

CHARLIE VICTOR

THE CARGOLUX MAGAZINE



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The UIO issue

50
YEARS

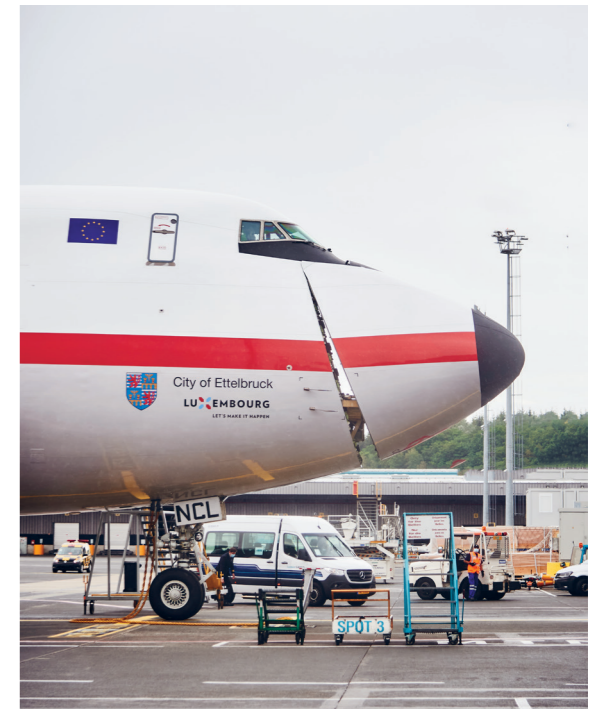


ARTHUR WELTER WAS FOUNDED IN 1962, AND CONTINUES ITS HEALTHY GROWTH TODAY. AT LAST COUNT, IT IS COMPRISED OF OVER 800 VEHICLES AND OVER 700 QUALIFIED STAFF FROM 65 NATIONS.



SHOWCASE

CARGOLUX'S BUSINESS IS BUILT UPON SOLID RELATIONSHIPS WITH CUSTOMERS AND SUPPLIERS. CLEAR COMMUNICATION AND FLEXIBILITY ARE FOUNDATIONAL ELEMENTS.



Making a difference, together

ESTABLISHED IN 1962, THE LUXEMBOURG-BASED TRUCKING COMPANY **ARTHUR WELTER** HAS CONTINUOUSLY EXPANDED ITS BUSINESS EACH DECADE. WITH A FLEET OF OVER 800 VEHICLES; THE INTERNATIONAL OPERATOR HAS BEEN WORKING ACTIVELY WITH CARGOLUX FROM ITS FIRST YEARS IN BUSINESS. >



THE 50-YEAR PARTNERSHIP BETWEEN CARGOLUX AND ARTHUR WELTER WAS BORN FROM AN INNOVATIVE IDEA: LOADING LIGHT-WEIGHT CARGO ON TOP OF ARTHUR WELTER'S STEEL SHIPMENTS.

In its 58 years of service, Arthur Welter has distinguished itself as a supplier of unmatched quality and flexibility. The relationship between the two companies started during Cargolux's first year of operation. Back then, Cargolux was the 'new kid on the block', a neophyte cargo company, looking for a transport firm that would carry its small payload to surrounding areas. Since most logistics companies required their customers to provide enough cargo to fill a truck fully, Cargolux – although it was flying high – was struggling to find a way to cost-effectively complete deliveries on the ground.

Arthur Welter found a win-win for both. Loading the high-volume, lighter-weight Cargolux loads on top of heavy steel shipments, Arthur Welter was able to accommodate its new customer's need for a small load shipping solution with its existing business, netting out new business for the transporter and an affordable route solution for the airline. From that single, innovative solution, a 50-year partnership was born.

Flexibility and innovation have become the hallmarks of the relationship between these two great companies in the logistics sector. In the 1970s, Arthur Welter was the first company in Luxembourg to offer freight haulage between major airports. As Cargolux grew, Arthur Welter was there to support and work in close partnership. "The first air cargo loads were an interesting challenge," says Johannes Schackmann, Manager of RFS at Arthur Welter, "since none of the trucking companies had systems to deal with the pallets. We designed our own system to transfer the loads to our trucks efficiently and quickly. As the industry progressed, we were the first to have a dedicated fleet of transport vehicles designed specifically to accommodate air freight."

The partnership between these companies is a model for collaboration. In 2013, Arthur Welter received its GDP (Good Distribution Practice) Certification, an integral element in the Cargolux GDP delivery chain. In January 2014, Cargolux became the world's first GDP certified airline, confirming its dedication to operating a consistent quality management system across the whole transportation process and its compliance with EU GDP/WHO requirements. Cargolux's hub at Luxembourg airport, where Arthur Welter has dedicated on-site staff, was also GDP certified in 2014. This ensures the highest level of pharmaceutical and healthcare product integrity throughout the entire supply chain.

One of the reasons that Cargolux and Arthur Welter enjoy such a successful business partnership is that both companies have similar philosophies and approaches. "When it comes to going above and beyond, we strive to understand the path our customers walk and to exceed every requirement," Benjamin Gillgasch, Manager Global RFS Management at Cargolux, stresses.

Cargolux and Arthur Welter's relationship is, at least in part, built on both companies' ability to take a long-term view, while being able to mobilize quickly the short-term. The teams from both organizations understand the importance of being able to pivot to deal with new realities. "We see the success of this approach today, as we continued to operate despite the coronavirus outbreak. Covid-19 brought new sanitary challenges, but we scrambled to address employee concerns, while continuing to provide much-needed services," Ben Frin, Chief Financial Officer at Arthur Welter, says.

As Covid-19 moved across Europe, the two companies coordinated their efforts to transport medicine and medical supplies, as well as other critical cargo. "It really comes down to the team and how well we all work together," Benjamin Gillgasch adds. "Our success is built on open communication and flexibility."

"...and," adds Ben Frin, "understanding that the success of each adds to the success of both. In times like these, this is essential to help not just our customers, but our government and countrymen." ◻



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Cargolux
Celebrating
50 years
of success

