

## Dear client, and all those interested in logistics,

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For logistics specialists such as ourselves, the Internet has a particular effect upon our daily work. We all benefit from the speed of the global network and from the possibility of being able to access a virtually unlimited pool of information. This is also not least from where our logistics-server<sup>®</sup> benefits. It bundles data from the most diverse sources and converts them into valuable information that you need for your daily work, in order to synchronise the information flow with the materials flow within cross-company logistics chains.

The Internet does not just affect the way that supply chain partners work together, but indeed changes our understanding of how to quickly access targeted information in order to learn about the trends and background information that affect our specialist work. At the moment, there are specialised information platforms being developed on the Internet that comment upon B2B communication at expert level across diverse topics. This does not yet refer to the adaptation of the exciting concept of Web 2.0, but to

specialised topic focus of the information platforms on the Web. Such a focus is currently taking place, supported by the Federal Logistics Association (BVL) at logistics.de. This information portal offers a wide overview of all relevant details of logistics. Accordingly, we committed ourselves to founding the "Competence Center SCE – Supply Chain Execution". We see it as our responsibility to provide the necessary information platform that is deserved in an area which is becoming ever more important in many companies. We are not just the only people that see it this way, because all participants who stepped forward with advice and support on the information portal were immediately enthused by this idea. Take the opportunity of visiting the Competence Center SCE site regularly and seeing what is affecting the sector and consequently all of us in the field of supply chain execution.

Best regards,

Oswald Werle

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## INTERVIEW COMPETENCE CENTER SCE

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**Today, inet-News is publishing a condensed version of the electronic interview between Oswald Werle, CEO of inet-logistics GmbH, and the Competence Center logistics.de. In the course of this, Mr. Werle reports upon the development and current projects of inet-logistics, as well as upon his expectations from the new Competence Center SCE – Supply Chain Execution that he has jointly participated in founding.**

**logistics.de: Where are the challenges in the SCE area?**

**Oswald Werle:** The next 10 years will see 'cross company networking'. End-to-end processes along the supply chain conceal enormous potential for cost reduction. Optimisation in the SCE area will make it possible to reduce inventory costs by 20 % and process costs by up to 40 %. This is where tried and tested best-of-breed SCE solutions will prevail. Apart from that, short implementation times with high quality are decisive. In this way, savings can already be realised within one year. We implement and network complex SCE solutions with our customers' ERP systems within 3 to 6 months.

**logistics.de: How would you define the USPs of inet-logistics?**

**Oswald Werle:** The USP of our standard software logistics-server® is its scalability and the ability to integrate all products. At the moment, we are the sole provider of an integrated Web-based solution that covers transport, loading device and freight cost management. In the case of individual products there are various competitors, but none that compare with our complete

solution for Supply Chain Execution. A key aspect in the differentiation of our solution is the consistency from strategic through tactical transport planning and on to daily tour and route optimisation.

**logistics.de: Give us an example of an SCE project.**

**Oswald Werle:** We are working on many exciting SCE customer projects. Here we are helping our customers to sustainably optimise their procurement and distribution processes, including challenges in loading device management. Results are a noticeable reduction of transport and process costs and improved transparency in terms of the sustained stability and controllability of the supply chain. A reduction of 20 % in transport costs can be achieved by sustained transport planning, as well as seamless freight cost control. All projects are managed using a proven process model, the so-called 'inet Supply Chain'. With this, we can guarantee meeting deadlines and cost prerequisites at high quality.

**logistics.de: What do you expect from the logistics.de competence network?**

**Oswald Werle:** I anticipate an intensive exchange of information and views between visitors. What is also interesting is the presentation and discussion of best-of-breed processes and solutions.

**logistics.de: Many thanks for the interview.**  
Read the full interview at [www.logistics.de](http://www.logistics.de)

## CUSTOMER NEWS

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**faurecia**

### **Faurecia henceforth manages loading devices by logistics-server®**

**Faurecia Autositze GmbH, a worldwide operating automotive supplier for car seats with headquarters in Leipzig, has launched a project for the optimisation of the loading device management at the production location (BMW-plant) Leipzig due to the significant rise in articles and loading devices which was brought about through the introduction of the new BMW 1 Series (up to now only BMW 3 Series).**

The complex material flows place high demands on the efficient control of loading device transactions within the logistics network. More than 50 suppliers, more than 50 lorries per day, more than 1,500 containers per day (pallets, lattice boxes, corlettes) and more than 1,600 articles in total – distributed between more than 60 different loading devices and components – are the key data.

Here, the web-based solution suite logistics-server® by inet-logistics with its solution loading device management gets employed. By using of the logistics-server® complete transparency over loading device stocks and transactions is achieved whereby loading device processes can be streamlined while the process quality gets improved at the same time. It is also possible to assign the costs for loss and breakage accurately to the responsible person.

### **PostLogistics is relying on RFID for loading device management**

**Together with project partners, inet-logistics is realising new loading device management at PostLogistics for roll containers fitted with RFID tags. This order is one of the largest RFID projects in Switzerland and is to be implemented by the end of 2008.**

PostLogistics owns some 45,000 roll containers for the delivery and collection of parcels from post offices, distributions bases and commercial customers. Since detailed information on the use and working life, as well as volume flow, reserves and additional requirements is currently not available, planning and controlling the roll containers is not possible.

The PostLogistics management therefore decided to lay down the foundation for an efficient management of the roll containers. Over the coming months, roll containers that are fitted with an electronic identification system based upon RFID technology will therefore be used at three parcel centres (Daillens, Härkingen, Fraunfeld), as well as at the 49 distribution bases and branches all over Switzerland.

inet-logistics won the order to realise central controlling and user applications with its standard software product 'loading device management'. The software works on the basis of the functions of inventory and accounting management, which permits administration of the roll containers down to individual ID level. Functionalities such as maintenance intervals by ID, length of use, movement levels or maintenance and repair processes can be automatically traced. Apart from

movement history by individual ID and the current inventory data, reporting function for longer-term evaluations of movements, inventory courses and special functions are available.

## EVENTS

### «24. Logistik-Dialog»

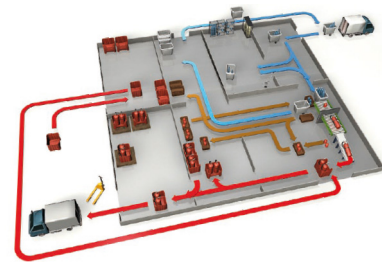
Once again this year, inet-logistics will be present at the BVL Logistik-Dialog event in Vienna from February 28 - 29, where the theme will be:

**Do climatic changes and depletion of resources force us to rethink in the logistics industry?**

Visit us on **stand 26**.

### «inet-logistics RFID-EVENT»

Together with our partner IMG, our RFID event will take place on April 24, 2008 at the openID-center in Dortmund (IML).



### Practical applications of RFID in container management:

*Decision bases and exchanges with users*

The event will feature:

- Reports from practical experience
- RFID live "hands-on" at the openID-center
- Answers to your question from specialist experts and users.

Make a base for your decision upon the deployment of RFID in your company and benefit from this opportunity for comprehensive information. Apply today!

Find out more information about our events on our website at:

[www.inet-logistics.com/en/events.html](http://www.inet-logistics.com/en/events.html)