



LOGISTICSNET  
BERLIN-BRANDENBURG



**Logistics – Opportunities for Berlin-  
Brandenburg**  
**An introduction to the LNBB | Network of  
Competence in Logistics in the German  
Capital Region**

# LogisticsNet Berlin-Brandenburg

## The Logistics Location - Key Assets



### Excellent conditions for logistics in Berlin-Brandenburg

- Berlin-Brandenburg is the heart of Europe
- The region has excellent connections to all important core business markets in Eastern and Western Europe
- Logistics still is a booming industry with more than 6 % growth
- Large potential for further growth
- Public awareness of the logistics location and its unique assets still under-developed
- Unique initiative of two German federal states working together
- German Capital region (political decision makers)



# LogisticsNet Berlin-Brandenburg

## The Network of Competence in Logistics



- The Logistics Location
- Branch Strategy
- Members
- Cooperations
- Trade Fairs / Events / Activities
- Goals
- Services
- Key Competences
- Target Groups
- Preview 2010
- Vision
- Locations
- Location Factors



# LogisticsNet Berlin-Brandenburg Branch Strategy



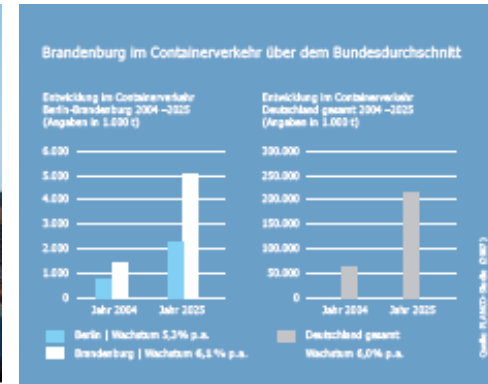
**We put the logistical fields of action, defined by the Ministry of Economics, into practice:**

- Location Marketing
- Eastern Europe and Far East
- Seaport hinterland transport
- BBI / Airfreight
- Cluster management
- Networking with other branches

**Location advantages are communicated to the right target groups:**

- Logistics by industry
- Regional and supraregional distribution (trade, spare parts, etc.)
- Transport & Logistics (Intermodal Carriers, Transport Services)

**Promotion of Projects, incl. investor guide and flyers**



## Logistikregion Berlin-Brandenburg

Perspektiven und Chancen als Hub im Seehafenhinterlandverkehr



[WWW.LOGISTIKNETZ-BB.DE](http://WWW.LOGISTIKNETZ-BB.DE)

Flyer: Seehafenhinterlandverkehr (SHV)

## Logistikregion Berlin-Brandenburg – Die Vorteile

- Hauptstadtregion mit umfangreichem Logistikportfolio und attraktiven deutschland- und europaweiten Transportnetzen
- Direkter Zugang zu den wichtigsten Verkehrskorridoren Europas, insbesondere zu den MOE-Staaten
- Moderne Logistikinfrastruktur mit sofort verfügbaren Ansiedlungsflächen
- 350 Mio Konsumenten innerhalb von 24 h per LKW oder Bahn erreichbar
- Leistungsfähige Güterverkehrszentren sowie in internationale Transportketten eingebundene intermodale Terminals
- Moderate Betriebs- und Arbeitskosten

# LogisticsNet Berlin-Brandenburg

## Short profile



**The LogisticsNet was founded and is financed as PPP „Public Private Partnership“ and has been operating as an registered association since 2007.**

- Established in January 2006 on initiative of the states of Berlin and Brandenburg
- 52 active members (status 08/2010)
  - 20 regular members
  - 32 sustaining members
- Over 20 international and national cooperations (status 08/2010)
- LNBB | Chairman of the board:  
Prof. Dr.-Ing. Herbert Sonntag
- LNBB | Chairman of the advisory board:  
Prof. Dr. Ludger W. Wilken
- LNBB | Network Coordinator:  
Dr. Norbert Wagener



# LogisticsNet Berlin-Brandenburg Regular Members



Ihr Schlüssel zur Sicherheit



# LogisticsNet Berlin-Brandenburg

## Sustaining Members



(Sorted by date of admission):

- Prof. Dr. Ludger W. Wilken, Wolfenbüttel
- Vestas Blades Deutschland GmbH, Lauchhammer
- GLX Global Logistic Services GmbH, Berlin
- Eckhard Raake, Architekt, Verden/Aller
- Prof. Dr. Dietrich Theß, Chemnitz
- Wirtschaftsfördergesellschaft Prignitz mbH, Perleberg
- Meyer & Meyer Logistikzentrum Wittenberge GmbH & Co. KG, Wittenberge
- CKC AG - automotive IT, Berlin
- PSI Logistics GmbH, Berlin
- VIOM GmbH, Berlin
- ITB Industrietransport Gesellschaft Brandenburg mbH, Villmann Gruppe
- CSB-Systems AG, Berlin
- Gazely Germany GmbH, Frankfurt (M)
- Saint Gobain RIGIPS GmbH, Brieselang
- Uwe Reich, Potsdam
- agiplan GmbH, Mülheim an der Ruhr
- Glahr & Co. GmbH, Potsdam
- Hafengesellschaft Wittenberge mbH
- Rhenus AG & Co. KG, Großbeeren
- TÜV Rheinland Akademie, Berlin
- Ullrich Akademie GmbH, Berlin
- Fiedler & Haase, Rechtsanwälte Potsdam
- Dariusz Kardas, hercules logistics, Posnan PL
- STROOMER PR | Concept GmbH
- LBBV | Landesverband des Berliner und Brandenburger Verkehrsgewerbes e.V.
- TechniLog Technik + Logistik GmbH
- BASF Schwarzheide GmbH
- Goldbeck Ost GmbH
- Goldenstein & Partner, Rechtsanwälte Potsdam
- Mercedes Benz Ludwigsfelde GmbH, Ludwigsfelde
- Projektlogistik GmbH, Wildau
- DB Netz AG, Regionalbereich Ost

# LogisticsNet Berlin-Brandenburg Cooperations



## Networks in Berlin-Brandenburg:



## International:



# LogisticsNet Berlin-Brandenburg

## Partner initiatives and international cooperations



**The LNBB systematically advances its network of partners:**

- connecting with logistics initiatives and associations in Russia, Ukraine, Spain, Belgium and China
- connecting with other ppp networks in Berlin-Brandenburg (incl. Automotive, aerospace, metals, photovoltaic, etc.)
- connecting with other regional projects (BTL, Profil, BIEM)
- Founding partner of the National Association of Logistics Initiatives (including the leading eight LI in Germany)



Cooperation agreement with Belgian Initiative Logistics in Wallonia, 13.05.2009



Cooperation agreement with Russian Oblast Smolensk, 19.10.2009

# LogisticsNet Berlin-Brandenburg Activities



## **The Logistics Network: A full range of services**

- Information on available infrastructures and properties
- Promotion of partnerships, in particular with European projects
- Expertise in Eastern Europe and Russia, good connections to Asia (China)
- Organization of events such as conventions, trade fairs, press conferences and business meetings
- Investor support services
- Marketing support services
- PR for member organizations



# LogisticsNet Berlin-Brandenburg Trade Fairs & Conventions



## LNBB: Present on many occasions:

- LogTrans 2008 in Frankfurt (Oder)
- Bremer Logistiktag (2008 / 2009)
- TransRussia, Moscow (2008 / 2009 / 2010)
- transport logistic (tl) China, Shanghai (2008)
- tl Germany, Munich (2007 / 2009)
- BVL Congress, Berlin (2008 / 2009)
- HanseLog Hamburg (2008)
- Logistics industry and trade

## Organized Events:

- automotive meets logistics (2008 / 2009)
- Lindstedter logistics talk (2008 / 2009)



Berlin-Brandenburger Logistikdialog mit  
Minister Dellmann im Schloss Lindstedt



Senator Wolff auf dem Stand des  
LogistikNetzes, TransRussia, Moskau



Bremer Logistik Tag 2009



transport logistic China, Shanghai

# LogisticsNet Berlin-Brandenburg

## Logistics Competence



### **Broad diversity of competencies represented by LNBB members**

- Logistics real estate
  - Infrastructure and project development (cargo transport centre, logistics parks)
- Logistics services
  - Cross-border logistics service
  - Refrigerated transports
  - Food distribution, logistics of retail and sensitive goods
  - Fair and event logistics
  - Furniture and removal logistics
  - Heavy and bulk cargo handling and storage
  - Transport by normal and refrigerated trucks
- Transfer of knowledge
  - Education and training
  - Research
  - Lobbying for traffic, transport and logistics
  - Management consulting
  - Promotion of the economy



# LogisticsNet Berlin-Brandenburg

## Target Groups



### Target groups of the LogisticsNet

- International investors and developers
- Logistics service providers
- Logistics industry and trade
- Media and other multipliers
- Public



# LogisticsNet Berlin-Brandenburg Vision



## Bright Prospects: Aiming high

- Berlin-Brandenburg will become a European logistics hub by the year 2020
- Berlin-Brandenburg is the major commercial region for port-hinterland transport of the German sea ports (Hamburg, Bremen / Bremerhaven)
- International logistics expertise is concentrated in the region surrounding the capital of Germany



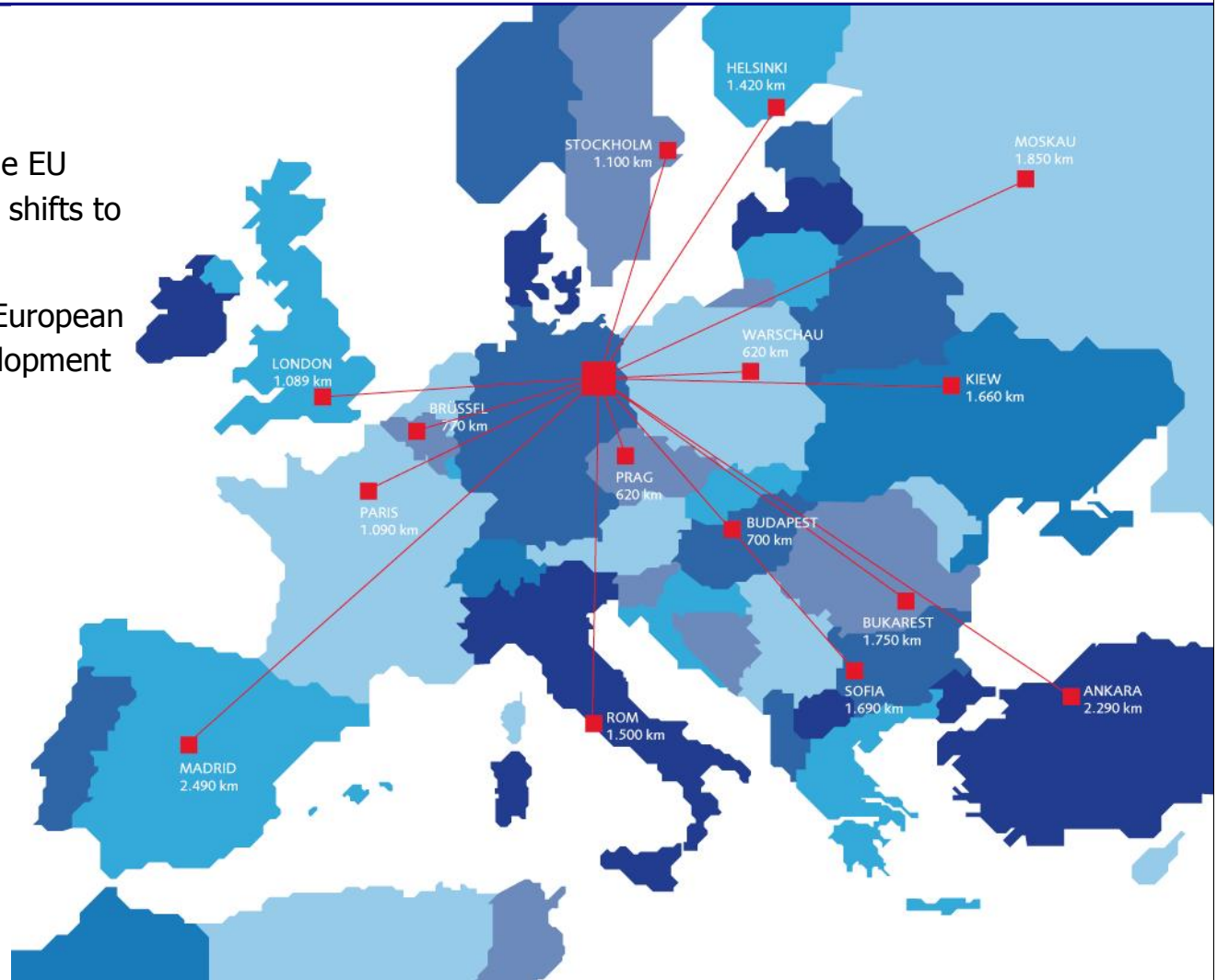
# LogisticsNet Berlin-Brandenburg

## Location Factors - Central European hub



### At the heart of Europe: Berlin-Brandenburg

- Due to the enlargement of the EU the logistics centre of Europe shifts to the German Capital Region
- Establishment of new Trans-European Corridors and economic development axes
- Accessibility of more than 200 million consumers within 1 day by truck
- Local consumer market of 6 million people in the German Capital Region



# LogisticsNet Berlin-Brandenburg

## Location Factors - Central European hub



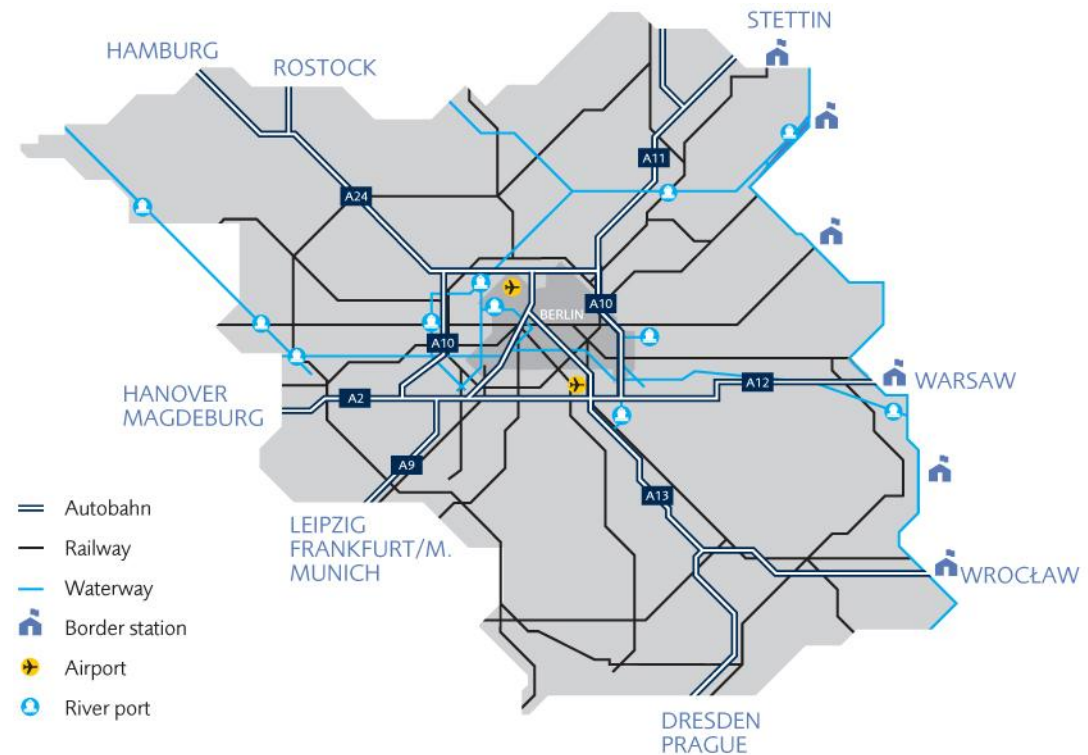
# LogisticsNet Berlin-Brandenburg

## Traffic Connections



### Excellent Traffic Infrastructure

- Well developed, fast connections with modern highways, rail-, water- and airways
- 12 highways with 790 km of newly built roads
- Two international airports, extension of the Schönefeld airport to become Berlin Brandenburg International (BBI) until 2011, Europe's newest air hub.
- 1485 km of main railways, completely updated
- 900 km of federal waterways, removal of last bottlenecks until 2015. (e.g. new ship lift Niederfinow to connect Berlin with Baltic Sea ports).



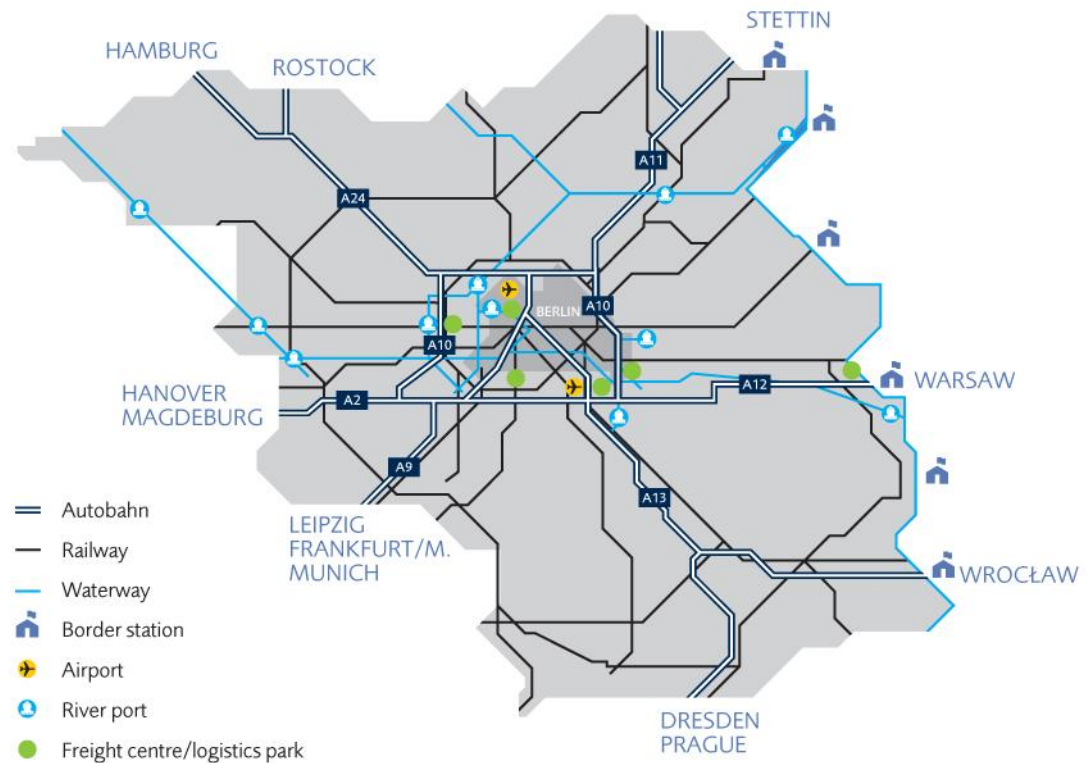
# LogisticsNet Berlin-Brandenburg

## Main Logistics Centers



### Logistics Resources for Everybody:

- Development of Berlin's West Port into a Container-Terminal
- Extension of the logistics location near the future BBI
- Freight Villages (FVs) Berlin South and Berlin West are ranked No. 3 and No. 8 in Germany already
- Selected locations:
  1. City FV BEHALA
  2. FV Berlin West Wustermark
  3. FV Berlin South Großbeeren
  4. FV Berlin East Freienbrink
  5. Logistics Park Berlin-Schönefelder Kreuz
  6. FV ETTC Frankfurt/Oder
  7. Magnapark Berlin Werder



# LogisticsNet Berlin-Brandenburg

## Location factors: Cost and Sales Advantages



**With a distance of only 270 km <sup>1)</sup> to the biggest German sea port Hamburg, the capital region offers significant advantages for settlements, e.g. for distribution centers:**

- Low real estate cost
- Low rent for storage areas  
(3,75 €/sqm in Berlin, 4,18 €/sqm in HH per month <sup>2)</sup>)
- Low labor cost (up to 33% less)  
(11,64 €/h in Brandenburg, 17,33 €/h in HH <sup>3)</sup>)
- Low Trade Income Tax  
(Collection rate Berlin 410%, Hamburg 470% <sup>4)</sup>)
- Big sales market with 6 m inhabitants
- Short delivery routes and times to  
Eastern Germany and Western Poland

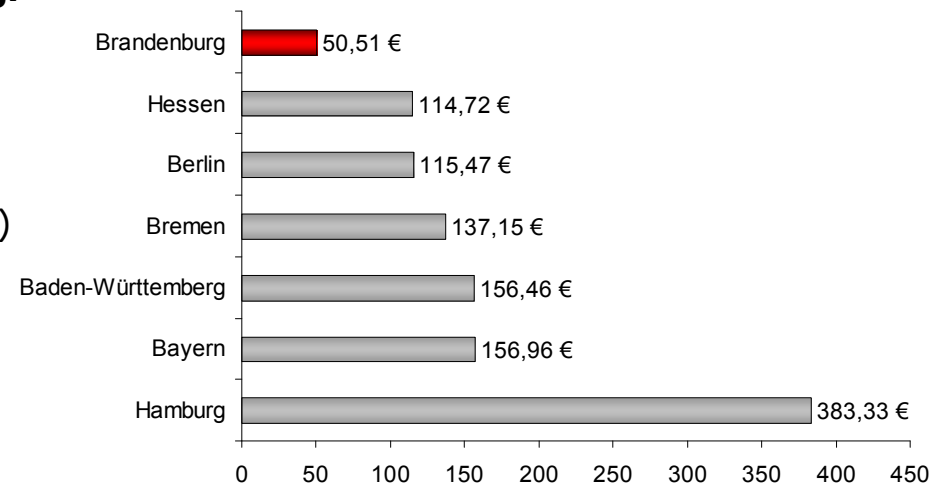
<sup>1)</sup> Road distance Hamburg-Veddel – GVZ Berlin Ost (Wustermark)

<sup>2)</sup> Source: ZAB, Jones Lang LaSalle: Der Immobilienmarkt für Lagerflächen, Q3 2006

<sup>3)</sup> Source: Statistisches Jahrbuch 2005

<sup>4)</sup> Source: ZAB, DIHK 2006

### Real estate cost in selected Federal States [€/sqm}



Source: ZAB, Support Ansiedlung; Statistisches Bundesamt Deutschland, November 2006

# LogisticsNet Berlin-Brandenburg Corporate Structure



## Important logistics companies and Players already based in Berlin-Brandenburg

### ■ Traditional logistics service providers and Freight Villages (FV):

e.g. Fiege, Dachser, Transfracht, Schenker and all CEPs like UPS, DHL, TNT, ReiCo, Rieck, Ullrich Transport, BEHALA, FVs with ETTC, FV Berlin South and West, Logistics Park Schönefelder Kreuz

### ■ Logistics industries and trade:

e.g. DaimlerChrysler, BMW, Gillette, VW, Rolls-Royce, Schering, Berlin-Chemie, BASF, Arcelor

### ■ Research & Development (Science):

e.g. TU Berlin, University of Applied Sciences Berlin, BTU Cottbus, Berlin School of Economics, University of Applied Sciences Wildau, Fraunhofer Institute, Hasso-Plattner-Institute Potsdam and more



# LogisticsNet Berlin-Brandenburg

## Quality of Life



### **Cultural and natural diversity in Berlin-Brandenburg**

- The region offers a great range of cultural possibilities
  - over 500 palaces, castles, parks und churches
  - over 130 theatres in Berlin and Brandenburg
  - 3 opera houses
  - over 220 museums
  - numerous orchestras
- Brandenburg has attractive natural landscapes
  - Spreewald
  - Fläming
  - or Uckermark
- Berlin offers excellent value for money compared to other capital cities in Europe.



# LogisticsNet Berlin-Brandenburg

## Contact persons



### LNBB | Board



Prof. Dr.-Ing. Herbert Sonntag,  
Chairman



Rüdiger Hage,  
Member of the Board  
(Financing)



Horst Stiegler,  
Member of the Board  
(Marketing)



Günther Alsdorf,  
Member of the Board

### LNBB | Network Management



Dr. Norbert Wagener,  
LNBB | Coordinator



Mark Renner,  
Head of Coordination  
Office



Jacob Drachenberg,  
Events & Organisation

# LogisticsNet Berlin-Brandenburg

## Contact



### Are you ready for the LogisticsNet and the German Capital Region?

- Please contact us:

Head Office

Grosse Weinmeisterstrasse 9

14469 Potsdam, Germany

Tel: +49 331 2750447

[office@logistiknetz-bb.de](mailto:office@logistiknetz-bb.de)



[www.logistiknetz-bb.de](http://www.logistiknetz-bb.de)