

## LOGWIN AG AS AN EXAMPLE FOR SUCCESSFUL TRANSPORT LOGISTICS

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### 1. Introduction

The logistics is the science which is based on the investigations in the fields with support for system functionality' with simple aim to realize their goals, functions and operations. It's multi-disciplinarity area which provide the knowledge and realization of the approaching in: Information technologies, Operation investigations, System theory, Management theory and organization etc. In the trend of the modern operativity it's known that logistics is the suma of activities which have had an aim to deal faster, better, more quality Just in time.

The logistics consist increasement of working efficiency with acceleration of the circulation of the the working means. This aim is realized by two ways: with decreasing of the average arranged time and by decreasing of the average suma of the arranged means

The logistics as a dealing function has accepted all needed deals with complex preparation and realization of the place and time transformation for the goods and knowledges. The logistics is directed for useful of the human resources and means with simple goal to put the goods and products for the market just in time, on the real place, with the needed quantity, quality and prize with exact information for these products. Most important is minimum costs and optimization for approaching of the much more profitability.

In some versions are met with definition **7”R”** (Seven —Right) which is sometimes well known as a simple logistics description. It means: **“To provide approachment of the true product, firstly, just in time, just in place, appropriate quantity, just in stage, for true buyer and the appropriate prize“** . The definition **7”R”** consist most important activities of the logistics. With place and time dimension (place, time, movement and warehousing). It's provided understandingin the logistics area, specially the costs and services. Another point of this definition is the meaning for the filling of the demand of the buyers. The logistics topic is in the focus of the buyers because the logistics has had very important role in the filling of their demand. Additional element in the definition **7”R”** is the quality or the idea that enterprise has to carried out the True deal, Just in time, True place or concurrent market. The logistics may be defined as an efficiency in management and control of the raw materials, the goods in processing and final goods, with their movement or stopping in some part of the enterprise.

### 2. Problem discussion

As the people thing that the transport is the camion driving on the road, nevertheless the logistics has had more important meaning, but the transport is one of the main components. The transport systems are physical connection which connect buyers with suppliers of the materials, enterprises, warehouses and the canal members, or all fixed points in the framework of the logistical supplying chain.

The goods and products movement from one point to another point, the transport has made place benefit. It means that transport solve the question of the goods transporting for continuous dealing and operativity in the production process, their transport around the company, the movement of the final products to the point of the market. With the supervision of the micro aspect of the company, the transportation is manifested with dealing of the tasks for taking, internal transport and products and inventor delivery.

The logistical system of the company consist a lot of fixed points where raw materials and other materials and goods sometimes left as independent in the production process or in the warehouse.

The connection between these fixed points provide the transportation system. The transport provide movement of the goods between different fixed points and bridged the place between the buyer and seller. The choice of the transporter is the decision factor for the companies in determination of the function efficiency of the total capacity in the supplying chain and secondly the determination of the concurrent position of the company, demand of the products on the determined market, also.

According to the efficiency and economic functionality of the logistics system in the company, explictelly is needed transport system knowledge. The transport increase the value of company creating useful in time and place. Additional value is expressed by physical movement of the goods which go to the determined place. This role of the transport is specially important in the globalization conditions, when the company has got geographical dispersion activities or are so far from the origin of the supplying, effecting problems in transport etc.

In the condition of the global economy the supplying chain become longer because of role increasement and meaning of the transport function which have to provide the huge distance in the intention to connect the buyers and sellers. That is expressed to increasement of the transport costs. Also, the huge distances and routes prolong the time of the transport realization and effect to the keeping of the bigger quantities of inventor, increasing the inventor costs. The longer distances and routes have prolonged the time of transport realization, effecting to the bigger quantities of the inventor and bigger costs. It's evidentially to conclude that longer distance between buyers and sellers mean higher costs for transport and inventor keeping.

### 3. Objective and research methodologies

The logistics manager has got five general modalities of transport which have different economic and technical structure and each one from them offer different service quality. The general ways of transportation are following: *rail, road, ocean-water, air and pipelines*. At the market of the transport service there is strong expressed concurrence between separately types of transport. The concurrence of the separately types of transport is determined by following characteristics: Transport ability, Security, Safely, Speed, Transport flexibility, Transport service costs.

The development of the transport offers today is very importantly high and this transport represent most developed transport of goods and services. Also, there is perfectly characterizing with strong concurrence between different transport types. To make exact choice for way of transport or concrete transporter it's needed to see concurrence advantages in each one concrete situation. The optimization problem of the inventor is set then from the demand to determine program of the supplying of the determined numbers od determined places, which are defined as demand places at the determined original points with minimization of the transport costs. This type of problem may be appeared in different situation: Optimization of supplying for determined numbers of buyers for determined enterprises, Optimization of the supplying of the determined number of warehouses in production, Optimization of the supplying/delivery from some warehouse.

In all of these cases the problems of optimization are the inventor flows between determined places (demand) and origin places (offer). In the practical application of the transport model there are possible three cases: Total offers and demands are equal, Total offers are bigger than total demand, and Total demand is bigger tha total offers.

### Logwin AG

The Logwin AG brand has became since 2008, but successful worked with their clients yet more than twenty years. Logwin AG is one of the leading companies in Europe in the field of the logistics using innovative logistics services. The specialities are in: **Solutions:** project-logistical decision for different clients, **Air+Ocean:** global air and ocean /sea transport, **Road+Rail:** transport in Central, Western and Eastern Europe. There are more than 8.500 workers in 250 location around the 37 countries from all continents, very good cover from all continents, Central, Western and Eastern Europe, Asia and Latin America.

### Group structure



### Distribution network in Europe and Macedonia

The general but important markets are Germany and Austria with cca. 140 locations. There are high level of cover and flexibility logistical decision for the development on the markets of the Eastern Europe: 26 locations in 9 countries. **Logwin** in hole is the logistics partner for different companies with an idea:

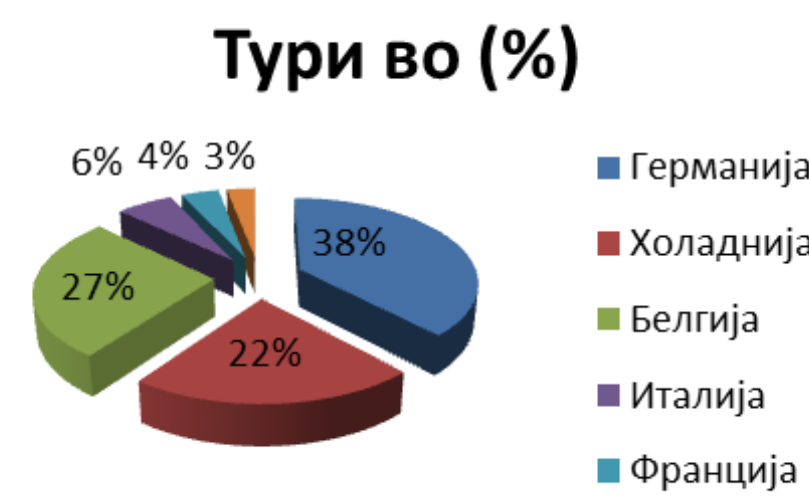


”We’ll advance your business for the longer period with our Logistics and Services ” (Beginning: 1996, Workers: 40, Area: 5500 m², Warehouse: 1750 m², Logistics operation: 3500 m², Number of ports for manipulation: 15, Manipulation system: Trolley system, Capacity of the hanging inventor: 300.000 pieces, Capacity of pallets: 3000 pallets, Manipulation of the 14,4 mil. GOH pieces. The company has worked with: Local transport and distribution in Macedonia, Export & Import with the EU countries and the Region, Air and Ocean transport, All types for Customs formalities. Textile logistics: Supplying Logistics, Consolidation of the basic and auxiliary materials, Deconsolidation of the basic and auxiliary materials, Services and distribution of materials, Supervision of the technological processes, Location of the different products (textile), Just in time (JIT) philosophy.

### Warehouse

The warehouse of the hanging confection with capacity of 300.000 pieces by Trolley system, The warehouse for rolls: 20.000 pieces, Customs warehouse with open/closed type, Free customs warehouse, Value-Added Services, Quality/Quantity control, Sorting and commissioning, Packing, VPN connection with clients, Outsourcing/ CAD – Computer Aided Design, CAM – Computer Aided Manufacture, Preparation and dealing of the Export & Import documents.

### Transportation (01.01.2010 to 31.12.2010)



### 3. Conclusion

Logwin AG is one of the leading companies in Europe in the field of the logistics using innovative logistics services. The specialities are in: **Solutions:** project-logistical decision for different clients, **Air+Ocean:** global air and ocean/sea transport, **Road+Rail:** transport in Central, Western and Eastern Europe. There are more than 8.500 workers in 250 location around the 37 countries from all continents, very good cover from all continents, Central, Western and Eastern Europe. The company has worked with: Local transport and distribution in Macedonia, Export & Import with the EU countries and the Region, Air and Ocean transport, All types for Customs formalities. Textile logistics: Supplying Logistics, Consolidation of the basic and axuilary materials, Deconsolidation of the basic and axuilary materials, Services and distribution of materials, Supervision of the technological processes, Location of the different products (textile), Just in time (JIT) philosophy.