



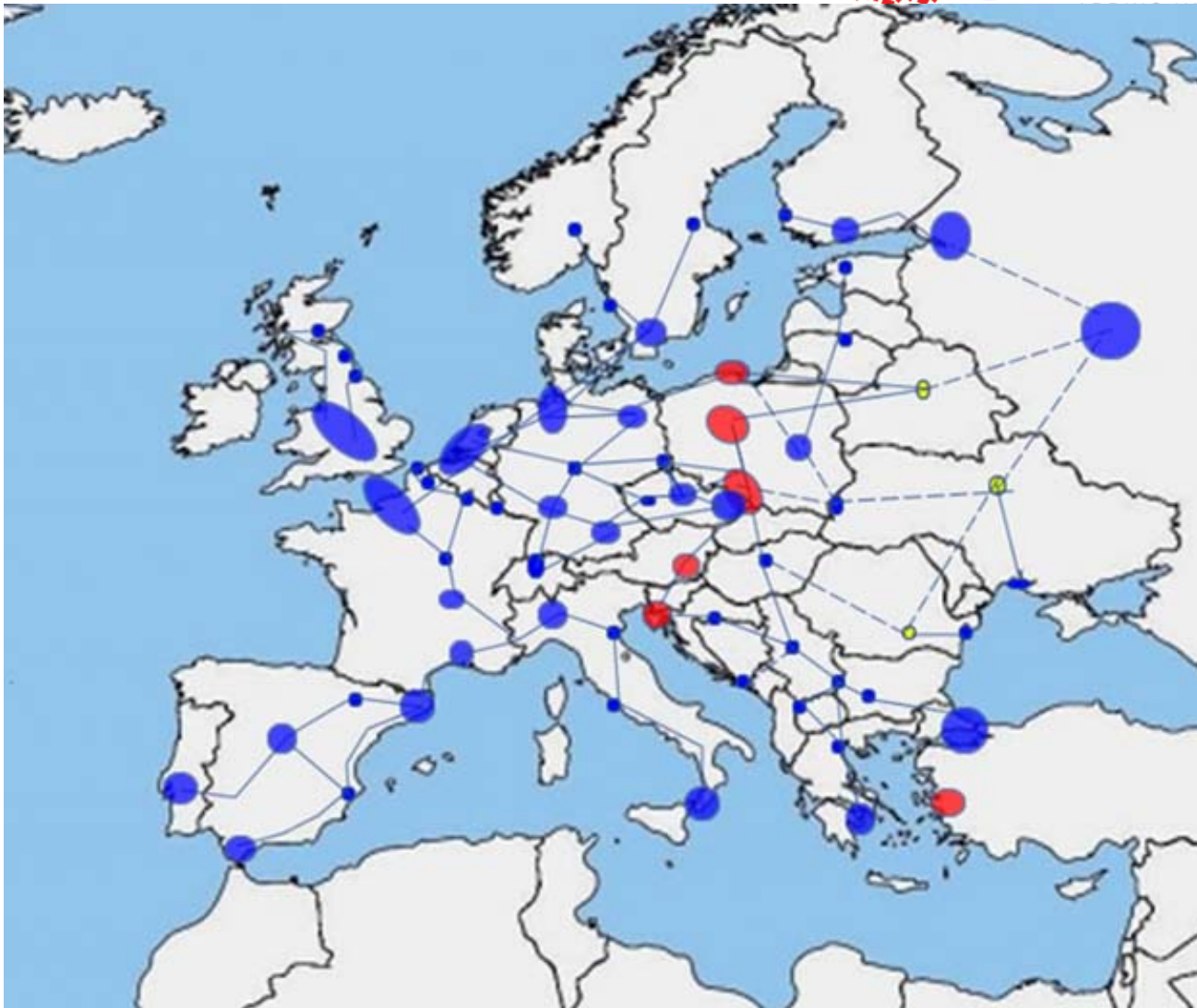
Cluster for Logistics  
**Luxembourg**  
a.s.b.l.

ADDING VALUE IS THE KEY

**Logistics Business Forum**

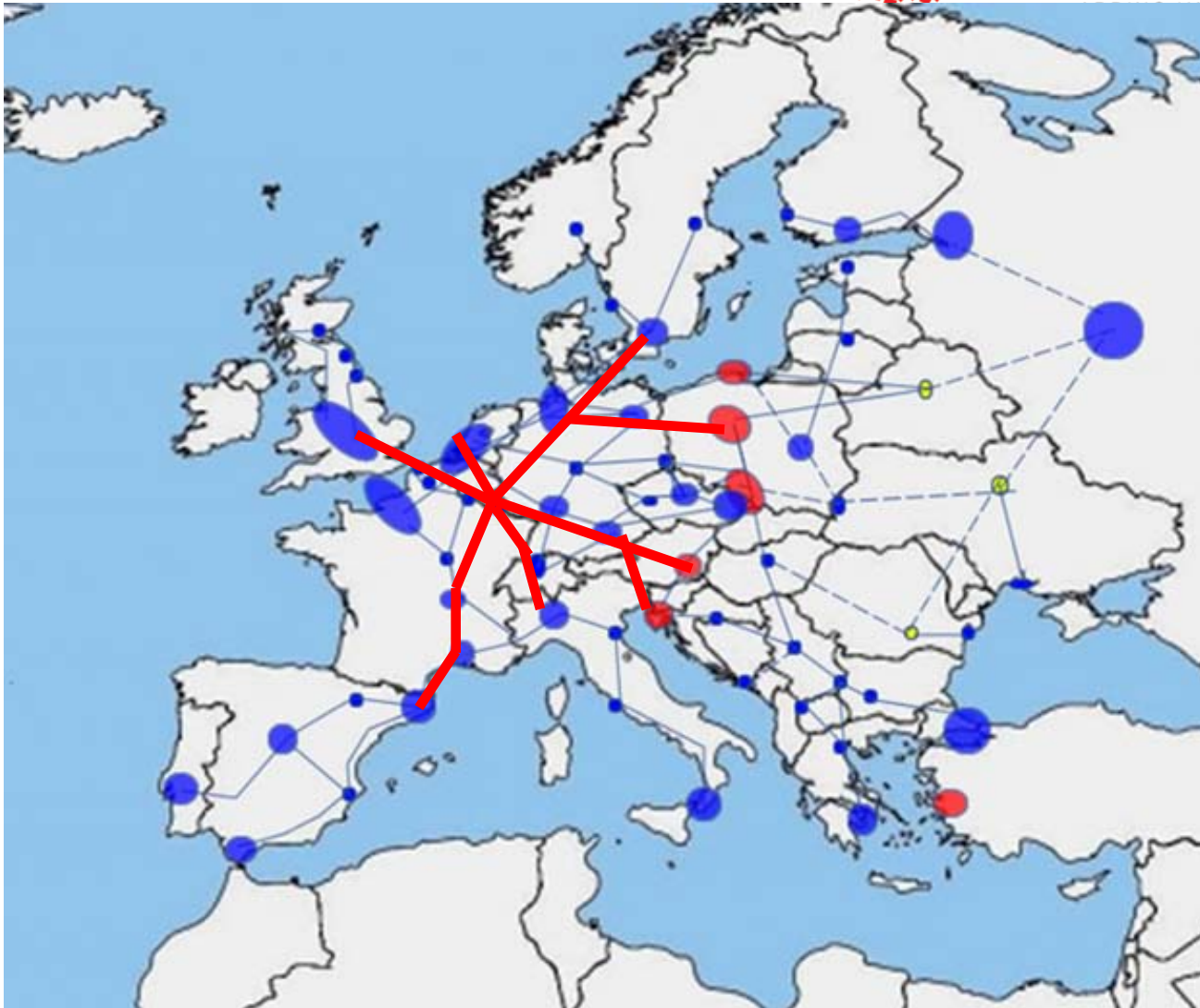
**2013**

## Distribution center in 2020



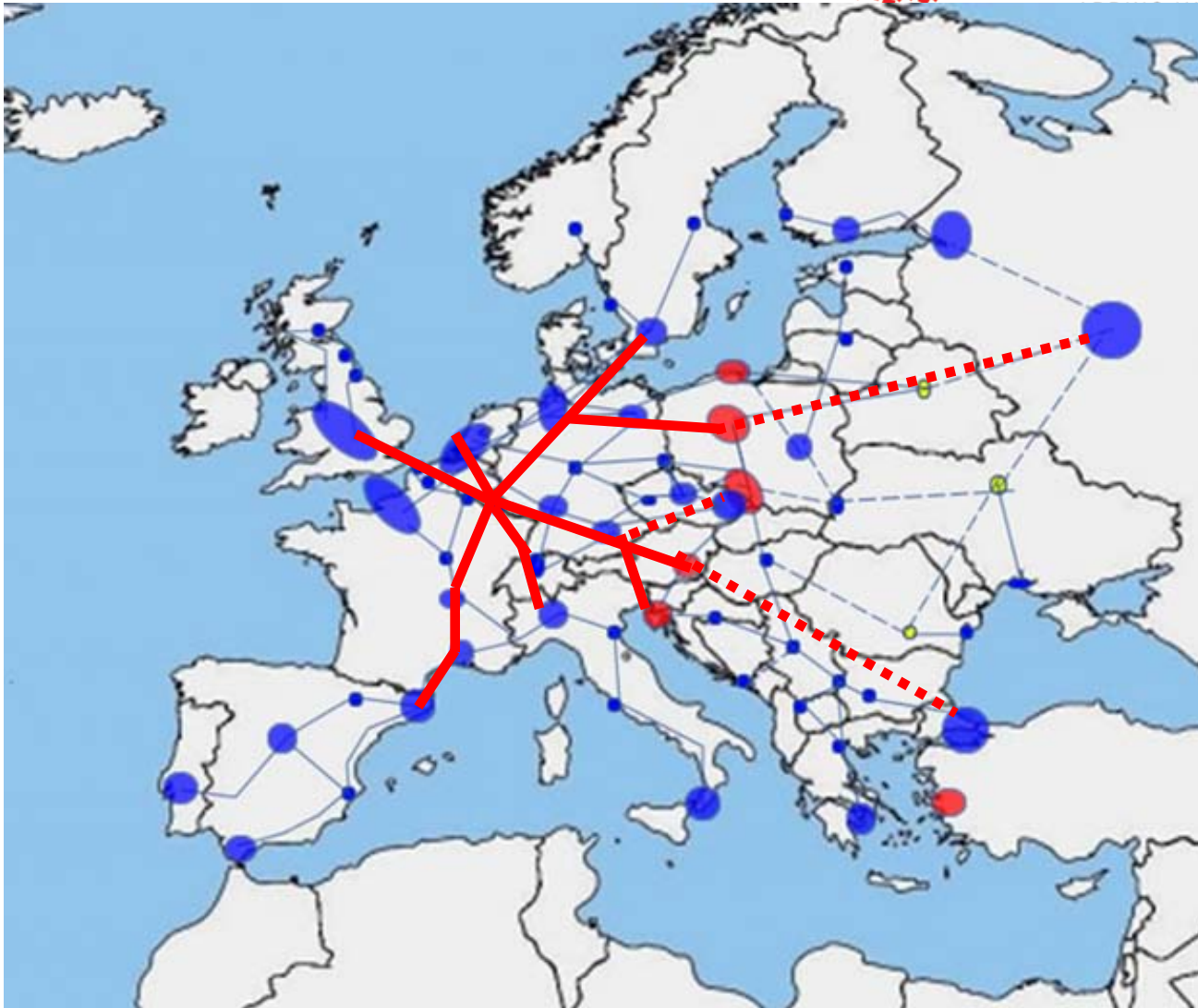
Source: ITMMA

## Distribution center in 2020



Source: ITMMA


## Distribution center in 2020



Source: ITMMA

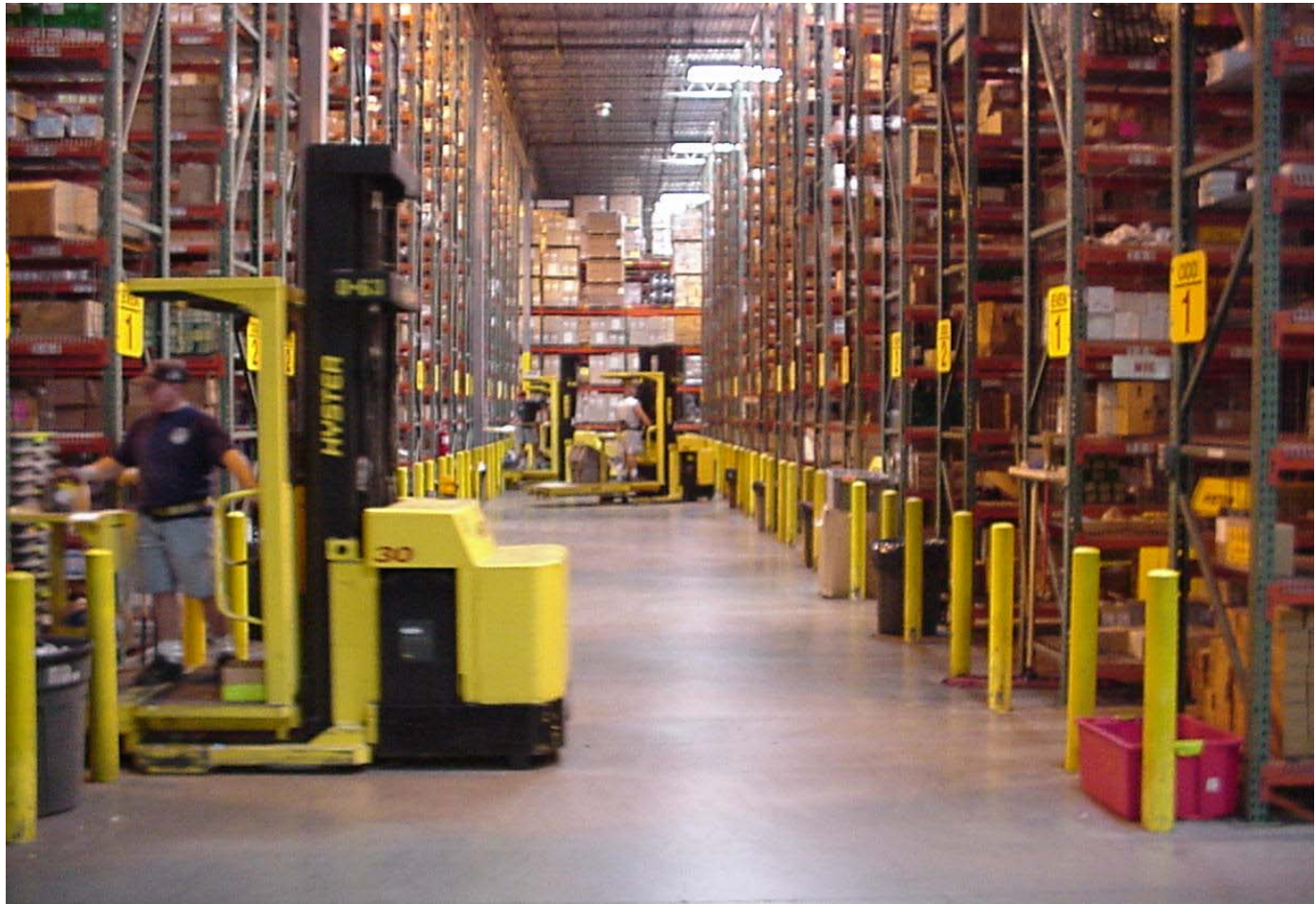


## Targets for Luxembourg as logistics hub:

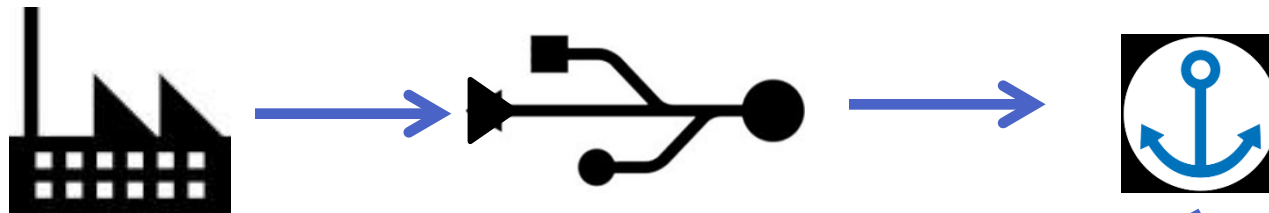
		Supply chains	
		Yes	No
Flow management	Yes	4 PL providers Manufacturer	4 PL providers Manufacturer
	No	3 PL providers	

Product specialization  5

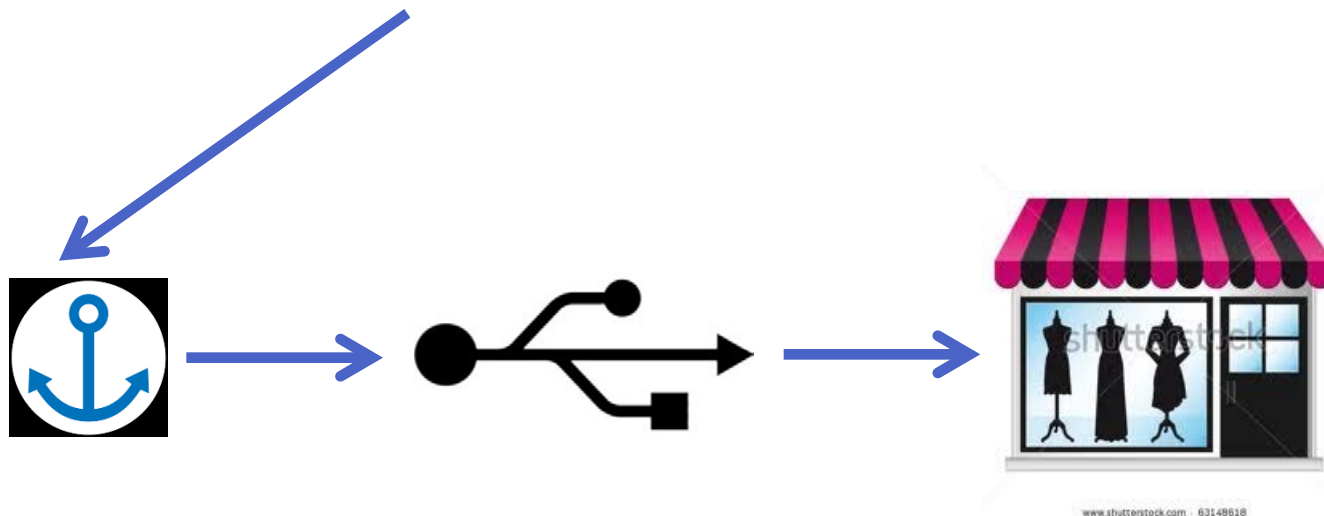
## Supply Chains



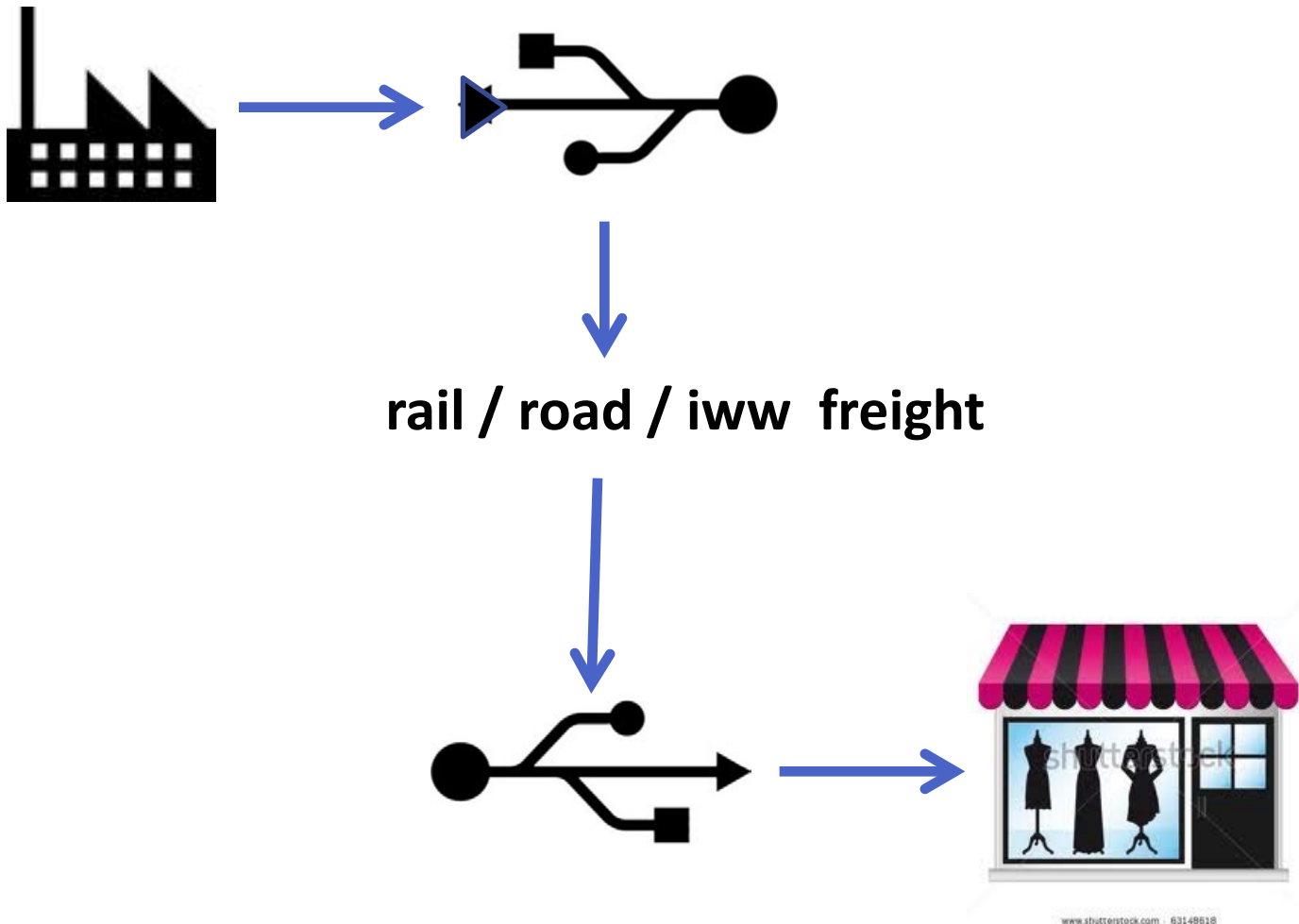
## International Supply Chains



**Sea freight / Air freight**



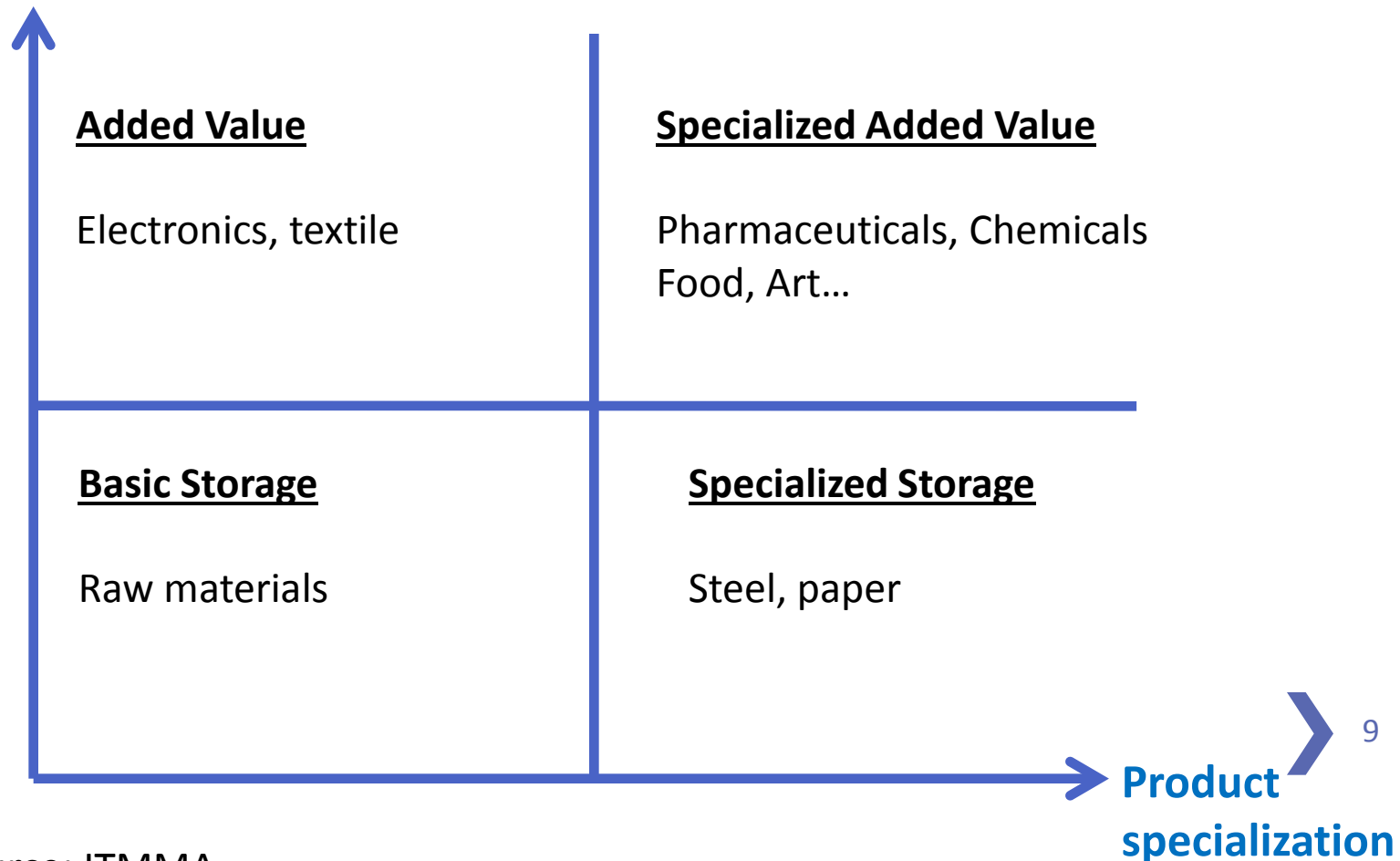
## European Supply Chains





## Added value logistics services

Added Value

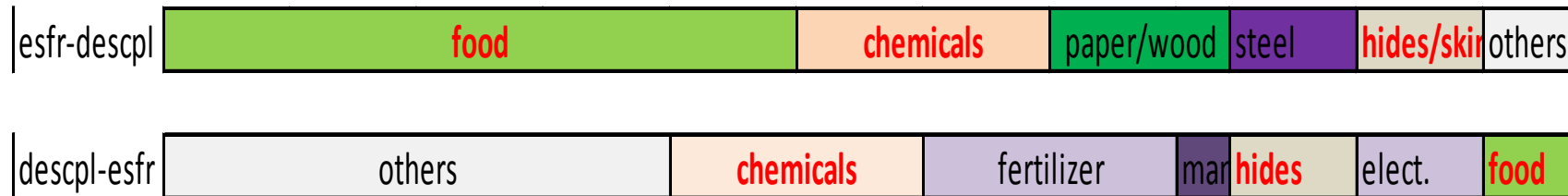


Source: ITMMA

# Specialized products for future developments

- Corridor 1 France and Spain <-> Germany, Scandinavia and Polen

## Feature products:



## Expansion products:



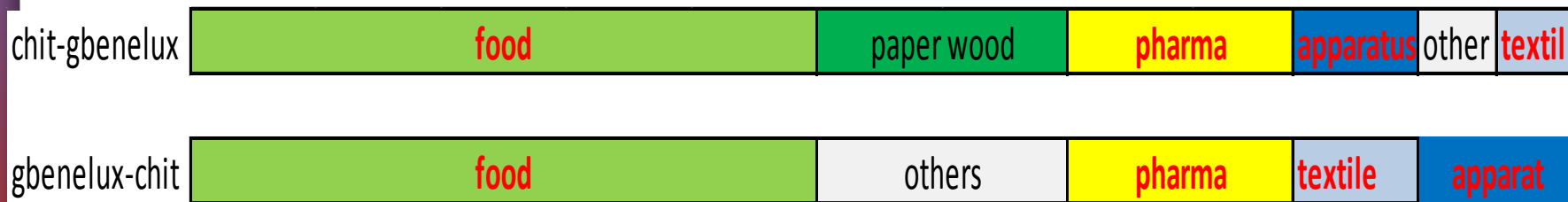
# Specialized products for future developments

- Corridor 2 from Belgium, Netherlands and England to Switzerland and Italy

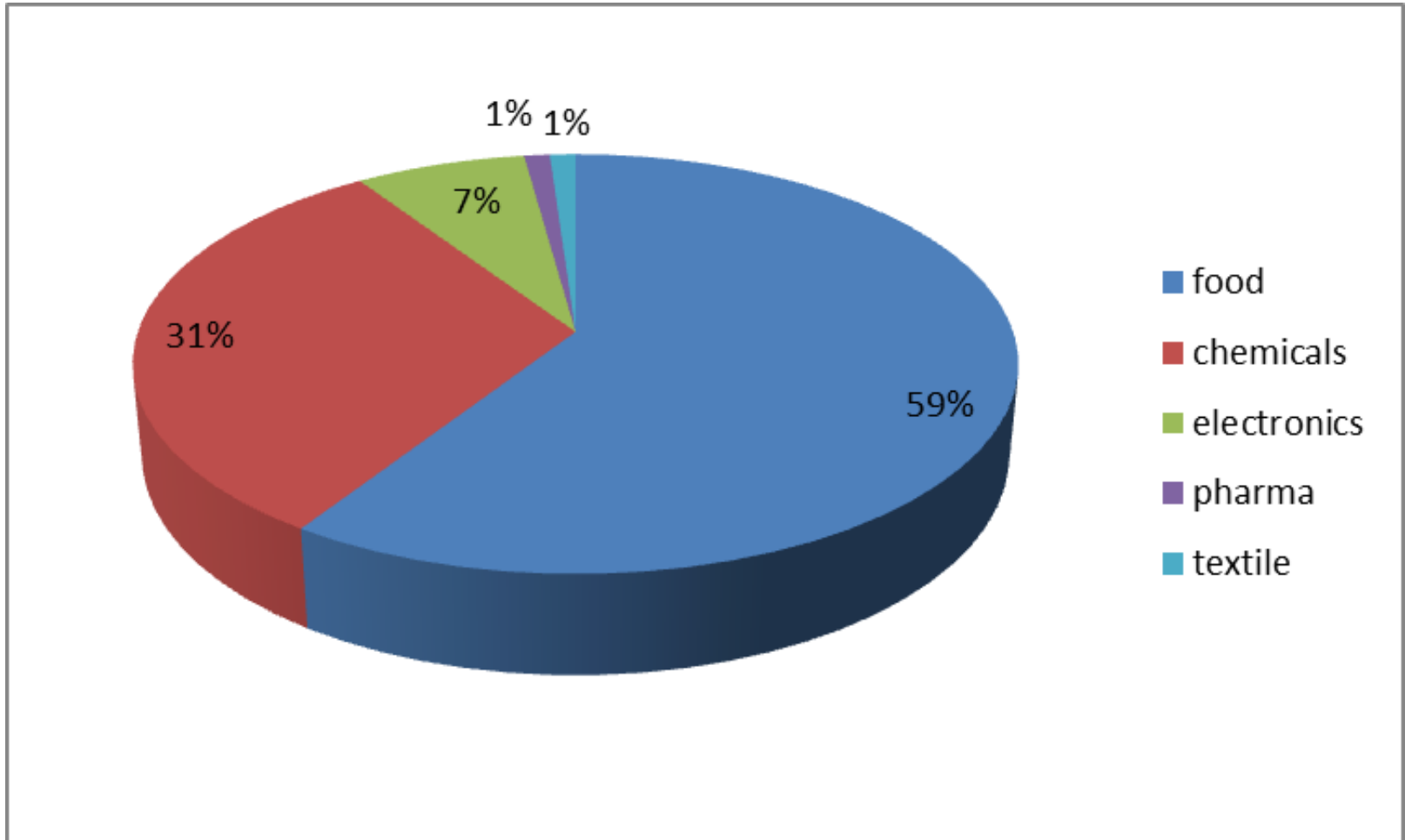
## Feature products:



## Expansion products:

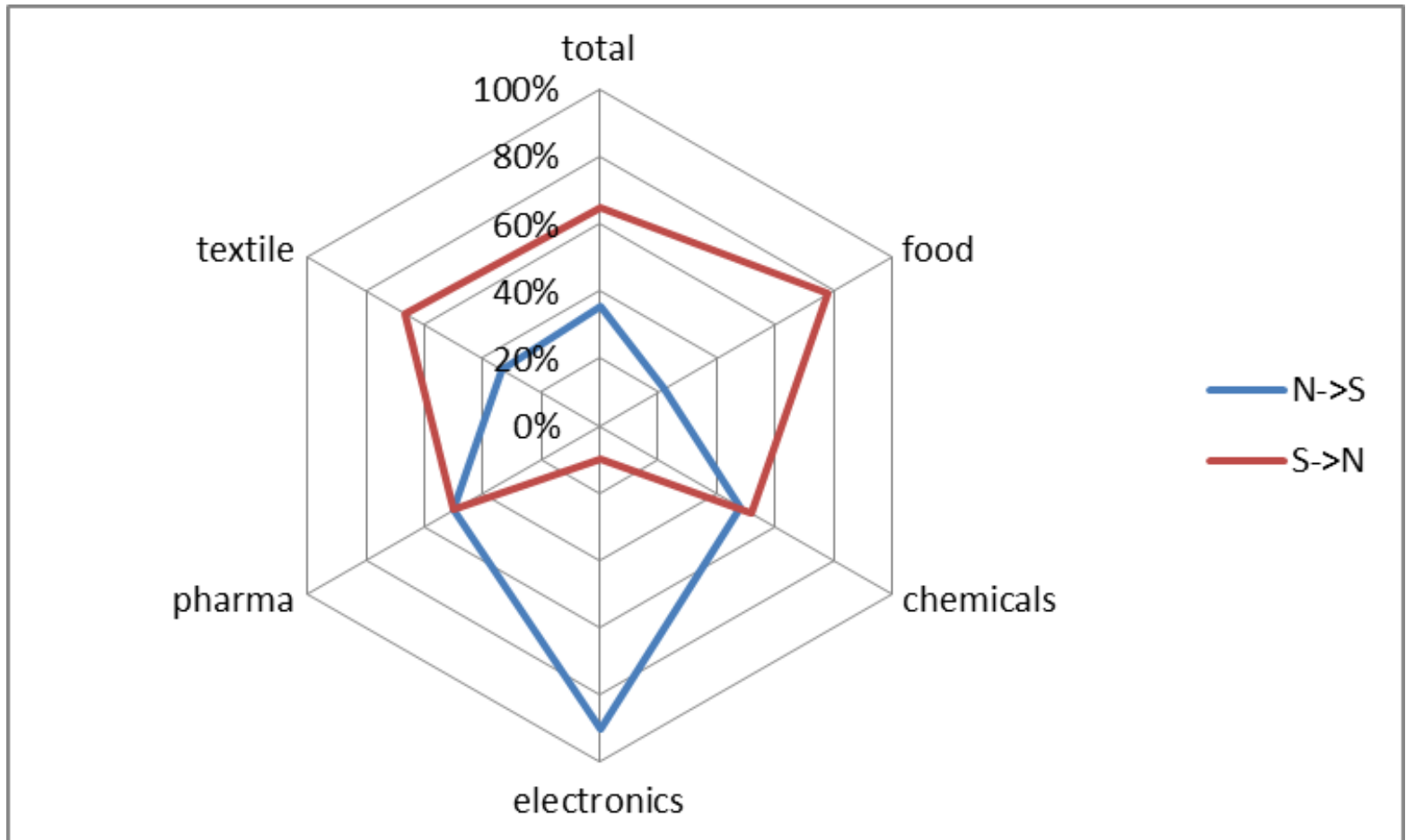


# Specialized products for future developments





# Specialized products for future developments



## Specialized products for future developments

### Criteria's for the development of value added logistics services in Luxembourg:

- Specialized products in niche activities
  - High quality and security requirements
  - High level of infrastructure costs
  - High level of logistics competence
  - High level of value added services
- 
- **low risk of location change**
  - **high level of profitability**

## Flow Management



## General requirements for an international flow management center

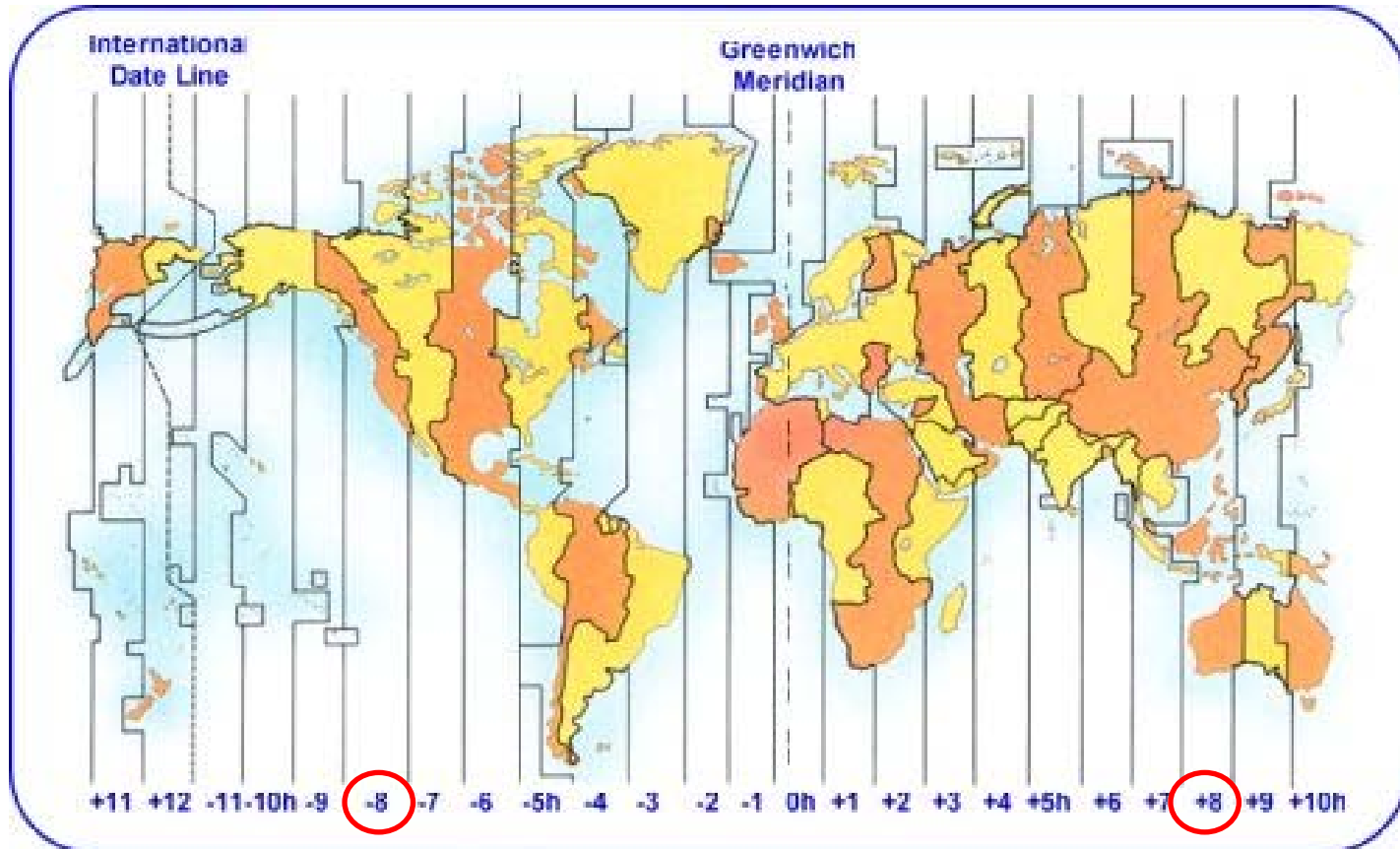
Criteria	Business	Private
• Political and legislative stability		
• Financial and tax friendly environment		
• Free zone status		
○ no requirement for local partner		
○ unrestricted movement of funds		
• attractive tax and living standard conditions for staff		
○ taxation		
○ residential areas		
○ international schools		
○ medical services, ok		
○ cultural and leisure offer		
• regional talent pool		
• short time to set up a company in Luxembourg??		



## General requirements for an international flow management center

Criteria	Business	Private
• Political and legislative stability	✓	
• Financial and tax friendly environment	✓	
• Free zone status	✓	
○ no requirement for local partner	✓	
○ unrestricted movement of funds	✓	
• attractive tax and living standard conditions for staff		
○ taxation		✓
○ residential areas		✓
○ international schools		✓
○ medical services, ok		✓
○ cultural and leisure offer		✓
• regional talent pool		❖
• short time to set up a company in Luxembourg??	❖	

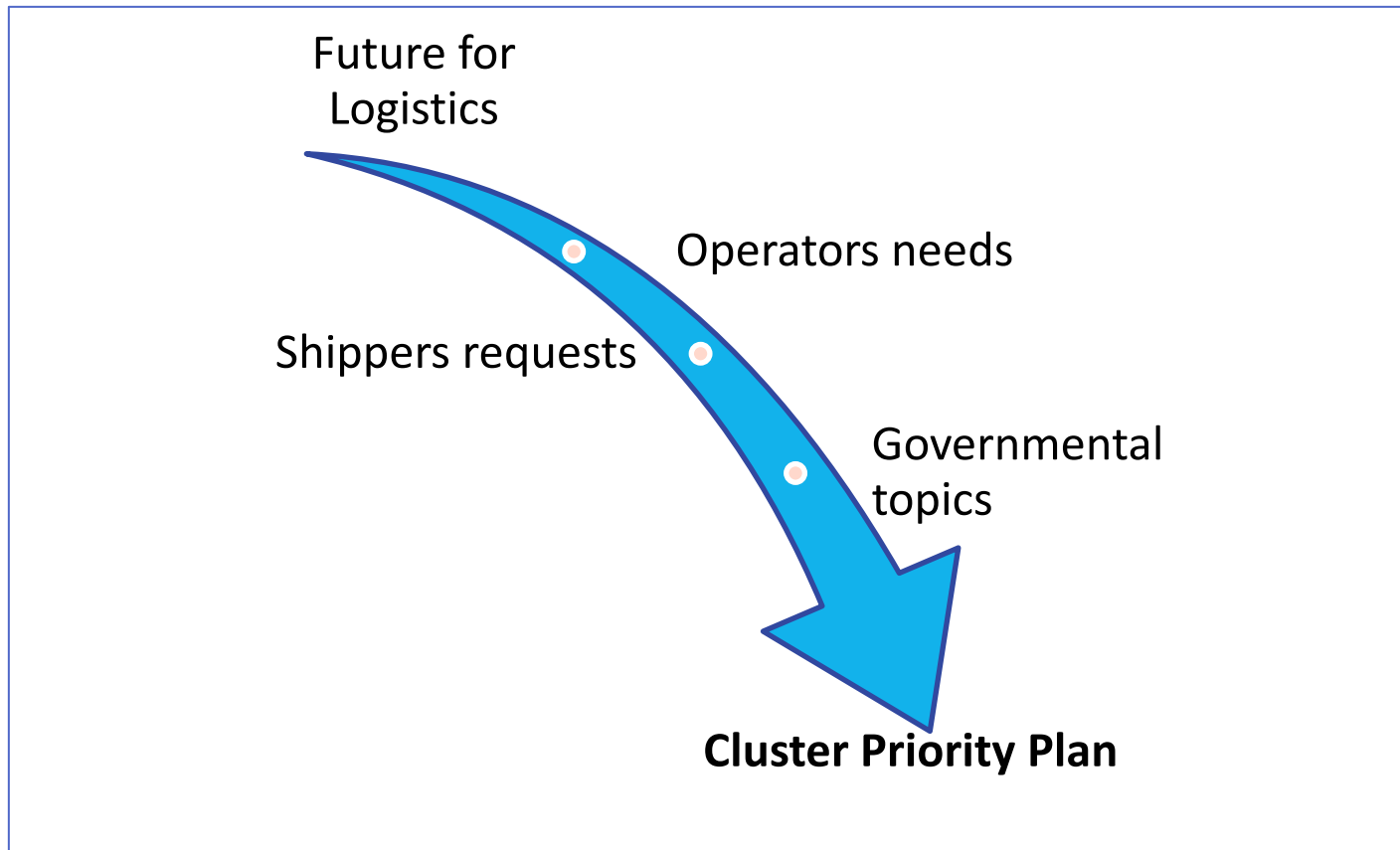
# Additional requirements for an international flow management center



## What the Cluster can do :

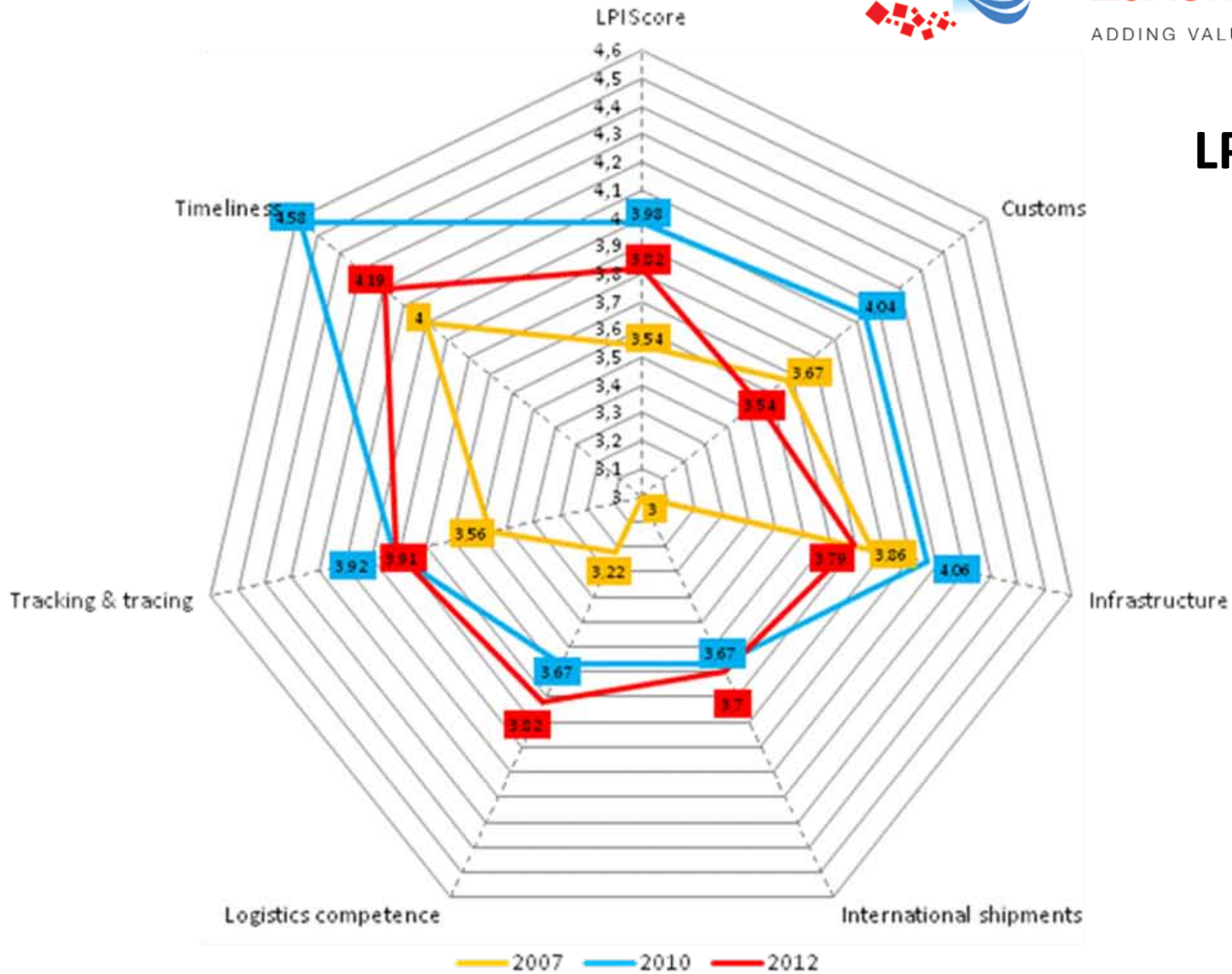


## The plan





# LPI Indicator 2014



**LPI Rank :**

**5**



**15**

# Customs



Top priority	Status
Reduce the cost of trade documentation by sending the data for automated processing to the various authorities	On going
Set up agreements on lead times in terms of administrative processes	2014
Develop an E cargo manifest	On going
Build up secure trade lanes with international partners	2014

# Infrastructure



Top priority	Status
Available warehouses with small surfaces should be available for short term projects or the start-up of long term projects.	2014
Launch new rail-road lines	Done & on going
Promote LNG powered trucks for regional and urban deliveries	Study in 2013

# International shipments



Top priority	Status
Develop partnerships with ports and inland terminals	On going
Pooling of freight inside a regional and urban delivery network	Study in 2013
Install a legal regime of 4 month work time account (“période de reference”)	Benchmarking in 2013
Exempt the logistics sector form the obligation of a “Plan d’organisation du travail”	Benchmarking in 2013



# Logistics competence



Top priority	Status
Implement a “technicien” level education for operational and operational linked staff.	On going
Implement a “BTS” level education for middle management staff.	2015
Develop specific training for white collar jobs in the middle management	On going
Develop specific training in niche activities	On going

# Tracking & Tracing



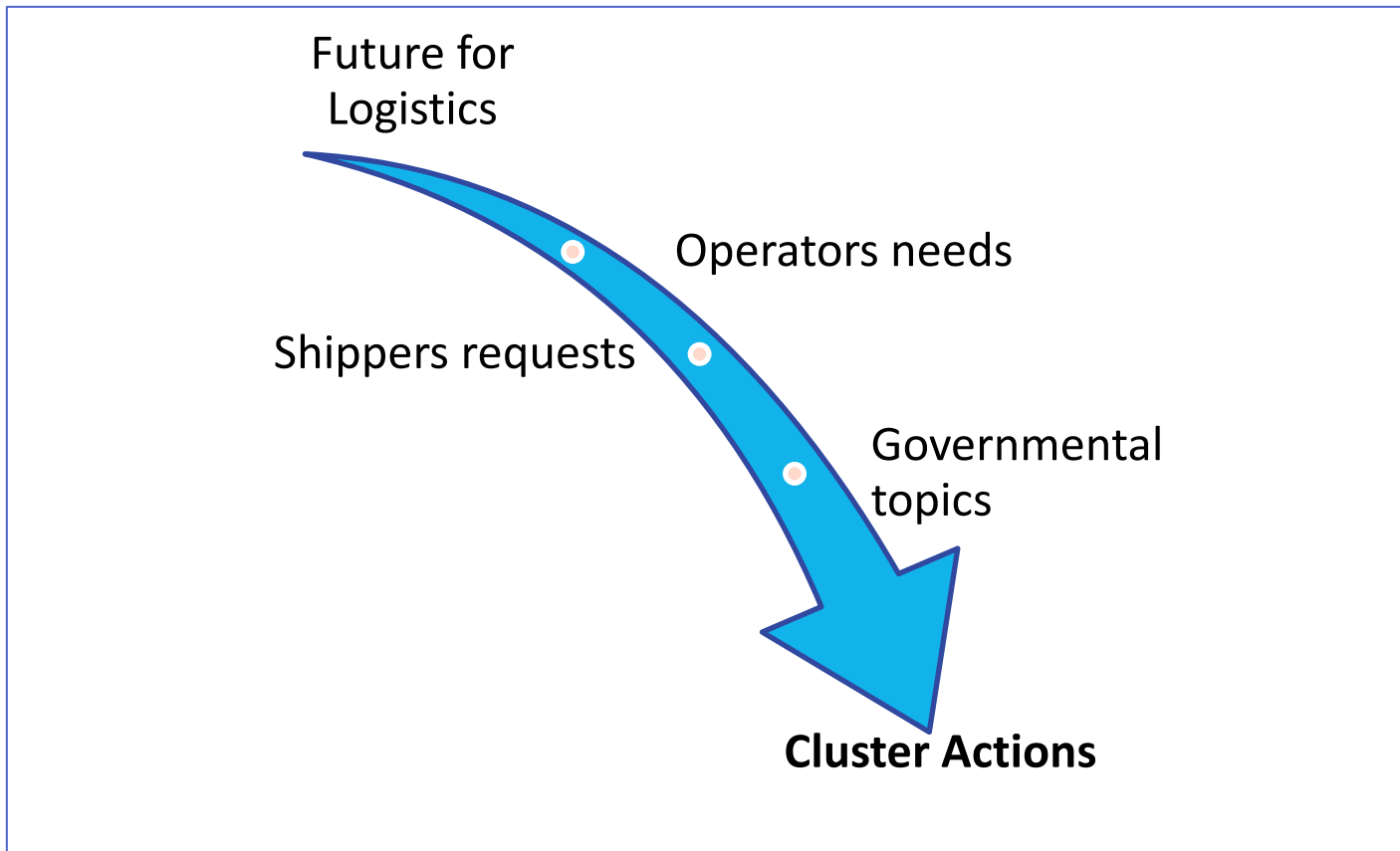
Top priority	Status
Improve organization and service of governmental administrations linked goods clearance	On going
Develop interfaced IT tool to guarantee end to end track and trace	2015
Extend the single window solution to the cargo community network	2015

# Timeless



Top priority	Status
Fine-tune the existing night curfew to make it more flexible	On going
Become a part of the extended gateway of the seaports	2014-2015
Use E cargo manifest to increase speed	On going

## The actions



# Logistics study Commerzbank 2013



## Main required adaptations in the economy regarding the financial crises:

Topic considered as very important	In %
Consider the future economic growth as very limited	88 %
Develop business outside the Eurozone	85 %
Limit raise of wages to stay competitive	68 %

# Logistics study Commerzbank 2013



## Main constraints in international business

Topic considered as very important	In %
Long terms of payment	58 %
Complicated legal regulations	64 %
Cultural and linguistic barriers	39 %

# Logistics study Commerzbank 2013



## Perception of German Logistics companies in the international evaluation

Topic considered as better than the competitors	In %
Quality and security	75 %
Logistics services	73 %
Innovation	71 %
Marketing	40 %
Cost	15 %



## Quality & Security

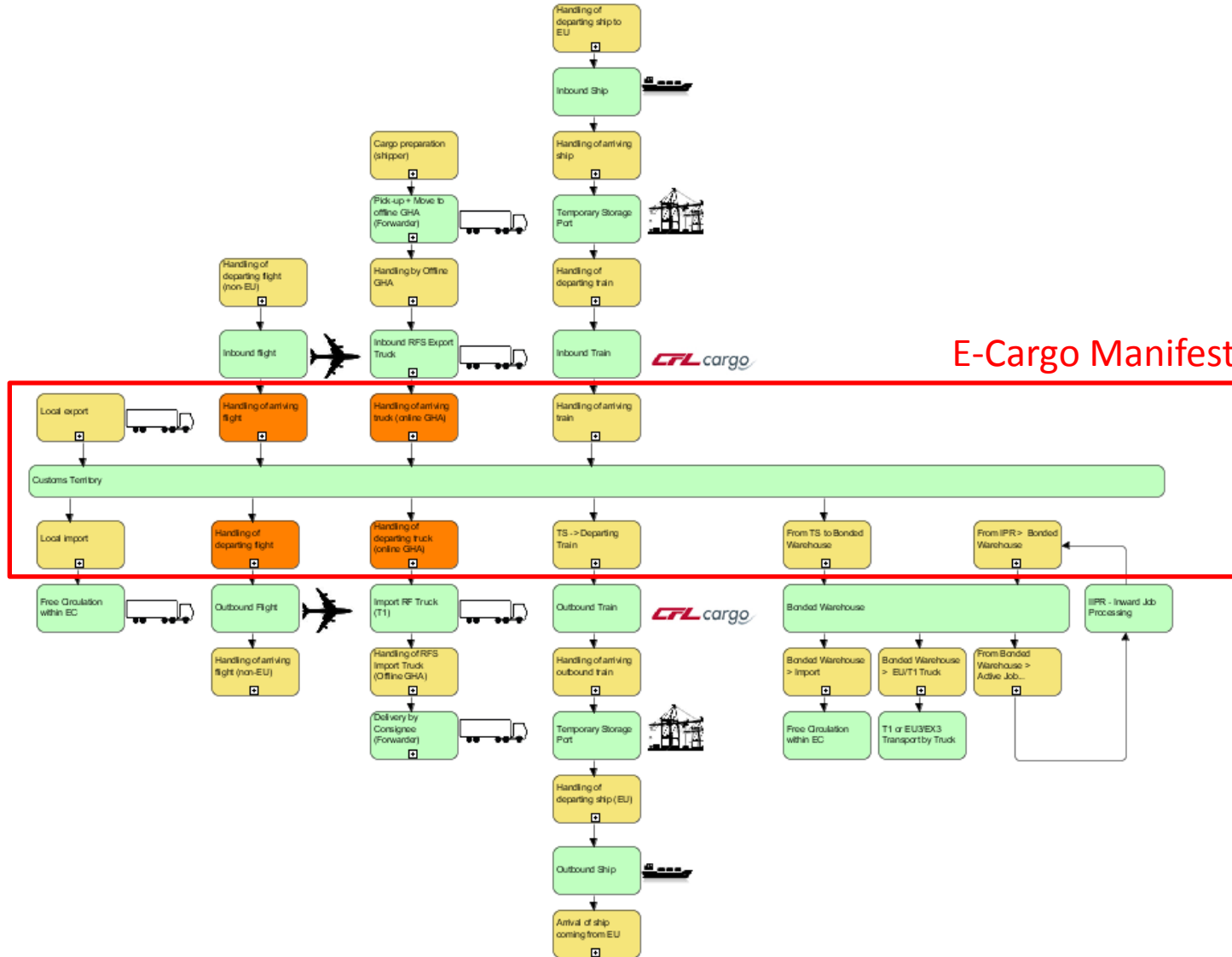


### Workgroup SWL

→ Paperless E-cargo manifest demonstrator ready,  
implementation with customs in 2013



# E-Cargo Manifest



E-Cargo Manifest

## Quality & Security



### Workgroup SWL

→ Paperless E-cargo manifest demonstrator ready, implementation with customs in 2013

### Workgroup Education

→ the groupe curriculaire for the technicien en logistique has been launched this month

### Lifelong training

→ Access to a large range of training courses via the BVL Chapter Luxembourg



## Logistics services

### Logistics Academy

→ A thematic conference around logistics best practice will be organized once per year

- Multimodal transport
- Security in supply chains
- Optimization of logistics processes
- IT in logistics
- ....



# Innovation

## Innovation conference

- A first conference around logistics will be organized October 10<sup>th</sup> together with the CRP Henri Tudor and Luxinnovation. The conference will have two subjects linked to innovation in Logistics:
- Innovations in ICT
  - Innovative concepts in urban logistics



## Matchmaking for companies

**Together with the Chambre de Commerce the Cluster will continue to organize international matchmakings events for its members.**

**The focus will be oriented to direct bilateral commercial contacts in relation with the targeted products and markets for the development of the logistics hub.**



## Competitiveness

**Together with the CLC and FEDIL the Cluster will assess the actual situation related to the**

- **Période de référence**
- **Plan d'organisation du travail**

**and benchmark the national situation with our main competitors.**







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**2013**