



CASE STUDY AUTOMOTIVE

## Transport and storage of products hydraulic and automotive for HOERBIGER



Kuehne + Nagel serves the Hoerbiger company, one of the world's leading producers lifts and actuators for the automotive and aviation sectors.

In order to improve the transport of components ready for the Automotive industry and to provide reliable logistics for the new Xetto product, the Hoerbiger company needed a partner with international experience who will adapt its offer to specific expectations.



### QUICK OVERVIEW

#### BACKGROUND

Hoerbiger in Poland is part of the group being a global leader in the industry compression techniques, technologies drives and systems hydraulics. The group runs global operations in over 50 countries where it has 140 locations.

#### CHALLENGES

Ensuring the transport of items ready for the Automotive industry and logistics of the new Xetto product.

#### SOLUTION

Design and implementation solutions tailored to customer needs, covering a wide range of services.

#### RESULT

Professional help at a multi-level project that has met the high requirements of the Client.

#### BACKGROUND

The Hoerbiger Group with its headquarters in the Swiss Zug is a global leader in the field of compression techniques, drive technologies and hydraulic systems. In 2015, a team of 6,868 employees generated sales of value products 1.115 trillion euros. The Hoerbiger brand is synonymous with performance, which is defined by the product line to which components belong compressors, engines and industrial turbines as well as automatic gearboxes and multidimensional applications of mechanical engineering. Innovations in attractive technological niches are the basis for improving elements, systems and complex websites that offer unique sales opportunities and long-term benefits for clients. The Hoerbiger Group sets the standards for offered services and products in your industry. The Hoerbiger Group in Poland has so far developed two branches of activity - Systems Comfort in the Automotive Comfort (Automotive Comfort Systems) and Compression Technology (Compression Technology). The main activity of the production plant in Bolesławiec is the assembly of hydraulic systems - for opening roofs in convertibles. Others areas of activity are pneumatic gearshifts to trucks and buses.

#### CHALLENGES

Hoerbiger in Poland was looking for a comprehensive supplier of logistics solutions. Thanks to the profiled offer corresponding to individual expectations and professional logistics consultancy in the creation of the supply chain is Kuehne + Nagel was chosen by Hoerbiger as a logistics partner. Advantage it was also the KN involvement in the analysis of cost factors and optimization solutions supporting the launch of a new product on the market.



## SAVVAS HALVANTZIS

Logistics Specialist  
HOERBIGER Automotive Sp. z o.o.

"In the Hoerbiger Group from the beginning existence of the company puts emphasis on such values as, timeliness, efficiency and professionalism. Running a business according to these principles are articularly appreciatedOur customers. That's why every dayour employees implement these values. Such high standards we demand not only from ours employees, but also from companies from we work together.

The only company providing services forwarding and logistics for yes high level is Kuehne + Nagel, sharing all beloved by us values. Thanks to this kind of synergy we are able to implement the most ambitious projects that they go beyond our capabilities competition."

## SOLUTION

Kuehne + Nagel met the requirements of the Hoerbiger Group by implementing solutions tailored to the client's needs based on his many years of experience on international transport and logistics market. Employing 70,000 employees in over 1,300 locations in 100 countries, the Kuehne + Nagel Group one of the leading logistics companies in the world. In Poland, the company offers its services from 1992 and employs 1,800 logistics experts. Kuehne + Nagel and Hoerbiger in Poland started cooperation in 2015. The tasks entrusted to Kuehne + Nagel include logistics of ready-made elements Automotive industry and storage of a new product - Xetto, which thanks the combination of transport, loading and lifting functions is a unique solution on the transport industry market. As part of the transport of finished elements for the automotive industry Kuehne + Nagel performs LCL transport to China and Brazil, import of parts and machines from the USA by sea and import of components from China by air freight forwarding. Kuehne + Nagel was also involved in assistance in launching for sale in the scope of the LC groupage distribution network in Germany Xetto product. Providing comprehensive service solutions Xetto machine storage is completed with the delivery to the recipients final. An in-depth analysis of customer needs was key in the design and implementation process solutions that lived up to Hoerbiger's expectations. Kuehne + Nagel adjusted the service logistics warehouse to specific customer requirements and dedicated to this a special team responsible for the implementation of logistic activities and distribution. Additionally, thanks to advanced by Kuehne + Nagel solutions from the IT industry, the Hoerbiger company uses the ideal for its needs a delivery monitoring system via the KNLogin platform.

## RESULT

The cooperation between Hoerbiger and Kuehne + Nagel has resulted the introduction of effective logistics solutions that have allowed optimization of Hoerbiger cost factors. Access to the platform KNLogin is a complement that adds value to cooperation from Kuehne + Nagel. Commitment to the Xetto project proved the effectiveness of the activities Kuehne + Nagel on the logistics level which opens the way to further expanding cooperating with Hoerbiger. Hoerbiger positive experience in cooperation with Kuehne + Nagel translated into enlargement joint activities in other locations around the world, including in the USA, Germany, as well as in South America. Kuehne + Nagel everywhere has become one of the key providers of logistics services for the company Hoerbiger.