



**CARGOMIND**

*We put a lot of thought in all we do.*

ABOUT US IN  
**GERMANY**



# Introduction

**Cargomind (Germany)** is part of the Cargomind Group, a family owned Freight Forwarding business with 25 offices in **Central Europe, Eastern Europe** and **China**.

Our offices are strategically located in **Frankfurt** (Hesse), **Dusseldorf** (Northrhine-Westphalia), **Stuttgart** (Baden-Wurttemberg), **Hamburg** (Hamburg) and **Munich** (Bavaria) and serve all 16 states in Germany.

Carefully selected teams of highly experienced airfreight and seafreight professionals provide first class transport services for our customers and agent partners abroad.

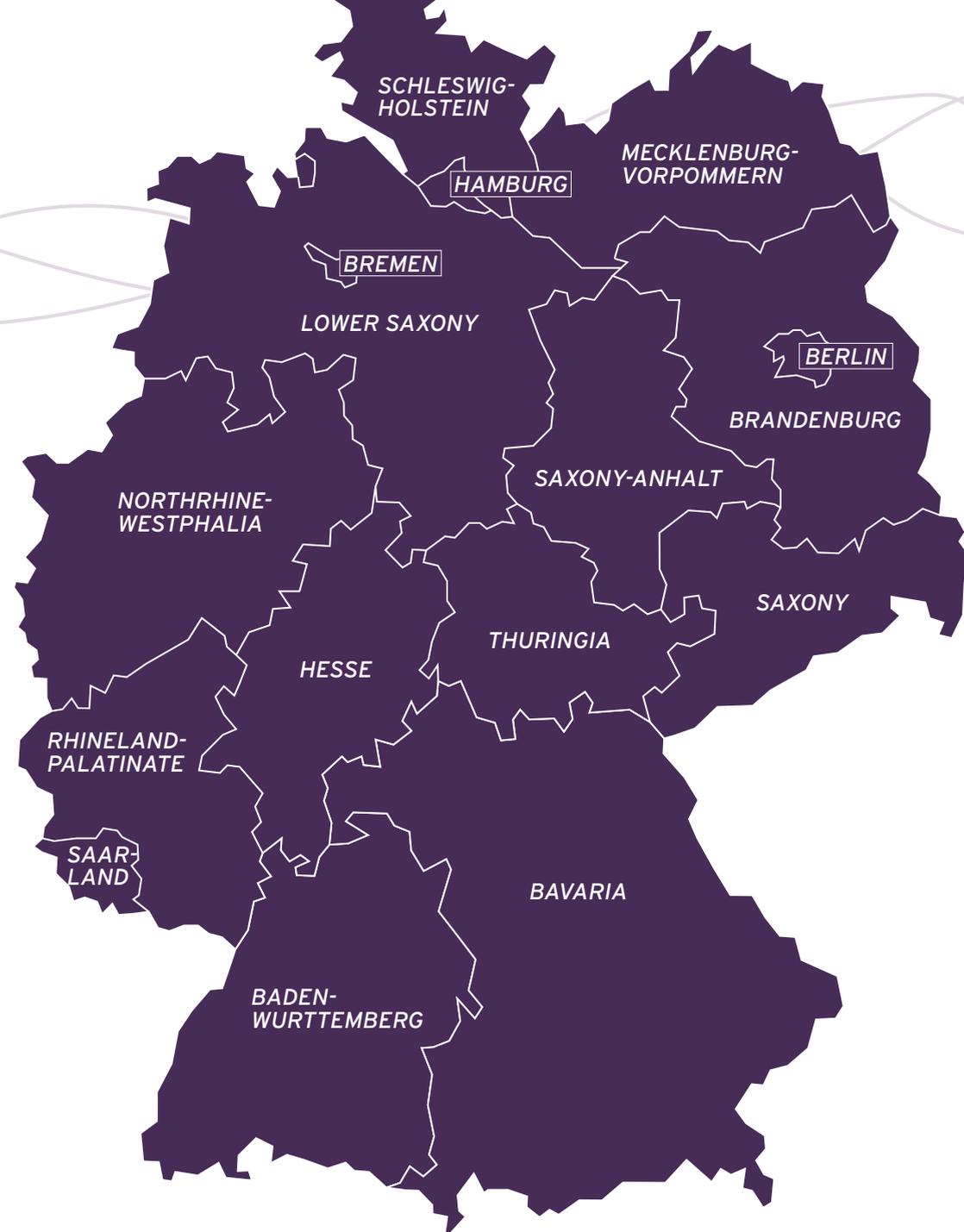
# Milestones

- 2007 First office opened at Frankfurt Airport
- 2008 Opened office in Dusseldorf
- 2010 Cargomind appointed as Regulated Agent
- 2011 Started Operations in Stuttgart  
All airfreight offices receive IATA Accreditation
- 2014 Founded a new office in Hamburg.
- 2017 Cargomind receives full AEO Certification in Germany
- 2019 Opened office in Munich
- 2021 Sales € 21 Million. More than 10.000 Shipments
- 2022 Cargomind (Germany) celebrates 15 years of operation

# German Market

The **Federal Republic of Germany** is the largest economy in Europe and the most populous member state of the European Union.

As a federal state, it is composed of sixteen constituent states.

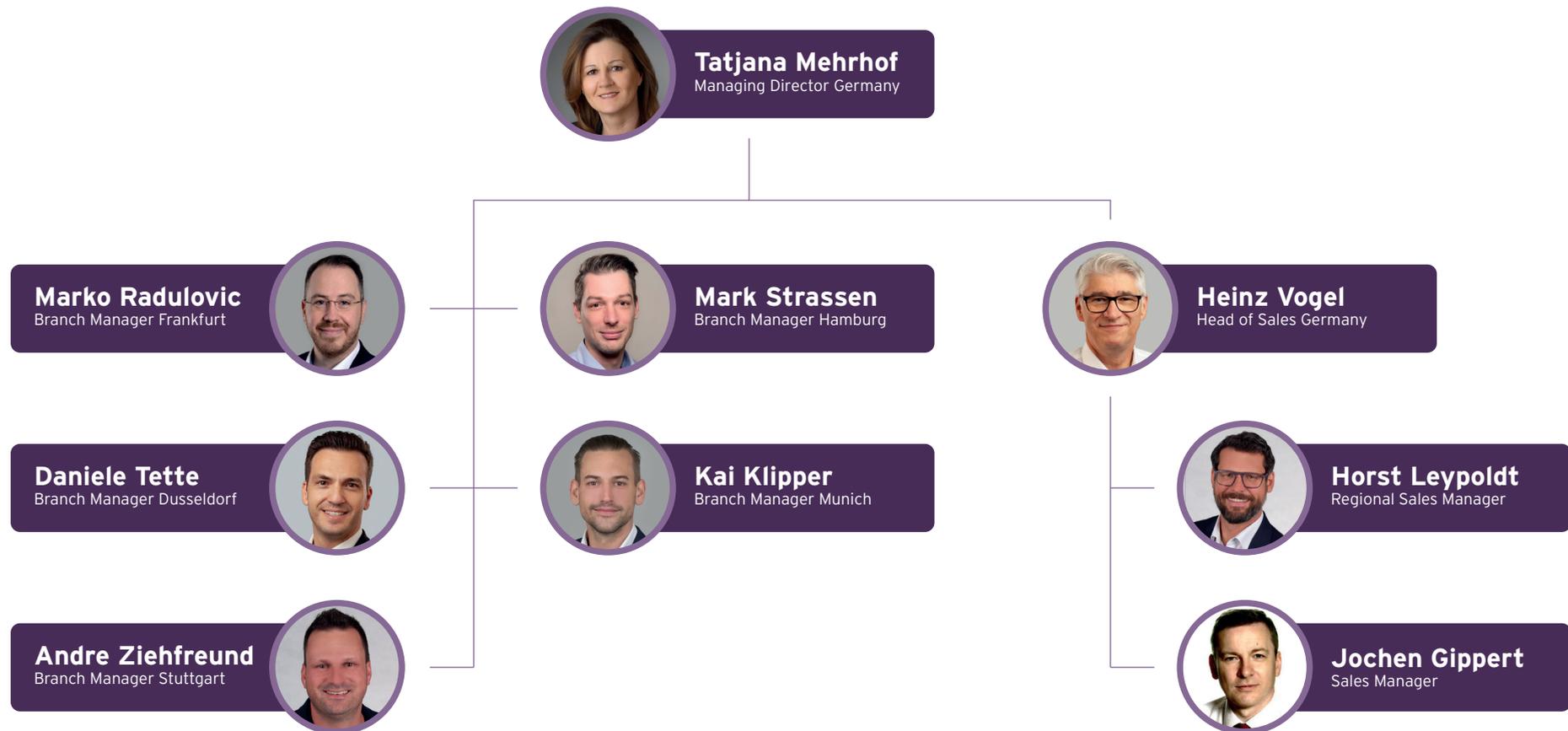


# Germany's Federal States

Federal State	Capital	GDP Million*	Population	Share %
North Rhine-Westphalia	Dusseldorf	697.100	17.900.000	21
Bavaria	Munich	610.200	13.100.000	18
Baden-Wuerttemberg	Stuttgart	500.800	11.100.000	15
Lower Saxony	Hannover	295.900	8.000.000	9
Hesse	Wiesbaden	281.400	6.300.000	8
Berlin	Berlin	154.600	3.700.000	5
Rhineland Palatinate	Mainz	141.900	4.100.000	4
Saxony	Dresden	125.600	4.100.000	4
Hamburg	Hamburg	118.100	1.900.000	4
Schleswig Holstein	Kiel	97.200	2.900.000	3
Brandenburg	Potsdam	73.900	2.500.000	2
Saxony-Anhalt	Magdeburg	62.700	2.200.000	2
Thuringia	Erfurt	61.500	2.100.000	2
Mecklenburg West. Pom.	Schwerin	46.000	1.600.000	1
Saarland	Saarbrücken	33.600	1.000.000	1
Bremen	Bremen	31.600	700.000	1
<b>Germany</b>	<b>Berlin</b>	<b>€ 3.332.100</b>	<b>83.200.000</b>	<b>100</b>

\*Figures from 2020

# Management Team



# Tatjana Mehrhof

Managing Director Germany



Tatjana entered the freight forwarding business in 1987. Her first employer was Airfix GmbH in Kelsterbach. She received training for airfreight export and domestic distribution and managed these trade lanes until 1996. She then worked for 2 years in KLM as customer service associate. In 2002 she became a minority shareholder in TAS GmbH and managed their branch office in Frankfurt for more than a decade. She joined Cargomind as Station Manager for the Frankfurt Office in 2013 and has been promoted to the Board of Directors considering her outstanding contribution in 2017. Tatjana manages our teams in Frankfurt, Dusseldorf, Hamburg, Stuttgart and Munich with her broad experience in freight forwarding and her fine human empathy. She has led the German Organisation from success to success.

# Marko Radulovic

## Branch Manager Frankfurt



Marko started as a trainee for Eagle Global Logistics (EGL) in 2001 and worked for several years in the Airfreight Import Department at Frankfurt. In 2006, Marko joined NNR + Dachser and became responsible Manager for the Air Import Department, he also implemented a distribution warehouse during this period. He joined cargo-partner in 2015 and was responsible for building their National Import Hub in Frankfurt, serving all stations in Germany. In 2018, he took the lead responsibility for the Airfreight Export Department and was promoted to Manager Air Cargo in Frankfurt.

He joined Cargomind in 2019 with the task to build the sales department in Frankfurt. Taking advantage of his vast experience, he was appointed Branch Manager for the Frankfurt Office.

# Daniele Tette

## Branch Manager Dusseldorf



Daniele studied Industrial Engineering in Cologne but decided for a career in freight forwarding. His first employer was Roehlig Deutschland GmbH & Co KG and his training lasted from 2006 to 2009. He continued to stay with Roehlig and became a member in their Airfreight Export Team. Daniele is multilingual and speaks Italian next to German and English. In 2018, he changed to Savino Del Bene GmbH. There he worked in Airfreight Export Operations, but also in Inside Sales.

He joined Cargomind in 2018 as Sales Representative but was soon promoted to Operation Manager as the position became vacant. His contribution met with great approval from management and his colleagues and therefore he was appointed Branch Manager of the Dusseldorf Office at the beginning of 2022.

# Andre Ziehfrend

Branch Manager Stuttgart



Andre started his career in 1999 with an apprenticeship in freight forwarding working for Militzer and Münch at Stuttgart Airport. There he received a comprehensive training in all aspects of airfreight import and export operations. He joined cargo-partner in 2002 and was promoted to Airfreight Export Manager. He broadened his industry experience working for Group 7 in a special airfreight project from 2010 until 2012. He joined Cargomind in 2012 as Airfreight Export Manager and became Branch Manager in 2017. He has led the team from success to success.

# Mark Strassen

Branch Manager Hamburg



Mark studied Geography at the University in Bonn but decided for an apprenticeship in freight forwarding in 2008. His first employer was EMO-Trans GmbH in Dusseldorf. He changed to BDP International in Dusseldorf in 2011 and worked in their Ocean Freight Department, in which he took the lead after only 6 months. In 2012, he changed to Kitzinger & Co. and was asked to work in their Head Office in Hamburg.

He joined Cargomind in 2018 and helped to build this office to its present size. In early 2019, he was promoted to Operations Manager and in 2021 he was appointed Branch Manager for Hamburg. His role includes the task of Product Manager Ocean Freight for Germany.

# Kai Klipper

Branch Manager Munich



Kai started working as a trainee for Eagle Global Logistics (EGL) in Frankfurt in 2006. There, he had the opportunity to learn all aspects of airfreight and ocean freight operations. In 2009, he joined Expedito International as an Airfreight Export Clerk and in 2013, he took the position of Airfreight Export Manager at Gondrand ATEGE. In 2017, he moved to Bavaria because of family reasons and took a position as Operations Manager for a newly founded office of Kintetsu in Munich.

Kai joined Cargomind in 2019 and has since built the office at Munich Airport with outstanding success.

# Heinz Vogel

Head of Sales Germany



Heinz started his career in 1984 at Air Canada Cargo and switched to the freight forwarding industry in 1989. He has held senior Management Positions with Kintetsu and Rhenus Air & Ocean and accumulated extensive experience in all fields of freight forwarding over a period of more than 30 years. He also gained experience in dealing with other cultures and within a global corporation. Heinz joined Cargomind in January 2019 as Branch Manager for Dusseldorf. Considering his experience in Sales and Key Account Management, we have assigned him to the role of Senior Sales Manager for Germany at the beginning of 2022. He leads a team of experienced Business Development Executives, which support our German Customers and our Network Partners abroad.

# Horst Leypoldt

Regional Sales Manager



Horst started an apprenticeship in freight forwarding in 1993. His first employer was a. hartrodt GmbH & Co. in Stuttgart and he proved himself in their Air and Ocean Freight Departments. In 2000, he tried his sales skills as Representative for ECS Express Container Service AG, and later as Sales Manager in Gurex Automotive, serving major brands of German carmakers. He returned to the freight forwarding business in 2003 serving as Manager Business Development for cargo-partner in Stuttgart and later for Group 7 AG, Stuttgart in 2010. He joined Cargomind in 2012 as Business Development Manager for Baden Württemberg and his contribution is praised by everyone in the team. With the opening of our Munich Office, his responsibility extended to cover Bavaria too.

# Jochen Gippert

Sales Manager



Jochen's fascination with the airfreight business began when he served as a paratrooper in the German Army. His apprenticeship employer was Streck Transporte GmbH for whom he worked in Freiburg until 1994. He then moved to Stuttgart and joined AEI, a leading global airfreight forwarder. In 2005, he became Airfreight Export Manager at Ziegler in Stuttgart. From 2010 to 2021, he worked for several companies as Account Executive, Route Manager and Business Development Manager, which were all subject to mergers and acquisitions (Agility, UTi, Damco). He joined Cargomind in 2021 as Business Development Manager and has since increased our sales-force performance.

# Addressing your Inquiries

For all **Ocean Freight** Inquiries please contact our Hamburg office.

For **Air Freight** Shipments, you can find out the office in charge *through the Postal Code listing.*

Postal Code	Station
01000 - 19999	Frankfurt
20000 - 33999	Dusseldorf
34000 - 39999	Frankfurt
40000 - 53999	Dusseldorf
54000 - 56999	Frankfurt
57000 - 59999	Dusseldorf
60000 - 69999	Frankfurt
70000 - 75999	Stuttgart
76000 - 76299	Frankfurt
76300 - 76599	Stuttgart
76600 - 76999	Frankfurt
77000 - 79999	Stuttgart
80000 - 87999	Munich
88000 - 89999	Stuttgart
90000 - 94999	Munich
95000 - 99999	Frankfurt

# Office Locations

## FRANKFURT

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## MUNICH

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85356 Munich, Germany  
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# Airfreight Infrastructure

In Germany, the majority of air cargo shipments are handled through **Frankfurt Airport**. From here, 94 Airlines fly to 306 destinations in 98 countries, resulting in exceptionally good connectivity worldwide.

**Munich** and **Dusseldorf Airport** are providing an intercontinental route network as well, however on a much smaller scale.

Precarriage and onward carriage is provided by so called Road Feeder Services (RFS), which are regular trucking connections to all Airports in Germany. The Domestic Airports function as local Freight Hubs and play an important part in the organization of Air Freight Shipments.

# Freight Hubs at Domestic Airports

In general, the Security Screening is effected at these local Freight Hubs and goods travel in secured Road Feeder Services to the main Gateways.

<b>Federal State</b>	<b>Airport</b>
Northrhine-Westphalia	Dusseldorf, Cologne-Bonn, Munster-Osnabruck
Bavaria	Munich, Nuremberg
Baden-Wurttemberg	Stuttgart
Lower Saxony	Hannover
Hesse	Frankfurt
Berlin	Berlin
Saxony	Leipzig-Halle, Dresden
Hamburg	Hamburg
Bremen	Bremen

# Air Freight Services

## **Air Freight Handling**

Route Planning  
Pricing Desk  
Booking with Airlines  
Issuance of Airwaybills  
Electronic Data Interchange  
Visibility Tools (Cargo iQ)

## **Customs Brokerage**

Free Circulation  
In Bond Transit  
Fiscal Clearance  
Outward & Inward Processing

## **Transport Services**

Pick Up at Customer Location  
Last Mile Delivery  
Road Feeder Services to Gateway

## **Security Screening**

Consignment Security Declaration



# Ocean Freight Infrastructure

The German North Sea ports of **Hamburg** and **Bremerhaven** are the main gateways to the world for the German industry. About 75% of maritime trade is routed through these two ports.

The highest usage comes from the **Northern** (Schleswig Holstein, Hamburg, Bremen, Lower-Saxony), **Eastern** (Mecklenburg-Western Pomerania, Saxony Anhalt, Brandenburg, Berlin) and **Southern States of Germany** (Saxony, Thuringia, Bavaria).

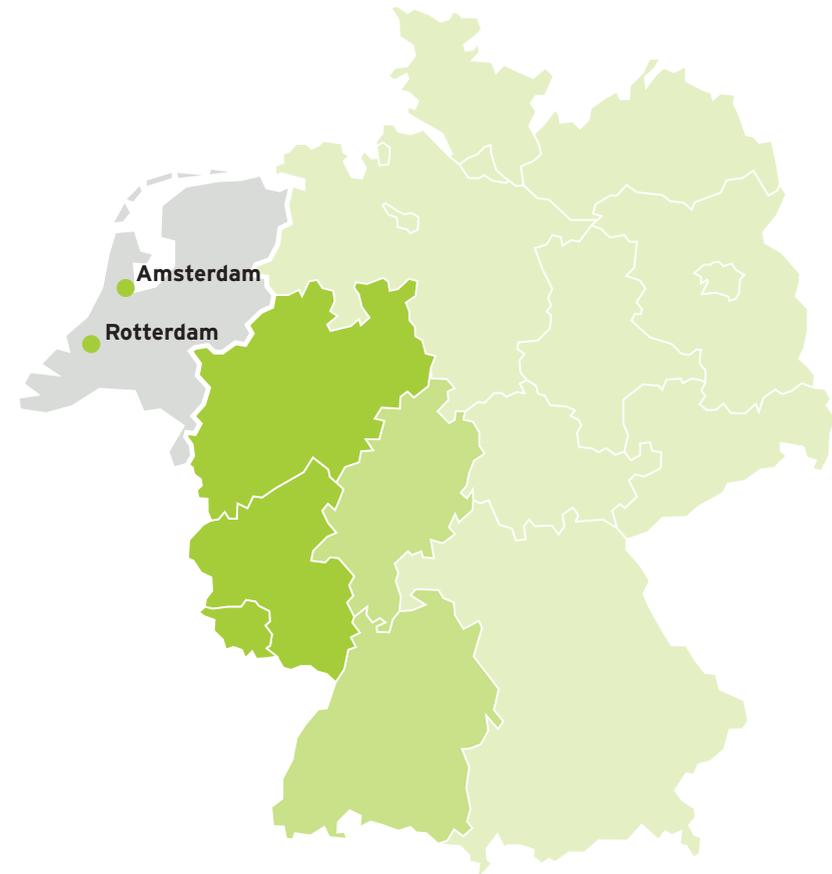
The States of Hesse and Baden-Wurttemberg ship about two thirds of their volume through Hamburg and Bremerhaven.

The **Western States** (North Rhine-Westphalia, Rhineland-Palatinate, Saarland) along the Rhine River prefer the ports of Rotterdam and Antwerp. But even from these states, one third of their volume is shipped via Hamburg and Bremerhaven.

# Preferred Ports by German States



Hamburg, Bremerhaven



Amsterdam, Rotterdam

# Inland Container Depots South

State	Region	ICD Location
Bavaria	Upper Bavaria	Munich Burghausen
	Lower Bavaria	Passau
	Upper Palatinate	Regensburg
	Upper Franconia	Bamberg Hof
	Middle Franconia	Nuremberg
	Swabia	Augsburg
	Tubingen	Ulm Dornstadt
Baden-Wuerttemberg	Karlsruhe	Karlsruhe Kehl Mannheim
	Stuttgart	Stuttgart Kornwestheim



# Inland Container Depots West

State	Region	ICD Location
Rhineland Palatinate	Koblenz	Koblenz Andernach
	Trier	Trier
	Rhine Hesse Palatinate	Mainz Ludwigshafen Germersheim Worth
	Arnsberg	Dortmund
North Rhine- Westfalia	Detmold	Bad Salzuflen
	Dusseldorf	Dusseldorf Duisburg Emmerich Neuss
	Cologne	Cologne Bonn
	Darmstadt	Frankfurt Ginsheim
Hesse	Kassel	Kassel



# Inland Container Depots East

State	Region	ICD Location
Berlin	Berlin	Berlin
Saxony Anhalt	Halle	Halle
Brandenburg	Brandenburg	Großbeeren
		Frankfurt an der Oder
		Konigs Wusterhausen
Saxony	Leipzig	Leipzig
	Dresden	Riesa



# Ocean Carrier Alliances

The world's biggest liner shipping companies have organized their services in three carrier alliances. These alliances are the **2M Alliance**, **The Alliance** and the **Ocean Alliance**. They all operate under a block exemption granted by the EU. The Regulation intended to improve the productivity and quality of available liner shipping services. However, it has brought about disadvantages.

- Concentration of ships and slots in a few hands
- Deployment of mega ships
- Decrease in service frequencies; Less direct port connections
- Declining schedule reliability

Meanwhile freight rates have multiplied. Containership operators enjoyed profits of 150 Billion USD in 2021. In the years before the industry never exceeded profits of more than 1 Billion USD.

# Ocean Carrier Alliances

Carrier Name	Ships	Total TEU	Ships	Owned TEU	Ships	Chartered TEU
<b>2M Alliance</b>						
1 Maersk	710	4.122.702	298	2.280.090	412	1.842.612
2 MSC	591	3.902.661	157	1.047.070	434	2.855.591
	<b>1.301</b>	<b>8.025.363</b>	<b>455</b>	<b>3.327.160</b>	<b>846</b>	<b>4.698.203</b>
<b>The Alliance</b>						
5 Hapag-Lloyd	255	1.774.132	112	1.052.321	143	721.811
6 ONE	223	1.612.250	69	500.971	154	1.111.279
8 Hyundai	74	750.872	28	449.074	46	301.798
9 Yang Ming	89	628.467	46	193.813	43	434.654
	<b>641</b>	<b>4.765.721</b>	<b>255</b>	<b>2.196.179</b>	<b>386</b>	<b>2.569.542</b>
<b>Ocean Alliance</b>						
3 COSCO	501	3.022.125	177	1.567.423	324	1.454.702
4 CMA-CGM	558	3.019.469	118	1.030.328	440	1.989.141
7 Evergreen	199	1.327.918	111	639.764	88	688.154
	<b>1.258</b>	<b>7.369.512</b>	<b>406</b>	<b>3.237.515</b>	<b>852</b>	<b>4.131.997</b>
<b>Alliances Total</b>	<b>3.200</b>	<b>20.160.596</b>	<b>1.116</b>	<b>8.760.854</b>	<b>2.084</b>	<b>11.399.742</b>

# Ocean Freight Services

## **Ocean Freight Handling**

- Route Planning
- Pricing Desk
- Booking with Ocean Carriers
- Bill of Lading or Sea Waybill Documentation
- Electronic Data Interchange
- Visibility Tools (TMS)

## **Customs Brokerage**

- Free Circulation
- In Bond Transit
- Fiscal Clearance
- Outward & Inward Processing

## **Transport Services**

- Rail or Barge Transport from Port to ICDs
- Drayage from ICDs to Place of Delivery or Place of Acceptance
- Pick Up and Return of Empty Equipment

## Eurasian Land Bridge (FCL)

Main routes between China and Germany involving transit through Russia. Cargomind provides door to door services using the most favorable operator.

Rail Hub	Province	Operator	Route	Rail Hub	Weekly	Days
Chongqing	Chongqing	Yu'Xin'Ou Railway	KZ-RU-BY	Duisburg	1 - 2	17
Wuhan	Hubei	Wuhan Asia-Europe	KZ-RU-BY	Duisburg	1	19
Wuhan	Hubei	Trans Eurasia	KZ-RU-BY	Duisburg	1	19 - 20
Xi'an	Shaanxi	Trans Eurasia	KZ-RU-BY	Duisburg	2	19 - 20
Yiwu	Zhejiang	Interrail	KZ-RU-BY	Duisburg	2	19 - 20
Zhengzhou	Henan	ZIH	KZ-RU-BY	Hamburg	3	17 - 18
Zhengzhou	Henan	ZIH	KZ-RU-BY	Munich	1	19

# Eurasian Land Bridge (LCL)

For smaller shipments (LCL = Less than Container Loads) we offer consolidation services from various rail hubs in China.

Rail Hub	Province	Route	Rail Hub	Weekly	Days
Zhengzhou	Henan	KZ-RU-BY	Hamburg	2 - 3	20 - 22
Zhengzhou	Henan	KZ-RU-BY	Duisburg	1	20 - 22
Chongqing	Chongqing	KZ-RU-BY	Duisburg	1 - 2	20 - 22
Hefei	Anhui	KZ-RU-BY	Duisburg	1 - 2	20 - 22
Hefei	Anhui	KZ-RU-BY	Hamburg	1 - 2	20 - 22
Xi'an	Shanxi	KZ-RU-BY	Duisburg	1 - 2	20 - 22
Xi'an	Shanxi	KZ-RU-BY	Hamburg	1 - 2	20 - 22

# Global Partner Networks

## **WCA First**

The world's first non-exclusive Logistics Network of independent logistics operators.

1,551 Members

170 Countries

## **WCA Inter Global**

Formed to help trade and partnerships to and from emerging global economies.

5,055 Members

165 Countries

## **Centennial**

A smaller network based on personal connections.

283 Members

111 Countries

## **Carvre 7**

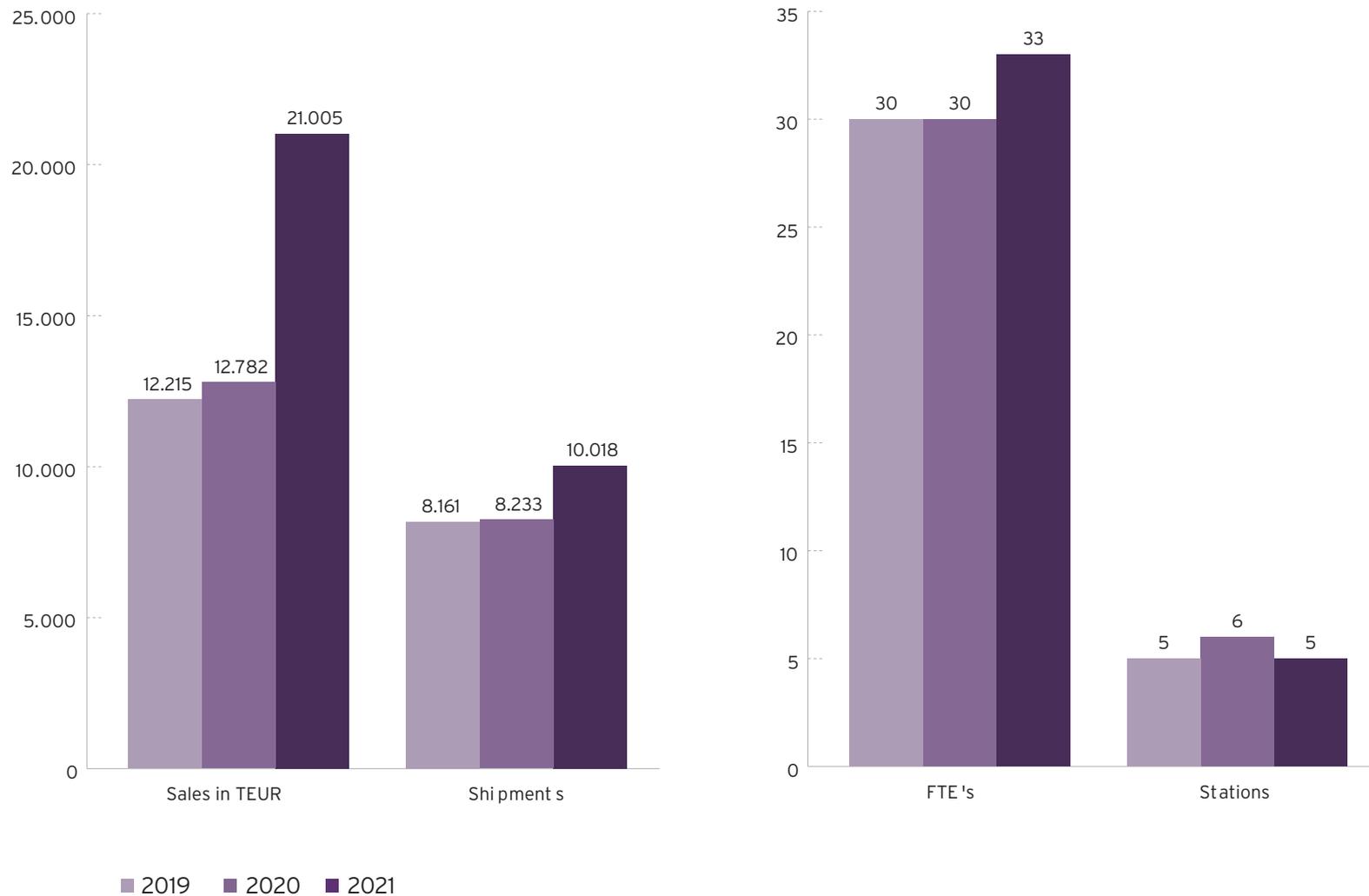
A smaller network based on personal connections

150 Members

75 Countries

# Growth 2019 - 2021

of the German Organization



# Office Directory

## AUSTRIA

**Cargomind (Austria) GmbH**

### Vienna Headquarter

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operational branch offices in  
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