# THE COMMERCIAL VEHICLE **OUTLOOK CONFERENCE 2019**

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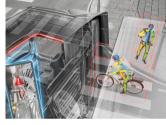
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# THE COMMERCIAL VEHICLE OUTLOOK

CONFERENCE

2019









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## [ Reasons to Participate ]



JANN FEHLAUER Managing Director DEKRA Automobil GmbH

DEKRA has been active for safety for more than 90 years. In 1925, when the "Deutscher Kraftfahrzeug-Überwachungsverein e.V." was founded, commercial vehicle safety was the main objective. The basic idea of the founders was to carry out technical checks for commercial vehicles on a regular basis. The statutes' rules retained the association's purpose, which is maintaining and improving operation and road security for commercial vehicles. To this day, DEKRA has been committed to that

Meanwhile we have become one of the world's leading expert organizations working in about 60 countries on safety has broadened considerably. However, commercial vehicle safety will always be one of our core concerns – not least because the 23,000 DEKRA e.V. members are from the transport industry.

safety only. There are new challenges due to electronic driver's assistance systems, increasing automation and connected vehicles. If you wish to guarantee commercial vehicle safety you need to make sure for electronic systems and wireless connections to be reliable and safe

3rd DEKRA Commercial Vehicle Outlook Conference. The conference has become a top-class platform for exchanging information on commercial vehicle safety and sustainability. Once again you can expect interesting lectures of manufacturers and suppliers, transport professionals as well as academic and political

I am looking forward to welcoming you on November 19th and 20th in Berlin.

JANN FEHLAUER



DR JÖRG ADOLF Chief Economist, Shall Dautschland Oil GmhH



PROF. DR.-ING. HEINZ-LEO DUDEK Pro-rector/Dean. Baden-Wuerttemberg Cooperative State University (DHBW), Faculty of Technology



JÖRG AHLGRIMM President. European Association for Accident Research and Accident Analysis



CHRISTIAN EILERS Software Project Manager, Continental Teves AG & Co. oHG



TIM BAUMFISTER Business Development R+V Innovation Lab. R+V Versicherung AG



PROF. DR. DIRK ENGELHARDT Spokesman of the Board, Federal Association of Road Haulage. Logistics and Disposal



JESPER BENNIKE EVP Sales & Business Development. project44 A/S



THOMAS FABIAN Director Commercial Vehicles, ACFA -European Automobile Manufacturers Association



STEFFEN BILGER Parliamentary State Secretary, Federal Ministry of Transport and Digital Infrastructure



RALE FAUST Managing Director. Fahrzeugwerk Bernard Krone GmbH & Co. KG



MAX-ALEXANDER BORRECK Principal Transport & Logistics, Oliver Wyman GmbH



JANN FEHLAUER Managing Director, DEKRA Automobil GmbH



**RON BORSBOOM** Board Member responsible for Product Development, DAF Trucks N.V.



DR. MATTHIAS FEISTEL Managing Director, LUIS Technology GmbH



THOMAS BRABENDER Managing Director, Brabender Group AG



PIERRE GELPI LoRa Vertical Marketing



UWE BURCKHARDT Head of Administration and Sales, DEKRA LausitzringTest Circuit, DEKRA Automobil GmbH



Director, SEMTECH STEFANO GOLINI



PHILIPPE COLPRON Vice President and Global Fleet Solutions Leader. WABCO



Alternative Fuels Projects -Advanced Engineering, FPT Industrial S.p.A.



RALF GRESHAKE Corporate Procurement & Fleet Management Kraftverkehr Nagel SE & Co. KG



STEE CORNELIS Manager Clean Trucks, Transport & Environment



MARTIN GROSCHKE Managing Director, LUIS Technology GmbH



WINFRIED GRÜNDLER Senior Vice President, ZF Friedrichshafen AG





GERHARD HÄNEL Managing Director. IMPARGO GmbH





STEFAN HUBER Sales Manager. Siafox Germany GmbH



PETE JENDRAS NIC-place



RALF JOHANNING jury member of the German Telematics Award



BERNHARD KERSCHER Managing Director Marketing & Sales, Fliegl Fahrzeugbau GmbH



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ROLAND KLEMENT Board Member responsible for Research & Development. Schmitz Cargobull AG



OLIVER KLUG Senior Vice President eMobility,

MAN Truck & Bus SE

Technical Management,

Edeka Southern Bavaria

ANTON KLOTT



JOSHA KNEIBER **Business Development** Electromobility, BPW Bergische Achsen KG



KOPPLOW Head of Electromobility Development, BPW Bergische Achsen KG

HANS WERNER



CHRISTIAN LAZIK Product Manager Mercedes-Benz eActros, Daimler Trucks



DR. FRANK LEITNER Product Manager Driver Assistance & Automated Driving. Knorr-Bremse Systeme für Nutzfahrzeuge GmbH



MATTHIAS MAEDGE General Delegate, International Road Transport Union (IRU)



B. ENG. HANNES MARLOK Project Manager for Waste Heat Recovery Technologies. MAHLE GmbH



PROF. DR. JUR. DIETER MÜLLER University teacher, University of Saxon police



CARSTEN NALLINGER Managing Director trans aktuell, TeleTrafic, eurotransport.de



MARIAN PUFAHL CEO & Co-Founder SYNFIOO GmbH



FREDERIK RASMUSSEN Deputy Head of Unit, DG Mobility and Transport, **European Commission** 



MARCO REICHWEIN Managing Director, Cargobull Telematics GmbH



**FELIX RESTLE** Strategic Account Executive, Trackunit A/S





**JULIAN RONCZKA** Innovation Management Division Interior, Continental

Clean Transportation (ICCT)



THOMAS ROSENBERGER Editor-in-Chief lastauto omnibus



RUNGE-METZGER Director. Directorate General for Climate Action, European Commission



Logistics GmbH

ARTUR



DR. KURT-CHRISTIAN SCHEEL Managing Director. German Association of the Automotive Industry (VDA)



WOLFGANG SCHMID Sales Director D-A-CH, webfleet solutions



RAINER SCHMITT Managing Partner. Walter Schmitt GmbH



DIETER SCHOCH External Affairs Safety Projects and Global Markets. Daimler AG



**SVEN SCHULZ** CEO, AKASOL AG



STEFAN SIEGEMUND Acting Head of Division Renewable Energies





MATTHIAS STREHL Managing Director, Ludwig Meyer GmbH & Co. KG



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TOBIAS TÖPFER Manager System Simulation & Testing Commercial Vehicle Powertrain. IAV GmbH



Deutsche Bahn AG OLIVER TROST Managing Director. EuroTransportMedia Verlags- und

Veranstaltungs-GmbH

DR. CHUNG ANH TRAN

Driving - Road Transport,

Head of Autonomous



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FELIX WIEGAND founder & CEO, Pamyra GmbH



ANDREAS WIMMER Vice President Systems/ Vehicle Technologies. Knorr-Bremse Systeme für Nutzfahrzeuge GmbH



HEINRICH WÜLLHORST Managing Director, Wüllhorst Fahrzeugbau GmbH & Co. KG



**WOLFGANG WÜLLHORST** Head of Business Unit Fleet Management, Berliner Stadtreinigung



JENS ZELLER Managing Director, Idem telematics GmbH



STEFAN ZIEGERT Product Manager Alternative Transport Solutions, Scania Deutschland GmbH

PROGRAM	[Tuesday, November 19, 2019]
08.00 - 09.00	ADMISSION, REGISTRATION AND OPENING OF THE EXHIBITION
09.00 - 09.20	OPENING SPEECH Jann Fehlauer, Managing Director, DEKRA Automobil GmbH
09.20 - 09.30	WELCOME BY Oliver Trost, Managing Director, EuroTransportMedia Verlags- und Veranstaltungs-GmbH
09.30 - 09.50	KEYNOTE LECTURE: Megatrends – Situation in the Truck Industry  Dr. Kurt-Christian Scheel, Managing Director, German Association of the Automotive Industry (VDA)
09.50 - 10.10	KEYNOTE LECTURE: Stand on regulatory framework and industry expectations  Steffen Bilger, Parliamentary State Secretary, Federal Ministry of Transport and Digital Infrastructure
10.10 – 10.30	PRESENTATION OF THE EUROPEAN SAFETY AWARD FOR COMMERCIAL VEHICLES BY DVR, EVU AND DEKRA Jörg Ahlgrimm, President, European Association for Accident Research and Accident Analysis

NETWORKING BREAK AND EXHIBITION VISIT

10.30 - 11.00

		COMMERCIAL VEHICLE TECHNOLOGY
[ Session A ]		[ Active safety of commercial vehicles ]
11.00 - 11.20	A 1.1	Turn assist system legislation Federal Ministry of Transport and Digital Infrastructure (requested)
11.20 – 12.00	A 1.2	Dialog: Turn assist retrofit – technology and eligibility for funding  Dr. Matthias Feistel and Martin Groschke, Managing Directors, LUIS Technology GmbH;  Steffen Hladik, Head of Whole Vehicle, DEKRA Automobil GmbH;  Anton Klott, Technical Management, Edeka Southern Bavaria;  Heinrich Wüllhorst, Managing Director, Wüllhorst Fahrzeugbau Gmbh & Co. KG;  Moderation: Thomas Rosenberger, Editor-in-Chief lastauto omnibus
12.00 - 12.20	A 1.3	Safety of Mercedes-Benz trucks Dieter Schoch, External Affairs Safety Projects and Global Markets, Daimler AG
12.20 – 12.40	A 1.4	Artificial intelligence for assist systems Christian Eilers, Software Project Manager, Continental Teves AG & Co. oHG
[ Session B ]		TELEMATICS [ Bringing up the rear - Trailer telematics ]
11.00 – 11.20	B 1.1	Trends and Obstacles  Ralf Johanning, jury member of the German Telematics Award;  Carsten Nallinger, Managing Director, trans aktuell, TeleTraffic, eurotransport.de
11.20 - 11.40	B 1.2	The digital trailer  Marco Reichwein, Managing Director, Cargobull Telematics GmbH
11.40 - 12.00	B 1.3	Krone Smart 4.0 – Keeping an eye on the cargo Ralf Faust, Managing Director, Fahrzeugwerk Bernard Krone GmbH & Co. KG
12.00 - 12.20	B 1.4	How data and telematics is driving transformation in the construction industry Felix Restle, Strategic Account Executive, Trackunit A/S
12.20 - 12.40	B 1.5	Connecting all road transport – the journey towards full digitalization  Jens Zeller, Managing Director, Idem telematics GmbH
12.40 - 14.00		LUNCH, EXHIBITION VISIT, PRESS CONFERENCE
14.00 - 14.20		KEYNOTE LECTURE: Electrification of commercial vehicles – from the standpoint of the sub-supplied Winfried Gründler, Senior Vice President, ZF Friedrichshafen AG
		KEYNOTE LECTURE: Digitalization – expectations and reality

[ Session C ]		[ CO <sub>2</sub> reduction – regulatory framework ]
[ Session C ]		-
14.40 - 15.00	C 1.1	Towards Euro 7 – What comes after Euro 6 and CO <sub>2</sub> legislation?  Dr. Felipe Rodríguez, Researcher, International Council on Clean Transportation (ICCT)
15.00 – 15.20	C 1.2	Vecto development in the future  Artur Runge-Metzger, Director, Directorate General for Climate Action, European Commission
15.20 – 15.40	C 1.3	Panel discussion: Who will profit from CO <sub>2</sub> thresholds  Stef Cornelis, Manager Clean Trucks, Transport & Environment;  Thomas Fabian, Director Commercial Vehicles, ACEA – European Automobile Manufacturers Association  Matthias Maedge, General Delegate, International Road Transport Union (IRU);  Artur Runge-Metzger, Director, Directorate General of Climate Action, European Commission;  Moderation: Thomas Rosenberger, Editor-in-Chief lastauto omnibus
		TELEMATICS
[ Session D ]		[ on the platform ]
14.40 – 15.00	D 1.1	Platforms as basis for new approaches to networking and adding value Till Savelkoul, Business Development, Daimler AG / Fleebtboard Logistics GmbH
15.00 - 15.20	D 1.2	Short time to high performance in your supply chain Jesper Bennike, EVP Sales & Business Development, project44 A/S
15.20 – 15.40	D 1.3	Real added values – The 360° utilization of telematics data in the logistics process  Pete Jendras, CEO, NIC-place
15.40 – 16.10		NETWORKING BREAK AND EXHIBITION VISIT
[ Session E ]		COMMERCIAL VEHICLE TECHNOLOGY  [ CO <sub>2</sub> reduction – alternative drivelines and fuels ]
16.10 – 16.30	E 1.1	Fuel strategy for goods transport  Stefan Siegemund, Acting Head of Division Renewable Energies and Mobility,  dena – Deutsche Energie-Agentur GmbH
16.30 – 16.50	E 1.2	Setting up an LNG infrastructure  Dr. Jörg Adolf, Chief Economist, Shell Deutschland Oil GmbH
16.50 - 17.10	E 1.3	Comparison of operating costs of LNG and electric trucks Stef Cornelis, Manager Clean Trucks, Transport & Environment
17.10 – 17.30	E 1.4	Challenges facing motor technology of the future: The multi-power approach of FPT Industrial Stefano Golini, Alternative Fuels Projects – Advanced Engineering, FPT Industrial S.p.A.
	E 1.5	Elevator Speech Bernhard Kerscher, Managing Director Marketing & Sales, Fliegl Fahrzeugbau GmbH
17.30 – 17.45		TELEMATICO
17.30 – 17.45		TELEMATICS
17.30 - 17.45		[ Retrofitting trucks for the future ]
	F 1.1	
[ Session F ]	F 1.1	[ Retrofitting trucks for the future ]  Digitalization instead of tracking
[ Session F ] 16.10 - 16.30		[ Retrofitting trucks for the future ]  Digitalization instead of tracking Wolfgang Schmid, Sales Director D-A-CH, webfleet solutions  The impact of IoT, Big Data and cloud technology on the transport sector of tomorrow

17.30 - 17.50

19.00

DAY 1 COMES TO AN END

evening meal and conclusion

Shuttle service to evening function, reception, welcome,

SHOW AND AWARD CEREMONY GERMAN TELEMATICS AWARD 2020,

PROGRAM	[Wednesday, November 20, 2019]
08.00 - 08.50	ADMISSION, REGISTRATION AND OPENING OF THE EXHIBITION
08.50 - 09.00	<b>WELCOME BY</b> Oliver Trost, Managing Director, EuroTransportMedia Verlags- und Veranstaltungs-GmbH
09.00 - 09.20	KEYNOTE LECTURE: Intercultural exchange – speaking about people  Iffet Türken, Member of the Management Board of Kässbohrer Fahrzeugwerke GmbH
09.20 - 09.40	KEYNOTE ADDRESS: Megatrends shaping future road transportation  Andreas Wimmer, Vice President Systems/Vehicle Technologies,  Knorr-Bremse Systeme für Nutzfahrzeuge GmbH

NETWORKING BREAK AND EXHIBITION VISIT

09.40 - 10.10

		COMMERCIAL VEHICLE TECHNOLOGY
[ Session G ]		[ CO <sub>2</sub> reduction - e-mobility and trailer technology - Part 1]
10.10 - 10.30	G 1.1	CO <sub>2</sub> reduction by 30 % by 2030 – What contribution could trailers make?  Uwe Burckhardt, Head of Administration and Sales,  DEKRA LausitzringTest Circuit, DEKRA Automobil GmbH;  Tobias Töpfer, Manager System Simulation & Testing Commercial Vehicle Powertrain, IAV Gmb
10.30 - 10.50	G 1.2	The right battery technology for commercial vehicles Sven Schulz, CEO, AKASOL AG
10.50 – 11.10	G 1.3	Dialog with keynote lecture: Sustainable transport solutions (the trolley truck in test) Matthias Strehl, Managing Director, Ludwig Meyer GmbH & Co. KG; Stefan Ziegert, Product Manager Alternative Transport Solutions, Scania Deutschland GmbH
11.10 - 11.40	G 1.4	E-mobility expectations with the MAN eTGS by way of example Oliver Klug, Senior Vice President eMobility, MAN Truck & Bus SE
11.40 – 12.10	G 1.5	E-mobility expectations with the Mercedes eActros by way of example Ralf Greshake, Corporate Procurement & Fleet Management, Kraftverkehr Nagel SE & Co. KG; Christian Lazik, Product Manager Mercedes-Benz eActros, Daimler Trucks; Rainer Schmitt, Managing Partner, Walter Schmitt GmbH
		TELEMATICS
[ Session H ]		[ Start-up input ]
10.10 - 10.30	H 1.1	The start-up challenge from Asia Max-Alexander Borreck, Principal Transport & Logistics, Oliver Wyman GmbH
10.30 - 10.50	H 1.2	Harmony in the supply chain – reliable ETA in a complex supply chain  Marian Pufahl, CEO & Co-Founder, SYNFIOO GmbH
10.50 - 11.10	H 1.3	Truck parking app – safer parking Tim Baumeister, Business Development R+V Innovation Lab, R+V Versicherung AG
11.10 - 11.30	H 1.4	The digital planner Gerhard Hänel, Managing Director, IMPARGO GmbH
11.30 – 11.50	H 1.5	Logistics goes online – opportunities and risks Felix Wiegand, founder & CEO, Pamyra GmbH
		COMMERCIAL VEHICLE TECHNOLOGY
[ Session I ]		[ CO <sub>2</sub> reduction – e-mobility and trailer technology – Part 2 ]
12.10 – 12.30	l 1.1	The MAHLE eWHR Box: Presentation on achieving the CO <sub>2</sub> thresholds and improvement of the TCO  B. Eng. Hannes Marlok, Project Manager for Waste Heat Recovery Technologies, MAHLE GmbH
12.30 - 12.50	I 1.2	<b>E-mobility &amp; CO<sub>2</sub>-free refrigeration in distributor logistics</b> Roland Klement, Board Member responsible for Research & Development, Schmitz Cargobull
12.50 - 13.10	l 1.3	Facts, practical insights and perspectives of electric city transport  Josha Kneiber, Business Development Electromobility, BPW Bergische Achsen KG;  Hans Werner Kopplow, Head of Electromobility Development, BPW Bergische Achsen KG;

Wolfgang Wüllhorst, Head of Business Unit Fleet Management, Berliner Stadtreinigung

		TELEMATICS
[ Session J ]		[ Cargo tracking made easy ]
12.10 - 12.30	J 1.1	Low Cost Tracker operating in the logistics sector  Lars Vorbeck, Senior Product Consultant IoT, T-Systems International GmbH
12.30 – 12.50	J 1.2	Tracking & tracing with the new OG network from Sigfox Stefan Huber, Sales Manager, Sigfox Germany GmbH
12.50 – 13.10	J 1.3	Value of LoRaWAN industrial asset tracking Pierre Gelpi, LoRa Vertical Marketing Director, SEMTECH
13.10 - 14.00		LUNCH, EXHIBITION VISIT
14.00 - 14.20		COSTS AND BENEFITS OF INNOVATION  Ron Borsboom, Board Member responsible for Product Development, DAF Trucks N.V.
		COMMERCIAL VEHICLE TECHNOLOGY
[ Session K ]		[ CO <sub>2</sub> reduction — conventional drives ]
14.20 - 14.40	K 1.1	Keynote lecture: New dimensions and weights for heavy commercial vehicles – Results from the revision of 96/53 Frederik Rasmussen, Deputy Head of Unit, DG Mobility and Transport, European Commission
14.40 – 15.10	K 1.2	Discussion: Implementation of EC 96/53  Stef Cornelis, Manager Clean Trucks, Transport & Environment;  Prof. Dr. Dirk Engelhardt, Spokesman of the Board,  Federal Association of Road Haulage, Logistics and Disposal,  Thomas Fabian, Director Commercial Vehicles,  ACEA – European Automobile Manufacturers Association;  Frederik Rasmussen, Deputy Head of Unit, DG Mobility and Transport, European Commission;  Moderation: Thomas Rosenberger, Editor-in-Chief lastauto omnibus
15.10 - 15.20		NETWORKING BREAK AND EXHIBITION VISIT
		COMMERCIAL VEHICLE TECHNOLOGY
[ Session L ]		[ Automation of commercial vehicles ]
5.20 – 15.40 Uhr	L 1.1	Keynote lecture: Automated goods transport – a traffic law panacea?  Prof. Dr. jur. Dieter Müller, University teacher, University of Saxon police
15.40 – 16.00 Uhr	L 1.2	Findings of the Platooning practical test Torsten Klein, Senior Vice President Research (EZR), MAN Truck & Bus SE;

15.20 – 15.40 Uhr

L 1.1

ReyNote lecture: Automated goods transport – a traint law panacear
Prof. Dr. jur. Dieter Müller, University teacher, University of Saxon police

Findings of the Platooning practical test

15.40 – 16.00 Uhr

L 1.2

Torsten Klein, Senior Vice President Research (EZR), MAN Truck & Bus SE;
Dr. Chung Anh Tran, Head of Autonomous Driving – Road Transport, Deutsche Bahn AG

Continental and Knorr-Bremse project center for highly automated driving –
objective and initial results. Interim findings

16.00 – 16.20 Uhr

L 1.3

Dr. Frank Leitner, Product Manager Driver Assistance & Automated Driving,

Knorr-Bremse Systeme für Nutzfahrzeuge GmbH;

Julian Ronczka, Innovation Management – Division Interior, Continental

16.20 – 16.40 Uhr **FAREWELL** 

## [Sponsor queries]



## STEPHANIE STARK

Project Manager, Event Marketing stephanie.stark@etm.de Phone +49.7 11.7 84 98-12

## [ Participant Management ]



### JOSEPHINE OHL

Event Organizer

veranstaltung@etm.de Phone +49.7 11.7 84 98-15

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[German Telematics Award 2020 at gala night on Tuesday, 19 November, 2019]



#### **GERMAN TELEMATICS AWARD 2020**

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The European Commercial Vehicle Safety Award is carried out by the German Traffic Safety Association (DVR), the European Association for Accident Research (EVU) and DEKRA for excellent technical innovation or lifetime achievements. Honored are experts, who have made a special contribution to commercial vehicle safety.







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