PART OF OUR WORLD
BLG AUTOMOBILE LOGISTICS

www.blg-logistics.com
... is the opposite of chaos – and a core aspect of our work. From the pronounced dynamics of present-day markets we develop new opportunities. Individual concepts, creative approaches and intensive networking enable us to coordinate suppliers, production locations and diverse services all over the globe. The result is a flexible, efficient system that ensures success worldwide – in the big picture and in the details.

ORDER
... often appears in a very unspectacular fashion. Just think of the familiar example from chaos theory, i.e. the butterfly effect. The latter says that the flapping of a butterfly wing in Brazil is enough to trigger a tornado in Texas. In the automotive sector the situation is less dramatic, but similar. A small cause, such as a screw that was not scanned, may have a great negative impact. In addition, logistics is becoming more and more sophisticated as products, markets and customer demands increase in complexity.

Good reason for us to meet the demands of our customers: making diverse production processes transparent and targeted through a broad variety of defined options – down to the last screw.
No matter how complex the job is, customers like things simple. A wish we fulfill all along the line: with six logistics modules containing a whole host of defined building blocks. That can be combined entirely as desired, that can be utilized flexibly, that are available individually.

**IT’S NICE WHEN THINGS WORK VERY SIMPLY.**

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**SYSTEM OF BUILDING BLOCKS AUTOMOBILE LOGISTICS:**

<table>
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<th>Module</th>
<th>Description</th>
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<tr>
<td>1. Worldwide production supply</td>
<td>SKD, CKD and part-by-part supply of production plants – e.g. via Bremerhaven to all parts of the globe for Daimler</td>
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<td>2. Storage / consolidation</td>
<td>Operation of consolidation centers and supplier logistics centers for production and assembly plants – e.g. for Daimler in Sindelfingen</td>
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<td>3. Plant logistics</td>
<td>Performance of all logistics processes in a plant, on the customer’s premises – e.g. for VW in Brazil, Daimler in Brazil</td>
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<td>4. Vehicle handling and storage</td>
<td>Operation of seaport and inland terminals – e.g. in Bremerhaven, Gioia Tauro, Italy, Kelheim/Danube, Duisburg/Rhine</td>
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<td>5. Vehicle technology</td>
<td>All technical services for finished vehicles, particularly PDI and VPC services at special technical centers, PDI=Pre Delivery Inspection, VPC=Vehicle Processing Center</td>
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<td>6. Vehicle shipment and transport organization</td>
<td>Shipping by means of over 400 trucks as well as organizing chains of transport – road/rail/inland vessel</td>
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„I believe in the horse. Automobiles are a passing phenomenon.“

Wilhelm II on the future of mobility.

Forming networks is the key to further development. This capability makes it possible for systems to adjust to changes faster – which is decisive in terms of future prospects both in nature and in the economy. BLG is an example of consistent application of the network principle on the structural, personal and technical level.

Thus the BLG core divisions Automobile, Contract and Container Logistics form three closely linked networks that perform the most complex tasks, such as logistics for 5.7 million vehicles a year. Top performance that makes BLG AUTOMOBILE the market leader in the automobile logistics sector. BLG’s IT and logistics experts develop together with the customer process chains that extend from the manufacturers to the dealers in the country of destination. Technical centers and terminals on the sea, on large rivers and in the hinterland, shipments via road, rail and water give this network stability and flexibility at the same time. For clients and end customers this means speed and above all absolute reliability – regardless of the industry, market or region.
Cars are fascinating. They are more than a means of transportation. They are symbols of progress, mobility, freedom. Furthermore, an automobile is a statement, an expression of the personality of the owner. The car is an individual mass product, less a contradiction than a high standard. The consequences: more and more new models, more and more variants – arithmetically there are an inconceivable 800 billion per vehicle – and in the end more and more parts, around 3,000 components in each automobile.

For BLG’s logistics specialists it is important to keep an eye on these figures, at all times and everywhere on the globe. Especially since demands continue to grow at a constant rate. First of all, manufacturers expect smoothly functioning value chains worldwide – after all, production downtime of one hour may cost up a million euros. And secondly, end customers expect to get a technically and optically perfect, individualized automobile. All this anticipation must not be disappointed.
The term logistics is understood everywhere. Everywhere differently. Completely diverse definitions circulate even among experts. This lack of clarity in theory is an indication of the complexity in practice. Logistics manifests itself here as a process that knows at most a “business as usual”: the intensive search for new solutions that often enough starts as the proverbial looking for a needle in a haystack. Only with less chance – and more haystack.

KNOWN CHALLENGES
Committed to success
Even when the conditional framework changes...

Much of what is innovation today becomes the standard of tomorrow. And those who stick to standard solutions are so far away from the future that they are virtually unable to catch up with it. We would rather head into the future. Open-minded and ready even to turn things upside down at times, with tools that we perfect and extend through intensive research and development, such as within the scope of interdisciplinary cooperation with the University of Bremen.
Describing in detail how we develop solutions would be extremely involved. And probably not very exciting. Therefore, let’s just say that the “how” at BLG is explained by the “we”. Thanks to very active human resources development, our staff members already possess all basic prerequisites for an efficient value chain: passion for the job, creativity and know-how. On this basis they develop concepts, approaches and ideas that frequently result initially in full wastepaper baskets – but from there on consistently lead to complete success.
Water is an elixir of life. Economically, too. Back in the year 1887, Bremer Lagerhaus Gesellschaft was established, when cotton was still the most important commodity, the location on the water proved to be an elementary competitive advantage. The optimal transport route was right in front of the doorstep since seaports were already international at that time. BLG’s business, by contrast, remained local for a long time – until the market changed radically in the 1980s. Suddenly there was strong demand for German cars abroad. At the same time the growing number of assembly plants overseas lead to a correspondingly high need for automobile parts. Moreover, two new technologies revolutionized cargo handling in ports: the container and roll on/roll off shipping. A development that BLG was prepared for by the nature of its business – especially because of the prominent location.
Uniquely versatile
The modular diversity of the services furnished by BLG’s three divisions, Automobile Logistics, Contract Logistics and Container Logistics, enables us to put together an appropriate logistics package for every requirement. This may involve such different activities as shipping car parts, performing plant logistics and importing finished vehicles for the European market. Apart from our in-house fleet of trucks and inland vessels, BLG’s own array of railway cars has, since recently, additionally been providing for the necessary mobility.

FOR US FORESIGHT MEANS SOMETHING DIFFERENT...

Even after the most intensive research we cannot say what the future will be like. However, this much is certain: the issue of globalization will preoccupy us for a long time to come. We are just beginning to exploit the potential of worldwide cooperation, for example. As a global player, BLG is well prepared for these and other developments within the framework of international networking – thanks to a broad customer base, the extensive vertical range of services, worldwide presence at the hubs of the automobile industry and, down to today, our seaport orientation. This profile frequently allows us to be a little ahead of our time. Even without a crystal ball...
16 automobile terminals on the sea, large rivers and inland

IT competence

Shipments by truck

Automobile technical centers

10 container terminals

Ro-ro terminals

Transport logistics

Seaport logistics

Production logistics

Trade logistics

Procurement logistics

Ro-ro terminals

Shipments by rail

Certified services

Conventional terminals

Logistics supplier centers

Logistics centers

Shipment by inland vessel