality. You can find more information on page 21.

### 2 Your lounge?

Room Köpenick II/III

Reserved for you.

Please call us on  
+49 / 421/173 84 12  
or send us an e-mail at  
ehlers@bvl.de.

### 3 Media Lounge

Room Köpenick I

The meeting place for media representatives and company spokespersons provides ample room for in-depth talks with interesting contacts on exciting topics in a confidential atmosphere. Plus live features on [www.logistik-tv.net](http://www.logistik-tv.net).

*mainblich*  
öffentlichkeitsarbeit

### 4 Active Lounge

Room Tiergarten III

Health is a precious thing. In the "Active Lounge", conference participants can take part in easy exercise routines and listen to interesting talks which will help them to unwind away from the hustle and bustle of the conference – and also provide them with fitness ideas they can benefit from at home.

 **SCHENKER**

### 5 Perspectives Lounge

Room Tiergarten II

KNAPP has helped to shape the character of the world of logistics – with the motto "Making Complexity Simple" and the derived product and system processes. Find out about the solutions we are developing in the ongoing pursuit of this goal.



### 6 Havanna Lounge

Room Tiergarten I

Maintain and build your contacts and networks once again this year in the traditionally relaxed atmosphere of the PSI's Havanna Lounge. We look forward to seeing you!



### 7 Tea Lounge

Room Dahlem

Welcome to the Tea Lounge! In addition to tea specialities and small delicacies to please the palate, you can also experience an innovative technical speciality: our optimised STILL cubeXX concept vehicle!



### 8 Customcare Lounge

Room Glienicke

CUSTOMCARE is the best way to further the business of our customers. Not a motto but a principle. Our Customcare Lounge is where experts meet experts.

 **trans-o-flex**  
Logistics Group

### 9 Hanse Lounge

Pavillon-Terrasse West

Stimulating conversations with experts in a sunny, central located setting: the meeting place of the North German logistics initiatives and their partners in its usual surroundings.



### 10 Sports Lounge

Pavillon-Terrasse Ost

Let us tell you what we can do for you in relaxed surroundings. Experience the holistic world of supply chain management at arvato – complete with IT as the integrative element.

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BERTELSMANN

### 11 DPD Lounge

Marlene Bar

The conference meeting place with a stylish bar ambience. We look forward to seeing you once again this year in the DPD Lounge.



### 12 Knowledge Lounge

Library

Knowledge that shapes the future. Further training that really does further your career. And conversations that combine the two. Visit us and expand your knowledge in the Library.

 **GlobalGate**  
THE KNOWLEDGE COMPANY

**13 Hafen „Port“ Lounge**

Foyer-Lounge I

The Rhine and Mosel ports are the trademark of Rhineland-Palatinate logistics - high-performance transport and logistics infrastructures, intelligent integration of the three modes of transport. Pay us a visit.


**14 Istanbul Lounge**

Foyer Potsdam II

Discover our logistics and transportation services while enjoying a unique view of the Bosphorus and flavours of Turkish cuisine. Immerse yourself in the magic of Istanbul. "Logistics For A Better World"

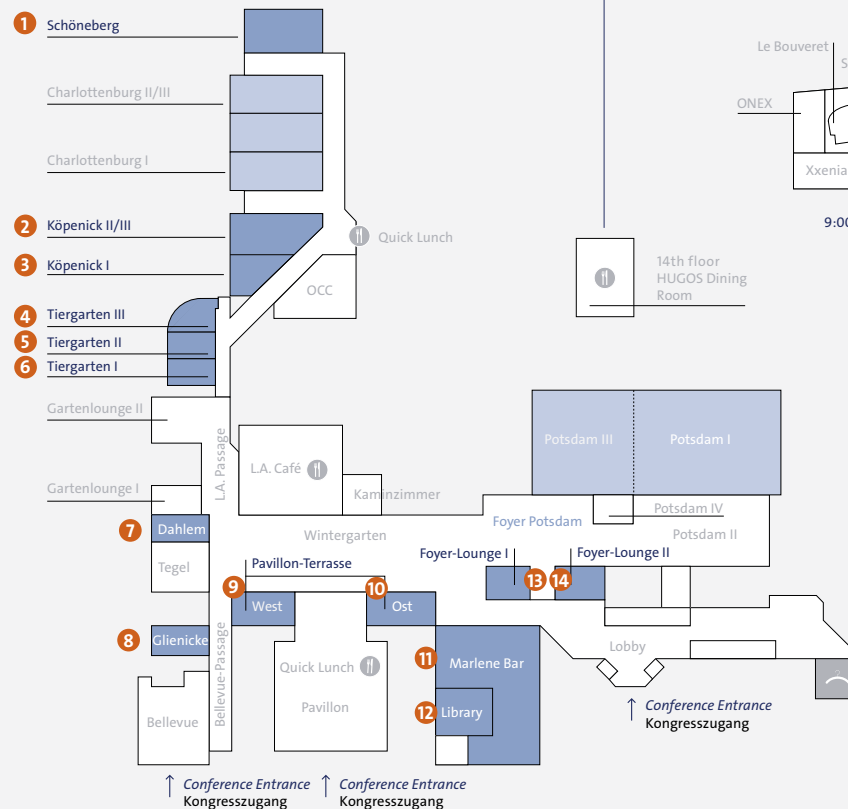
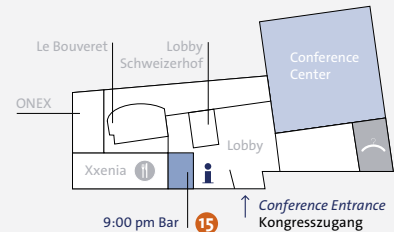

**15 Innovations Lounge**

9:00 pm Bar – Pullman Berlin Schweizerhof

Where companies ask questions and creative ideas are born in a community setting: visit the Efficiency Cluster Lounge and renew your contacts in Europe's leading research and innovation network.



**You can find lounges on the premises of both conference hotels – the InterContinental Berlin and the Pullman Berlin Schweizerhof**

**Hotel InterContinental Berlin**

**Hotel Pullman Berlin Schweizerhof**


## Services for participants

### Get to grips with the conference themes



Only in German language

You can find more detailed and information on the special-topic sequences at the conference in the accompanying conference volume, which this year will be presented in digital format.

**Expert authors from the fields of science and real-world companies provide conference participants with background information, enabling them to get to grips with the topics presented at the conference.**

### The conference app | [www.bvl.de/dlk-app](http://www.bvl.de/dlk-app)



The conference app ensures you are up to speed on the developments and events during the conference. Developed by BVL and the DVV Media Group, the app offers a range of features with the focus on the conference and logistics.

**The app is available a few days before the event (only in German language).**

### After Work Party, Hotel InterContinental Berlin | Thursday, October 23, 2014, 17.00 to 22.30



As we all know, business comes before pleasure, but then comes pleasure. Due to its huge popularity, the After Work Party is being extended until 22.30 this year. From 17.00 to 19.00, BVL invites you to build your networks and start your Thursday evening with stimulating conversation while enjoying artistic performances, culture and a bite to eat. There will be fingerfood, drinks and entertainment throughout the exhibition area in the InterContinental Berlin.

The setting also provides sponsors with an opportunity to publicise their commitment in a stylish and creative format. The exhibition closes at 19.00, after which the

sponsors of the After Work Party invite participants to the "XL Stand Party".

**AEB** ■■■■

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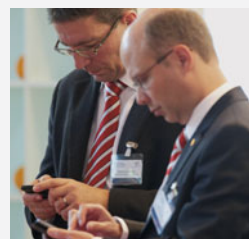
### Networking online



Become a fan of the International Supply Chain Conference group on Facebook or LinkedIn or "follow" the conference on Twitter – an ideal way to get to know other attendees as well as the BVL team and exchange ideas before the event.

[www.twitter.com/BVL\\_Int](http://www.twitter.com/BVL_Int)  
[www.facebook.com/DLK.Berlin](http://www.facebook.com/DLK.Berlin)  
[www.linkedin.com/company/bvl\\_iscc](http://www.linkedin.com/company/bvl_iscc)

### Social Wall – a multitude of options for interaction



The International Supply Chain Conference is not only taking place in Berlin but worldwide in the social networks. A social wall summarises relevant tweets, posts et al. on a large screen. This year, the social wall is sponsored by Quintiq and is located directly in the entrance area to the conference. So join in the conversation!

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### Culinary delights | On all conference days



Take the opportunity to fuel your body for the day ahead at the Business Breakfast in the exhibition area of the InterContinental Berlin from Wednesday to Friday during the time from 8.30 am to the start of the presentations. During the lunch break, numerous restaurants offer a wide range of hot and cold meals.

### Exercises in the house



Good business goes hand in hand with good health, and a little exercise often helps us to find good solutions. The early morning run meet-up, the "active break" in the "Active Lounge" and the "chance to dance" at the After Work Party add a totally new sportive dimension to the annual meeting of logistics managers.

**The meeting point for the morning run on Thursday and Friday is the lobby of the Hotel InterContinental Berlin at 7.00.**

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## Your registration

### Registration



You can register for the 31st International Supply Chain Conference in 2014 in Berlin either

- online at [www.bvl.de/iscc](http://www.bvl.de/iscc) or
- by phone on +49 / 421 / 173 84 34.

With your registration, you accept the Conditions of Participation listed at [www.bvl.de/iscc](http://www.bvl.de/iscc).

#### Participation fees

- € 1,590 for BVL members
- € 1,790 for non-members

Special terms for scientists/researchers, young professionals and students on request

#### Venue

- Hotel InterContinental Berlin  
Budapester Straße 2, 10787 Berlin
- Hotel Pullman Berlin Schweizerhof  
Budapester Straße 25, 10787 Berlin

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... and it's possible.

## Accommodation, Travel

### Accommodation – more rooms available in the event hotels!



To make sure you never have far to go during the conference week, we recommend the InterContinental Berlin and Pullman Berlin Schweizerhof hotels, both of which have a far bigger room quota for attendees than in previous years.

Conference attendees can reserve rooms directly at special rates in the two hotels by mentioning the “International Supply Chain Conference” when booking. Take advantage of the central location of both hotels.

Other hotels are also available besides the event hotels.

You can find information and details at [www.bvl.de/iscc](http://www.bvl.de/iscc).

**Be at the heart of things!**  
 More rooms are available this year in the event hotels.

### Book a return trip to the 31st International Supply Chain Conference with Deutsche Bahn from € 99



Enjoy a relaxed and reduced-price journey from any DB station in Germany to Berlin. Spare your wallet and protect the environment.

**The tickets\* are valid between**

**October 20 and 26, 2014:**

2nd Class € 99, 1st Class € 159

You can book your ticket as of today on the +49 1805 / 31 11 53 hotline\*\* or at [www.bvl.de/iscc](http://www.bvl.de/iscc)

(make sure you mention the “International Supply Chain Conference”).

\* Booking deadline: at least three days in advance. The ticket is only valid in certain trains. These tickets are subject to availability. Exchange and refund possible up to one day before travelling for a fee. No exchange and no refunds possible on day of travel. Fully flexible tickets (no specified trains) are available for travel within Germany for a surcharge of € 40.

\*\* Monday to Sunday from 7.00 to 22.00; calls are charged at 20 cents a minute from the German landline network and a maximum 60 cents a minute from mobile phone networks in Germany.

### Reduced-price travel with Lufthansa



BVL is once again offering this service in 2014 in cooperation with Lufthansa.

As a conference attendee, you can use the global route network of Lufthansa to travel to the International Supply Chain Conference in Berlin from all major cities. Lufthansa is exclusively offering reduced-price flight tickets and special terms for all conference participants. The reduced prices in First, Business or Economy Class are displayed automatically, as are any available special rates.

You can find all the necessary information as well as access to the Lufthansa booking platform at [www.bvl.de/iscc](http://www.bvl.de/iscc).

## Enjoy the benefits of a strong network



### International delegations are extremely welcome!

There will be a special international programme during the International Supply Chain Conference. Among other things, the international delegations will introduce themselves and provide insights into the logistics markets in their home countries. Please look for the daily programme announcements that will be publicised at short notice in the BVL Lounge (Room Tegel) and on the screens in the coffee bars.

#### Contact:

Béatrice Cécé | Phone +49 / 421 / 173 84 39 | [cece@bvl.de](mailto:cece@bvl.de)  
Lisa Büttner | Phone +49 / 421 / 173 84 30 | [buettner@bvl.de](mailto:buettner@bvl.de)



Please also see the information on our homepage [www.bvl.de/en](http://www.bvl.de/en).



### Become a member of BVL

#### BVL International

- brings together logistics experts, decision-makers and future logistics managers from industry, commerce and services as well as the worlds of politics and science at its regional and national events,
- publishes first-hand information in its BVL Magazin, LOG.Letter and LOG.Mail media,
- offers hands-on training seminars and dual study courses together with attractive logistics companies, and stages training courses for logistics specialists and managers under the umbrella of BVL Campus comprising the German Foreign Trade and Transport Academy (DAV) and the School of International Business and Supply Chain Management (HIWL).

#### As a member of BVL you are part of this network.

You regularly receive additional in-depth information, you can attend the events staged by BVL and BVL Campus at reduced rates, and you can become actively involved in the work of BVL.

#### Interested?

Then contact:

**Katja Wiedemann**

Phone +49 / 421 / 173 84 26  
[wiedemann@bvl.de](mailto:wiedemann@bvl.de)

and our employees at the BVL Lounge look forward to your visit.

Join now and save over € 200 in participation fees!  
[www.bvl.de/en/member](http://www.bvl.de/en/member)



# Preparation and staging of the 31st International Supply Chain Conference

## We would like to thank the Concept Team ...

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Dirk Schneider, Head of International Forwarding Management, Roche Diagnostics GmbH, Mannheim

Ulrich Stiller, Vice President, Robert Bosch GmbH, Pfullingen

Prof. Dr.-Ing. Frank Straube, Executive Director, Institute for Technology and Management, Head of the Faculty of Logistics, Berlin Institute of Technology, BVL Advisory Board

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Dr. Pia-Maria Zecevic, Director Communications, DPD Dynamic Parcel Distribution GmbH & Co. KG, Aschaffenburg

## Organisations

We would like to thank the following organisations for helping us to stage the conference



## The Project Team – your contacts for questions and suggestions



### Project Management

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Sabine Hucke, Uwe Peters

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Christian Weiß

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Vera Ihler, Anja Stubbe

### International Relations

Lisa Büttner, Béatrice Cécé

### Member Services

Oliver Hennigs, Cornelia Pintat,  
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