

UNITCARGO'S WORLD

INFORMATION

NEWS

IMPRESSIONS

ISSUE 2/2019

15Th

ANNIVERSARY





Photo: UnitCargo/Florian Wieser

EDITORIAL

Dear Readers of the UnitCargo's World,

This is a year of anniversaries. For me, it is 30 years since I first began working in logistics. I think I am stating the obvious when I say that, in that time, a lot has changed and most, but not all, for the better. Certainly business is increasing yet many complain about the competition from the former Soviet countries. However, without them could logistics as we know it, work? I think not. The severe shortage of drivers in the West of the EU would have crippled the industry. Frankly, the East has saved us.

UnitCargo is now 15 years old. When I began I could never have imagined how our business would have developed though looking back it is clear that the basic idea, "to do it better" has enabled us to succeed when so many have failed. Of course we are not alone. There are many great logistics companies working in Europe and in many ways the success of the whole economy results from their efforts. But in terms of direct competition I believe we lead the field. Why? If I look around, I see a lot of companies offering a lot of different services. UnitCargo does not. We do only one thing, provide only trucks and only in the transport corridor in which we operated, connecting Eastern Europe and Scandinavia with the Balkans and beyond. I believe it is this focus which has enabled us to grow so successfully. Celebrating our 15th year is clearly a time to look back, but it is also a time to look forward, to the next 15 years. Recently I have been asked to comment on whether our business model can resist the changes the world is facing with climate change and environmental degradation. My answer is simple. It is not a question of resisting, it is a question of embracing, embracing change and being flexible enough to take advantage of it. That is why our credo for 2019 is "feel the change".

CEO Davor Sencic

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CELEBRATING 15TH Anniversary

15 YEARS TOWARDS A BETTER LOGISTICS WORLD

The road to a better logistics world was not an easy route for UnitCargo CEO Davor Sertic. Certainly the background was clear, a management position in one of Austria's main logistics enterprises with a career path laid out but which somehow failed to fulfil him. Joining a start-up as a minority shareholder produced a heavy workload, but little financial reward. Finally, having joined an academic program, it was left to his mentor to put him on the right path. His own business, building it up from zero. That was in 2004, in the basement of his home when UnitCargo was born.

Slowly the business developed until the crisis of 2008 temporarily halted the growth though it was able to continue in 2010. Something of a philosopher, Davor Sertic strove to bring to the business some values which experience showed him was generally lacking in an industry which exemplifies

2004 was Creation of UnitCargo.

free market competition. From this idea grew the 3 pillars of 10 values on which the business is based. In summary this means treating all customers, employees and haulier from top to bottom, with respect. It is this philosophy which has enabled the company to expand its branch office network with the whole team dedicated to ensuring that it flourishes. 2019 sees the completion of 15 years of success and will be celebrated in Vienna in May of this



The three equal pillars on which the success of UnitCargo is built, treating all transparently and with respect.

year. We will be reporting on this in the Autumn edition of our "UnitCargo's World" journal.

UNITCARGO - PARTNER OF „AUSTRIAN LOGISTICS“

We're proud to receive recognition from the Austrian Ministry for Transport, Innovation and Technology. The achievements of the Austrian logistics branch have now been recognized internationally through this partnership. With the umbrella brand "Austrian Logistics", domestic logistics benefits from a great reinforcement. Many thanks for your trust and confidence!



**AUSTRIAN
LOGISTICS**

CLOSER TO CUSTOMERS



Photo: UnitCargo

The end of 2018 saw UnitCargo participating in two key logistics fairs within the corridor. At Logistik & Transport Expo in Gothenburg, we were represented by our Sales Manager Mirza Suljevic, Polish Branch Office Manager Piotr Szewcow and Sales Manager Bogdan Negru, Vienna's resident Romania expert. Trade fairs are an excellent opportunity, not only to meet new customers, but to ensure close contact with key players within the industry.

Logistik & Transport Expo in Gothenburg with UnitCargo Team Members (left to right): Piotr Szewcow, Bogdan Negru and Mirza Suljevic



Photo: Bogdan Negru



FEEL THE CHANGE – UNITCARGO POLAND

This is certainly the year of change for Unit-Cargo Poland with a split of the head office into two locations. Sales Manager Piotr Szewcow is promoted to run his own branch office in Wroclaw with Branch Office Manager Sebastian Wojcik continuing in Rzeszow. This division rec-

Manager Agnieszka Plura. In the two years since our Polish Branch Office opened it has developed a key roll in connecting the UnitCargo corridor to Scandinavia via the management of the Ferry



Photo: UnitCargo/Martin Žikavsky

UC-Poland (from left to right): Marcin Wasicki, Farid AL-Audat, Katarzyna Tyburska, Gabriela Tomasikova (CFO), Sebastian Wojcik (BO Manager UC Poland), Davor Sertic (CEO), Agnieszka Plura, Piotr Szewcow (BO Manager UC Poland) and Pawel Poznanski.

ognises the unique position of Poland in the Unit-Cargo corridor, where Benelux/German traffic intersects with the key connections to Scandinavia. Now, Piotr will focus exclusively on the connections to the West with Sebastian taking care of the growing traffic streams to and from Sweden. Recruitment is currently underway to boost both teams with new traffic managers joining the Polish training scheme headed by Polish Traffic

Reservations across the Baltic Sea. Key crossing is the route between Ystad in Sweden and Swinoujscie, Poland which sees up to 100 UC trucks per week making the crossing. These Baltic ferry connections provide a vital link in our corridor which extends from the far North of Scandinavia all the way to the new Sofia office and depot and on to the shores of the Mediterranean at Thessaloniki in Greece.

FEEL THE CHANGE – UNITCARGO BULGARIA

After opening in 2011, the UnitCargo office in Sofia has now expanded to 30 employees, almost half of the total UnitCargo personnel. A major investment initiative to support continued growth has resulted in an exclusive new office and transport depot. Opened in February, it comprises 1000 m² office unit with its own integral warehouse and 6 loading docks all set in 8000 m² of secure truck parking. Overall the aim is to enhance the efficiency of the entire operation so that the quality service on which the UnitCargo reputation has been built, can be maintained into the foreseeable future.

Historically, UnitCargo has been built around the flexibility of contract warehousing, working with an established partner network. Bulgaria is somewhat different in that partloads are a much more significant part of its overall business. In fact, it has the highest proportion of LTL business within all the UnitCargo network. A photo report of our new Bulgaria office will appear in our next issue.



Sergey Iltchev,
UnitCargo Branch
Office Manager
Bulgaria

- **The warehouse function** of UnitCargo Bulgaria currently handles about 60 truck per day including those dedicated to last mile delivery.
- **6 loading docks** instead of the previous one with 4 fork lift trucks.
- **1 external warehouse** for outsized loads such as pipes.
- **Main transport routes** are the full UnitCargo corridor with a particular emphasis on Germany and the Benelux region. Traffic to and from Greece is also growing substantially.
- **Operating language** is English but day to day communications are conducted in German, French, Russian, Serbo-Croatian and Greek.



Photo: Moni Fellner

Bernd Winter
 editor-in-chief of
 the Austrian news-
 paper "Verkehr"

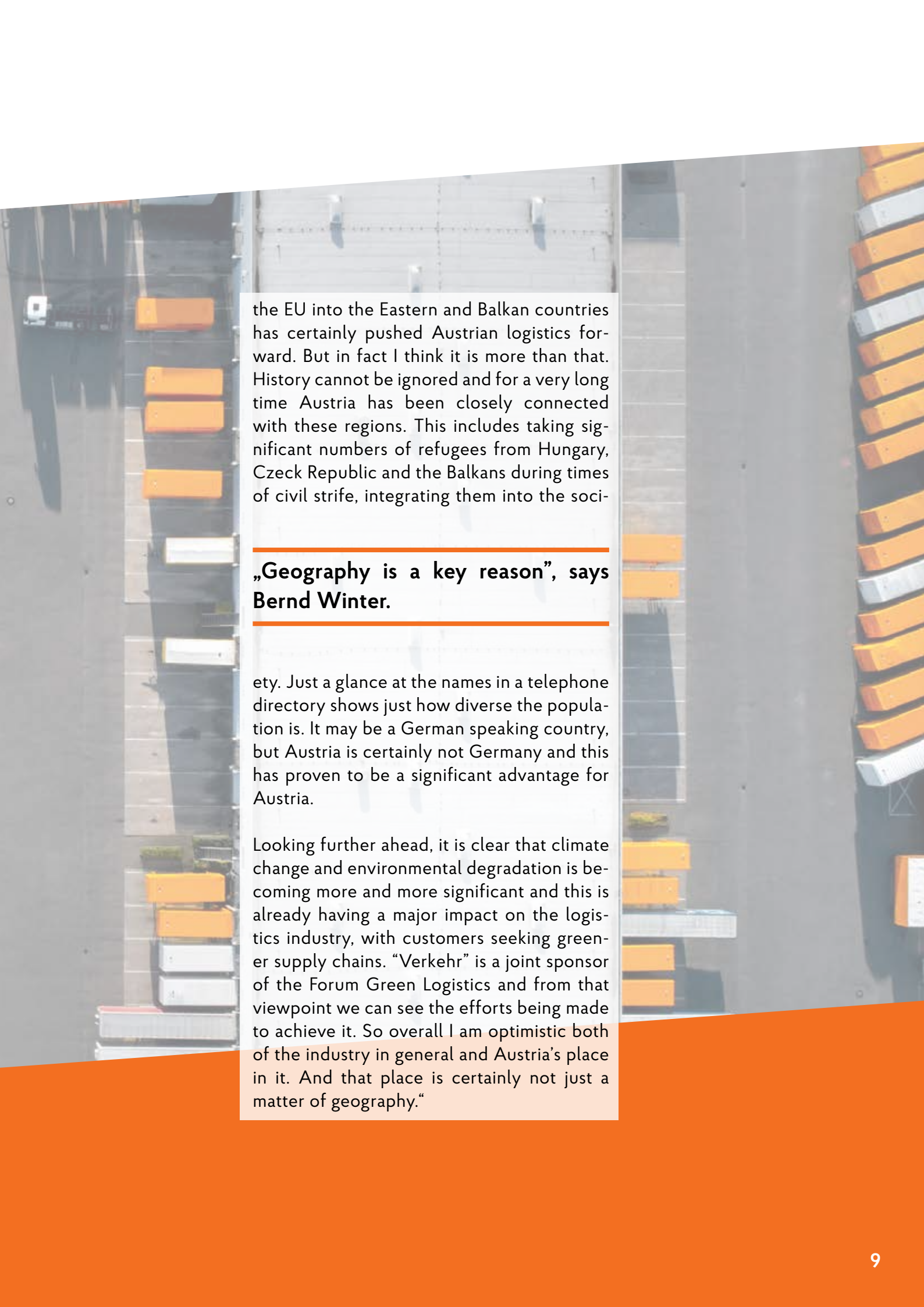
AUSTRIA - A PLACE IN THE CHAIN

Our guest writer for this issue is Bernd Winter, respected editor-in-chief of the Austrian logistics trade newspaper "Verkehr", the oldest magazine for transport, logistics and economy in Europe. From a background outside the industry he now has the perfect viewpoint in which to assess Austria's position in the European logistics network.

„As the editor of "Verkehr" editor-in-chief I am of course closely connected with the European logistics industry in general and of course the Austrian part in particular and, since I come from a technical background, I think I am able to make an objective assessment of performance and prospects. One thing that struck me as an outsider coming

“Climate change and environmental degradation is becoming more and more significant”, underlines Mr. Winter.

into the business was the strength of the industry within the country. Austria is not a big country, about eight million people, yet within the overall industry it has an importance much greater than its modest size would suggest. Of course, geography is a key reason. Sitting on the crossroads of East/West and North/South traffic routes, the expansion of



the EU into the Eastern and Balkan countries has certainly pushed Austrian logistics forward. But in fact I think it is more than that. History cannot be ignored and for a very long time Austria has been closely connected with these regions. This includes taking significant numbers of refugees from Hungary, Czech Republic and the Balkans during times of civil strife, integrating them into the soci-

„Geography is a key reason”, says Bernd Winter.

ety. Just a glance at the names in a telephone directory shows just how diverse the population is. It may be a German speaking country, but Austria is certainly not Germany and this has proven to be a significant advantage for Austria.

Looking further ahead, it is clear that climate change and environmental degradation is becoming more and more significant and this is already having a major impact on the logistics industry, with customers seeking greener supply chains. “Verkehr” is a joint sponsor of the Forum Green Logistics and from that viewpoint we can see the efforts being made to achieve it. So overall I am optimistic both of the industry in general and Austria’s place in it. And that place is certainly not just a matter of geography.“

VIENNA TOP AGAIN

Recently both the “Economist” magazine and the Mercer Quality of Life Index named Vienna as the most liveable city in the world. Why? For both it is clear, what makes a liveable city is: stability, including the prevalence of petty and violent crime, healthcare service, the culture and environment (including climate, level of corruption, level of censorship, and sporting availability), education provision both public and private, and infrastructure, including the quality of road networks and public transport. When the availability of good quality housing, quality of telecommunications and the quality of water and energy provisions the result is clear, Vienna, number One! Our Head Office-Team is lucky to live and work in one of the best city in the world!

CHRISTMAS PARTY REVIEW



Burcu Sari tops the Poll for the best in group Accounting. Here with Davor Sertic (CEO) and Gabriela Tomasikova (CFO).

Christmas parties are a big thing in Austria and of course UnitCargo likes to maintain the tradition. Following the success in 2017 we returned to the Parkhotel Schönbrunn for our 2018 event, which was attended by our teams from all the branch offices. Though inter-branch meetings are a common feature of our organisation, the annual Christmas party is the only time all can come together to celebrate a successful year in which all team members participated. Awards time this year saw some innovations in the categories. For the first time each branch office voted for their own top Traffic Manager with the whole organisation voting for the top spots in the Sales Management (incl. Key Account Management) and Support Role (Accounting, HR, Ferry Management, Tender & Quality Management, Marketing etc.).

UnitCargo is proud of the productivity of the whole group. Early indicators are that business growth will continue in 2019, so we look forward to our next Christmas party!



Jana Kytkova, Top Traffic Manager UC Slovakia, with Davor Sertic (CEO) and Eva Kovacikova (Branch Office Manager UC Slovakia).



Eduard Bolea and Dan Nicolae, Top Traffic Managers UC Romania, with Davor Sertic (CEO) and Ionut Gheorghe (Branch Office Manager UC Romania).



Agnieszka Plura, Top Traffic Manager UC Poland with Davor Sertic (CEO) and Sebastian Wojcik (Branch Office Manager UC Poland).



Dušanka Podkoljnjak, Top Traffic Manager UC Serbia with Davor Sertic (CEO) and Lazar Savić (Prokurist UC Serbia).



Mirza Suljevic, Top Group Sales Manager with Davor Sertic (CEO) and Gabriele Friessnegger (UC Head of Sales).



Dafin Balinov with the certificate for his colleague Stanislav Ivanov, Top Traffic Manager UC Bulgaria, with Davor Sertic (CEO) and Sergey Iltchev (Branch Office Manager UC Bulgaria).

Photos: UnitCargo/Martin Žikavsky

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