

The logistics magazine

ZIEGLER®

onboard

Summer 2024



Contract logistics

Ziegler helps you:

- Increase efficiency
- Save costs
- Stay flexible
- Strengthen core business

New Silk Road

That's why rail logistics is up-to-date

Online retail

How to secure competitive advantages

Event logistics

Thanks to Ziegler: 40,000 enthusiastic ski fans

Welcome onboard!

Dear readers,

Table of contents



There is a conviction and realisation among freight forwarders that says Logisticians always find a way (for their customers). Be it the rail route to and from China in view of the crisis in the Red Sea, or event technology for "base jumpers" high up in the Swiss mountain regions or "only" direct journeys to Scandinavia. Ziegler's customers rely on this spirit and expertise - in Switzerland, Germany and elsewhere. See for yourself!

Best wishes,

Thorsten Witt, CEO
Switzerland, Germany



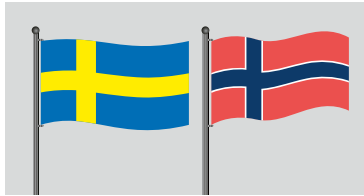
Cover story

Success with contract logistics
From planning to implementation
Page 3



Rail logistics with China

On the Silk Road
Page 6



Scandinavia direct

Sweden and Norway
Page 8



Competitive advantage in e-commerce

Logistics solutions for Online retail
Page 10



40,000 enthusiastic ski fans

Event logistics: Ziegler Switzerland brings and picks up the technology
Page 14



CBAM - carbon tax

From 2026: CO₂ border adjustment for imports
Page 16



Success story: Football and logistics

Ziegler is official logistics partner
Page 18



www.linkedin.com/company/ziegler-deutschland



www.linkedin.com/company/ziegler-schweiz/



Success with contract logistic

When customers conclude contract logistics agreements with their logistics partner, they enter into an almost symbiotic relationship. One that also requires a basic level of trust, which is already present in stable customer-supplier relationships.

Whether these are smaller temporary projects or longer-term alliances. The advantages are obvious and both sides mutually benefit from:

- Increased efficiency
- Cost savings
- Focus on core competences
- Flexibility
- Quality assurance

The following areas benefit the most:

- Warehousing with all its differentiations
- Transport
- Distribution
- Supply Chain Management

Ziegler Switzerland and Ziegler Germany have been practising contract logistics for many years.

The examples from Ziegler practice on the following pages will inspire you!





Common goals: Ziegler offers a wealth of experience in contract logistics.

Contract logistics: optimised logistics

The right logistics are crucial for every company, including from a process management and financial controlling perspective. Because there is a lot that can be optimised in terms of efficiency and costs. With its contract logistics service, Ziegler is the experienced and right partner for you: Outsourcing services for logistics give companies new dynamism and greater room for manoeuvre.

Planning to implementation

For Ziegler, contract logistics means offering the customer maximum logistics and thus relieving them of as much work as possible - from the planning to the implementation of their logistics activities:

- Logistics planning
- Warehousing and inventory management
- Value-added services such as
 - Packaging
 - (Re)labelling
 - Order picking
- Quality control
- Transport and distribution - just-in-time
- Export and customs clearance
- necessary document creation for world-wide shipping
- Return logistics and disposal

Ziegler reliably realises all your logistics in accordance with the agreed contractual conditions. Is there anything else you would like? We will find the right solution! With Ziegler contract logistics, companies increase their competitiveness, ensuring their long-term success.



Volume-optimised packaging of clutches at Ziegler in Eschweiler.

4 reasons for contract logistics

1. It increases your efficiency

With Ziegler, companies optimise their logistics processes and make them more efficient.

2. It saves costs

Outsourcing logistics reduces costs: Companies do not have to invest in infrastructure, equipment and employees for logistics.

3. It strengthens your core business

Thanks to contract logistics with Ziegler, companies can concentrate on their core business and deploy their resources where they can create the greatest added value.

4. It allows you to become flexible

Flexible solutions from Ziegler enable companies to adapt to rapidly changing market conditions and logistics strategies.

Examples of logistics projects

Sales displays: Assembly

Assembly of 850 sales displays in 8 days with over 300 different items

Shipping cartons: Packing

Packing 271,800 Easter items in shipping cartons

Towbars: Packaging

Packaging of towbars - the packaging adapts to the size of the item, shipping costs are reduced

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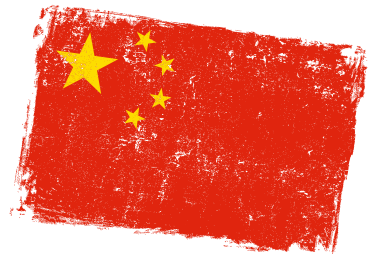
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On the "new Silk Road" to Europe

Efficient: Rail logistics between China and Europe



In recent years, rail logistics has established itself as a proven method of transport between China and Europe due to the changing geopolitical situation. The recent attacks on container ships in the Red Sea caused problems, some of which led to massive capacity bottlenecks on ships travelling from the Far East to Europe as well as uncertainty and delays in transit times.

Advantages through rail logistics

In this context, rail logistics is proving to be an extremely attractive option that offers a number of advantages. We would therefore like to emphasise shipment by train from or to China via the "new Silk Road" as an alternative. The advantages of rail logistics extend across various aspects:

"Bypassing the Red Sea crisis area"

Tobias Schroth



- **Cost efficiency:** Transport costs can be significantly reduced compared to air freight.
- **Transparent cost structure:** The freight costs are all-inclusive and are only subject to customs clearance fees and taxes.
- **Fast transit time:** With a standard transit time of 18-22 days to Germany, rail logistics offers a significantly faster alternative to sea transport. The express train is even less time-consuming, with a transit time of just 12-14 days.
- **Stable performance:** Rail transport is considered a stable method of transport, which increases the reliability and safety of goods delivery.

Ziegler has maintained strong links with China for many years and regularly organises rail transports with this important trading country on the basis of reliable cooperation with Chinese rail operators. With a wide range of options, customers can choose the delivery terms that suit them best. Ziegler rounds off the product package by offering customers both LCL and FCL solutions "ex works" to "free domicile". Rail logistics between China

and Europe therefore represents a cost-effective, reliable, variable and fast alternative solution for international trade.

We are happy to be at your disposal as a reliable and experienced partner for all aspects of rail logistics.



Contact

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Branch Manager Stuttgart - Air & Sea

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Strong partners: Ziegler Switzerland cooperates with NTEX Sweden for Scandinavian transport.

New: Direct transport to and from Scandinavia

Sweden and Norway are wonderful holiday destinations. But it is also worth taking a look at their economies: The Scandinavian countries are economically stable and innovative. This provides a good basis for relationships between companies. Ziegler now offers journeys from Switzerland to Sweden and Norway.

Two trips a week

Vehicles depart from Pratteln in Switzerland for Malmö in Sweden every Tuesday and Friday. There are also daily departures from the Malmö terminal to Oslo in Norway. Conversely, vehicles make the trip from Malmö to Pratteln twice a week.

General cargo, partial and full loads

Ziegler offers general cargo transport, partial and full loads. The advantage: customised, flexible service for the size and dimensions of consignments. Customers can also choose direct pick-ups and deliveries to recipients and senders from the Ziegler portfolio.

Experienced partner on site

The Scandinavian partner is NTEX Sweden - an international haulage company in Malmö. It combines experience, performance and flexibility and has its own fleet of vehicles and handling terminal. Customised advice is typical Ziegler: Our Scandinavia experts Roberto Rafaraci and Patricia Nezhyba look forward to speaking with you.

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Sweden-Switzerland

Patricia Nezhyba
importde@ziegler.ch

Requests for quotations:

sales_ch@ziegler.ch

From Germany to the north

Ziegler in Germany offers scheduled general cargo transport services to Scandinavia. The partner is the 24plus logistics network. Talk to your Ziegler branch about this.



Are 3D inspections coming for air freight?

Ziegler's Logistics Lounge for air freight security

Birte Weinstein, former Managing Director of Behrend Consulting and Lars Schröder Ramirez at Ziegler in Hamburg.



How can secure air freight transport be achieved? This is the topic of Ziegler's new podcast episode. Birte Weinstein gives an overview of the basics of air freight security in an interview with Lars Schröder Ramirez. In it, the freight forwarding agent, EU validation auditor and expert in air freight security reports on the authorities involved and the status of digitalisation. She describes how consignments are checked: "This ranges from X-ray, visual and hand checks to dogs searching for explosives."

Ziegler: regulated agent

Ziegler acts as a regulated agent for air freight security at the Düsseldorf and Frankfurt locations. This has two advantages for Ziegler customers:

The air freight experts will provide you with comprehensive advice on the subject of air freight security. As a logistics service provider, Ziegler also organises the smooth loading of shipments onto the aircraft - and therefore quickly to the recipient.

Expertise from the field

Ms Weinstein reveals what companies can do to get shipments on board aircraft quickly, safely and smoothly. "A secure supply chain is important." In her view, further training is crucial. "But it is not just air freight experts who need to be sensitised, but the entire company."

A look into the future

The air freight security expert ventures a look into the future: "X-rays are getting better at screening even denser material. There are 3D inspection devices that cut consignments into individual parts. This makes checks easier - and possibly faster." One thing will remain the same in the future: "Air freight security always depends on the people carrying out the transport."

Ziegler's Logistics Lounge

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- Amazon Music and:

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*Ziegler offers
e-commerce
companies
state-of-the-art
logistics solutions*

Competitive advantages and success through e-commerce and logistics

Solutions for online retail

Manage stock effectively

Ziegler manages inventories effectively in its own warehouses, including IT-supported demand forecasts.

Process orders immediately

Prompt order processing and fast delivery make customers happy in online retail. Ziegler offers reliable, well-organised logistics.

Say goodbye to the stress of logistics

Ziegler uses its experience to score points with customers and alleviate logistics stress:

- Route optimisation: Ziegler helps you to organise transport routes more efficiently.
- Delivery of consignments over the last mile to the recipient: We ensure that your consignments arrive reliably and on time.

- Returns management: Ziegler supports you in the effective processing of returns.
- Relief for qualified staff: We take on logistical tasks so that your specialist staff can concentrate on their core competencies.
- Cushioning economic downturns: Ziegler supports you in mastering economic challenges and remaining competitive.

Customer loyalty through logistics

E-commerce customers quickly gain an economic plus with modern Ziegler logistics:

84 per cent of customers are willing to buy again if they have had a positive experience with shipping.

What is e-commerce?

E-commerce, or electronic commerce, refers to the buying and selling of goods and services **over the Internet**.

Transactions are processed electronically. Added to this are online shopping, electronic payments, digital supply chains and other internet-based business transactions. E-commerce enables companies to offer products worldwide. Customers can conveniently shop, make payments and receive goods via online platforms without having to be physically present in the shop.



Find out more about this in the e-book

"Success in e-commerce: Mastering challenges in logistics" online here:





A guardian angel in the warehouse

Customer portrait: ELOKON - Safety and assistance systems in intralogistics

Digitalisation and Industry 4.0 are everyday business for ELOKON GmbH. The company combines tradition and progress. For over three decades, ELOKON has been working on the safety and protection of people and machines by making the use of forklift trucks in warehouse work safer.

Ziegler has been ELOKON's partner and contact for customs matters for two years. ELOKON is one of the first customers of our customs competence centre, headed by Tobias Schmitz in Hamburg. Ziegler provides support with customs services for import and export as well as customs clearance issues. Onboard spoke to Mario Dümer, Managing Director of ELOKON, about warehouse security and logistics.

Why is warehouse safety such an important issue?

Safety, or in our case accident prevention, is particularly important in order to avoid accidents, protect the health of employees and maintain the company's productivity. A safe workplace also helps to strengthen employees' confidence in their company and improve morale.

Mario Dümer,
Managing Director
of ELOKON
GmbH.

How do your assistance systems protect people, machines and goods?

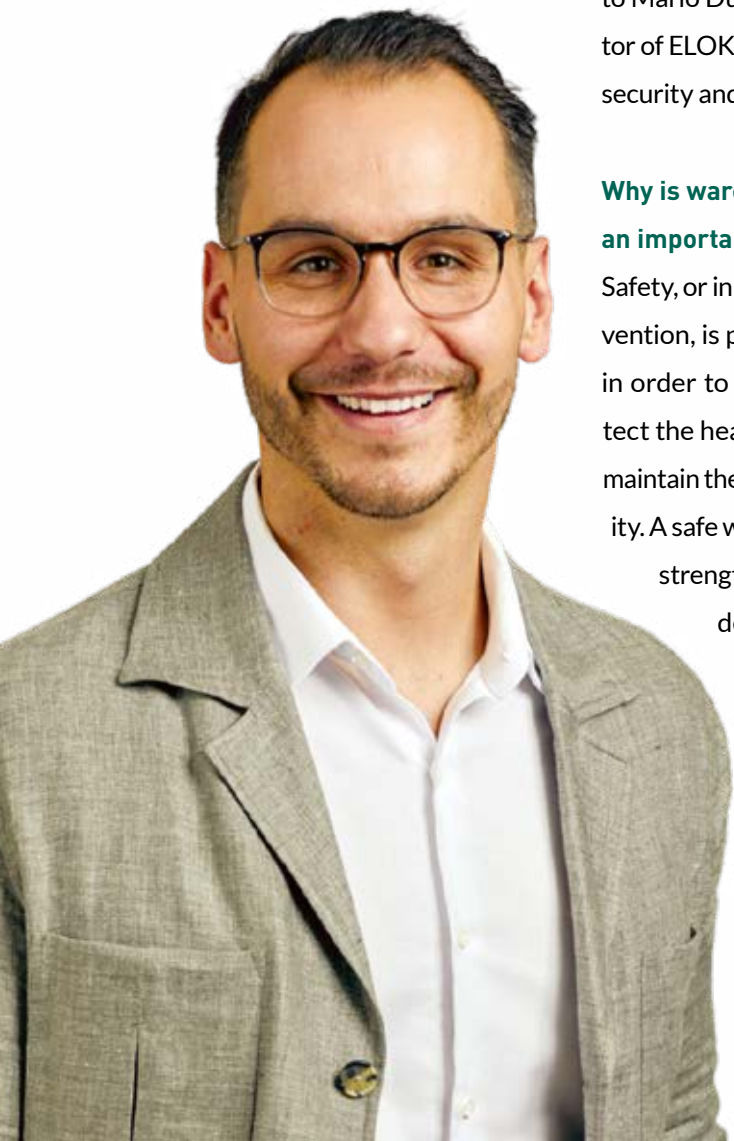
Our systems provide protection, especially in the event of carelessness or misconduct on the part of warehouse employees. Our "ELOshield" system can be used to prevent collisions between a person and a machine. Unauthorised use, such as driving a forklift truck without a driving licence, can also be prevented through the integrated access control function in our "ELOfleet" product.

Which regions of the world do you export to?

We export to almost every country in the world. However, our current focus is on the expansion of our subsidiary ELOKON Inc. in North America.

What services does Ziegler provide for you?

In my view, the main task is the preparation of export documents and the associated customs declaration. However, our colleagues at Ziegler are always ready to support us in all matters relating to exports.





ELOshield radio-based warning system - 360-degree protection for your warehouse.

Why did you choose Ziegler for your customs clearance?

We were looking for a partner who has a branch near us and was also represented globally. We found Ziegler in the course of this search and were already very satisfied after the first successful transactions.

How much of a relief is the Ziegler customs service for you?

The process between Ziegler and ELOKON is so smooth and well oiled that it makes no difference to our employees whether we send goods to Hamburg or to Atlanta.

What do you value about Ziegler's customs competence centre?

Reliability, response time and always friendly contact.

What technologies is ELOKON currently working on?

We are investing heavily in our ELOfleet cloud platform. Pro-

cessing and analysing data across locations helps our customers to avoid accidents and can reduce the frequency of accidents before they happen.

ELOKON

Founded in 1986, ELOKON has 130 employees and is a leading international supplier of assistance systems for intralogistics, safety and automation technology. ELOKON develops, produces and installs system solutions for over 4,250 customers worldwide in the retail, logistics and industrial sectors based on state-of-the-art sensor technology from the automotive industry. With its products and services, ELOKON is present in over 45 countries worldwide.

www.elokon.com

What will warehouse security look like in the future?

The storage security of the future may change significantly depending on the technology. Trends include AI-supported camera systems or RTLS solutions that enable real-time tracking of intralogistics. ELOKON is in the starting blocks and is developing new products and solutions.

More information about ELOKON:





The longest ski race in the Ski World Cup: the Lauberhorn downhill. Ziegler in Pratteln took charge of the event logistics for the event technology.

40,000 enthusiastic ski fans

Event logistics: Ziegler Switzerland brings and picks up the technology

Staggering! At over 4,000 metres, the Lauberhorn downhill is the longest ski race in the Ski World Cup.

40,000 spectators celebrated this sporting event in January 2024. The technical effort required for such an event is enormous. The experienced Ziegler team in Pratteln took charge

of the corresponding material logistics. For example, the event logistics specialists collected the modules for a huge LED wall in Leipzig and delivered them to

the valley station of the cog railway in Wengen. Ziegler transported a lot of equipment by lorry to Lauterbrun-

nen - the Mecca of base jumpers with 800 metres of steep rock faces. Ziegler also took care of customs clearance for the client in Holland, who rented out the technology. The

ski fans had no inkling of the huge logistical effort - and for Ziegler, this is exactly what characterises a perfect event and the event logistics behind it.

Fun in the "Mecca" of base jumpers

Event logistics from A-Z

Ziegler's experienced event logistics experts offer customers a complete service for their events - from planning, organisation and time management to transport to and from the event and handling all customs formalities. Ziegler provides event organisers with comprehensive logistical support. Ziegler Switzerland is one of the most experienced event logistics companies in Europe - a brief overview:

Sports events

- **Football:** Ziegler regularly transports consignments for the UEFA Champions League - even across national borders.
- **Art on Ice:** Ziegler organised the transport of the required equipment for the Swiss Figure Skating Gala tour in February 2024. The event logistics specialists from Pratteln transported the lighting, audio equipment and special effects technology from Germany to Switzerland and also handled customs clearance.

Conferences

- **Shareholders' meetings:** Ziegler mastered the logistics for a meeting of shareholders for a listed global company in February 2024. Audio material was picked up from Hanover and brought to Basel - including interpreting booths for simultaneous interpreters and the event technology.

Trade fairs

- **Geneva Motor Show:** In February/March 2024, Ziegler also transported the trade fair and event technology from abroad to the various exhibition halls with several lorries.
- **Watches and Wonders Geneva:** Ziegler transported the rented event technology for the watch fair in Geneva in April 2024 - in time for the set-up date and on time for removal at the end of the fair.

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Prominent events, including:

- UEFA Champions League
- Geneva Motor Show
- Art on Ice
- Watches and Wonders Geneva
- Shareholders' meetings



CBAM - the carbon tariff

From 2026: CO₂ border adjustment for imports

Imports of carbon-intensive products will be subject to CBAM levies, commonly known as CO₂ or climate tariffs, from 2026. The EU is thus creating a mechanism that is intended to help protect the climate and also bind industries and importers within the EU to corresponding requirements. The most important facts at a glance:



CBAM certificates

Companies acquire CBAM certificates. They correspond to the carbon emissions attributable to their imported goods.

Structure of levies

CBAM levies a carbon tariff on imported carbon-intensive products. The European Commission's CBAM

Regulation specifies which goods are affected. These goods include, for example, cement, fertilisers, steel, aluminium and products made from these materials.

Valuation of the carbon price

The carbon price is determined on the basis of the EU Emissions Trading Scheme. This ensures that the

CBAM tariff reflects the carbon costs associated with production.

Evaluate emissions

CBAM requires importers to declare the emissions of their products on the basis of a comprehensive and standardised methodology.

CBAM - a path to climate protection

CBAM (Carbon Border Adjustment Mechanism) intends to establish a fair price for carbon emissions caused by the production of certain goods imported into the EU. The advantages:

- a level playing field for companies
- less carbon leakage
- promotion of clean production

Revenues from CBAM are used for the transition to a low-carbon economy.

Find more information about CBAM in the Ziegler blog



Trade partnerships

CBAM promotes cooperation between the EU and its trading partners in the fight against climate change.

Special provisions

There are special solutions for certain countries and sectors. These minimise undue burdens for certain sectors.

Reporting obligations already apply today

CBAM reporting obligations for importers and indirect customs representatives have been in force

since 31 October 2023 - in the form of a so-called CBAM report.

Technical problems?

The CBAM Transitional Registry is the platform for the submission of CBAM reports. Companies were unable to fulfil their reporting obligations due to technical problems. New deadline for adjusting the first CBAM reports: **31 July 2024.**

Full introduction from 1 January 2026

CBAM goods can then only be imported into the customs territory

of the EU by "authorised CBAM declarants". In addition, CBAM customs duties must be paid on imported goods.

Contact

Do you have questions about CBAM?

Our German customs representative

Tobias Schmitz is a CBAM expert and will be happy to help you.

Tel: +49 40 200 053 35

tobias.schmitz@zieglergroup.com

Success story: Football and logistics

Ziegler is the official logistics partner of "Crystal Palace FC" (London)



An exciting development has begun in the world of football: Ziegler is the official logistics partner of the FA Premier League football club "Crystal Palace FC"! This means that Ziegler is not only operating at a high level in terms of logistics, but is also playing in the top division of English football.

Global attention

As the figurehead of English football, the club attracts the attention of fans and companies worldwide. The collaboration with Ziegler is in line with the values of the organisation and reflects its pursuit of growth and excellence.

Potential for both sides

Lee Marshall, Managing Director of Ziegler UK, sees immense opportunities and potential for both sides in the partnership. Ziegler's expertise within global freight



Ziegler in football fever (from left to right): Greg Rawles (UK Marketing Manager), Lee Marshall (UK Managing Director), Andy Burnham (UK Ocean Freight Director) and Douglas Briggs (UK Chief Financial Officer).



Ziegler on the international football pitch as logistics partner of "Crystal Palace FC".

transport, logistics and supply chain management will undoubtedly be a great asset to the entire Crystal Palace community.

International level

Another key aspect of this partnership is the increased visibility of Ziegler at an international level. Ziegler branding, including the company logo, will be visible throughout the stadium on screens, LED displays on the sidelines and in the spectator area. The collaboration also makes for exclusive hospitality experiences: Ziegler

customers can experience the excitement of live Premier League matches up close.

Up-to-date information and images relating to this partnership can be found on the social networks, on which the Ziegler colleagues from the UK are busy posting.

Ziegler UK Limited

Greg Rawles,
Marketing Manager
greg.rawles@zieglergroup.com



Ziegler Switzerland sponsors jerseys for FC Mels.

Jerseys for FC Mels - Sports sponsorship

Commitment to society is important to Ziegler. An example from sport: Ziegler Switzerland sponsors jerseys for FC Mels - a football club founded in 1953. In terms of colour, the yellow Ziegler logo perfectly matches the blue and yellow club logo and the blue jerseys. We wish the team of coach Erwin Deniz every success!

Ziegler logistics power for your logistics projects

Ziegler Group

Founded in 1908 and headquartered in Brussels, the Ziegler Group is a leading global logistics service provider.

116

Years of experience

3200

Experts

156

Subsidiaries

195

Countries

€1.3 billion
Turnover

Offices in
16
Countries

Ziegler Germany

120

Experts

7 branches

Düsseldorf Eschweiler Frankfurt
Hamburg Koblenz / Karst
Nuremberg Stuttgart

18,000

m² storage area

4

Certifications

ISO 9001, ISO 14001,
IATA, AEO-F, DE-ÖKO-070

Ziegler Switzerland

130

Experts

9 branches

Pratteln Head office Dietikon Pratteln
Basel-Air&Sea Geneva St. Gallen
Dornach Geneva Airport Zurich

32.000

m² storage area

4

Certifications

ISO 9001, ISO 14001, ISO 22000,
AEO, Swiss Medic, Bio Inspecta

Anniversaries - Thank you for your loyalty to Ziegler

30 years

Evangelos Ntagiantas

Branch Manager Dietikon,
Member of the Management Board,
Dietikon, 1 January 2024



30 years

Frank Küches

Head of Iberia Transport,
Eschweiler, 1 January 2024



25 years

Roger Weiss

Head of Warehouse and Logistics
Switzerland, Member of the Executive
Board, Dornach, 1 January 2024

20 years

Petra Jesnowski

Commercial Clerk Sea Freight,
Ratingen, 1 January 2024

20 years

Ludovic Will

Warehouse employee,
Dornach, 1 February 2024

10 years

Anatol Balachowski

Warehouse logistics employee / shift
supervisor, Eschweiler, 1 February 2024

15 years

Estelle Koehl

Air freight clerk,
Basel Airport, 16 June 2024

5 years

Dennis Bündgens

Warehouse handling employee / deputy
warehouse management,
Eschweiler, 1 March 2024

10 years

Sylvie Ittis

Accounting clerk, Pratteln, 1 June 2024

Rebecca Dressen

Local transport clerk,
Eschweiler, 18 February 2024

5 years

Andreas Schaffner

Clerk, Geneva, 1 February 2024

Julian Huerta

Warehouse logistics employee / shift
supervisor, Eschweiler, 11 March 2024

Markus Wenk

Sales Manager, member of the management
team, Pratteln, 1 June 2024

Jennifer Mott

Logistics clerk,
Eschweiler, 1 April 2024

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