

General Assembly & Spring Congress

22-23 May 2025
Cascais, Portugal

President's report

Wolfgang Göbel

Remembering Robert Lohr



ECG's growth in the past year: 200+ companies representing over 90% of the FVL sector in Europe

New Members



New Partners



Year in review



April 2025 Update

US Charges on Chinese Built/Owned Ships at US Ports



USA LIBERATION DAY

RECIPROCAL TARIFF UPDATE

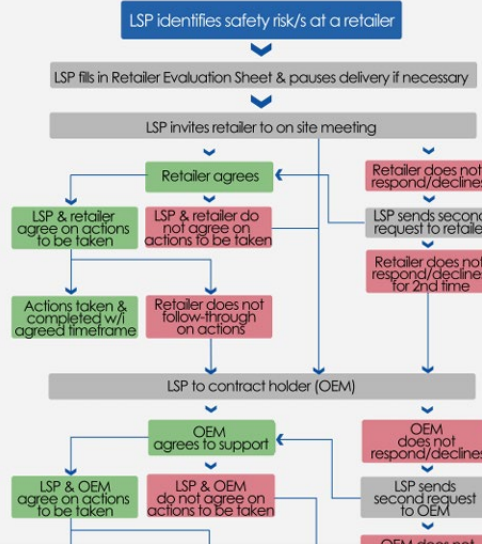


New Pure Car & Truck Carriers
PCTC increase across global waters

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Retailer Delivery Escalation Process



The challenge of moving cars by rail

Rail already plays a critical role in ensuring new cars can be moved out of automotive factories effectively. But many of these flows are short distance and driven by space limitations in auto plants, and rail struggles to compete with road for longer distance auto flows. Maria Eriksson explains how a new partnership is seeking to boost its role.

There is a story about an industry within an industry. The increased of newly assembled cars by rail is often hindered by conflicting quality reviews and priority...

There is considerable potential for enhancing both the efficiency and productivity of rail transport' Frank Schelle, Executive Director, ECG

Policy FREIGHT INNOVATION

'There is considerable potential for enhancing both the efficiency and productivity of rail transport'

Frank Schelle, Executive Director, ECG

28 truckloads-worth of vehicles can be carried by one block train

The aim of ECG's Rail Initiative is to identify ways to enhance rail use and boost its efficiency. Prior to the group's formation, the advisory firm Infront Consulting conducted a study that explored the reasons why automotive OEMs did not choose rail transport on a widespread basis.

Wagon shortage According to European NCO Transport



'Regarding standards, we want to provide a railway handbook for all industry parties in which the complex processes of the rail world are well documented. This could include train path orders, train lengths, infrastructure restrictions, transshipment points or loading guidelines', he adds. Sundt explains that freight forwarding and logistics companies work within automotive plants and...



As of 2 April 2025, all visitors to the UK, except British and Irish citizens, will need an Electronic Travel Authorisation (ETA) to enter the country. This requirement also extends to drivers in the Finished Vehicle Logistics (FVL) industry.

News from ECG ECG - 2025-04-02

The Electronic Travel Authorisation (ETA) is not a visa but a digital "permission to travel" for visits to the UK. Travelers must apply for this permission before their trip. ...

Read more >



New Pure Car & Truck Carriers: PCTC increase across global waters.

News from ECG ECG - 2025-03-31

Part 1: PCTC vessels in abundance amid shifting demand ...

Read more >



ECG Business Intelligence: Understanding the US Tariff on EU Passenger Car Exports.

News from ECG ECG - 2025-03-28

On 26 March President Donald J Trump announced a 25% tariff to be applied on imported passenger vehicles sold in the United States of America. ...

Read more >



In a get together at the European Parliament, policymakers, vehicle logistics providers and representatives from ECG - the Association of European Vehicle Logistics.

News from ECG



The Association of European Vehicle Logistics

VDI GUIDELINE 2700 (SHEETS 8, 8.1, 8.2) ON LOADING ON CAR CARRIERS

TRANSLATION OF THE LEGAL OPINION FROM GRAF VON WESTPHALEN



The Association of European Vehicle Logistics

ECG plays a vital role in advocating for our sector and building new partnerships



ECG Conference
Hamburg, October 2024



ECG Dinner Debate
Brussels, March 2025



CALA Conference
Shanghai, April 2025

**Course 18 graduating tonight
Registrations are open for Course 19**





Wolfgang Göbel
President



Mark Hindley
Vice President

ECG Board members 2024/25



Mats Eriksson



**Johannes Alexander
Hödlmayr**



Marc Adriansens



Serge Agneray



Costantino Baldissara



Marcos Duato



Krzysztof Szeligowski



Xavier Vazquez



Neringa Jasiulionienė



Omer Gürsoy



Jørgen Lindgaard



Nikos Paterakis



Frank Schnelle
Executive Director



Andreea Maria Serbu
Senior Manager
External Affairs



Namrita Chow
Business Analyst



Mike Sturgeon
Consultant



Maria Eriksson
Communications
Consultant



Panagiota Sdoukou
Communications & Events
Manager



Jovana Vancevska
Research & Project Manager



Szilvi Kiss
Senior Research &
Project Manager



Alberto Berardi
Administration Officer

Ongoing global and European dynamics characterized by instability and a heightened sense of uncertainty

**Trump 2.0:
US first and tariffs**



**US-EU-China:
accelerating global
competition**

**EU Competitiveness
threatened:
Letta and Draghi reports**



**From EU Green Deal to
Clean Industrial Deal**

**Global and regional
insecurity**



War in Europe ongoing

The automotive sector continues its search for relief in the face of persistent unpredictability

PRESS RELEASE | Mar 5, 2025 | Brussels | 5 min read

Commission boosts European automotive industry's global competitiveness

PAGE CONTENTS


- Top
- Quote(s)
- Related media
- Related topics
- Print friendly pdf
- Contacts for media

The European automotive sector is at **critical turning point**, challenged by **rapid technological changes** and **increasing competition**. To address the changes ahead, President **von der Leyen** in January launched a **Strategic Dialogue on the Future of the European Automotive Industry**, a collaborative and inclusive process designed to tackle the sector's most pressing challenges. The Commission today puts forward an Action Plan, which builds on the Strategic Dialogue, and presents concrete actions that will ensure a robust and sustainable automotive sector and help unleash its innovative power. To maintain a strong European production base and avoid strategic dependencies, we will make available €1.8 billion to create a **secure and competitive supply chain for battery raw materials**, which will help support the growth of the European automotive industry.

'Disastrous': Trump's car tariffs slammed by EU governments and industry groups

Analysts, however, said it was difficult to predict what the tariffs' impact on EU car manufacturers would be – although it will probably be bad.



 **ACEA - European Automobile Manufacturers' Association**

CO2 proposal for cars and vans offers relief, but more action needed to overcome poor demand

With the publication of the amendment on CO2 compliance targets for cars/vans, we are seeing the first major result of the Strategic...

1 month ago



US provides auto industry tariff relief offsets and new limits on stacking duties

By Megan Kelly | 02 May 2025



US president Donald Trump has offered relief to carmakers in the form of tariff rebates while clearing up some uncertainty on tariff stacking.

According to a White House executive order, carmakers can apply for tariff rebates or "offsets" depending on how much of a vehicle and its parts was made in the US.

Most

V Volkswagen AG

Volkswagen Group with mixed start to FY 2025; strong product momentum and focus on cost discipline

The Volkswagen Group has published its financial results for the first quarter of 2025.



en Euronews.com

BMW Group profits plunge but outlook maintained despite tariff impact

The German carmaker reported earnings below the previous year's level but confirmed its financial targets for this year, and said it expects...



JA Just Auto

Mercedes revenue and profit declines in Q1 2025, warns of tariff impact

Mercedes-Benz Group has reported a 7.4% decline in revenue to €33.22bn (\$37.73bn) in the first quarter (Q1) of 2025, ending 31 March,...



FT Financial Times

Porsche and Volvo Cars profits sink as industry reels from Trump tariffs

Profits at Porsche and Volvo Cars fell sharply in the first quarter as the two carmakers warned of the toll on the industry from Donald...



Q1 2025 financial performance of carmakers: Mixed results and declining profits amid tariff pressures and market uncertainty

The EU is easing the burden on businesses by simplifying regulation

EU TAXONOMY



Voluntary
Taxonomy Reporting



Exclusion
from Reporting



Partial Alignment
Reporting



Broader
Harmonization



Flexibility
in Reporting



Simplified Definition
of Stakeholder

CORPORATE SUSTAINABILITY DUE DILIGENCE DIRECTIVE (CSDDD)



Delayed Reporting
Dates



Extended Deadline
for Guidelines



Value Chain
Due Diligence
Limited to Tier 1
Suppliers



Value Chain Due
Diligence Limited
to Tier 1 Suppliers

CORPORATE SUSTAINABILITY DUE DILIGENCE DIRECTIVE (CSDDD)



Delayed
Reporting Dates



No Requirement
for Transition Plan



Delayed
Reporting Dates



Civil Liability
Changes



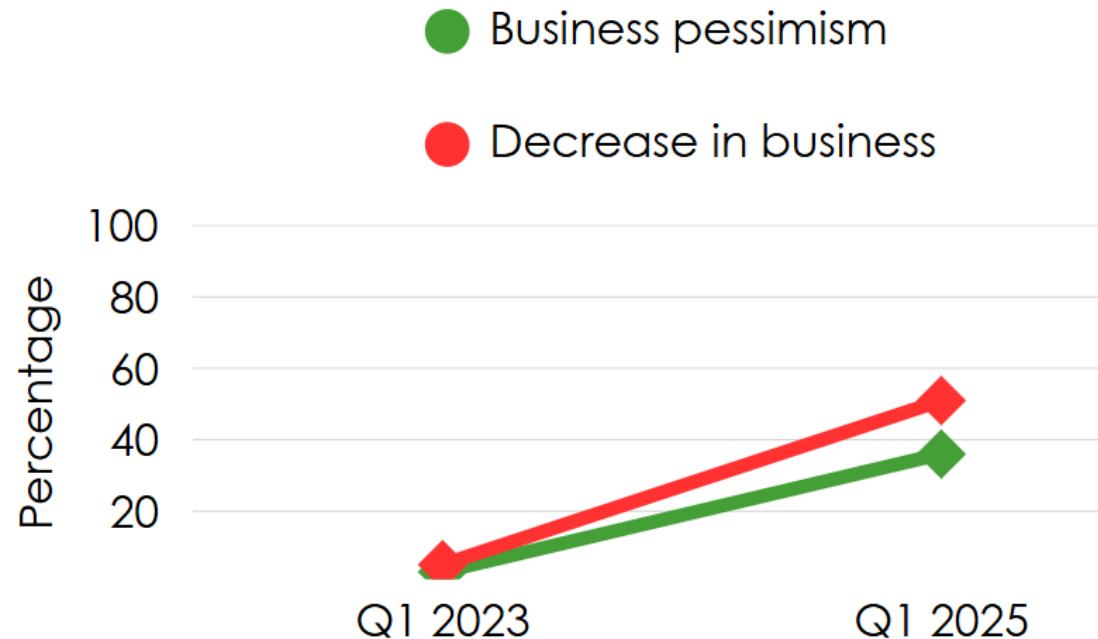
Voluntary
Definition of
Stakeholder



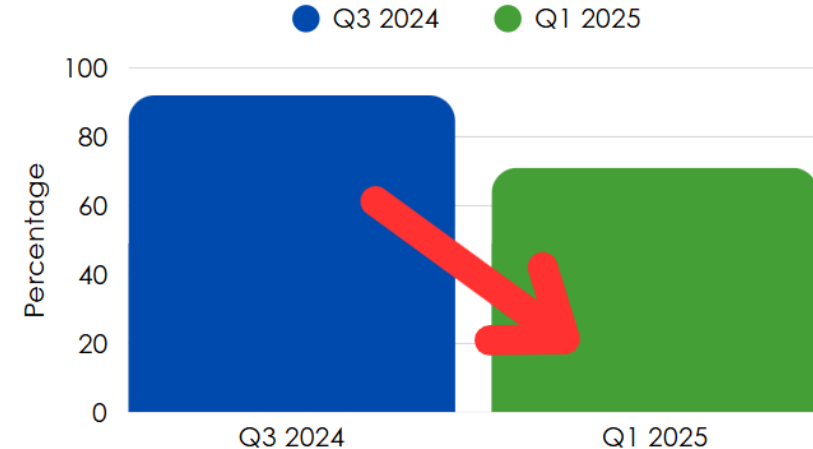
Extended Deadline
for Guidelines

Our sector: insights from the quarterly survey on confidence and costs trends

Market sentiment



Willingness to invest



The vision

ECG is to be the facilitator of **innovation**,
improving the **efficiency** of the FVL market,
promoting positions and creating a **lasting impact** by
influencing stakeholders.

Strategic Objectives 2025 – promoting efficiency in our sector



Green Cost Calculator

1 Current situation of sustainable logistics solutions

Stage
1

Sustainable solutions that are worthwhile for LSP

solved

Solved by the fact that LSPs do not need any further commitment from customers to implement these measures.

Stage
2

Recurring measures that require short-term contracts

solved

Solved by measures like Insetting and Book&Claim that enable short-term commitment from the customers.

Stage
3

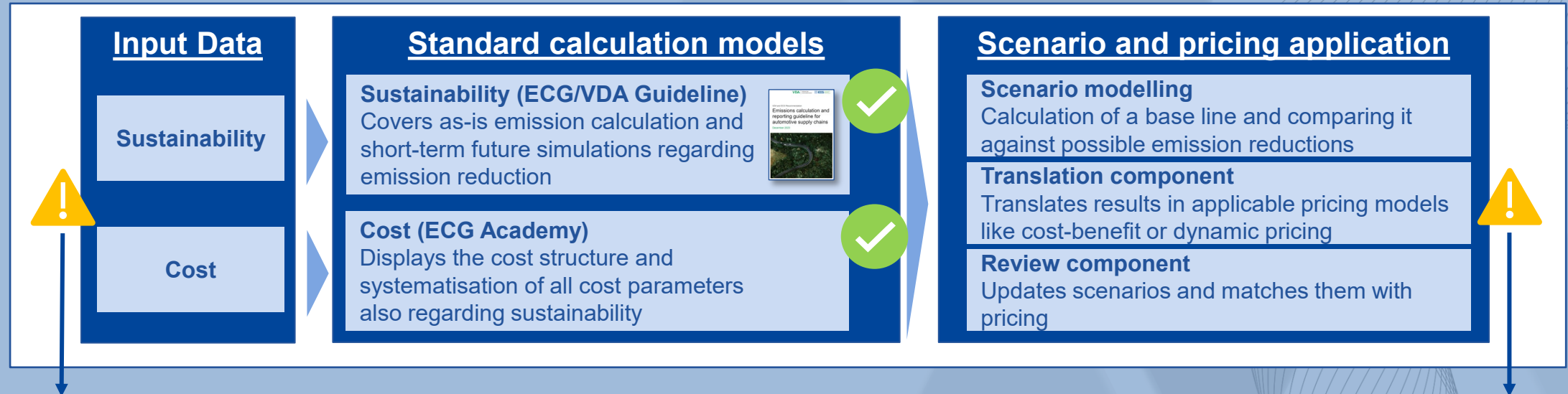
Strategic multi-year measures

Hurdles like **upfront investments**, **amortisation actions by the customer** and **a long-term/ multi-year horizon** can currently not be handled.

Application area of the
Green Cost Calculator

Green Cost Calculator

2 Concept for a solution



Commitment from participants to **share data**

Without primary data the model becomes too **generic**

→ **No trust** in the model and the calculations

The cost calculation of more sustainable logistics solutions must be standardised, and the **initial additional costs** must be **shared between the contractual partners**.

Various pricing models are possible for this, and the most suitable one must be determined.

Only **business relevant components** will initiate a buy in from OEMs
Only a **focus on needed purposes** will lead to a manageable project with an applicable result

Frank Schnelle

ECG Executive Director

Your Engagement Matters

Why ECG surveys matter

Your Voice strengthens your Association

- **Surveys** are your opportunity to **shape** ECG's **direction** and **priorities**
- Your input allows ECG to truly **represent** the **full spectrum** of members
- Feedback helps us to identify **emerging challenges** across the sector

How we gather data at ECG



Making the industry safer - Reducing accidents in FVL

2024 incidents & analysis

APRIL 2025

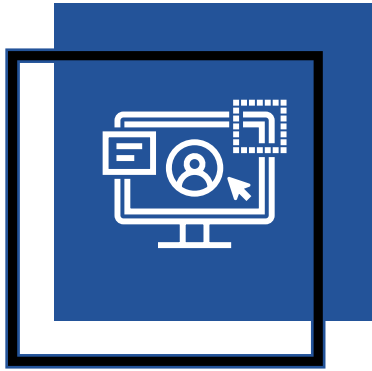


Enhancing Market Data and Insights

Reliable Market Data = Stronger Representation

- Surveys help us back **our positions** with Facts & Figures, not opinions
- Well-supported survey results increase **media visibility**
- **Real numbers** and **real voices** build a trustworthy narrative

ECG Survey website updates



Growing user-base

- 600 users registered on the site
- 8 OEMs subscribed already



Content updated

- S&P Global Mobility forecast data updated twice per year (Jan & July)
- Member data updated once per year
- Dynamic changes possible
- Statistical data update ongoing
- Vehicle models produced updated per factory



New features added

- Most of the content is now downloadable
- Easier navigation



Growing content

- New data points to be added to member pages
- New statistical datapages added
- Further development of the site being explored



START USING IT!

INTERACTIVE QUESTIONS



What sector specific data and insights would you find useful?

General Assembly & Spring Congress

22-23 May 2025
Cascais, Portugal

Reports on ECG activities

ECG China delegation

Namrita Chow, ECG

ECG China Delegation 2025

- **AIM: To build a platform for ECG Members to directly interact with those choosing Europe as a base to sell new cars.**
- **To share European standards and build technical awareness**
- **ECG accepted invitation to the China Automotive Logistics Association (CALA) International Conference in Shanghai -16,17,18 April 2025**
 - **CALA 2025:**
 - 670+ delegates from China & International automotive logistics industry
 - 125+ OEM delegates including FAW, SAIC, DONGFENG, CHANGAN, BAIC, CHERY, JAC, MERCEDES BENZ CHINA, VOLVO ASIA, STELLANTIS ASIA, JLR CHINA, SCANIA CHINA, BYD, GEELY, LI AUTO, GREAT WALL MOTOR, NIO, XPENG, LEAPMOTOR, XIAOPENG, ZEEKR, SERES, AVATR, YUDO, BMW BRILLIANCE, CHANGAN MAZDA, POLESTAR, ROX AUTO, YUTONG BUS, XINGTOU...
 - 45+ ECG Members + Partners (over 60 ECG delegates)

ECG China Delegation 2025

OEM Plant Visit

ECG Quality Manuals
Translated

Port Auto Terminal Visit

EV Battery Swap Live Demo

Introduction to ECG in
English & Mandarin

Automated Multi-Storey
Car Park Live Demo

Networking Opportunities
with Chinese OEMs, LSPs

ECG Members' Informal
Dinner & Discussion

ECG Visits NIO

Monday 14 April

- **NIO Production Plant Tour**
- Automated **Battery Swap Demo**
- Canteen Lunch
- Discussion



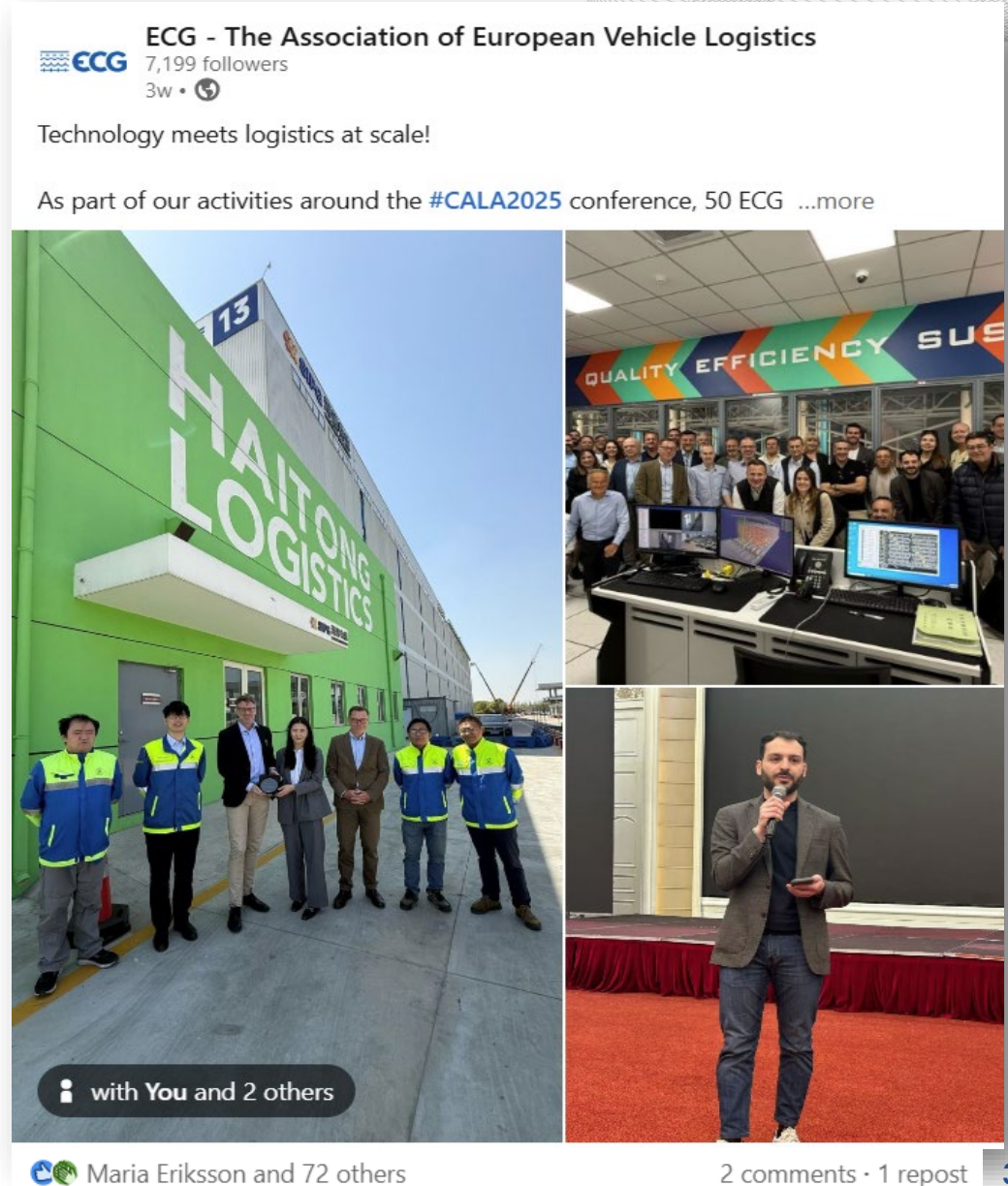
ECG Visits Haitong Auto Terminal

Tuesday 15 April

- Automated **Multi-Storey Car Park**
- Presentation & Q&A
- Live Demo
- Networking Lunch sponsored by Ball System

S.p.A

BALLSYSTEM



ECG Members' Informal Dinner & Discussion

Wednesday 16 April, 6pm

- **67+** ECG Members & Partners attended Informal Dinner & Discussion
- Invited VIP Guests from **Volkswagen** & **Polestar** for informal discussion
- Sponsored by UCM Global & Auto Motion Tech



ECG Shares European Standards

Wednesday 16 April

100+ delegates at **Pre-Conference session**

- ECG shared **translated chapters of Quality Manuals**
- Presented overview of **FVL Rail** in Europe.



ECG at CALA International 2025

Thursday 17 April

ECG & CALA sign **Strategic Agreement** to Strengthen Efficiency in FVL

ECG speaks to the **670+ delegate** to **introduce** ECG and the FVL Europe market.



ECG co-hosts CALA 'Closed Door' Networking Session

Friday 18 April

- **50 VIPs from Chinese OEMs**, LSPs and international FVL community
- CALA Moderated open discussion
 - Chinese OEMs highlight needs
 - LSPs highlight issues/ difficulties/ ways forward
- Informal Networking



ECG will attend CALA 2026

Will you join us?



- Final CALA 2026 Dates Expected by Year End
- Expected April – week of Motor Show
- Location: Shanghai

ECG Business Intelligence

Examples from 2024 & 2025

2024 ECG Business Intelligence Reports



Outlook 2024

War & Peace - Consequences for FVL

2023

2024



EU ESG & FVL

Understanding the EU's Environmental, Social & Governance targets





UPDATE

EU ETS—LIVE FROM 1.1.2024
Issues, Strategies & Ways Forward

EU Fuel Maritime-Can we get the *fuel to fuel* change?!



To View the EU ETS report published in 2023-click [here](#)

Vehicle Exports from China by VOLUME

Year to Date Update
January-December 2023



January-December 2023
4.91 million vehicles exported (CAAM)

China Association of Automobile Manufacturers (CAAM)

January-December 2023
5.22 million vehicles exported (CGAC)

China General Administration of Customs (CGAC)





International Trade

Policies & Protectionism





Moving FVL Trucks to Alternative Fuel

HVO as a stepping stone?



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UPDATE

EU ETS – Maritime
EU ETS – Road

Understanding the Impact on FVL



To View the EU ETS report published in 2023-click [here](#)





Market Update 2024

Mid-Year Outlook



With special thanks to ECG data provider [S&P Global Mobility](#)

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Port Capacity

A Look at Changing Capacity at RoRo Ports in Europe



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2025 ECG Business Intelligence Reports

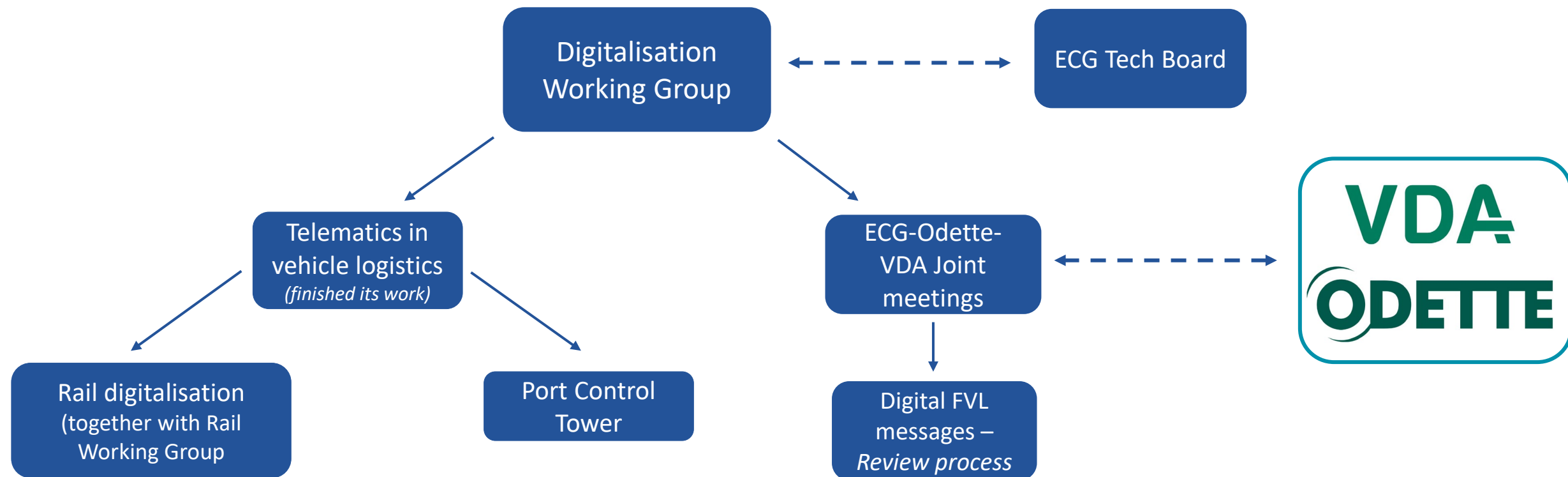


Digitalisation

Jørgen Lindgaard
UECC



Digitalisation WG (DWG) structure



Documents available:

- Digitalisation of Finished Vehicle Logistics (ECG, Odette, VDA)
- VIN labels in vehicle distribution processes (ECG-Odette)
- Digital Vehicle Handover in FVL
- KPIs in FVL
- Connectivity of logistics sites
- Identification of Alternative Fuel Vehicles in the supply chain

Port Control Tower



Concept

- End-to-end control tower concept tested to have visibility of vehicles' ETA to berth in maritime traffic
- OEM, shipping line, terminal and data provider cooperate



Conclusion so far

- Data should come from various sources to be as complete as possible:
 - AIS
 - Port management systems
 - Vessel schedules → Will be looked at in a separate project
 - Human knowledge & skills to link all the data



Next steps

- The POC will end in June 2025
- Lessons learnt will be shared with the industry



NEW PROJECT: Vessel schedule standardisation



Current status

- Schedule of the vessel communicated with Excel sheets or PDFs.
- No single truth for all involved operators and frequent changes to schedules



Purpose

- Standardise vessel schedule formats and sharing
- Focus on schedule and then on cargo
- Use existing documentations



Gains

- Better visibility, transparency
- Port congestion limited
- Forecasts improved

WEEK	DAY & DATE	BRISTOL		MV Auto Aspire		BISCAY		MV Auto Star	
		MV Auto Sun Port	BRI # Voyage	Port	BIS # Voyage	Port	BIS # Voyage	Port	BIS # Voyage
18	Monday 28/04			Portbury	BIS25038				
	Tuesday 29/04					Rotterdam	BIS25033		
	Wednesday 30/04	Pasajes	BRIZ5015	Zeebrugge	BIS25039	Zeebrugge	BIS25033	Santander	BIS25037
	Thursday 01/05			II		II			
	Friday 02/05	Santander	BRIZ5015			II		Pasajes	BIS25037
	Saturday 03/05					II			
	Sunday 04/05							Southampton	BIS25037
19	Monday 05/05	Portbury	BRIZ5015	Le Havre	BIS25039	II		Zeebrugge	BIS25037
	Tuesday 06/05					II		Cuxhaven	BIS25037
	Wednesday 07/05			Santander	BIS25043	Zeebrugge	BIS25033	II	BIS25037
	Thursday 08/05	Pasajes	BRIZ5016	Pasajes	BIS25043				
	Friday 09/05	Santander	BRIZ5016	II		Santander	BIS25036	Southampton	BIS25037
	Saturday 10/05					Pasajes	BIS25036		
	Sunday 11/05			Vigo	BIS25043				
20	Monday 12/05	Portbury	BRIZ5016						
	Tuesday 13/05					Rotterdam	BIS25036	Pasajes	BIS25042
	Wednesday 14/05			Le Havre	BIS25043	Zeebrugge	BIS25036		
	Thursday 15/05	Pasajes	BRIZ5017	Zeebrugge	BIS25043			Southampton	BIS25042
	Friday 16/05	Santander	BRIZ5017					Zeebrugge	BIS25042
	Saturday 17/05					Santander	BIS25040	Flushing anchorage	BIS25042
	Sunday 18/05			Santander	BIS25046	Pasajes	BIS25040		
21	Monday 19/05	Portbury	BRIZ5017	Pasajes	BIS25046			Cuxhaven	BIS25042
	Tuesday 20/05			II					
	Wednesday 21/05					Zeebrugge	BIS25040	Southampton	BIS25042
	Thursday 22/05	Pasajes	BRIZ5018	Zeebrugge	BIS25046	Le Havre	BIS25040	Calais	BIS25042
	Friday 23/05	Santander	BRIZ5018	II					
	Saturday 24/05					Santander	BIS25041		
	Sunday 25/05	Portbury	BRIZ5018	Santander	BIS25047	Pasajes	BIS25041		
22	Monday 26/05			Pasajes	BIS25047			Pasajes	BIS25044
	Tuesday 27/05	Santander	BRIZ5019	II					
	Wednesday 28/05	Pasajes	BRIZ5019			Zeebrugge	BIS25041	Southampton	BIS25044
	Thursday 29/05			Vigo	BIS25047			Zeebrugge	BIS25044
	Friday 30/05	Portbury	BRIZ5019						
	Saturday 31/05			Portbury	BIS25047	Santander	BIS25045	Cuxhaven	BIS25044
	Sunday 01/06			II		Pasajes	BIS25045		

ADDITIONAL TONNAGE				Date
Vessel	Port	Voyage		
				28/04
				29/04
				30/04
				01/05
				02/05
				03/05
				04/05
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				30/05
				31/05
				01/06

FVL digital messages

- ECG-Odette-VDA recommendation on standard FVL digital messages published in May 2020
- Latest update to the messages: October 2024 (**version 1.3**)
- Messages most implemented at OEM-side
 - *Vehicle Transport Order / Response*
 - *Vehicle Status Request /Response*
 - *Vehicle Transport Status Report / Response*
 - *Vehicle Service order / Response*
 - *Vehicle Capacity Reservation*
- Based on a survey, **28%** of responding members were contacted by the OEMs to start using the messages



ECG Tech Board

Neringa Jasiulionienė
Manvesta

TECH BOARD

The Tech Board aims to identify technologies that can improve the efficiency of the FVL industry

Fostering cross-industry projects

Generating new ideas for the Digitalisation WG

We do not miss opportunities from new technologies in the industry

Latest activities

- ✕ Fast lane project started with 3 members and partners to address the issue of congested compounds
- ✕ Invoice standardisation – Digitalisation project with Odette will start in H2
- ✕ AI Day – event to explore the state of play and potential future applications of AI in Finished Vehicle Logistics



Online Form

- Online form is a channel where everyone can submit ideas
- The worthwhile project/working group ideas will be presented to the Tech Board by the 'authors' at the quarterly meetings
- Access it now and send us your ideas!



EU Affairs

Neringa Jasiulionienė, Manvesta
Andreea Serbu, ECG

Main activities between 2024 - 2025



Policy updates that affect our sector



Yearly Dinner Debate in the European Parliament

Policy update: The European Commission proposed to delay reporting requirements to CSRD and CSDDD in its Omnibus package

- The European Commission published an "Omnibus" package on 26 February
- Significant changes to key EU laws on *sustainability reporting, diligence* and *trade*
- Goal: less administrative burden and increased competitiveness

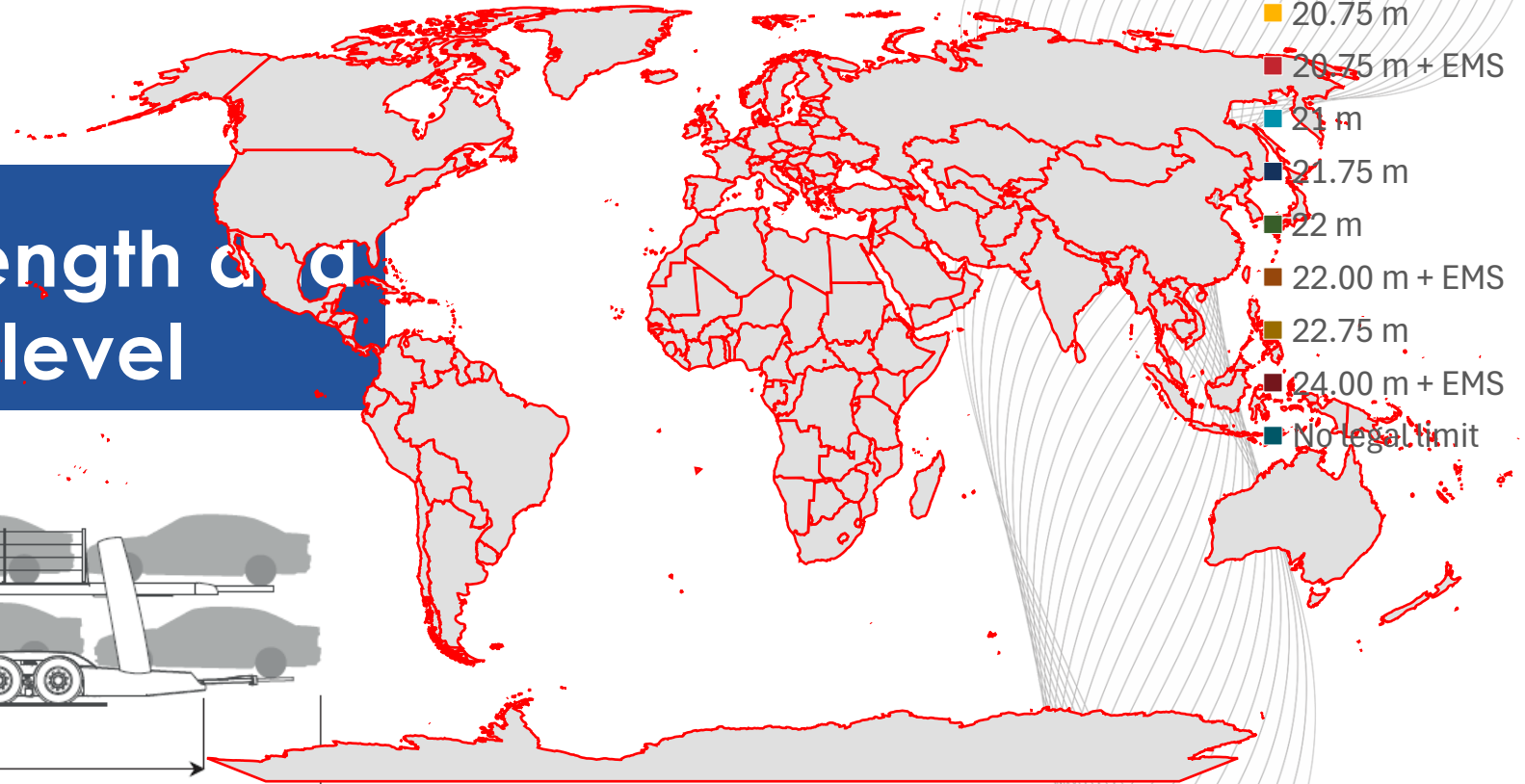
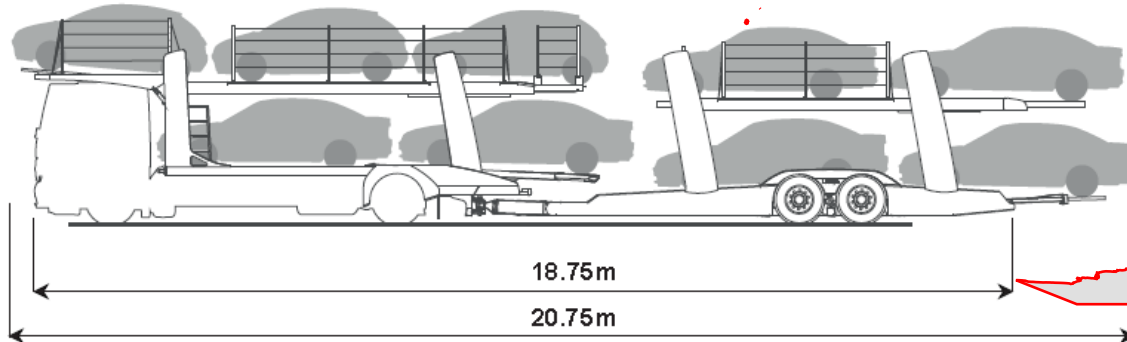
Changes to CSRD

- **Employee threshold** raised: 250 → **1,000**
→ 80% fewer companies in scope
- **Reporting delayed** for 2nd wave companies: 2025 → **2027**

Changes to CSDDD

- The proposal removes obligations for companies to conduct due diligence beyond their direct, tier 1 suppliers

Update on loaded length and harmonisation at EU level



ECG's campaign for harmonisation of loaded length to 20.75m for vehicle transporters continues

Status



**Harmonisation
proposed**
July 2023



**European Parliament
after elections in May
adopted the position**
October 2024

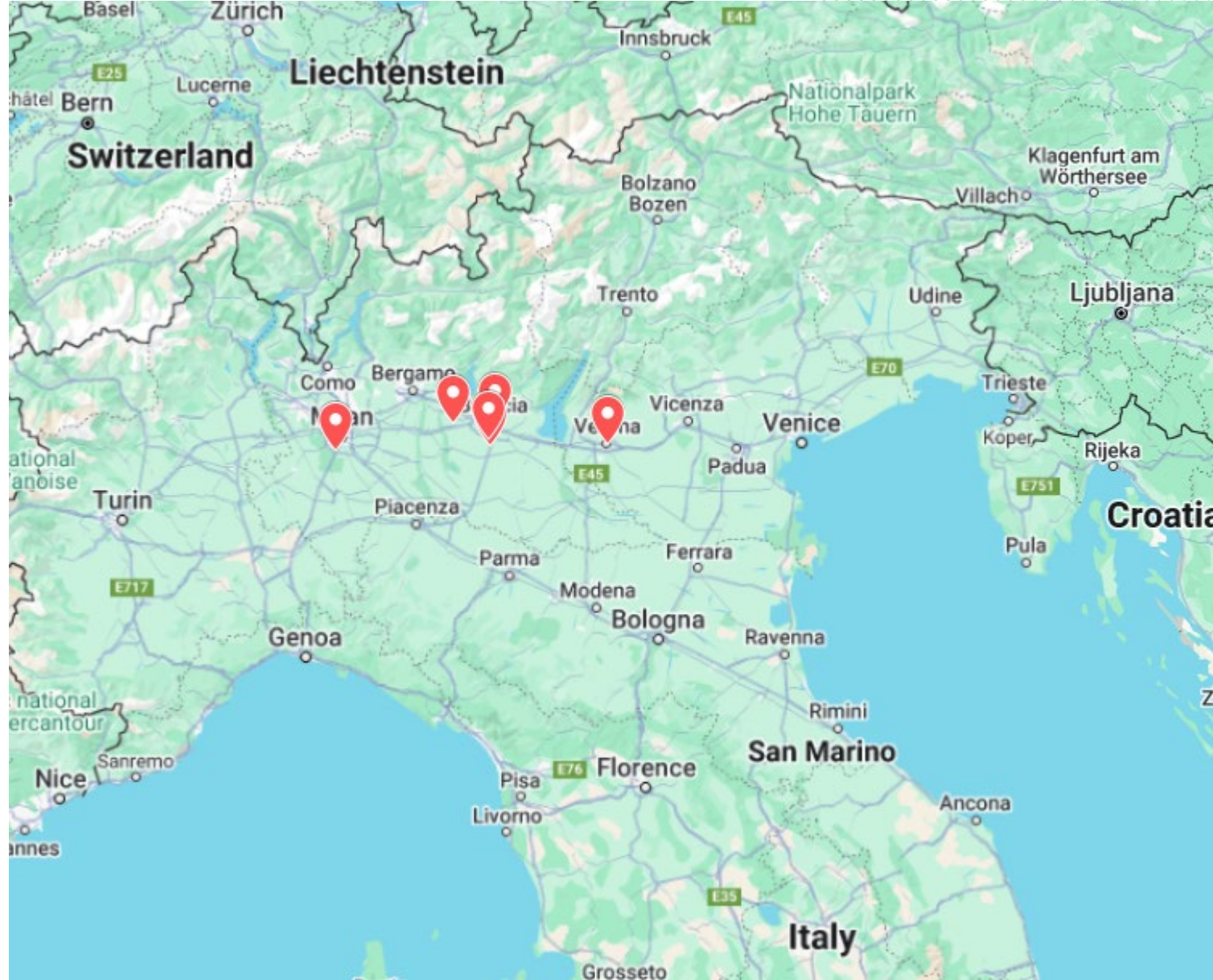


**Negotiations continue
in the Council among
Member States**

Presidency of Poland in
the Council until July
2025 followed by
Denmark

Increasing evidence of companies being fined

- Several cases of fines brought to ECG's attention: trucks engaged in *international transport* fined in Italy and Germany for being loaded to more than 18.75 m (Weights and Dimensions Directive)



If you receive any fines linked to loaded length,
please share with [Andreea Serbu](#)

Quality

Artur Allende
Noatum Automotive

Activities in the last year

Hybrid meetings

5 June 2024, Brussels

Joint meeting with Maritime & Ports WG

21-22 January 2025, Zeebrugge



**Port of
Antwerp
Bruges**



C.A.R. Consulting Group

Global Marine and Automotive Consultants and Surveyors

Next meetings

11 June 2025, Brussels

November 2025 TBC, Antwerp



ECG The Association
of European
Vehicle Logistics

Current focus

- Keep OQM updated
- Alternative Fuel Vehicles, especially in maritime transport
- Co-operation with other associations:
 - VDA
 - VDI (German Engineering Association)
 - CALA

Future activities

- Propose an event dedicated to operational activities
 - Date February-March 2026 (TBC)
- Review rail chapter in OQM

Used cars manual

- Working group launched in January 2024
- Bi-weekly meetings, led by Mark Morgan (*UCM Global*)
- Manual published in November 2024
- It covers:
 - General conditions of vehicles
 - Road & maritime transports
 - Vehicle inspection



Vehicle information shared with LSPs

- Shipping lines indicated the issue of missing information on the booked vehicles at the last Quality meetings
- Small group led by Gaëlle Fleurigeon (Renault)
- Document published in August 2024
- Information to be shared on the vehicles
 - Fuel type
 - Calculated weight (given value from systems which is assumed to be sufficiently accurate but may not be individually verified)
 - Width (mirror folded in or out, without mirror, depending on the OEM)
 - Length (excluding bumper protectors if fitted)
 - Height (including any fitted accessories; if not, the OEM is advised to reach out to the LSP so that an agreement could be found to cover the case)



VDI Guideline 2700 – ECG actions

- 1 September 2024: VDI introduced new Guideline for lashing
 - Change of guideline based on internal VDI rules, not on safety findings
 - ECG launches report form for members
- 24 September 2024: ECG organises informative webinar
 - Sub-group started to discuss challenges among members
 - Press release published

VDI Guideline 2700 – Impact

- Increased financial burden not always compensated by clients
 - Lashing takes more time as per new guideline
 - More lashing belts required
 - Cost of certification
- Certification of the trucks took long time
 - Trucks older than 2012 can't be certified easily
- Penalties incurred from authorities (also outside Germany!)

VDI Guideline 2700 – ECG actions

- 11 April 2025: legal opinion published
 - Legal Implication
 - Not legally binding, and non-compliance does not in itself constitute a legal violence under § 22 (1) StVO
 - Certification / Inspection: Authorities cannot base penalties in case of non-compliance
 - Thus, no legal duty to certify trailers or equipment under public law
 - Customers / Contracts
 - Subject to bilateral contract agreements
 - Only if VDI Guideline (latest version) is referred to in the contract it is legally binding

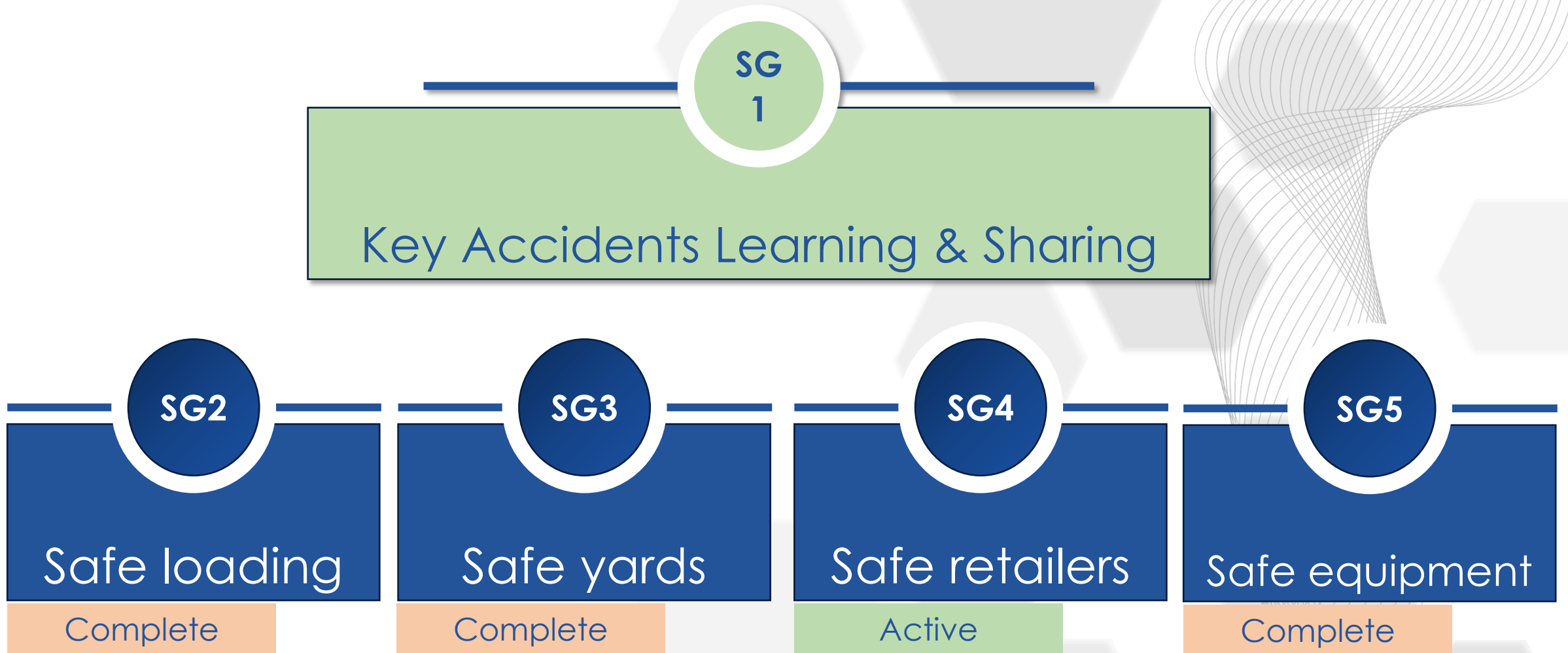
VDI Guideline 2700 – Next steps

- ECG targets one European standard to avoid fragmentation
- Discussion with VDI re. current guideline

Health & Safety

Johannes Alexander Hödlmayr
Hödlmayr International

H&S WG – Structure



Achievements – what have we done so far

SG 2 – Safe loading

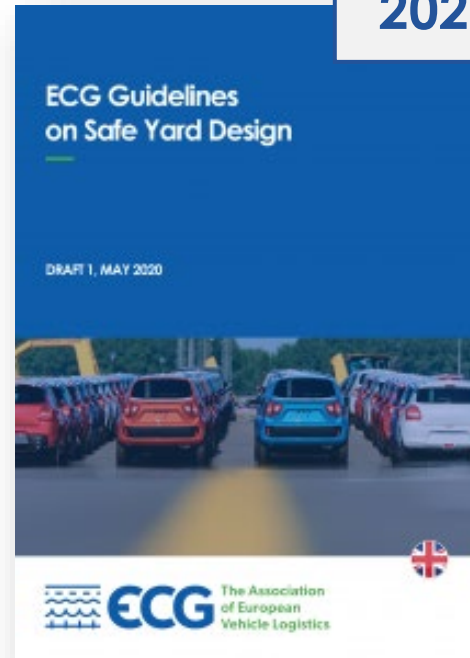
2020



In 14 languages!

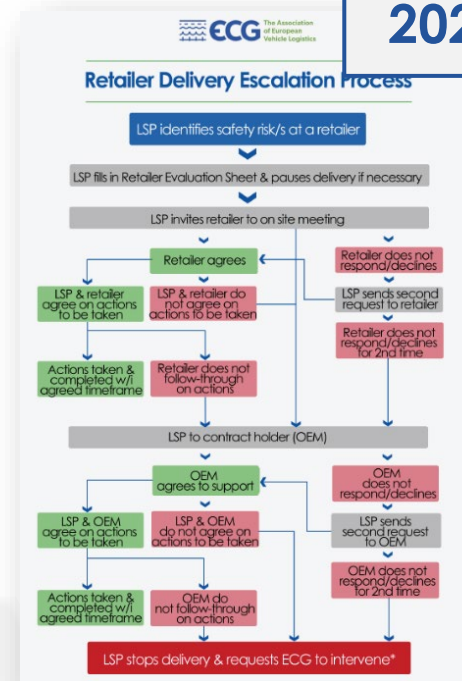
SG 3 – Safe yards

2020



SG 4 – Safe retailers

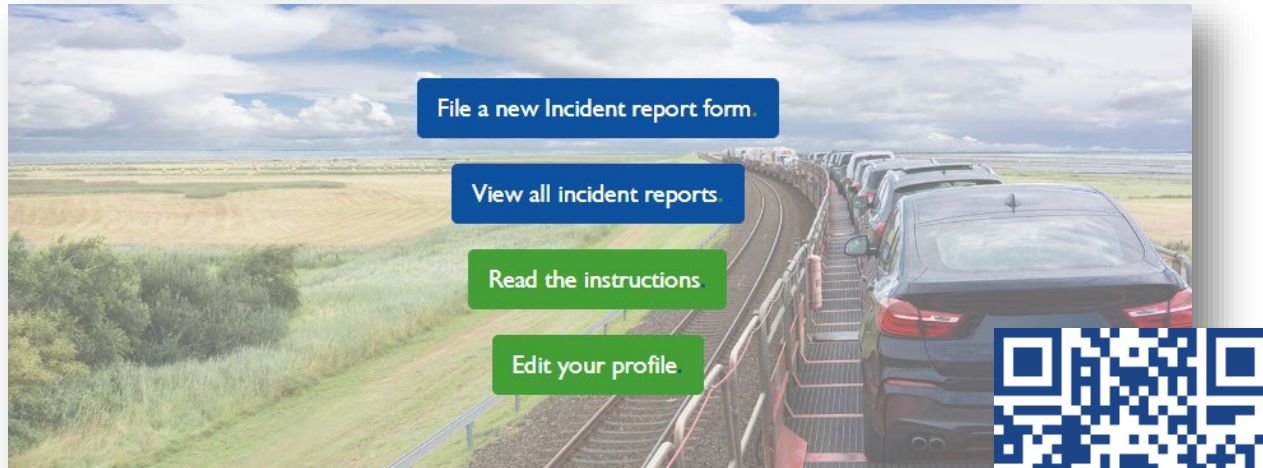
2025



SG 5 – Safe trucks

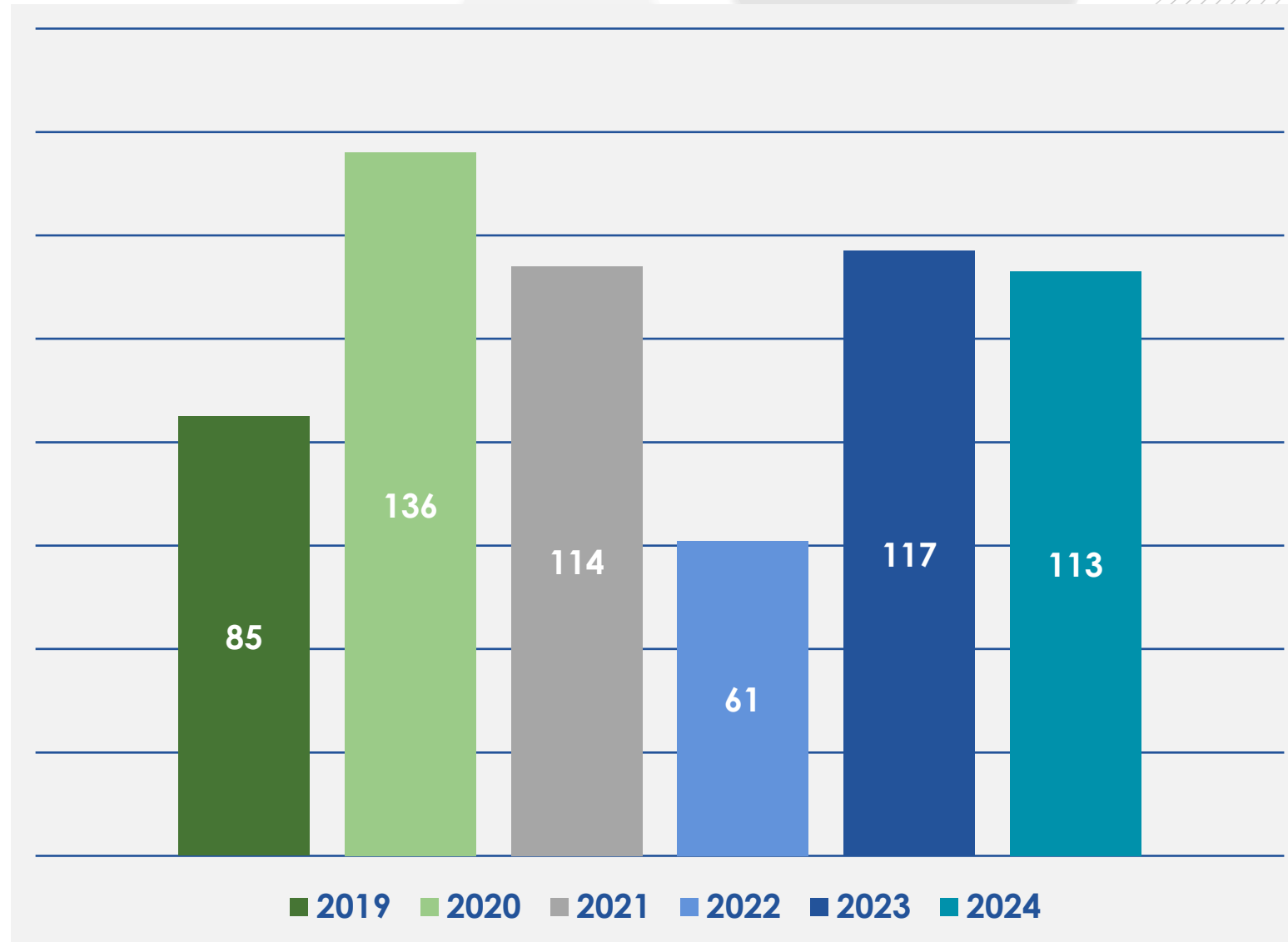
Each Key Point of Loading Std				Probability & Risk x Truck → Safety features									
Step	Sub-Step	Key Risks	C ₁	C ₂	C ₃	Truck Specific Features	P ₁	P ₂	P ₃	P ₄	P ₅	R ₁	R ₂
1	Drive unit on to truck	Shovel off	3	3	3	Shovel off	3	3	3	3	3	3	3
	2 The adjuster decide if unit not parked OK	Shovel off	3	3	3	Shovel off	3	3	3	3	3	3	3
	3 Secure & lock unit	Shovel off	3	3	3	Shovel off	3	3	3	3	3	3	3
4	Apply chock	Shovel off	3	3	3	Shovel off	3	3	3	3	3	3	3
	5 Lash away before releasing unit	Shovel off	3	3	3	Shovel off	3	3	3	3	3	3	3
	6 Lash away before releasing unit	Shovel off	3	3	3	Shovel off	3	3	3	3	3	3	3

Report on your loading/unloading incidents



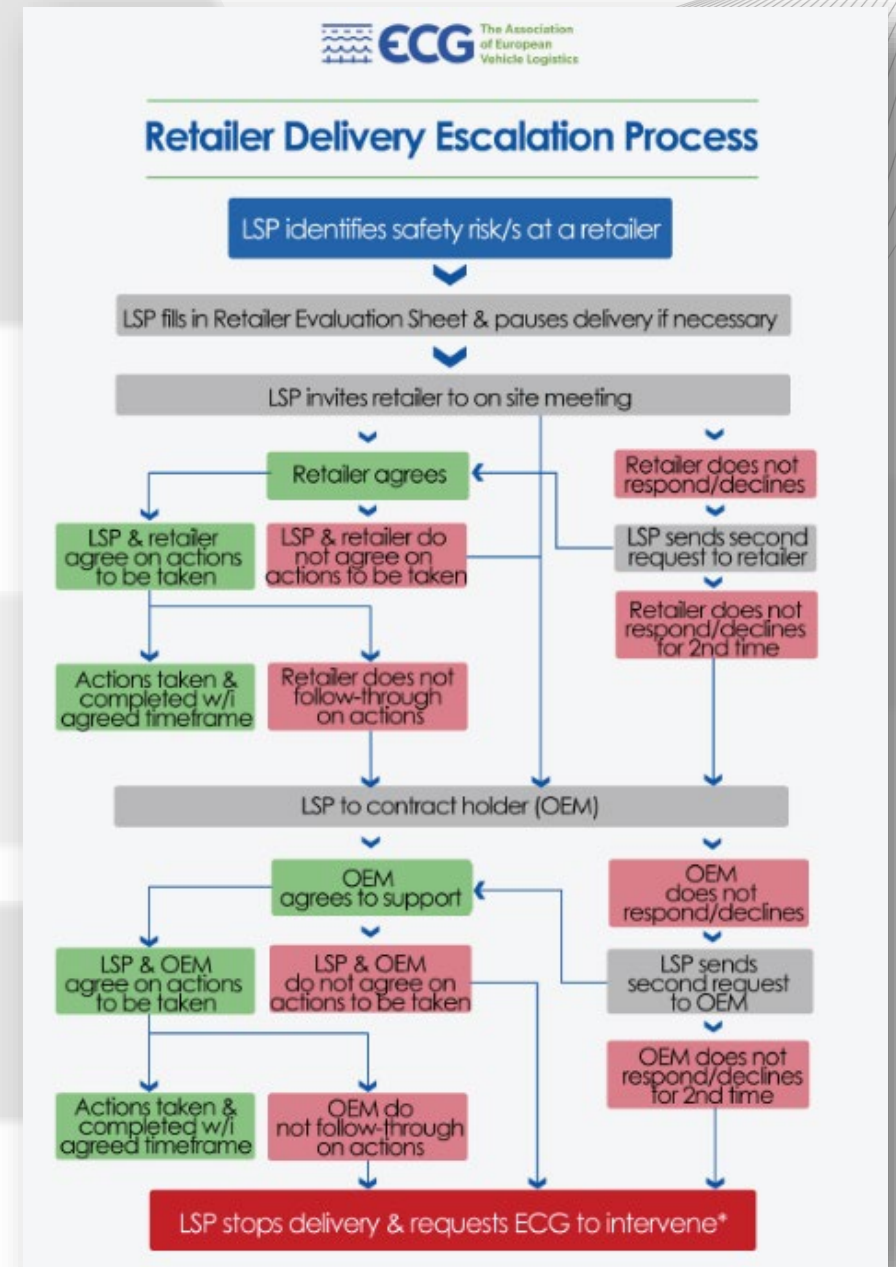
- Incident reporting website since 2018
- 5th annual report on severe incidents and near misses published in April
- Support us to **learn together as an industry** and **improve drivers' safety** by sharing the incidents

Incidents reported throughout the years



Retailer Escalation Process

- ECG 2025 Strategic objective
- H&S WG developed a process to identify safety risks during delivery at retailers and escalation process to report on problematic conditions
- 3 step process
 - ✓ Management on the site
 - ✓ Contract holder
 - ECG



Maritime & Ports

Oliver Fuhljahn
Rhenus Cuxport

ECG Maritime & Ports 2024-2025

Maritime & Ports Working Group

26/27 September
Rostock, Germany

[Register now](#)



Maritime & Ports WG Meetings
meets 2 times a year

30-40 attendees

Joint meeting with the Quality
Working Group in January –
focus on operational issues

Esbjerg, Denmark

17-18 June 2025



Next meetings:
Esbjerg, Denmark
17-18 June 2025

Hanko, Finland
3-4 September 2025

Our meetings

Date	Place	Sponsor
June 2020	Barcelona, ES	Noatum Automotive Port of Barcelona
2020-2021	Webinar	
November 2021	Port of Sète, FR	Neptune Lines Port of Sète
March 2022	Hamburg, DE	Port of Hamburg UNIKAI
October 2022	Antwerp, BE	Antwerp Euroterminal INFORM Port of Antwerp-Bruges

Date	Place	Sponsor
March 2023	Vigo, ES	Bergé Suardiaz Termicar Vigo UECC Vigo Port Authority
June 2023	Bristol, UK	The Bristol Port Company
November 2023	Cuxport, DE	DFDS, Mosolf, Rhenus Cuxport
February 2024	Grimsby, UK	Associated British Ports GBA Toyofuji
September 2024	Rostock, DE	Autolink Germany Musco Lightning Rostock Port
January 2025	Zeebrugge, BE	Port of Antwerp-Bruges CAR Consulting

M&P WG focus areas 2024-2025



Situation at ports:

- Port congestion in European ports
- Import/Export



Global and EU regulations:

- FuelEU, ETS
- IMO MEPC



Sustainability



Operational

Rail Initiative

Andreas Sundl
Hödlmayr International

Rail Initiative – Agreed work structure

Steering Committee

- Consists of rail providers
- Setting objectives, agreeing on specific initiatives
- Ensures communication on the Rail Working Group
- Its members lead the various WG initiatives
- Led by the Andreas Sundl (Hödlmayr)

Working Group 1

- Internal / Operations
- With ECG members/partners
- Led by Kai Birnstein (DB) & Frank Lehner (Bertani)



Lobbying/Regulations

- Engaging with EU stakeholders in Brussels

Working Group 2

- External (OEMs)/ Industry standards
- OEMs & Rail Steering Committee members

Rail Initiative – Work done so far



November 2024

- Webinar held with the OEMs to present the Initiative & the Infront study
- Great interest garnered from all participants for a future collaboration

9 April 2025

- Work package 1 convened with ports and inland compound operators, as well as rail transport providers

September 2024

- First Rail Initiative Steering Committee constituted
- Structure of the Initiative outlined
- Infront Consulting expert study on FVL in Rail published

14 March 2025

- Rail Working Group 1 convened with participants from members and partners
- 4 work packages constituted



Rail Work Packages based on Infront study

REQUIREMENTS AND IDEAS FOR INCREASE IN RAIL

Together with the study participants we detailed specific requirements and developed ideas for increasing the rail share

Excerpt from the study: examples of requirements, remarks and ideas from the participants of the study to overcome the barriers to increase rail

Limited wagon availability

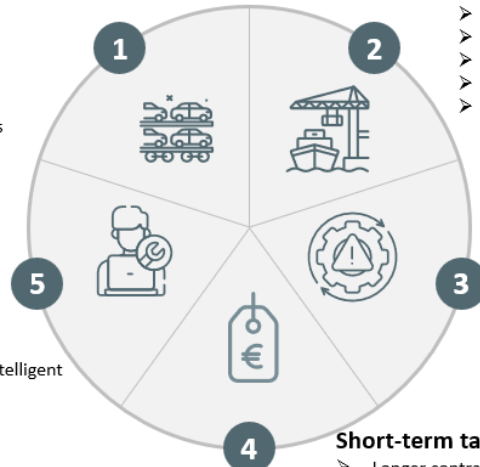
- Enough wagons
- Flat wagons, especially for vans
- More equipment innovations
- Long-term wagon leasing (12+ years)
- Cheaper parking fees for rolling stocks and standby pools

Outdated IT systems and data

- Cost and lead time comparison truck vs. rail
- European map of rail options
- Neutral platform that should display empty wagon flows
- Database for rail compounds and hubs
- Benchmarks without harming anti trust laws
- EDI communication with rail operators
- Optimizing traffic concepts and wagon utilization with intelligent analytic tools
- Reliable ETA predictions for rail

In addition: Internal know-how building & bundling

- Training operational staff
- Rail influencer community
- Central network planning from planning-purchasing-operations



Infrastructure bottlenecks

- More infrastruc. capacity and more slots in the ports
- More efficient loading platforms in the plants
- More shunting capacity at ports and big plants
- Seamless traffic within Europe (no national systems)
- Long-term HR strategies (driver) + qualific. & training

Inefficient cooperations

- Innovative traffic design and operational picture, e.g. for corridors; hub & spoke systems, wagon group systems, backloading concepts, ...
- Flexible production schemes; more flexible slot planning and ordering
- Shared or leased transport solutions
- Better and joint monthly forecasting of flows and joint improvement meetings
- Commitments for regular trains even without volume commitment from OEMs; shared utilization responsibility

Short-term tactical reactions to price fluctuations

- Longer contract periods with price bands / price commitments, planned volumes
- Cost sharing partnerships
- CO2 certificates or compensation

1. Infrastructure bottlenecks – Ports & inland compounds

2. Infrastructure bottlenecks – OEM factories

3. Commercial & technical collaboration between OEMs, freight forwarders and RUs

4. Supply chain steering & coordination with the Digitalisation WG

Source: Infront Consulting presentation

Work Package 1

Infrastructure bottlenecks – Ports & inland compounds

- First meeting held on 9 April
- Agree to create a 'catalog' of compounds with the specificities related to rail connection
- Catalog would be published as a document first
 - Afterwards, this can also be added to the ECG Survey website
- Questionnaire was sent out to members operating compounds with rail connection
- If your company received it, please send feedback



Rail Initiative – Next steps



November 2024

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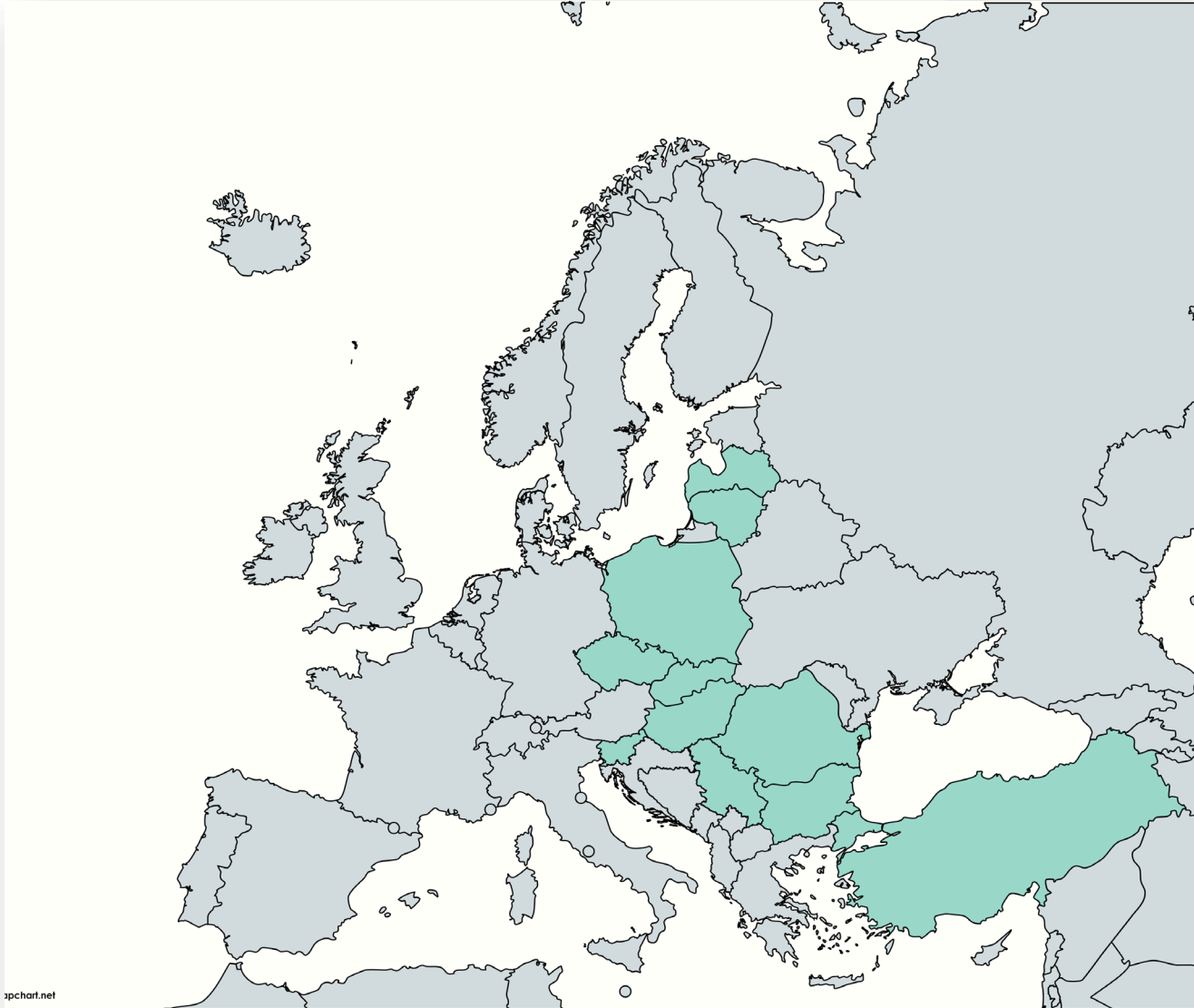
Next steps

- Work package 1 processed
- Work package 2 soon convened – OEMs will also be involved

Eastern Europe Regional Meeting

Krzysztof Szeligowski
Adampol

Our activities and members 2024-2025



25% of ECG members are coming from Eastern Europe

2 Regional Meetings per year

Topics covered:

Regional market situation

Legislative update: eCMR, VDI guideline 2700, Weights & Dimensions, Omnibus package

Place	Date	Guests	Sponsors
Kaunas, LT	25/04/19	58	
Vienna, AT	19/09/19	42	Kässbohrer <i>Driven by professionals®</i>
Online	17/09/20	36	No sponsor
	22/04/21	41	
Katowice, PL	23/09/21	39	
Bratislava, SK	28/04/22	34	No Sponsor
Bucharest, RO	8/09/22	30	 
Gdańsk, PL	27/04/23	64	 
Riga, LT	14/09/23	70	 Kässbohrer <i>Driven by professionals®</i>
Istanbul, TK	25/04/24	71	
			 

[illegible]

UK & Ireland meetings

Mark Hindley
BCA Automotive

Market update 2025



SMMT 2025 Forecasts

2025 Year forecast - c.1.98 million

New entrants, BYD, Omoda & Jaecoo, Changan, Others

BEV segment 20.7%, still below 28% ZEV mandate

UK Production 2025 year forecast – c. 0.8million



Group update

- Group comprises 13 member companies representing c. 80% of an estimated total market of +3m new car & LCV movements
- Meetings 3 or 4 times yearly
Increased member participation and attendance, including OEM
- Next meeting 30th June in London
- Developed relationships with SMMT, RHA and DFT



Group objectives

- Promote the interests of UK and Ireland members to industry stakeholders and policy makers.
- Ensure the interests of members are represented at national level on all key issues affecting our industry.
- Foster relations with other specialist groups and associations to help support common objectives.



Women in FVL

Neringa Jasiulionienė
Manvesta

Women in FVL:

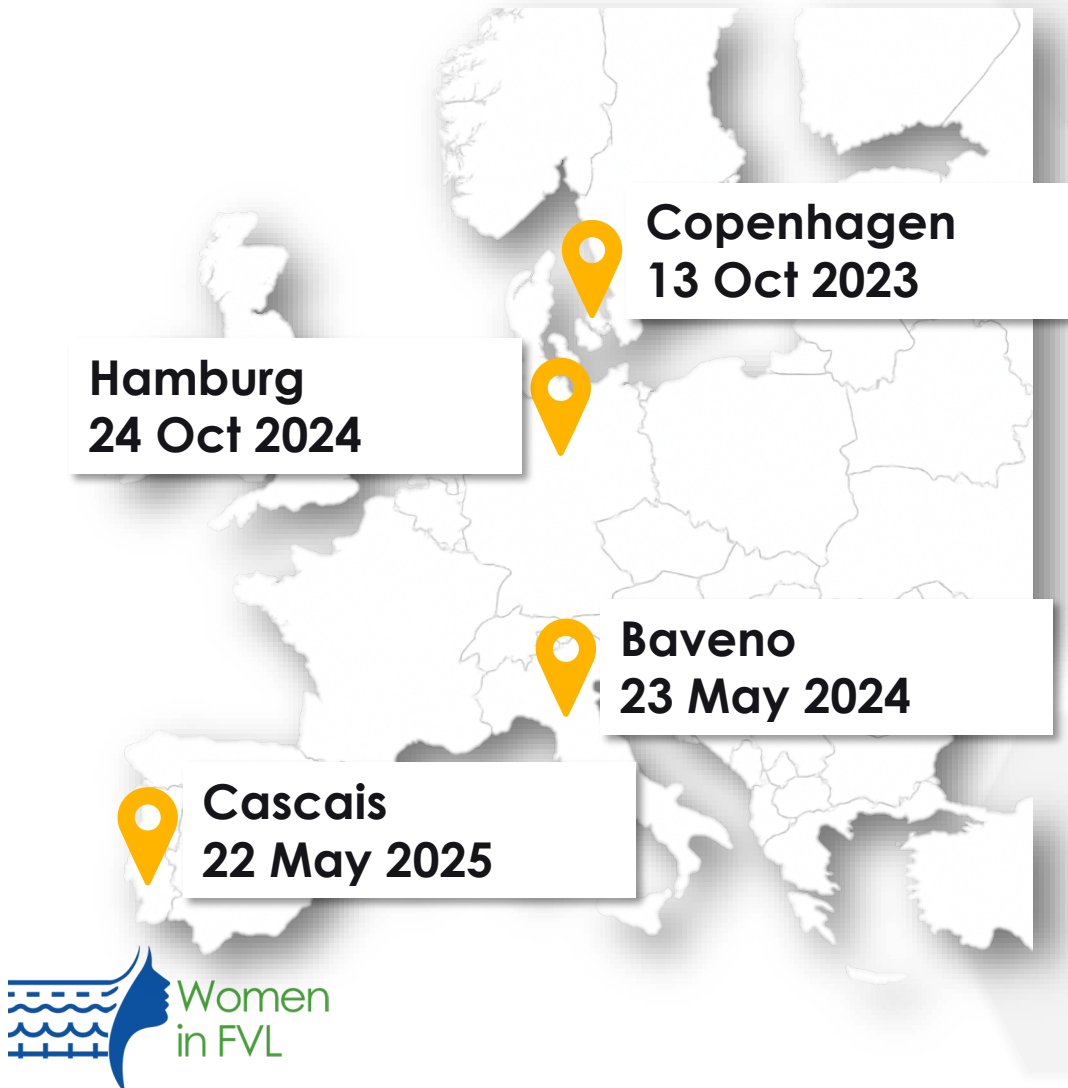
A network where women can connect, collaborate, and build relationships with other women in finished vehicle logistics.

Topics in 2024-5

How to foster
collaboration in FVL

Artificial intelligence:
how to enhance
predictability in FVL

Next meeting
16 October, Amsterdam

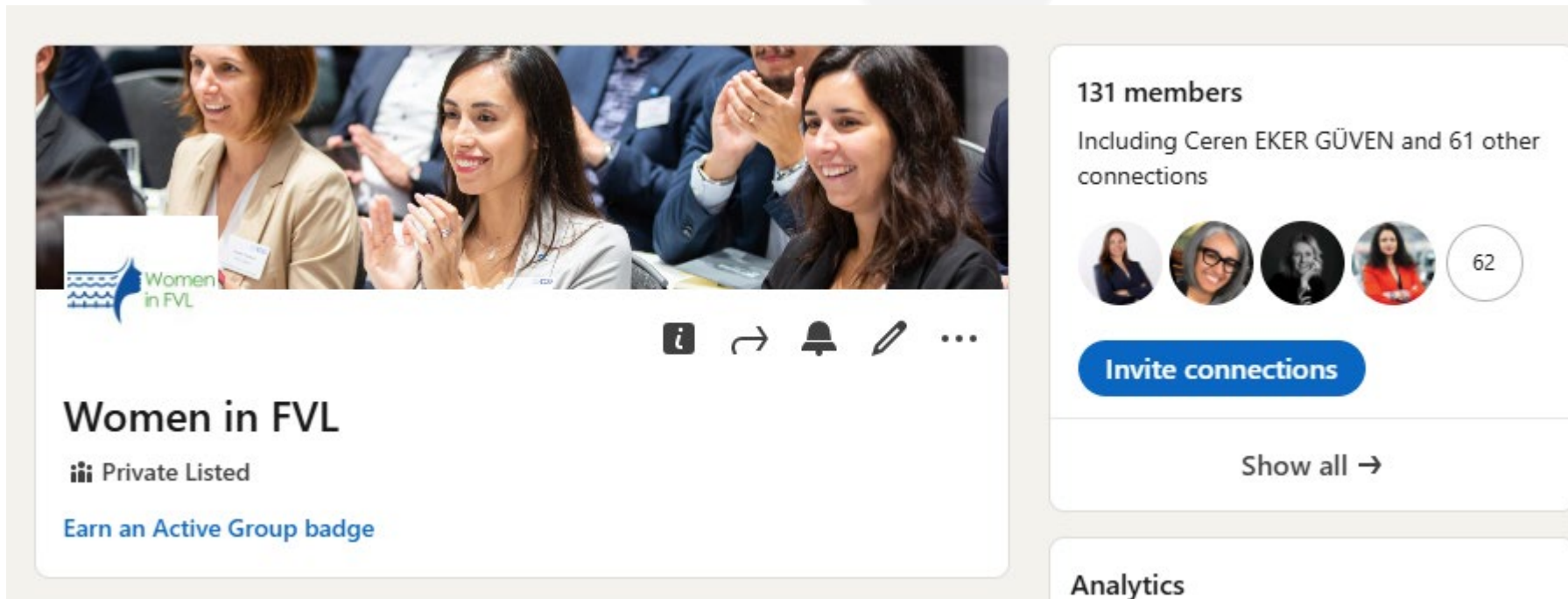


Steering committee members



- Neringa Jasiulioniene, MANVESTA
- Andreea Serbu, ECG
- Amanda Turner, FORD

Join the LinkedIn Group for Women in FVL



The screenshot displays the LinkedIn group page for 'Women in FVL'. At the top, there is a banner image of three women clapping, with the group's logo overlaid on the left. Below the banner, the group name 'Women in FVL' is shown, followed by its status 'Private Listed' and a link to 'Earn an Active Group badge'. To the right of the banner are icons for information, sharing, notifications, editing, and a menu. Further right, the membership statistics are listed: '131 members' and 'Including Ceren EKER GÜVEN and 61 other connections'. Below this is a row of four member profile pictures and a circle containing the number '62'. A blue button labeled 'Invite connections' is positioned below the member avatars. At the bottom of this section is a 'Show all →' link. Below the membership information is an 'Analytics' section.

Women in FVL
Private Listed
[Earn an Active Group badge](#)

131 members
Including Ceren EKER GÜVEN and 61 other connections

62

[Invite connections](#)

[Show all →](#)

Analytics



FVL Legal Network

Muwon Hong
Glovis Europe

Legal network – Forum for lawyers

- Created in May 2023
- Conducted a training on Antitrust law (with external lawfirm “contrast.law”) on June 21st 2024.
- On Line Meeting on September 2024 discussing further topics like transportation law, ESG etc.

Antitrust Training June 2024

- Main takeaways
- Antitrust law is ever increasing in its importance due to serious consequences in case of violation (high fines, personal liability, private damage claims, reputational damage, loss of time (incl. the management))
- Meetings in Trade federations (like ECG) can be risky
- Information exchange between competitors is not per se violation but needs to be checked case by case. NO **COMMERCIALLY SENSITIVE OR STRATEGIC INFORMATION (CSI)** should be exchanged! General public information, historic information or aggregated information is fine. General functioning or state of the industry, public policy or regulatory matters are also not CSI.

Antitrust Training June 2024

- Standardization and Sustainability agreements are also permissible, if:
- Transparent procedure and all interested competitors must be able to participate in the selection process
- No obligation on companies that do not wish to participate to comply
- Participating companies should remain free to adopt a higher standard
- No exchange of CSI beyond what is necessary
- Effective and non-discriminatory access
- Should not lead to a significant increase in price or a significant reduction in the choice, or combined market share <20%

Outlook



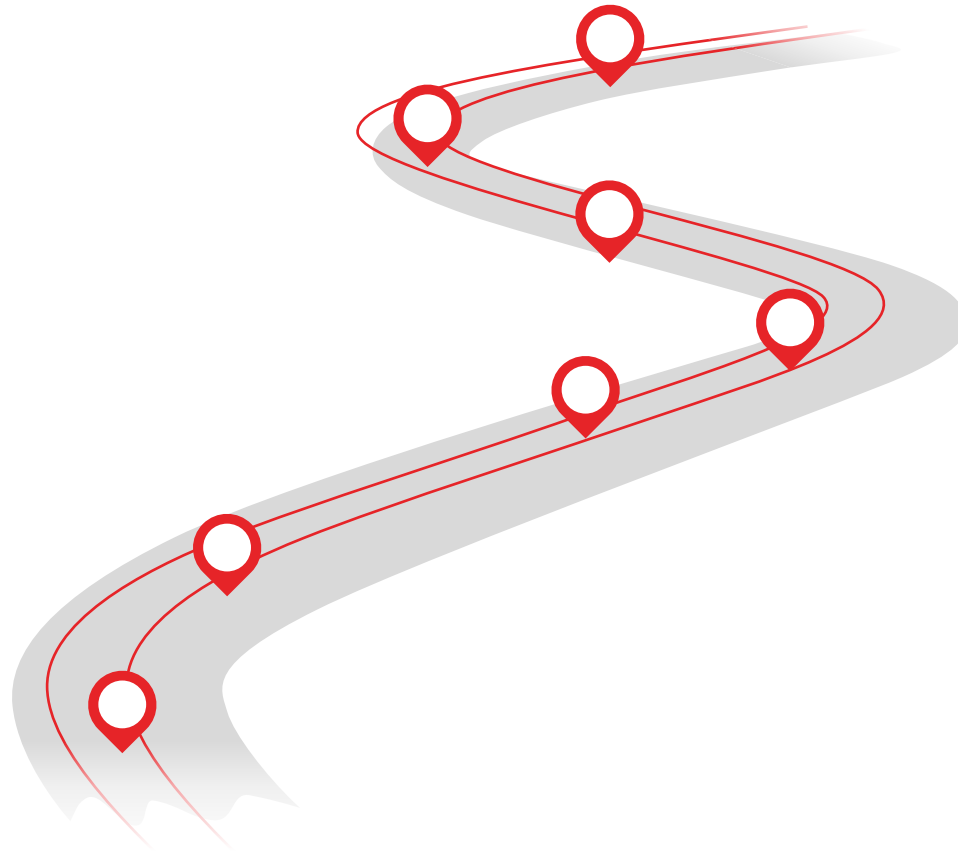
- F2F meeting still open...
- As long as CSI are not exchanged discussions on legal developments are possible and also recommended.
- Collaboration with other ECG Working Groups?
- Are your colleagues already part of the group?

ECG Education

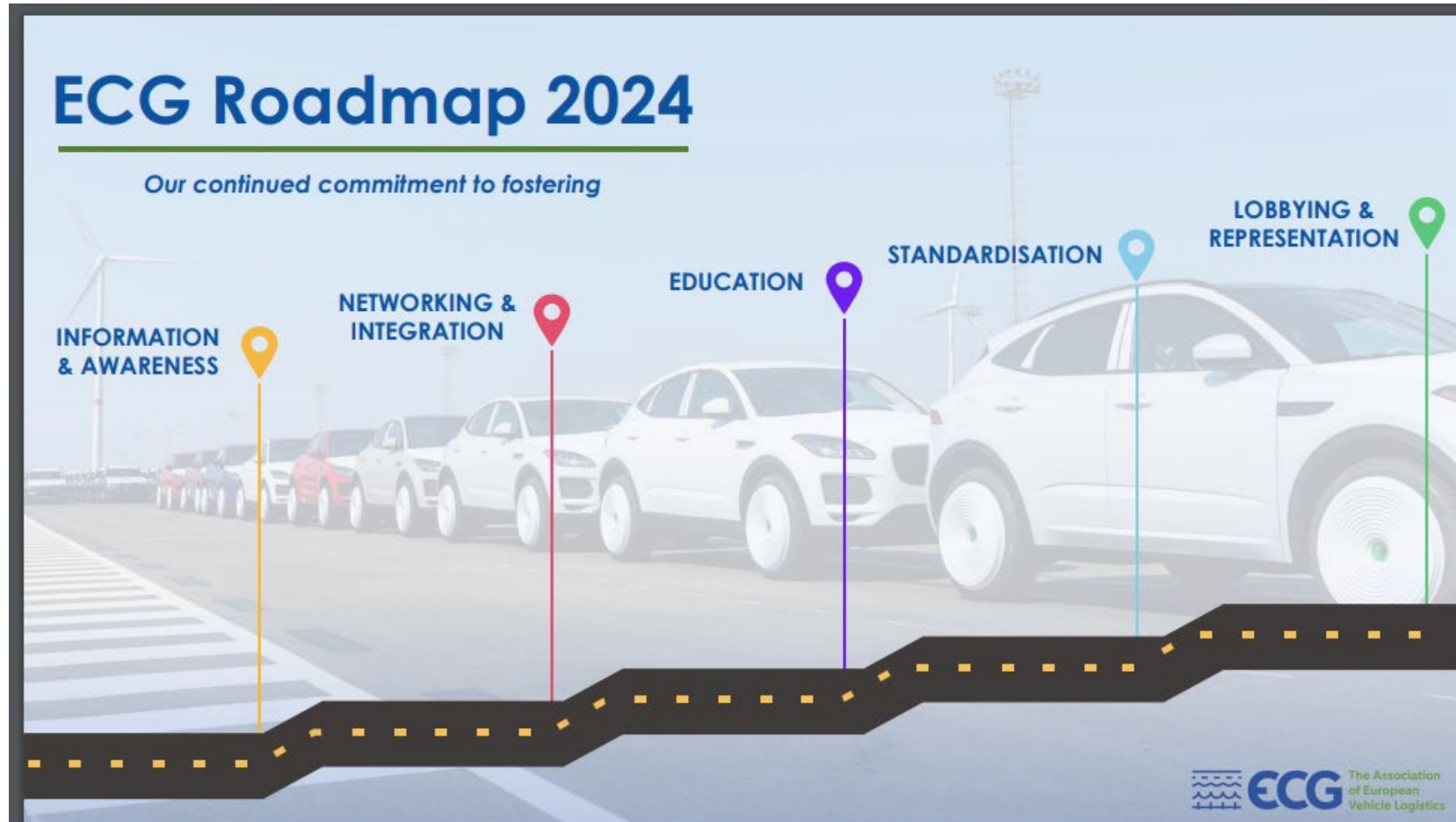
Frank Schnelle
ECG

THE ECG ACADEMY COURSE 18

GENERAL ASSEMBLY



THE ECG ACADEMY IS PART OF THE ECG ROADMAP:



LEARNING...

...is based on a tried and tested best practice concept: To know, understand and apply immediately.

Know



- Knowledge input
- Keynote lectures
- Research results



Understand



- Examples
- Best practice
- Interchange



Apply



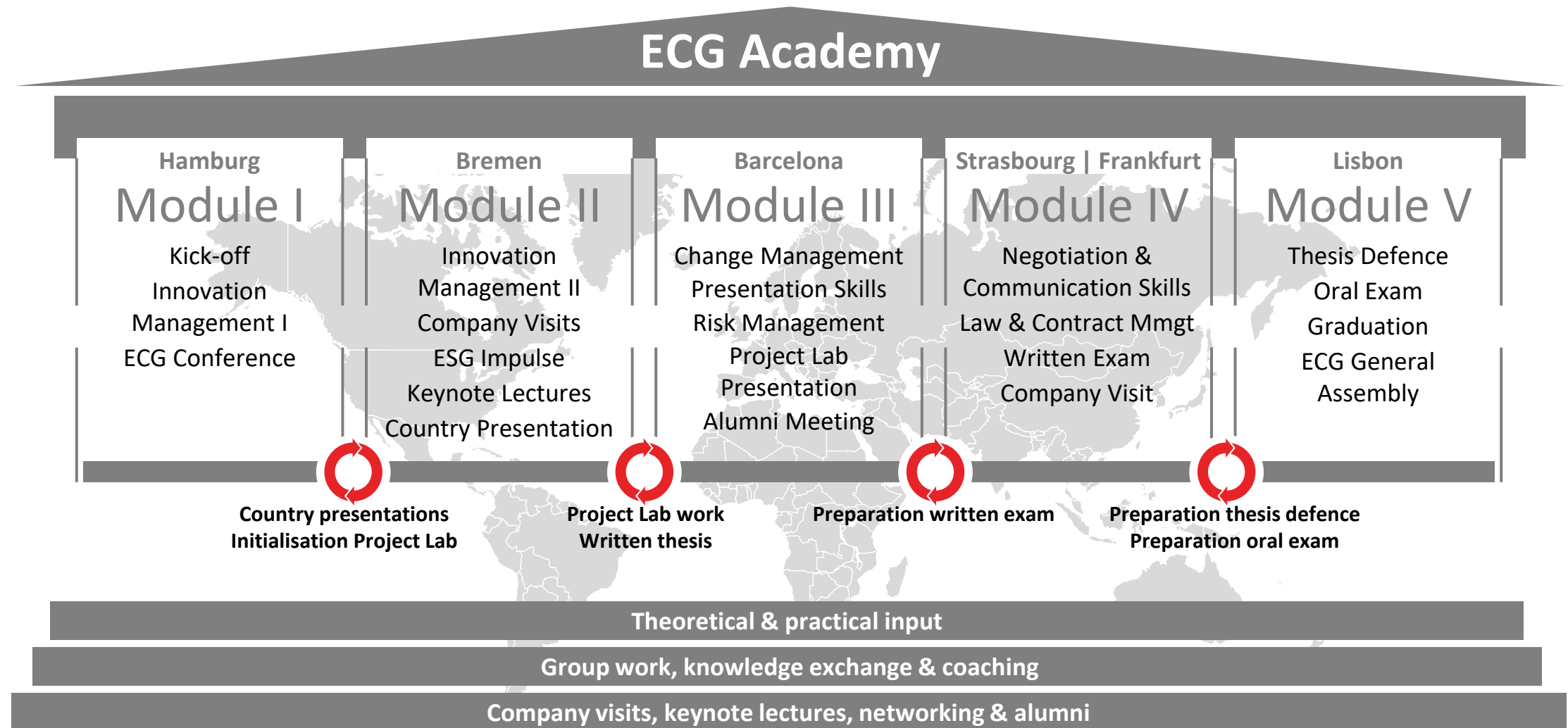
- Discussion
- Case studies
- Group work
- Skills practice
- Presentation



Learn



- Being enabled, inspired and motivated to make a difference



AND AT THE END...



THE ECG ACADEMY AWARDS

Giovanni Paci Award

For the best student of the academic year



Prof. Dr. Josef Decker Award

For the best innovation lab for future challenges group presentation



ProAct Award

For the best thesis in the field of information technology



THE ECG ACADEMY WISHES TO THANK ALL OF THE FOLLOWING COMPANIES & PARTNERS BEING A GREAT SUPPORT IN 2024/2025

Module I Hamburg



DB Cargo Logistics GmbH
Hamburg Harbour
Unikai & Vega

Module II Bremen



ProAct
Daimler
BLG
Cuxport

Module III Barcelona



Port of Barcelona
Grimaldi Lines
Neptune Lines
ECG Board (Project Lab Workshop)

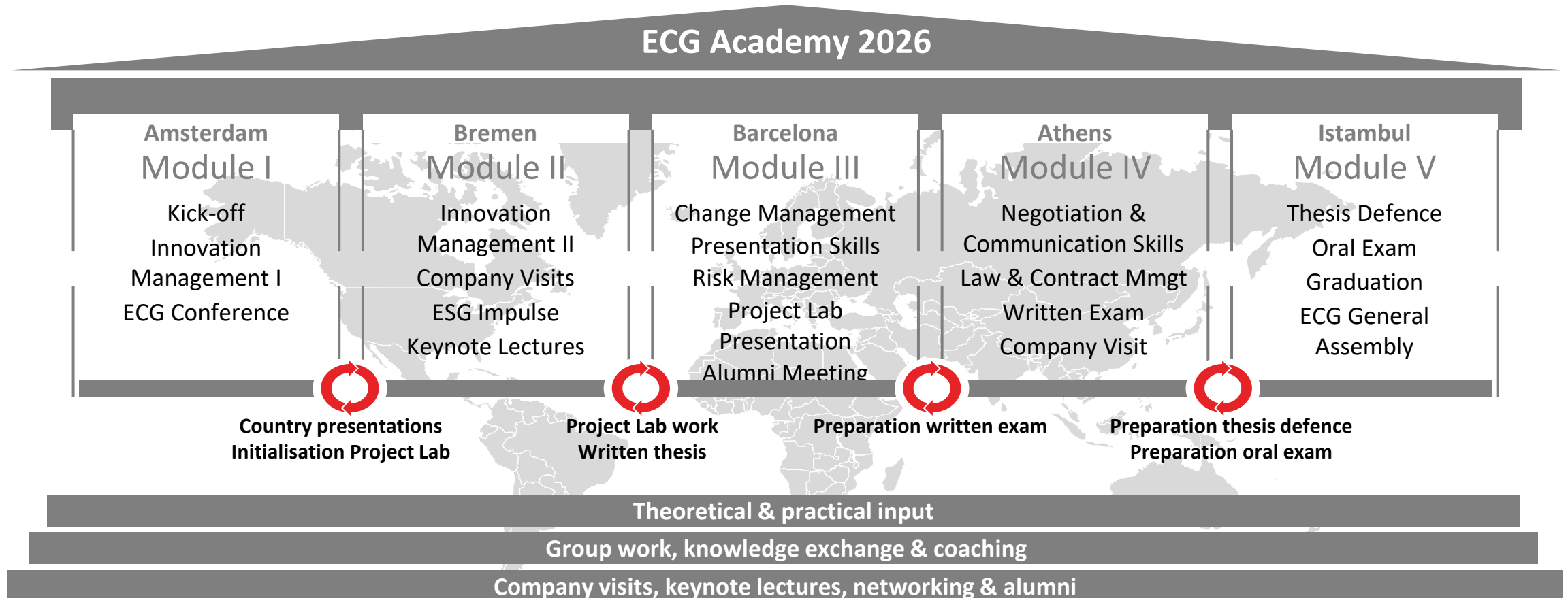
Mosolf
Lohr
ECG Board (Project Lab Presentation)
Egon Christ

Module IV Frankfurt



THE ECG ACADEMY WILL INCREASE THE NUMBER OF PLACES APPLICATIONS TO ECG

ECG Academy 2026



Negotiation Management

Organised with the Negotiation Academy Potsdam

Intensive 2-day Negotiation Management course with focus on planning and management of the process for managers within practically all functional parts of a company



NAP NEGOTIATION
ACADEMY
POTSDAM



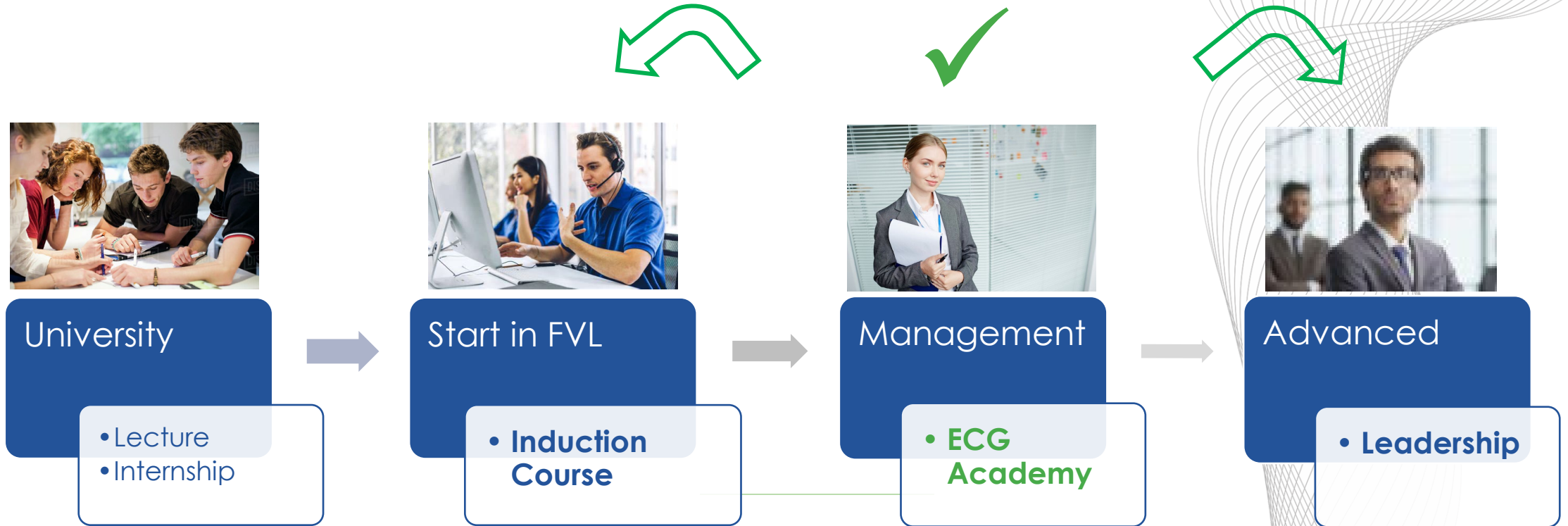
21-22 January
2025
12 participants

4-5 March 2025
12 participants

20-21 May 2025
12 participants

Advanced Course – Big Mountain
2026 (TBC)

Providing Training & Qualification through the entire FVL Career



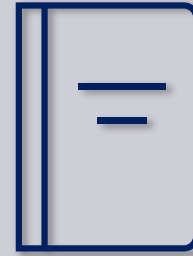
Induction to FVL a new course under development by ECG in collaboration with industry experts



Provide a clear, engaging **introduction** to the Finished Vehicle Logistics **sector** and its key players, processes and challenges



Industry **newcomers**: Focus on **all stakeholders** in FVL Industry; LSPs, OEMs

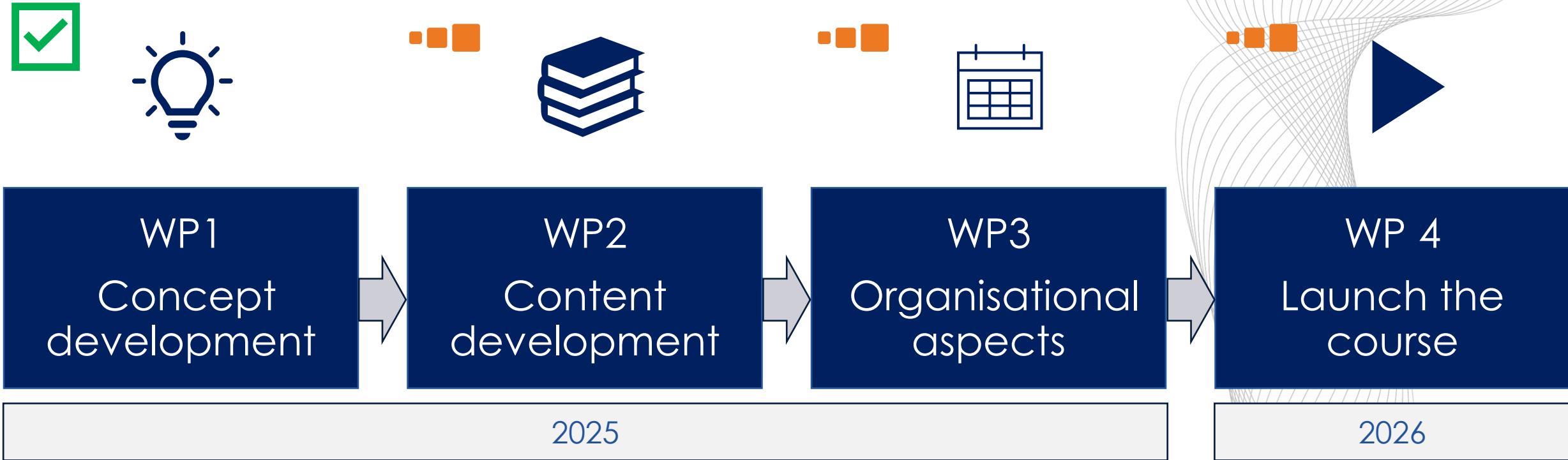


The **FVL journey**: from OEM to end customer: all modes of transport, services, trends, developments



3-4 days engaging program **in person** combining **theory** and **practical** demonstrations. Training location: Ports

Project overview and timeline: four work packages to provide a full overview of the FVL journey



Fit For Leaders

Experts looking to enhance their leadership skills

5 days

Frankfurt

Program Structure

The course runs over 5 days in Frankfurt am Main, covering essential leadership topics:

Leadership & Management (Day 1 -2)

Explore leadership styles, neo-leadership, decision-making processes, and coaching

Conflict Management (Day 3)

Learn de-escalation techniques, conflict behavior analysis, and conflict management strategies

Communication (Day 4)

Improve clarity, bias-free communication, emotional engagement and active listening

Intercultural Relationship (Day 5)

Develop skills to manage cross-cultural communication, enhance cultural awareness, and promote diversity

Methodology

Interactive lectures and case studies

Group work and role-playing exercises

Focus on real-world application of knowledge

Fit For Leaders

Experts looking to enhance their leadership skills

? ECG will send out mailing
to check the interest

!! Launch in 2026

Program Structure

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Methodology

Interactive lectures and case studies

Group work and role-playing exercises

Focus on real-world application of knowledge

Communications

Panagiota Sdoukou
ECG

“Collaboration moves us forward”

Wolfgang Göbel
ECG President
ECG Conference 2024

ECG The Association
of European
Vehicle Logistics





“Communication facilitates collaboration”

*Panagiota Sdoukou
ECG Communication & Events Manager
General Assembly & Spring Congress 2025*



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ECG - The Association of European Vehicle Logistics

7,218 followers



May 2024 – May 2025

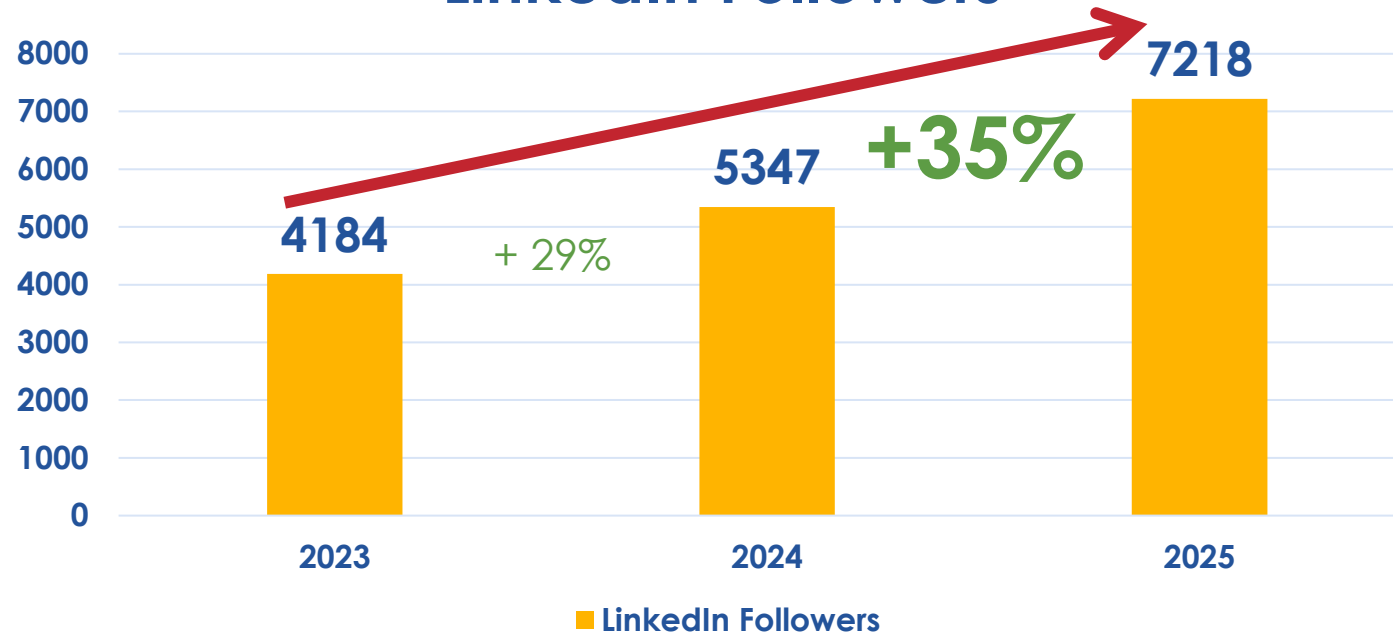
Highlights

Data for 5/15/2024 - 5/14/2025

710,535
Impressions

10,872
Reactions

LinkedIn Followers



Not yet one of 7,218?

Follow us now &
stay up-to-date!





“Your feedback makes us better”

*Panagiota Sdoukou
ECG Communication & Events Manager
General Assembly & Spring Congress 2025*

“More articles and content by ECG”

ECG Members
General Assembly & Spring Congress 2024

2024

50 articles by ECG

16/05/2025

Already 40 articles

ECG News – News from ECG

Less republished articles

As we embark on this new chapter for *ECG News*, we are proud to enhance the way we deliver value to our members. By focusing on original content, we strengthen ECG's voice as a leader in finished vehicle logistics, while continuing to connect you with vital industry insights through *Industry News*.

Happy New Year,

Frank Schnelle
ECG Executive Director

Featured ECG News



Top Industry News

Changes to European road tolls in 2025

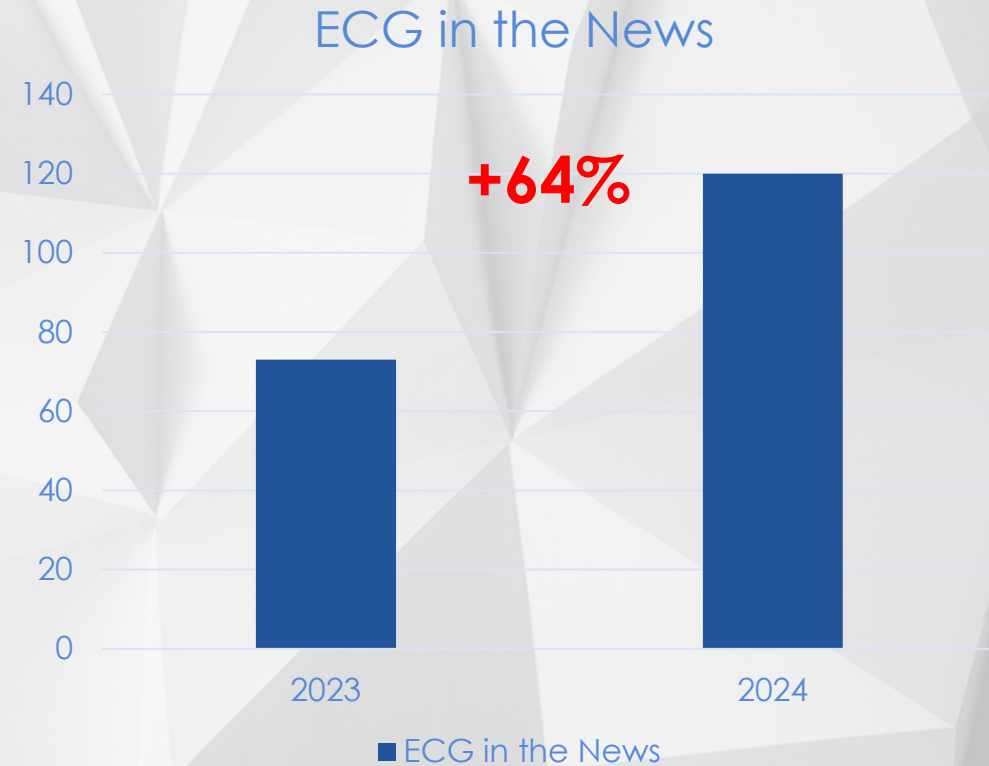
This year, not only are new rates coming into force in European countries, but changes are also being made to their structure or entire

ECG hits the news!



Maria Eriksson

Communications Consultant



ECG hits the news!



FINANCIAL
TIMES

Automobilwoche

DIE BRANCHEN- UND WIRTSCHAFTSZEITUNG

The Brussels Times

Car transporters face big costs and fines from German safety standards

Industry says new rules on how vehicles are lashed to trailers are latest example of cumbersome red tape



Nearly
80,000
unsold
Chinese
electric
cars sitting
in
European
ports

Startseite > Nachrichten

Schwache Nachfrage

Warum sich in Europas Häfen E-Autos stauen

MICHAEL KNAUER ✉ CHRISTOPH BAEUCHLE ✉

Problem betrifft alle Häfen, in denen Fahrzeuge ankommen. Experten sehen mehrere Gründe. Die schwache Nachfrage nach Autos ist dabei nur einer.

DVZ

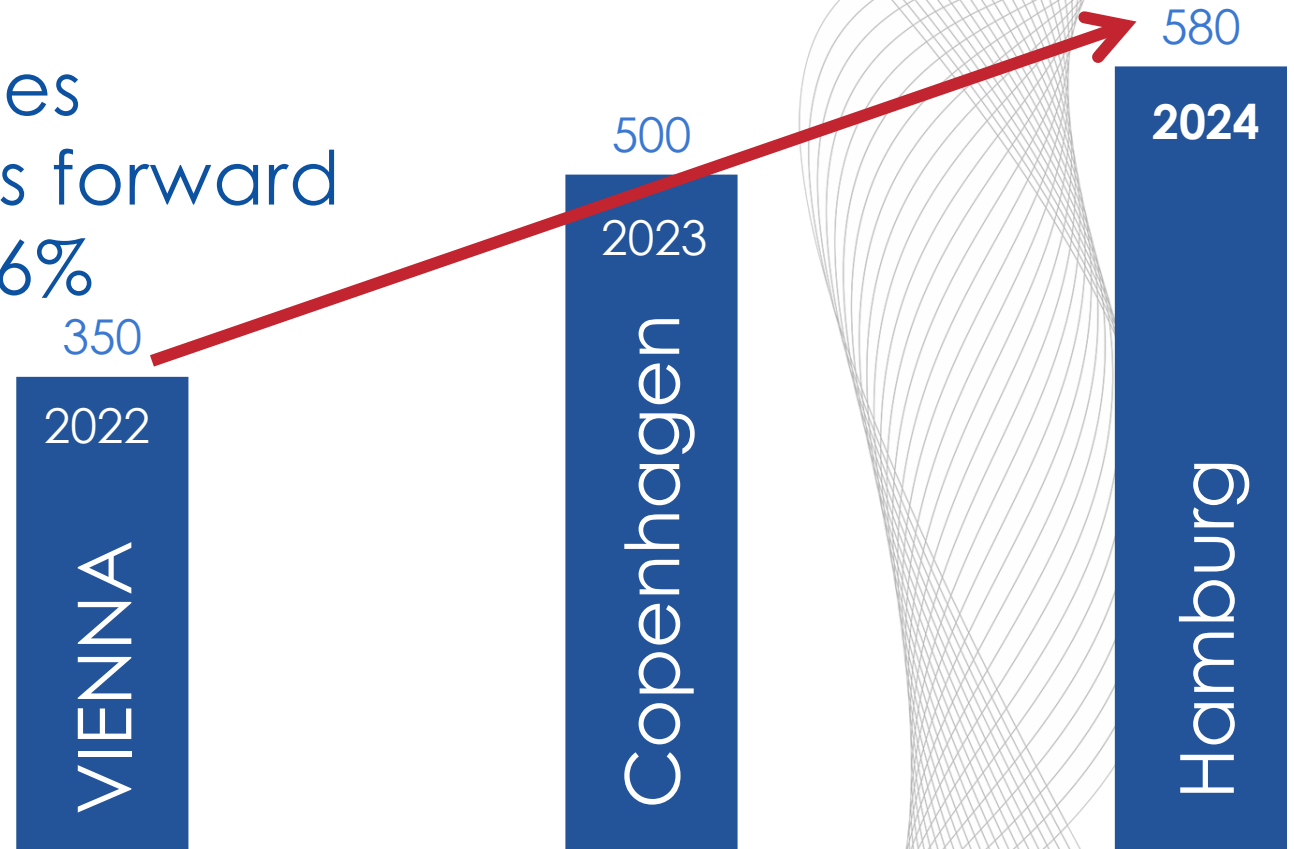
Deutsche Verkehrs-Zeitung

Events

ECG Conference 2024
General Assembly & Spring Congress 2025

ECG Conference 2024

- Record attendance: 580 delegates
- High-level speakers
- Networking opportunities
- Collaboration Moves us forward
- Vienna vs Hamburg +66%



General Assembly & Spring Congress 2025



300 Delegates



Updates on ECG's activities



High-level speakers on AI & Geopolitical Disruption

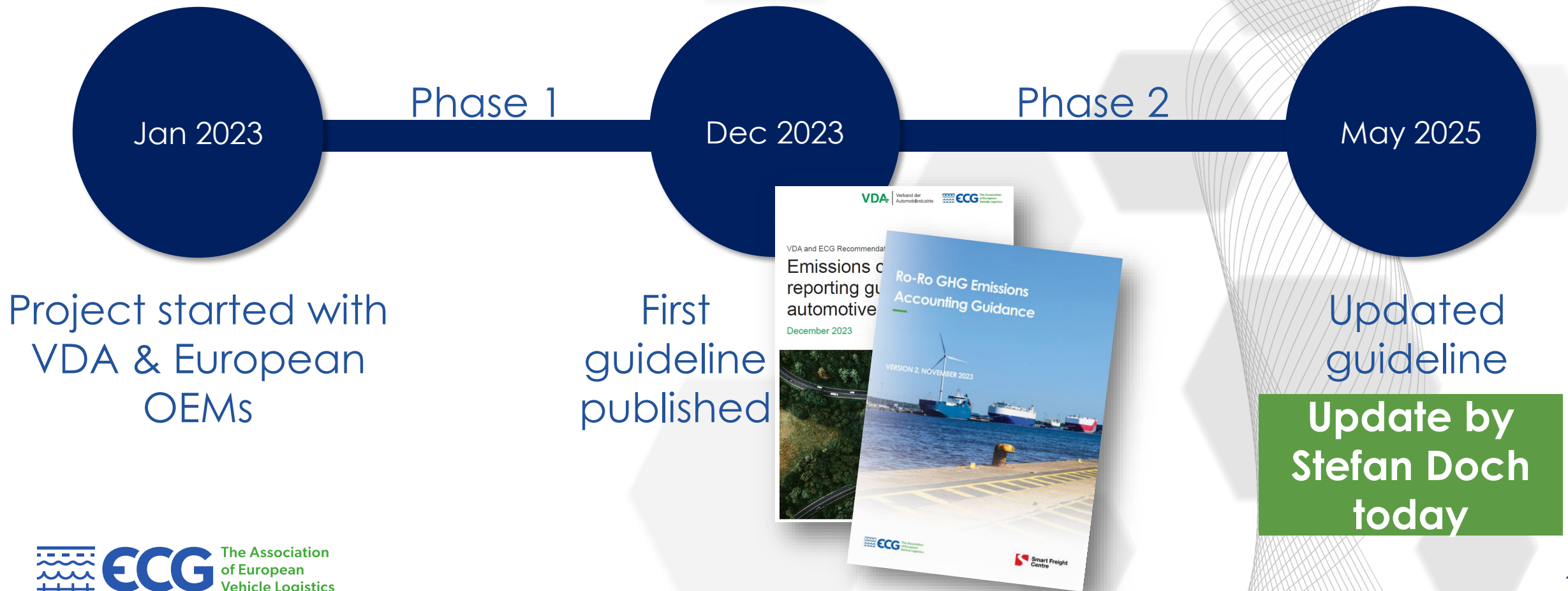
Thank you

Your feedback matters!

Sustainability

Mats Eriksson, Axess Logistics
Christine Willemart, Renault

Emissions project established a harmonised methodology to calculate and report on emissions from FVL



First successful training on the guideline implementation for ECG Members and OEMs



Brussels, November 2024

Two days of on-site training in Brussels with more than 120 participants

Introduction to the topic and the guideline

In-depth sessions for Mode of Transport including hands-on calculation examples and discussions on further improvements

Next activities

Sustainability Days Q4 2025

Best practices for
decarbonisation
& second training
on the guideline

Green cost calculator

&

Establishing a Collaborative EV Charging Network

The ECG Academy course 19 project
lab set the foundations of the two
topics

INTERACTIVE QUESTIONS



How many of your customers are asking you to report on your emissions?



In December 2023, we published the ECG-VDA guidelines to calculate the carbon footprint/CO2e emissions from automotive supply chains...



ECG will organise a second training on emissions calculation & sustainability (Q4 2025) will you/relevant colleagues attend?



**Are you planning to invest in any of the following in the next 5 years?
(Multiple choice)**

Guideline Update and Summary Pilots

Stefan Doch
ITCL

Agenda

1. Guideline Update

2. Pilots – Summary

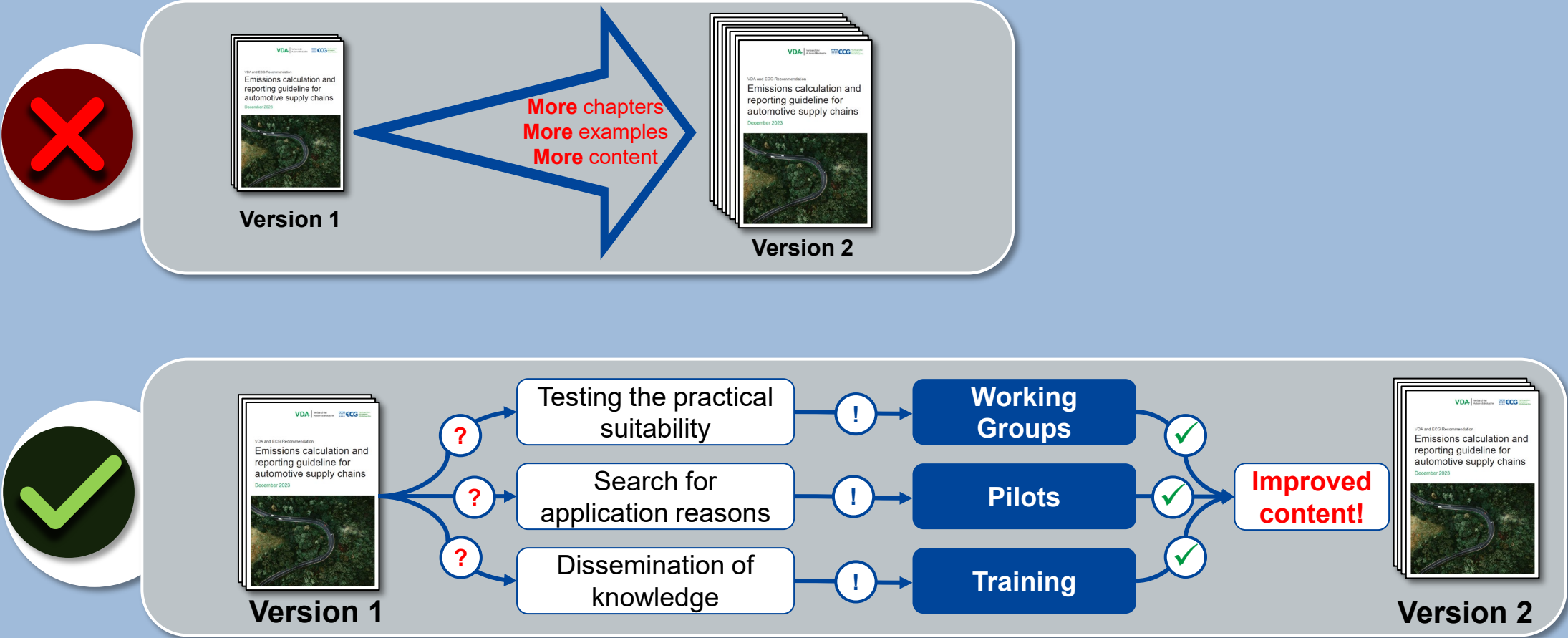
Agenda

1. Guideline Update

- 1. Overview
- 2. Result

2. Pilots – Summary

Guideline update



Guideline update – Working groups

Working groups

Pilots



Road



Scope &
data exchange

5 to 12 participants each

VDA and ECG members



Rail



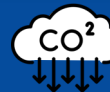
Hubs &
compounds

Insights from OEMs and LSPs

Inbound and finished vehicle logistics



Ship



Insetting
Book & Claim

Bi-weekly working groups

Input from daily business and other streams

Guideline update – Pilots

Working groups

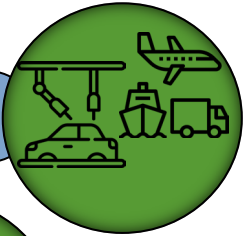
Pilots



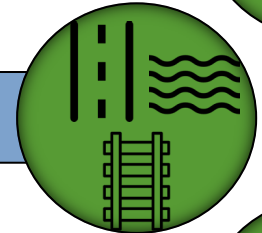
Goal

- Testing the data structure
- Monitoring the quantitative effects of the change in calculation responsibility from the customers to the LSPs
 - Impact of master data availability
 - Impact of primary data and simulation procedures

6 pilot pairs from OEMs and LSPs



Road, rail and sea routes



Distribution and approach routes



Data of several months for calculation and reporting



Spotlight: New content Insetting and Book&Claim

New content

Insetting

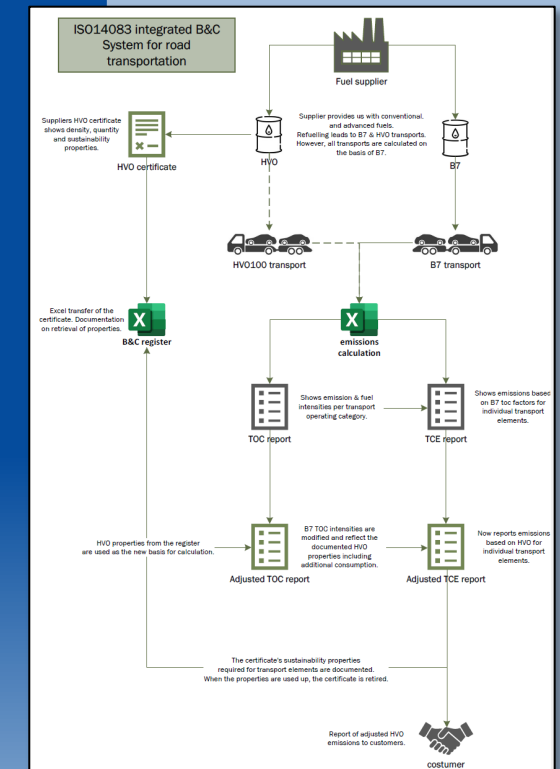
- Covering insetting / Book&Claim
- Developed an application method for road transportation

First step to accelerate customer agreements for sustainability measures.

Interlinked with guideline in terms of **calculation approach** and **reporting** and aligned with the requirements of customers.

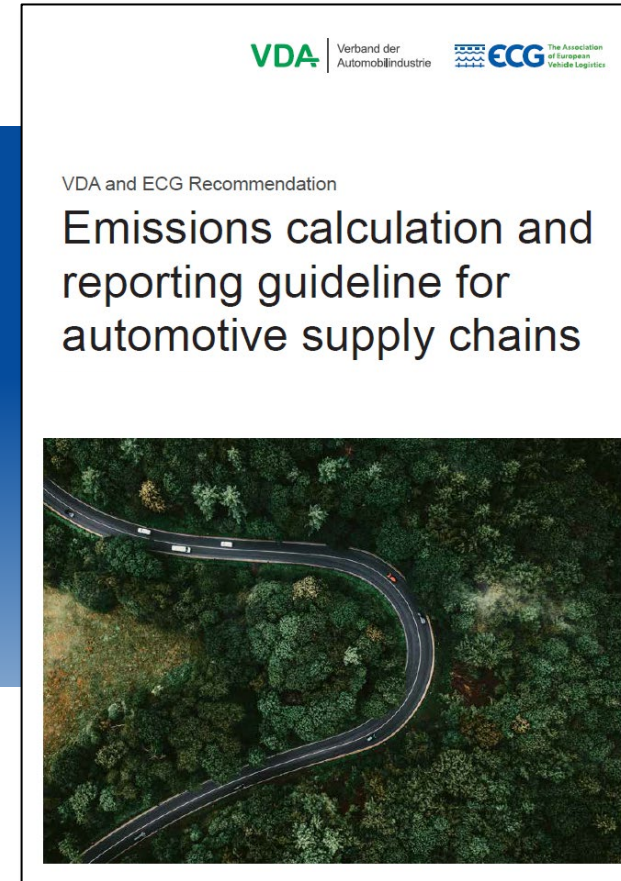
“Virtual Energy Exchange for Emission Reporting”

Step-by-step guide for virtually replacing the conventional fuel with low carbon energy used within the transportation network.



Outlook for the publication

Finished version is ready
to be released soon!

























Agenda

1. Guideline Update

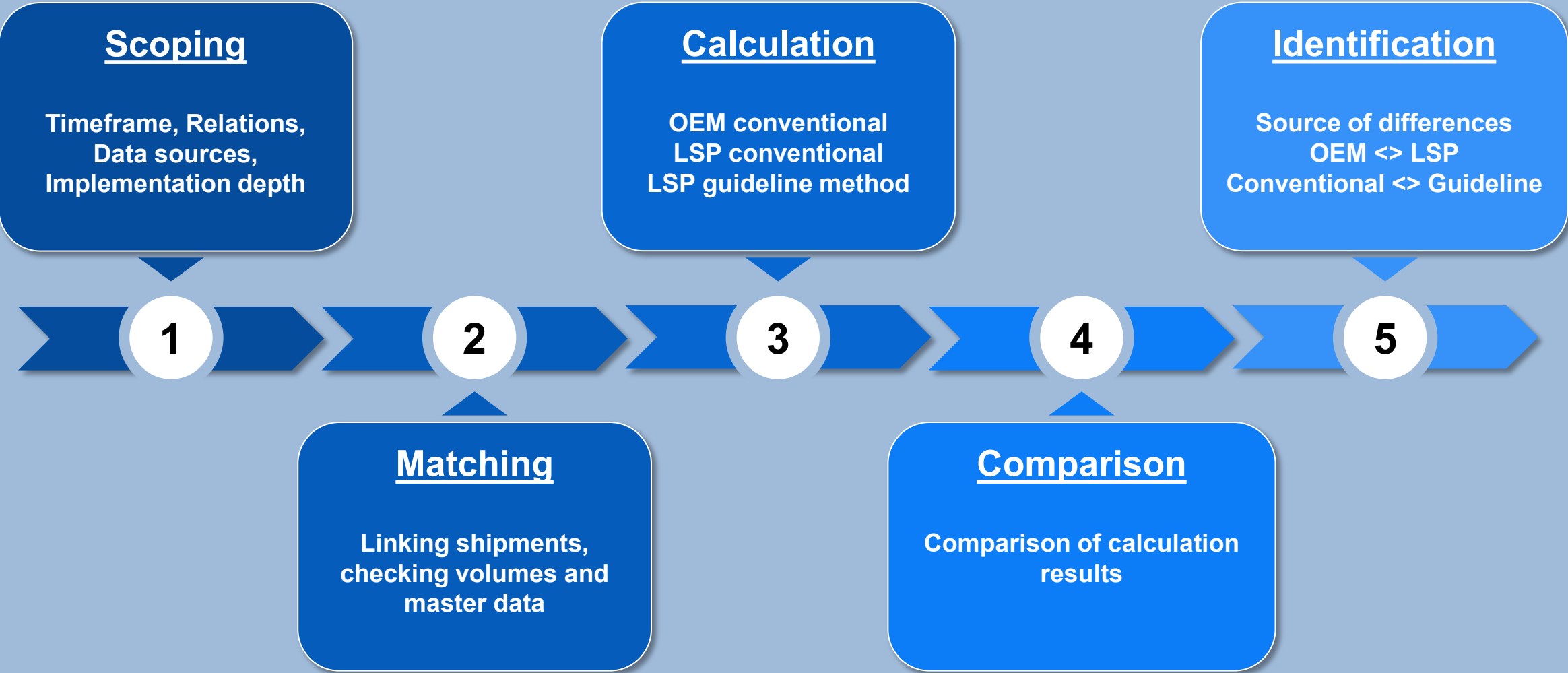
2. Pilots – Summary

1. Overview pilots – participants and achieved progress
2. Pilot procedure
3. Results
4. Learnings and Recommendations

1 Pilots - participants and achieved progress

<div>  Goal <ul style="list-style-type: none"> Testing the calculation method Quantification of the differences in the calculation methods </div>						
	TME & UECC	TME & CEVA	DTAG & Hellmann	Ford & Adampol	MB & Mosolf	VW & DB
Mode of Transport						
Goods						
Data type (primary/secondary)	Primary	Primary Subs: Secondary	Secondary Goal: Primary	Primary	Primary Subs: Secondary	Secondary
Implementation level						
Achieved steps			Compared current calculation		Compared current calculation	Compared current calculation
Further procedure	Extension on other relations	-	Systemic calculation by tool provider	-	Systemic calculation by tool provider	

2 Pilot procedure



3 Results

Lessons learned from the pilot can be grouped in 2 categories



Structural/ practical learnings that were implemented in the guideline update

Organizational learnings for implementing the guideline at a company



Deviations in calculation results can be grouped in 4 categories

- Missing (Master-) Data
- Varying (certified) Methods
- Simplified (wrongly modelled) Routing
- Calculation approach

Occurrence
in pilots



Impact

Up to 10%

Up to 10%

Up to 30%

pending



In total, these circumstances lead to deviations in the emissions calculation of **-20% to +60%**

4 Learnings and Recommendations

1

The benefit of using LSPs data for calculation were proven



Implement the guideline in daily business

- An application of the guideline calculation in a company as common ground for comparison and negotiation is highly recommended

2

High quality data and systemic integration of the calculation is inevitable to be able to process primary data



Enable tool provider to use the guideline as a certification basis for their calculations

- The pilot project has shown that companies are interested, as demonstrated by the 2 IT providers who have already taken part in the pilot projects
- More tool providers must be obtained for the calculation, whereby the guideline can serve as a certification basis for their solutions

3

Without standardised methods there is a tendency that customers underestimate their emission values



Measures like a Green Cost Calculator must be based on the guideline and real use cases

- Integrated use case like the insetting method have the biggest benefit which further emphasises the need to integrate the GCC into the guideline

ECG Academy Innovation Lab

FVL Green Cost Calculator



ECG

The Association
of European
Vehicle Logistics

Requirements profile for a Green Cost Calculator

Balancing CO2 Reduction and Costs in Logistics

May 22nd, 2025

Project team



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Executive Far East Line
GRIMALDI EUROMED S.P.A.



SEBASTIAN GHITU
Key Account Manager
HÖDLMAYR INTERNATIONAL AG

SUMMARY

1

Why

- ✓ Need of alignment of CO₂ reduction with costs development
- ✓ Transparency of the costs' development for reduction of the carbon footprint
- ✓ Maintaining the competitiveness of the companies in the market

2

How

- ✓ Defining the process and requirements for a GCC
- ✓ Creating a mathematical model with considered factors starting from ECG methodology for emission calculation

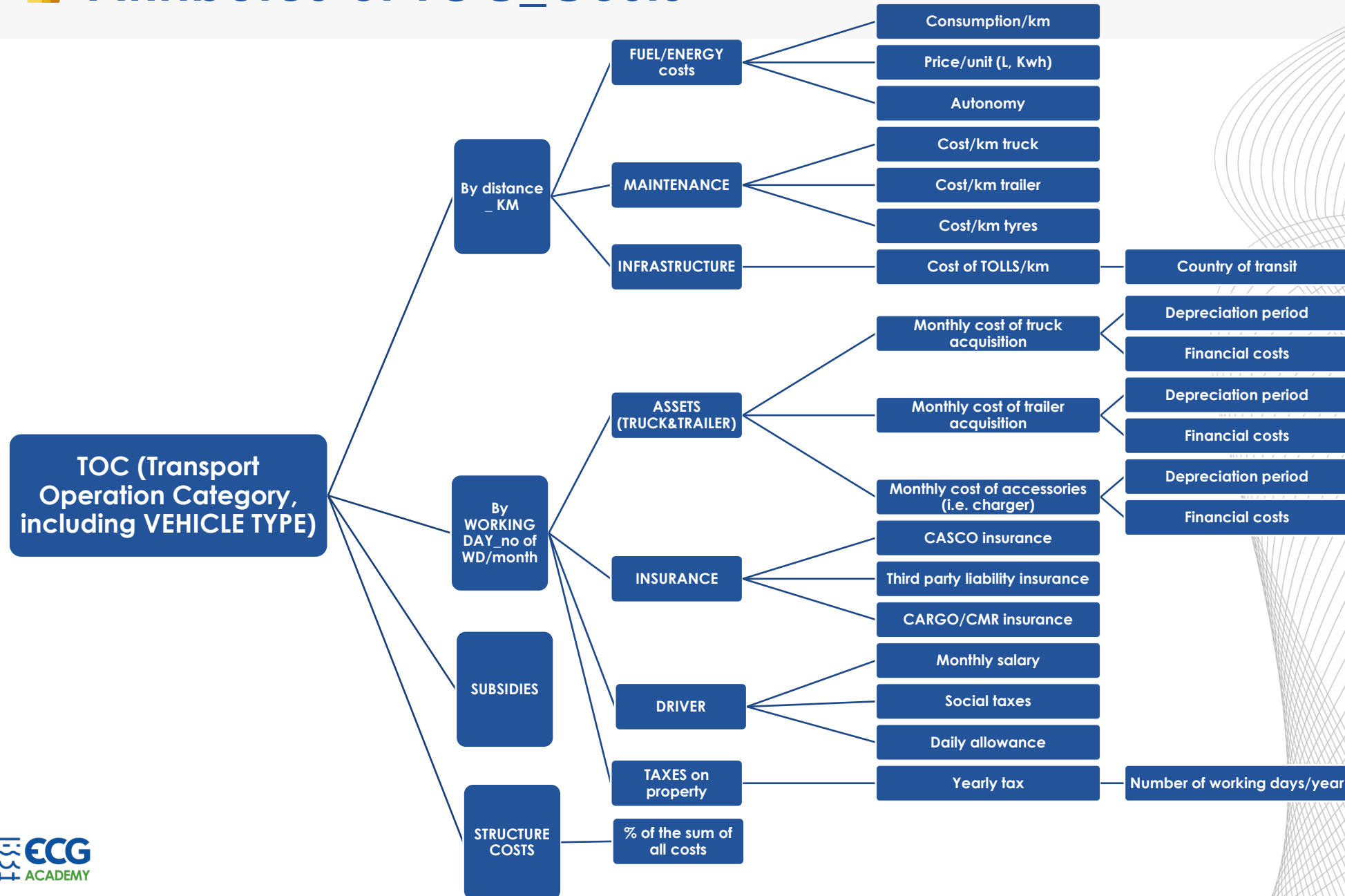
3

What

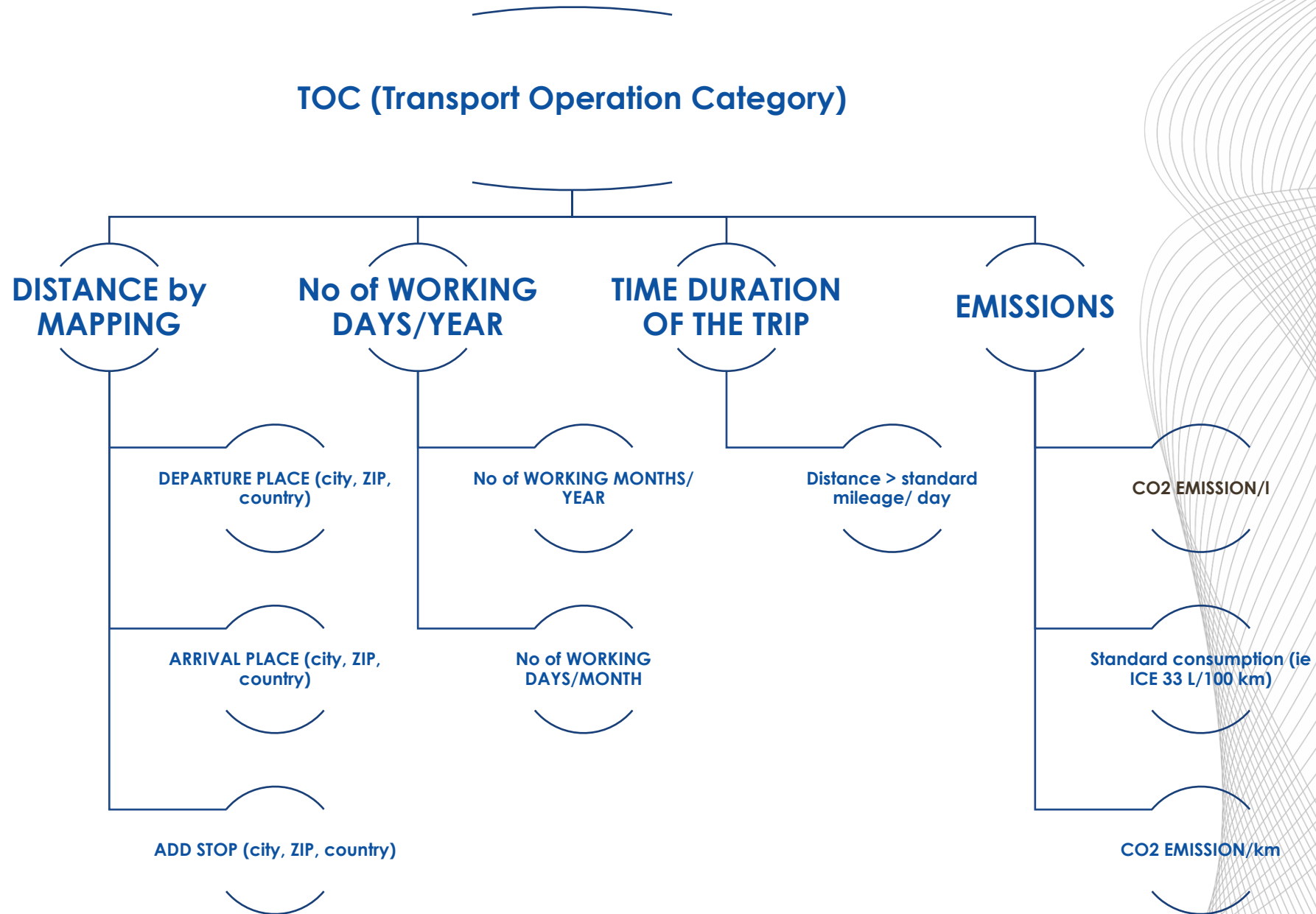
- ✓ Building a software which is providing data and reports in relation with costs of CO₂ reductions => measuring the impact of decarbonization.



Attributes of TOC_Costs

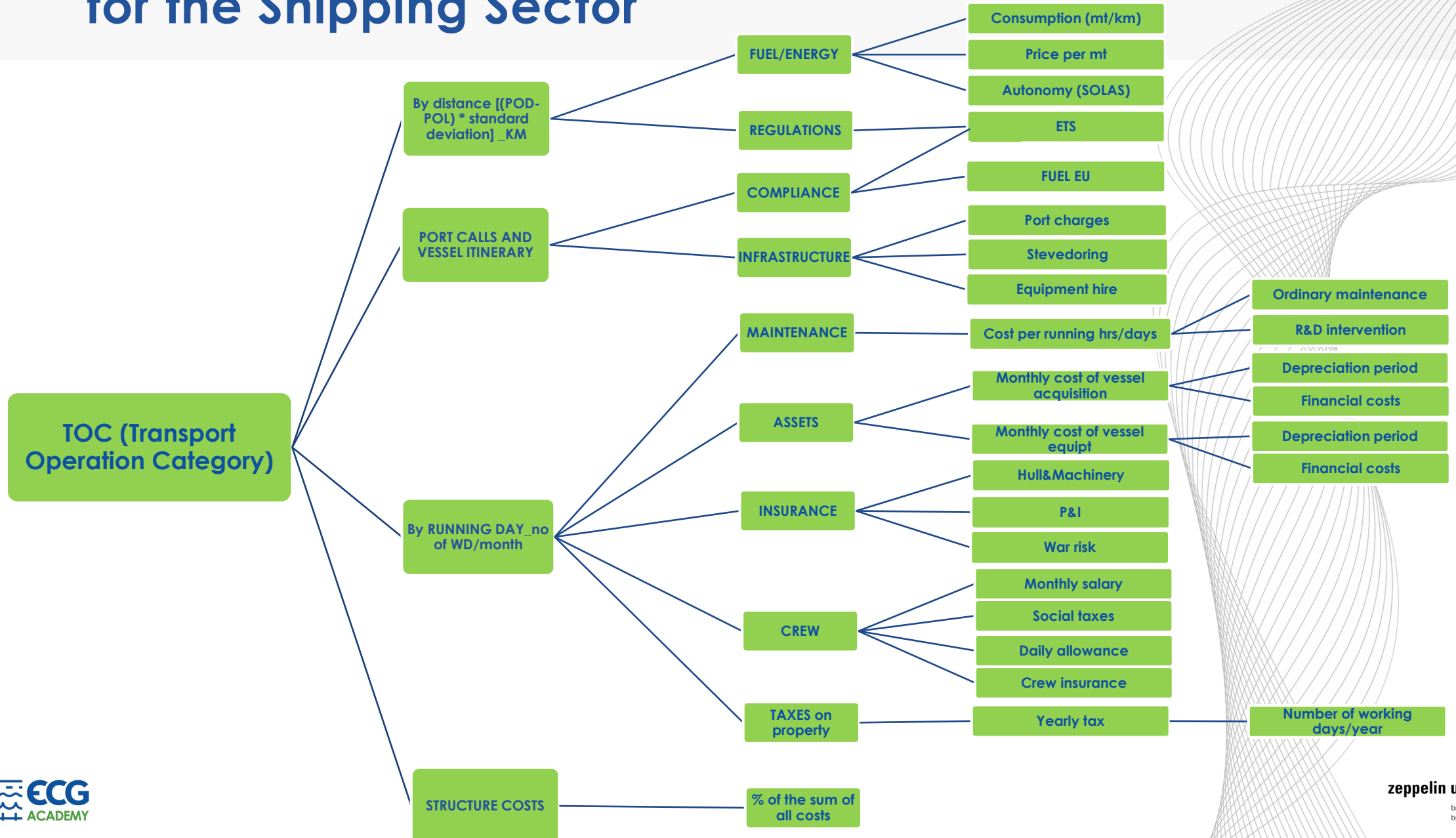


Attributes of TOC_Emissions & Parameters

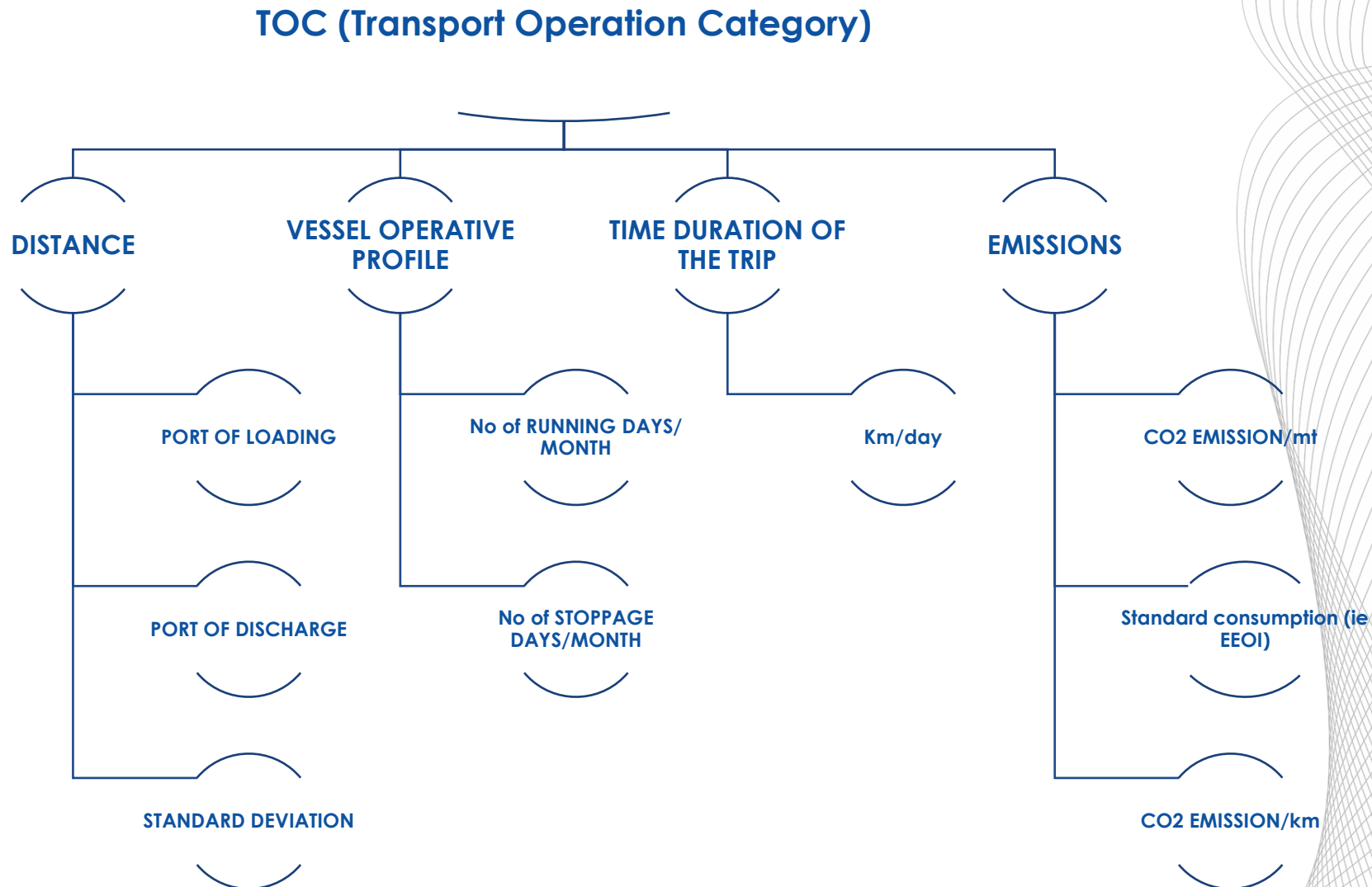




Attributes of TOC_Costs for the Shipping Sector



Attributes of TOC_Emissions & Parameters for the Shipping Sector





Conclusion: Empowering Sustainable Logistics

- ❑ **Green Cost Calculator**, a significant new step towards sustainable logistics:
 - ❑ Balancing CO2 reduction with cost-effectiveness using an innovative approach
 - ❑ Offering a common view for OEMs and LSPs, but also for other stakeholders, outside FVL
 - ❑ Fostering transparency, trust and partnership in the logistics industry

Video to be integrated

Green Cost Calculator – concept proposal

Stefan Doch
ITCL

Green Cost Calculator – Concept proposal

1. Current situation of sustainable logistics solutions
2. Concept for a solution
3. Roadmap
4. First Step: Possible Use Cases Road and Sea

1 Current situation of sustainable logistics solutions

Stage
1

Sustainable solutions that are worthwhile for LSP

solved

Solved by the fact that LSPs do not need any further commitment from customers to implement these measures.

Stage
2

Recurring measures that require short-term contracts

solved

Solved by measures like Insetting and Book&Claim that enable short-term commitment from the customers.

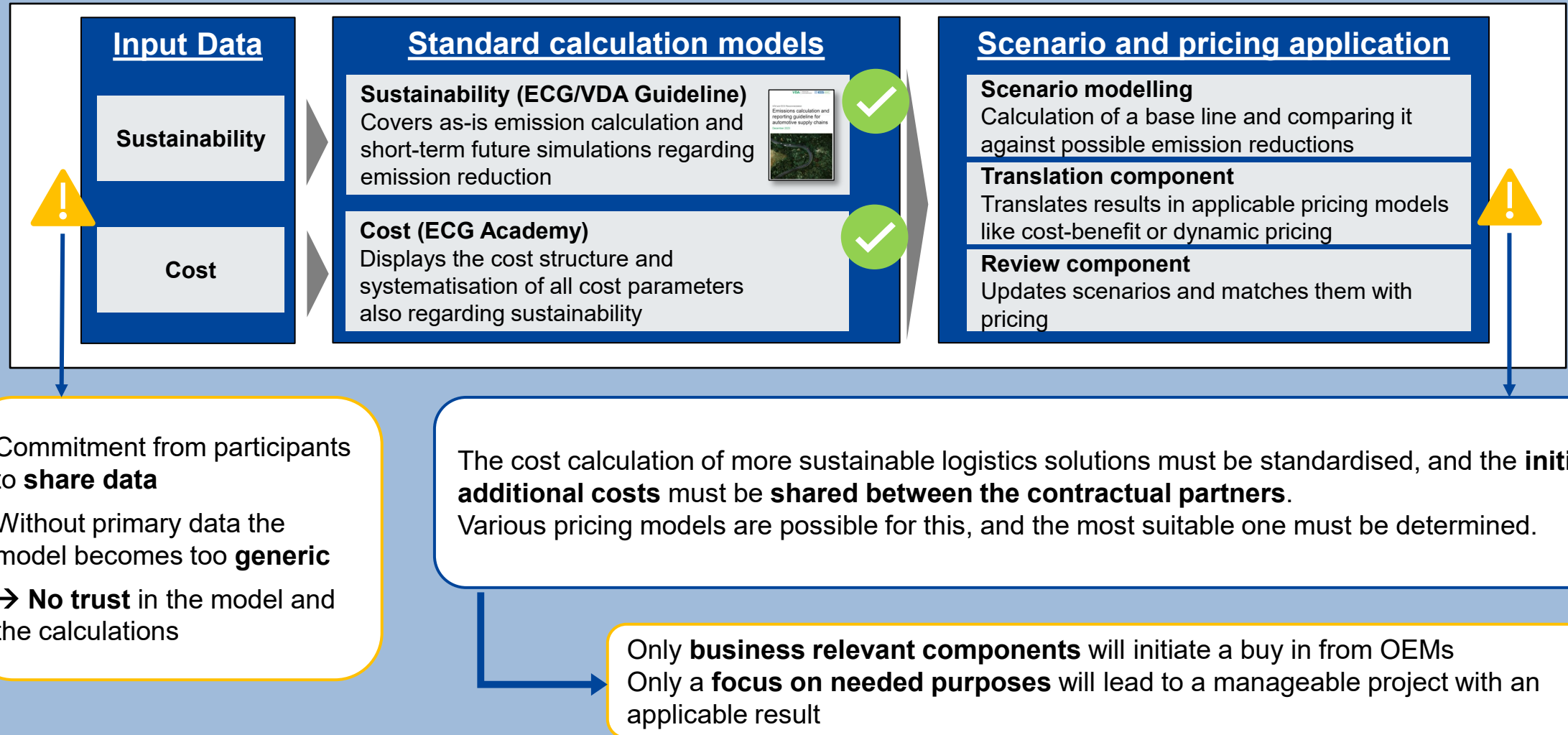
Stage
3

Strategic multi-year measures

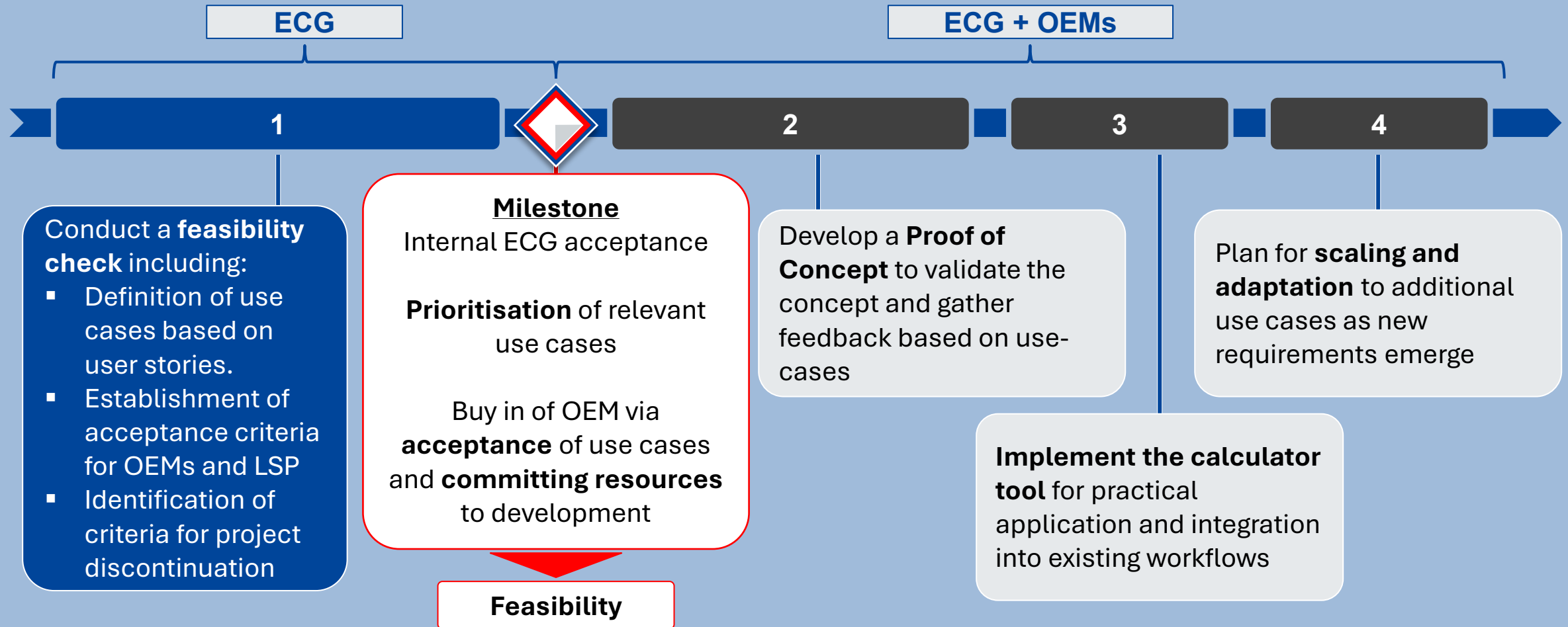
Hurdles like **upfront investments**, **amortisation actions by the customer** and **a long-term/ multi-year horizon** can currently not be handled.

Application area of the
Green Cost Calculator

2 Concept for a solution



3 Roadmap



4 First Step: Possible Use Cases – Road and Sea

Electrification of Trucks



Description

- A multi-year contract with an e-truck option
- Customer wants transparency over current and projected operating costs compared to a conventional base line offer.
- Cost-benefit sharing agreement
- Customer pays the cost disadvantage of the e-truck and gains a benefit as soon as the cost disadvantage tips over

Content

- Analyse cost and CO₂ emission impacts for multi-year contract
- Modelling the cost-benefit “delta curve” over the contract period
- Identify break-even points and long-term financial and ecological advantages
- Factor in customer actions such as improved planning and increased asset utilization
- Support decision-making for both logistics providers and OEMs by clarifying when and how electrification becomes financially viable

Multi year scale up of sustainable fuel procurement



- LSP aims to source sustainable fuels over several years and give producers planning security
- LSP needs the commitment from its customer to be able to plan future demands
- Long-term planning security leads to scaling effects for producers and results in a lower price and higher availability

- Analyse impacts of a multi-year contract on availability and price
- Enabling a back-to-back agreement: Long-term purchase agreements between customer and shipper, as well as shipper and producer
- Modelling the cost benefit of the purchase agreements
- How does the additional price of the sustainable fuel decrease compared to a baseline and how does the customer benefit? E.g. by participating in the purchasing cost advantage of the shipping line

See you next year in Istanbul for the
General Assembly!

4-5 June 2026



General Assembly & Spring Congress

22-23 May 2025

Cascais, Portugal