



Brengt alles samen.

# **Session II: Logistics and Supply Chain Issues and Solutions**

**Leipzig, 17 May 2010**

- Moderator:
  - Joost van Doesburg (policy advisor Air Cargo at EVO - the Dutch shippers council)
- Speakers:
  - Dr. Alexander Gediehn (Product Manager Air Cargo and Intermodal Solutions at Siemens AG)
  - Thomas G. Kraus (Managing Director S.A.T. Sea-Air Transport GmbH)

- Is the shipper welcome in the TIACA family?
- A free membership for shippers
- Will the air freight sector listen to us when we are members of TIACA or do we need to listen to the sales pitch of the agent?

- Why can't a shipper book directly?
- Is it really impossible to produce transparent rates?
- Why are our partners in the supply chain involved in illegal price fixing investigations?

# Solutions

- Dutch shippers will create a bookingsportal and ditch agents
- All-in rates no surcharges
- Cartel participants must be punished

# Discussion topics

- How does technology change the role of players in de supply chain?
- Do consolidations in the forwarding industry impact the position of the handling companies in a negative way?
- E-freight and Cargo 2000 are great systems to improve and monitor the processes, but why is the enthusiasm in the chain low?
- Multimodal transport is for a lot of governments the magic word in the race towards sustainability. But what does it add to the supply chain?