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LOGISTICS ALLIANCE GERMANY

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Q What are the new initiatives of the Logistics Alliance Germany to strengthen Germany as logistics hub for Europe?

A The Logistics Alliance Germany (LAG) communicates the competencies of Germany as a logistics hub at international trade fairs, such as the transport logistics in Shanghai, and assists companies based there in finding German partner companies in the logistics sector. In doing so, it takes into account logistics competencies for key sectors in the target country and, in particular, it highlights the problem-solving skills of the German logistics industry, including in connection with the excellent transport infrastructure in Germany. In addition, by linking up manufacturers/shippers in the target countries with German logistics service providers, the LAG ensures that foreign products and export-oriented companies can access new markets in Europe with little or no difficulty. Furthermore, the LAG provides foreign shippers/producers with assistance in their search for suitable logistics operators from Germany for the shaping of optimum logistics processes, especially for the distribution of their goods to European markets. And the LAG provides all these services to foreign companies free of charge.

Q What are the biggest opportunities this year?

A The markets in, for instance, China, India and South America offer great potential for providing bespoke solutions to assist the export industries of these countries in accessing the European markets. I believe the greatest opportunities for the LAG this year are in further expanding Germany's role as a gateway to the European market and in offering attractive conditions for accessing the European market. I also believe that opportunities are offered by transferring German logistics expertise, for instance with regard to processes, procedures and industry solutions, to

other countries and markets and supporting foreign partners in establishing efficient logistics systems.

Q What are the upcoming developments in transportation sector of Germany?

A In Germany, we have developed a Freight Transport and Logistics Action Plan in collaboration with the transport industry. It contains 30 specific measures with which we will tackle the challenges of the future. This includes making more efficient use of the existing infrastructure. We want to speed up the construction and upgrading of infrastructure by, for instance, including private sector capital. Thus, we are committed to encouraging PPP models in the implementation of new capital investment projects. A better framework for combined transport supports the better linking-up of the different modes of transport and the improvement of environmental standards. In this way, it supports the efforts being made by the German Federal Government to reduce the environmental and climate change impact of traffic growth and helps to reduce congestion on our roads. The lack of skilled workers will get worse in many areas of logistics. It is thus important to conduct initial and continuing training to establish a positive image of logistics.

Q What steps are being taken to cut down congestion on roads?

A Germany is pinning its hopes on a multiplicity of measures, which are also described in the Action Plan. These include telematics solutions for controlling the traffic flow and cutting congestion. Thus, for instance, at peak periods, the traffic flow control systems on motorways that consist of traffic lights on the slip roads are coupled with variable speed limits, which ensures a smooth flow of traffic. Stabilizing traffic at a constant speed ensures a smoother



Logistics Alliance Germany is an initiative by the federal government to strengthen Germany as Europe's gateway and logistics hub.

flow, because it achieves a homogenization of the speed profiles of the individual road users. Other measures include the already mentioned modal shift options and a further improvement in interoperability by interlinking the different modes of transport as seamlessly as possible. There are also park-and-ride facilities, seamless cross-modal information and much more.

Q What level increase in the logistics investment activities have you seen in the first two quarters of this year and how much do you expect in the coming years?

A According to a survey of FDI (Foreign Direct Investments), China is the largest investor in Germany and has thus for the first time displaced the USA from the top spot. Success on these markets is now more important than developments on the German domestic market. Other countries too,

especially India, are also exhibiting very positive trends. From numerous enquiries, we know that there is tremendous interest worldwide in modern German logistics solutions.

Q What is your perception on the Emissions Trading Scheme and the increase in taxes at airports? What effects have you observed so far?

A The trade in carbon allowances in the aviation sector went live this year. Carriers with modern aircraft are rewarded, whereas those with higher fuel consumption pay higher charges. The operators of modern fleets have a competitive edge over their rivals with old aircraft.

The Directive provides for reports on the carbon dioxide emissions of the included flights, starting in 2010. The reports must be submitted by 31 March 2013, and the allowances for the 2012 emissions must be surrendered for the first time by 30 April 2013. This is not likely to result in a rise in landing charges because the allowances are surrendered directly to the airlines.

Implementation of the scheme has so far been largely smooth, including the participation of airlines from third countries. The allocation of free allowances has been completed with the participation of all airlines entitled to apply for allowances. ▲

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