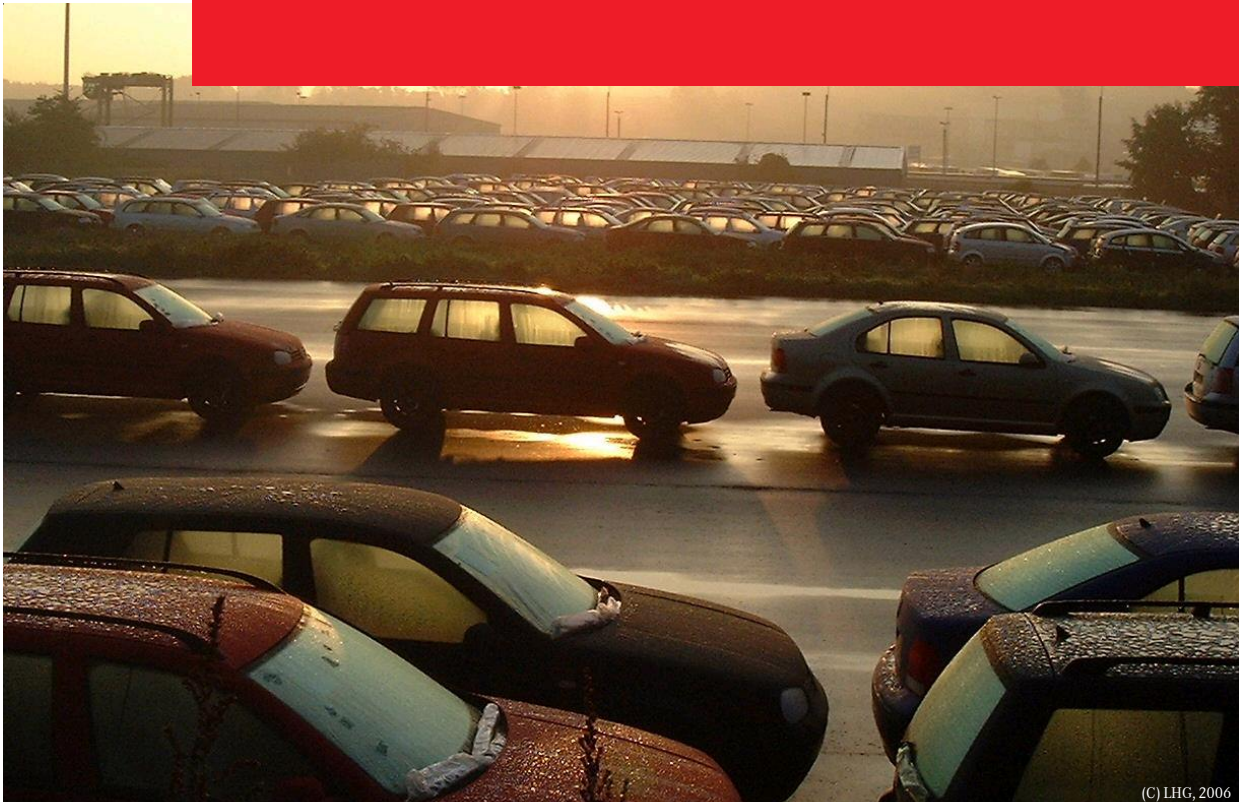


# Finished Vehicle Logistics



# Finished Vehicle Logistics

Largest ferry port in Europe  
 : multimodal transport :  
 network logistics : 27 million  
 tonnes annual dock turnover  
 : 400,000 tonnes annual  
 inland waterway turnover :  
 125 sailings per week to 25  
 Baltic Sea ports : 35 block  
 train connections per week :  
 situated on the A1 autobahn  
 and at the start of the A20  
 Baltic autobahn – just some  
 facts which underline  
 Lübeck's position as the  
 leading logistic hub on the  
 German Baltic Sea coast.

125 weekly sailings to more than 25 ports ensure that all major finished vehicle compounds in the Baltic Sea region (see map below) are regularly served from Lübeck – making it the ideal location for outbound finished vehicle logistics.

Building on these facts, Lübeck offers a wide range of untouched business

opportunities for the finished vehicle logistics industry in the Baltic Sea region. This includes the establishment of ...

- a dedicated *Pre Delivery Inspection Centre* for importing into Germany and Central Europe, offering value-added services such as cleaning, customizing, de-waxing, quality inspection, painting or storage in compounds.
- a *Refurbishment / Renovation Centre* for used cars from leasing or rental companies as well as from private dealers being exported via Lübeck. In addition to the services offered by a PDI Centre additional services might include cleaning, expert opinions, fleet management or general refurbishment.
- a regional *Vehicle Hold Centre* which enables the manufacturer to ship fast moving models at the shortest possible intervals while slow-movers can stay at the hold centre to make use of the most economical shipping opportunity.
- a *Vehicle Processing / Distribution Centre* shortening delivery times from the manufacturer to the dealer by consolidating shipments at ports with a high frequency of sailings. The North-South shipping volume at Lübeck is higher making export transport from Lübeck an economical alternative to dedicated transports via North Sea ports.



These are just examples of business opportunities we would like to develop

together with you – to the benefit of your operation and to make Lübeck a leading location for value-added services in the finished vehicle supply chain.

Analysing Lübeck more deeply will reveal advantages for all partners of the finished vehicle supply chain, including vehicle manufacturers and importers, dealers, leasing and rental companies as well as logistic service providers. The following facts might help you to consider Lübeck as the ideal location for your business.

## Why Lübeck?

We know that the finished vehicle industry is under considerable cost pressure. And of course, increasing productivity while maintaining and increasing the service level is the key to success. Some arguments which might help you identify the investment potential

Lübeck offers to your specific business include:

- With more than 125 weekly sailings, the ports of Lübeck offer the highest frequency of liner services in the Baltic Sea region. This high frequency keeps shipping costs down compared to locations with lower frequencies.
- Destinations served from Lübeck include all major finished vehicle compounds around the Baltic Sea.
- Lübeck offers ample space in direct neighborhood to the major ports including the Skandinavienkai in Travemünde where 370,000 m<sup>2</sup> commercial space have been made available to the logistic industry.
- Lübeck has a tradition in serving the finished vehicle logistics industry including the availability of skilled labour to carry out value added services.

- Nearly 170,000 new vehicles are shipped via Lübeck annually. To increase this number, we simply want your investment.

Apart from the cost pressure we are aware of the trends towards shorter contracts between shippers and logistic service providers making long-term investments a challenging decision.

The ports of Lübeck have seen a steady growth of traffic due to considerable investments into the port infrastructure over the last years. This ensures that today's investments in Lübeck are secure over the long term – even longer than contracts between shippers and logistic providers.

To confidentially discuss how Lübeck can contribute to your business success, please get in contact with us.

