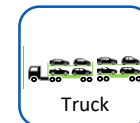
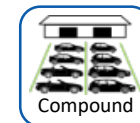
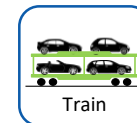




The Association of European Vehicle Logistics

Capacity Working Group

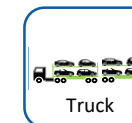
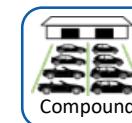
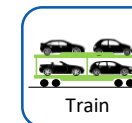
Christian Lang





Background

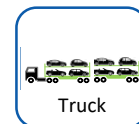
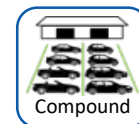
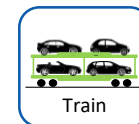
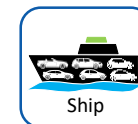
- The Capacity WG was established at the ECG Industry Meeting on 15 October 2015 in Vienna between the ECG Board members and OEMs
- Currently it has ca. **40 members**, including ECG Members and OEM representatives
- Co-chairmen: Christian Lang (DB Cargo) / Manuel Medina (SEAT)
- Three strategic areas:
 - forecasting, alignment and commitment
 - information, technologies and transparency
 - empty mileage, capacity exchange and mapping flows.



Project Caesar



- Improving Forecast Quality for Finished Vehicle Logistics by introducing a toolbox of 'good practices'
- The ECG Board funded external expert support to facilitate the project - ICDP and Stetter Consulting were contracted for the first phase



Procedure



Phase 1 – Design Phase

- Status quo process
- Interview of 6 x OEMs and 6 x LSPs
- Assessment of the FVL forecasting scenario

ECG toolbox for forecasting

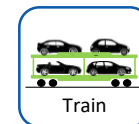
Phase 2 – Pilot Phase

- Several OEMs and LSPs agreed for a trial period to test and validate the developed toolbox on a specific route or region over 3-4 months
- Pilot phase validated the developed toolbox

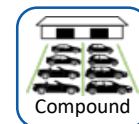
ECG standard



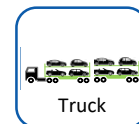
Ship



Train



Compound



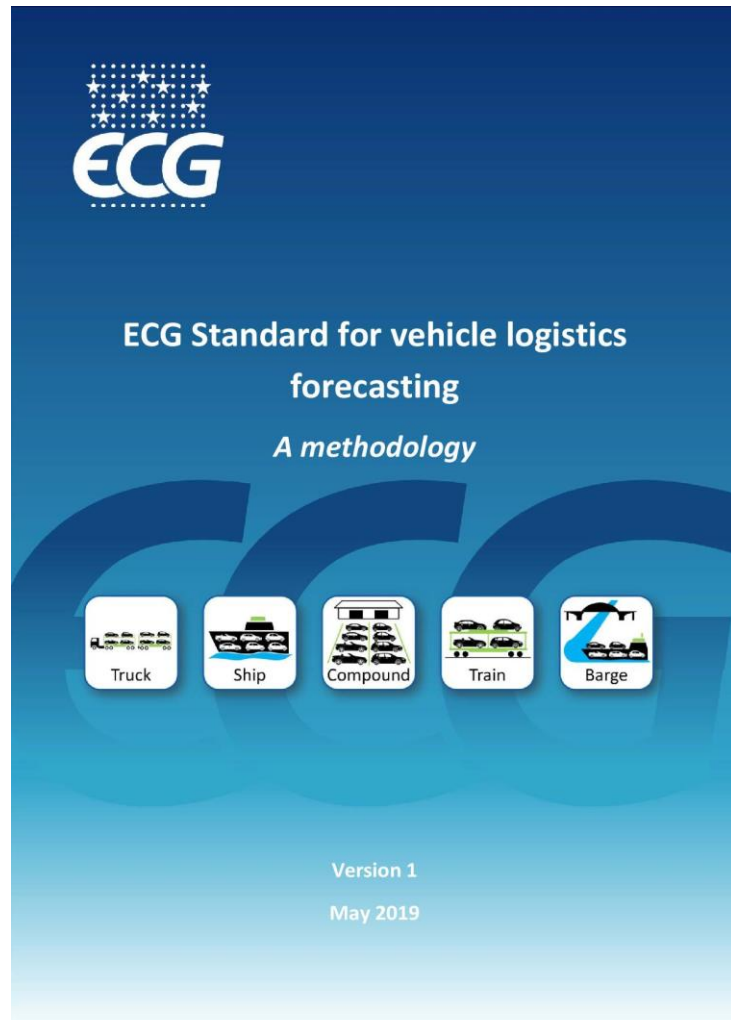
Truck



Barge



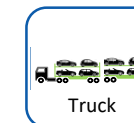
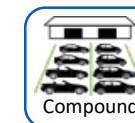
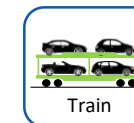
Project Caesar – Final Standard



ECG Standard for vehicle logistics forecasting *A methodology*

Draft 1


Presented at the Industry meeting on 16 April 2019



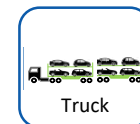
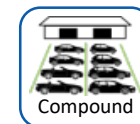
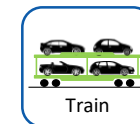
Standard– Key Elements



- Sales forecasts vs **delivery forecasts**
- **Resources** and **expertise** in delivery forecasting
- **OEM** internal consultation & planning (sales, logistics, production)
- Target percentage of **flexibility**
- Delivery forecasting by **route**
- **Continuous improvement**
- **Share** costs and risk



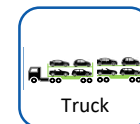
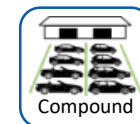
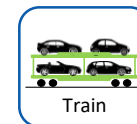
Presentation
of one of the
pilots
tomorrow!



Next Steps



- Published ECG standard can be used in individual LSP – OEM negotiations / discussions
- Please send comments / feedback to ECG office
- Capacity Working Group: Further procedure and topics will be discussed in the Industry Working Group in October. Please send us your wishes & Input!





The Association of European Vehicle Logistics

Thank you for your attention

Questions?

