Business location
Forst (Lausitz)
space for developments
Foreword

The town of Forst (Lausitz) has undergone a profound structural change in recent years. The former textile town has become a business location with a broadly based SME sector and a strong logistics infrastructure. Many companies have had to restructure and reposition themselves for the market, but also a considerable number of settlements and new formations shape the business location. Alongside the old Forst industrial park in the north of Forst, the development of the logistics and industrial centre Lausitz Forst (Lausitz) in the south of the town just off the Forst junction of the motorway A15 (E36) is being driven ahead. This brochure especially presents those companies which conduct business beyond the limits of the town. Large employers in the town are the construction industry, the crafts, agriculture and a variety of other companies, the service sector, the metalworking and logistics industry. The town continues to record high employment levels in the healthcare industry and the public sector as the district seat and as a location for federal and state authorities.

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The 750-year-old town of Forst (Lausitz) has a great industrial tradition. For decades, the textile industry has had a decisive influence on the image of the town. In 1944 it was the biggest textile town in Germany. The main factor in this development was the town’s location in the traffic corridor Hamburg-Berlin-Forst-Wroclaw-Krakow.

The structural change required after 1990 demanded an economic realignment of the town with its 20,000 inhabitants. Today, the rose town and home to the famous Count Heinrich von Brühl, known far beyond its borders, also has a reputation for forming a strong SME sector in recent years. The strong mix of industries includes logistics, metalworking, energy and the food industry, cable production, the service sector and the innovative textile industry. Since 2007 more than 300 new jobs have been added to the existing approx. 1000 SME jobs. With the settlement of an internationally significant special electric cable manufacturer, a new sector was established for Forst.

Also in the field of technical textiles, a new plant was opened in 2012. This contributes to the strengthening of the textile expertise of the location. Currently, seven medium-sized companies are successfully participating in funded research and development projects. Thus, for example, unique cleaning technologies for pipe systems or, more recently, the floor panels for the high-speed ICE trains of Deutsche Bahn now come from the town of roses Forst (Lausitz). Due to its location on a major traffic artery, Forst (Lausitz) forms an important link between the economic regions in the West and the rapidly growing new markets in East Europe. The proximity to the economic centres Berlin, Dresden, Wroclaw, and the future major airport in Berlin made it possible to successfully launch the logistics development last year. According to a recent study, the location Forst (Lausitz) is among the best in the state of Brandenburg in logistics. Not only the location of the logistics and industrial centre Lausitz (LIZ) with its direct motorway and rail connection, but also customs clearance right on site, prove to be a great locational advantage.

Forst (Lausitz) is one of Germany’s 17 official rose towns. The entire townscape is dominated by roses. A special attraction is the 100-year-old East German Rose Garden, which received the award “Germany’s most beautiful park” in 2009.

The entire region is a horticultural and cultural landscape, which is marketed by the Europäischer Parkverbund Lausitz with the other parks in Bad Muskau, Branitz and Brody. Several 100,000 visitors are counted each year in the historic parks of Prince Pückler and Count Brühl. Count Brühl, who became known in the 18th century as the Saxon and Polish Prime Minister, owes his legendary status not only to Brühl’s Terrace and the porcelain Swan Service, but also to his historical opposition to the Prussian King Frederick the Great. Count Brühl’s grave can be seen in the town church of Forst (Lausitz).

In terms of infrastructure, the district seat has a great deal to offer: six form college, grammar school, primary schools and special schools are located in the town. For cycling enthusiasts, the town is famous for holding international championships in motor-paced cycling with massive audiences in its wonderful cycling and equestrian stadium.

The town has an indoor swimming pool and an outdoor swimming pool, and in the summer months the outdoor pool is also very popular with people from the surrounding areas. Since 1993, Forst has been the seat of the district Spree-Neisse and the central location of the federal police and customs. The hospital, which has a long tradition, is equipped with five specialist departments.

Due to its achievements in the field of business development, the town Forst was distinguished in 2008 as the most business-friendly municipality in the state of Brandenburg. The corporate group Helbeck received the “Big SME award” in 2011. In 2012, the company Mrose was awarded the Supplier Award of the Deutsche Bahn AG. In 2015 the town of Forst (Lausitz) received the “Committed town” award and in 2005 the “Family-friendly community” award.
The service sector is the economic engine in Forst. Services are more in demand than ever before. In Germany, according to a study by the Federal Statistical Office, the relationship between the service sector and the manufacturing industry has shifted dramatically in favour of the service sector in the last 30 years. Forst is well positioned here, because the location has a number of strong companies.

Corporate Group Helbeck

It started in 1991 in the field of industrial and commercial cleaning. Since then, the group has constantly and purposefully expanded its service range with the aim of providing its customers with complete service packages from one source. From a cleaning provider with 30 employees, the Helbeck group has developed into a full service provider in the area of infrastructural facility management with currently 500 employees and an impressive range of services. These mainly include industrial services with boiler cleaning, explosive cleaning and textile cleaning as well as the maintenance of parks and gardens, catering, building services, cleaning and laundry, as well as the vehicle service.

Technischer Handel Mrose GmbH

The company Technischer Handel Mrose GmbH has evolved over the past 20 years from a locally influenced trading business into a nationally operating full industrial equipment supplier. It is able to draw on a pool of about 1,500 suppliers. 80,000 products are constantly in stock on 7,000 square metres of warehouse space. The company’s client base includes 2,500 customers who are supplied and supported nationwide with diverse technical goods from occupational safety to rubber products to drive technology. The profile includes, among other things, hose assembly and the processing of semi-finished products. In 2012 a new high-bay warehouse was put into operation. In another manufacturing plant of the company in Staßfurt, punchings and mouldings are produced. One of the biggest customers is Deutsche Bahn AG. In 2012 the company received the Supplier Award from Deutsche Bahn AG.

Unior Universal-Rohrreinigungs GmbH Forst

The company Unior Universal-Rohrreinigungs GmbH Forst specialises in the pressure cleaning of pipe with polyfoam pigs. For each pipeline, the company produces a special cleaning technology. The necessary pigs are designed, manufactured and used in various nominal sizes according to the pressure conditions and the deposits gained from clearing, and supplied to customers throughout Europe. The innovation of the Forst-based company is now in great demand, and is used, for example, for cleaning a contaminated cooling water line DN 3400 mm in Wilhelmshaven. For this particular order, a giant pig was designed and manufactured.

Service sector

Iris Helbeck, Managing Director of the Helbeck Group

Jeannette Jentsch, Managing Director UNIROR GmbH Forst

Iris Helbeck, Managing Director of the Helbeck Group

Jeannette Jentsch, Managing Director UNIROR GmbH Forst
The position of the town of Forst at the traffic thoroughfare Hamburg-Bremerhaven-Berlin-Krakow-Kiev makes the location very interesting for logistics services. Direct motorway access, rail connection and customs services are important location criteria. The development of the logistics location is actively supported by the Brandenburg Economic Development Board and logistics network Berlin-Brandenburg. Forst is one of the logistics locations in the state of Brandenburg with top future prospects.

C. Spaarmann Logistics GmbH

The company Spaarmann Logistics GmbH is a specialist in project logistics, international transportation, customs services and warehouse logistics to Eastern Europe and the CIS states. The company has its origins in Emmerich am Rhein. There, on the border with the Netherlands, since its inception in 1836, it has tariffed goods exported from or imported to Germany via the Rhine.

Due to the foundation of the EU and thus the elimination of most of the customs clearance work at the border with the Netherlands, and due to the reunification of Germany, the company initially moved its activities from the western border of Germany to the eastern border with Poland and the Czech Republic, and in 2001 it moved its headquarters from Emmerich to Forst (Lausitz).

Here, alongside customs clearance, it is expanding its transportation services in the countries of Eastern Europe. Today Spaarmann Logistics GmbH is one of the leading logistics providers in these directions with currently 18 offices in 9 countries of Central and Eastern Europe and Asia.

▶ www.spaarmann.eu

Overseas GmbH

Established in 1998, Overseas GmbH is a medium-sized company in the field of warehouse logistics. The company specialises in the transport, handling and storage of bulk materials, trades in construction materials, fuels and fertilizers and provides agricultural services. Due to the excellent infrastructure conditions and the immediate proximity of the Forst junction of the A15 motorway and the existing rail connection, Overseas GmbH provides a high degree of flexibility. Thus, for example, coal or fertilizer are delivered by rail and distributed throughout Europe by road or rail. The GMP+B4 certification entitled Overseas GmbH to undertake road transport of feedstuff.

▶ www.overseas-gmbh.de

▶ Transhipment of bulk goods by rail at Overseas GmbH

▶ Batches ready for dispatch in the yard of C. Sparmann Logistik
LION-Group

The LION Group was founded in 2003. The group includes 4 independent companies, in which LION-Spezialtransport GmbH has especially established itself with agricultural machinery, special transport of agricultural and construction machinery and rail logistics. The rapidly expanding company is increasingly taking on seaport hinterland functions for Southern Brandenburg, Northern Saxony and South-West Poland. Up to 300 containers can be handled in Forst per day. Other services include a container depot, container storage and maintenance as well as customs services.

▶ www.lion-group.de

Sven Noatzke, Managing Director of Lion-Spezialtransport GmbH. „Our freight terminal in Forst (Lausitz) is the hub for the flow of goods to Eastern Europe and the CIS. In particular, the direct connection to the motorway A 15, a rail connection with RORO loading ramp, the adjacent inland customs office and the proximity to the border crossing Forst / Olszyna (Poland) offer advantages, which give our customers a competitive edge on the markets of Eastern Europe and the CIS.”
Metalworking has grown historically out of the laundry machine construction and boiler production, and, with several hundred employees, is one of the traditionally strongest sectors in Forst. It is strongly characterised by small and medium-sized companies and covers an impressive range of services.

**Metallbau Budack**

The small metalworking shop set up in 1977 has now developed into the medium-sized company Metal Budack. **Fences, stairs, doors and gates, balconies and gratings** are produced in the manufacturing plant constructed in 1996. The company is also a proven specialist in the fields of mechanical processing of locking technology.

▶ www.schlosserei-budack.de

**VIS Vetschauer Industrieservice GmbH**

Founded in 1997, VIS Vetschauer Industrieservice GmbH is based on a great tradition here in Forst (Lausitz), because the nucleus of the Forst-based company was a remaining part of the laundry machine construction business which has a rich tradition in Forst. The highly modern plant has been in operation since 2010 at its new production site in Forst and offers both individual services as well as full productions, from cutting to the mechanical processing of components as desired. Big names such as **ABB, Siemens and Bombardier** are just as much a part of the client base as are smaller regional companies.

▶ vis-gmbh.net

**Forster Heiztechnik HWS Rosa Dörl**

The history of the predecessor of today’s company Forster Heiztechnik can be traced back to the 80s of the 19th century. In 1887 a coppersmith’s shop was established, from which, in 1906, the well-known company Oskar Lufft originated. **As early as 1910, the first central heating systems developed by the company** were installed in Forst’s tenements. Later the company developed into VEB TGA Forst, which was one of the most productive building services companies in the GDR. **Forst’s floor heating boilers are legendary to this day.** In 1995, the company Forster Heiztechnik HWS Rosa Dörl was founded on the grounds of the original operation.

▶

Bernd Dörl, technical director of Forster Heiztechnik HWS Dörl, „Forster Heiztechnik HWS Dörl builds small firing systems for different fuels, including wood pellets. We are very interested in the use of new fuels and, together with the BTU Cottbus, we research their suitability on our company’s own research stand.”
Legend:
- Partial and optional areas
- Free industrial land commercial plots
- Free optional plots

Company overview
Logistics and industrial centre Lausitz

- GES Gütertransporte GmbH & Co. KG
- Freiheit transport GmbH
- Euroware GmbH
- Van Eck AG
- Tönder GmbH
- Pöhlung AG
- Walbörnitz GmbH
- Aschaffenburg
- Hüttenberg
- Auerswald
- Altenburg
- Jena
- Leipzig
- Dresden
- Chemnitz
- Zwickau
- Görlitz
- Bautzen
- Radebeul
- Dresden
- Leipzig
- Halle
- Magdeburg
- Cottbus
- Berlin

Base map: Digitales Orthophoto LGB 2014
Service facilities in the industrial and logistics centre Lausitz

In the area of the logistics and industrial centre Lausitz, various services are offered:

- Customs office Forst - clearance point in the logistics and industrial centre
- 2 petrol stations with bistro
- Commercial vehicle and automotive service centre, provides services relating to the entire vehicle fleet and technology park of companies
- Hotel with offices, meeting rooms and accommodation

Site development

Developed, road-side sites, some with direct rail connection. The following connections are available in the logistics and industrial centre Lausitz:

- Water
- Wastewater
- Electric energy
- Gas
- Telecommunications

Site availability

High-quality plots ranging from 2,000 m² to 350,000 m² with varying layouts are available with and without direct rail connection.

Planning situation

The logistics and industrial centre Lausitz is being set up as part of an urban development measure by the Employers’ Liability Insurance Association of the construction industry or is within the scope of legally binding development plans.

Specific location factor:

- Large industrial location
- Combined cargo terminal
- Infrastructure availability train station Forst (Lausitz) with shunting functions, loading tracks, team track and loading ramp, group train and single wagon loading are possible
- Connection to the main track integrated into the electronic signal box technology of Deutsche Bahn AG possible

Service under one roof

We support you in achieving your aims. Your settlement or expansion projects are accompanied and supported by us based on our years of experience in location and settlement consultation. We offer high-quality industrial and commercial plots and find you the ideal location and suitable property.

We actively represent your interests – towards administration, institutions and political bodies. We provide you with professional support in applying for funds. We create connections to networks and new partners.

We put together the economically relevant data of the town of Forst (Lausitz) which are of particular significance for your location decision and produce concrete location proposals according to your individual wishes.

Business development of the town of Forst (Lausitz) – the partner at your side

As a partner to business, we offer you comprehensive service. Take advantage of our offers, which are, of course individual, absolutely confidential and free of charge. Contact details see back.

Your investment location
The company develops and manufactures new innovative boiler systems like wood gasification boilers, wood pellet boilers, three-pass special heating boilers, but also Forst’s legendary floor heating boilers, which have been brought to the cutting edge of technology. Also storage systems such as buffer tanks, industrial storage tanks and solar storage tanks are part of the product range. The products are based on research collaborations with the BTU Cottbus and are also characterised by high efficiency and compliance with all applicable environmental regulations. Various plant systems can be operated with organic-mixed pellets as a heating medium.

Metalltechnik Kuhle GmbH

With its traditional roots, the company Metalltechnik Kuhle GmbH is closely linked to the checkered history of our region. Founded in 1886 as a village forge, the family business now in the fifth generation has developed with its qualified staff into a professional contact for metals technology and metal construction at the highest level. The company specialises in the production of facades, windows, doors, fire and smoke protection barriers made of aluminium, steel and stainless steel and glass roofs, skylights, conservatories and curtain walls, glass, sheet metal facades and ventilated curtain walls.

Knickmeier Stahl-Blech-Formteile OHG

The company Knickmeier Stahl-Blech-Formteile OHG has produced at the Forst location for more than ten years. It has become known through the mass production of hospital beds on an industrial scale. KNICKMEIER SBF specialises in the production of customised metal and steel parts of various kinds from pipe, profile and sheet. These products are solutions for a wide variety of application areas and sites in almost every industry, from the furniture and healthcare furniture industry to the automotive and lightweight construction segment.

Mebra GmbH

The company operates in the metal industry and in car-trailer construction. It carries out work in steel construction, scaffolding and support structures, in container and railing construction, and vehicle and trailer construction. This includes the conversion of vehicles as well as the additional equipment of trailers.

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Metallbau Ullrich GmbH

A quarter of a century of diverse experience in the fields of steel and metal construction characterise the profile of Metallbau Ullrich GmbH. High-quality steel construction, balcony systems, multi-storey stairwell towers, but also steel construction halls fully configured to specific customer requirements reflect the capabilities of the company. Individual projects with a total weight of more than 360 tons were manufactured and installed cost-effectively and on schedule.
The boom in the 19th century brought about by industrial textile manufacturing led to the town dominating the entire German textile market around 1913. With a production of 18 to 20 million metres of cloth, the development reached its peak in the years around 1940. For the GDR, Forst (Lausitz) remained one of the most important textile locations. With the collapse of the GDR, the textile production also collapsed abruptly. 20 years on, there are again several good reasons for optimism.

**Spinnerei Forst GmbH / Spintec GmbH**

One of Germany’s most advanced spinning companies produces in Forst. Tuchfabrik Gebrüder Mehler GmbH from Tirschenreuth acquired a spinning mill in 2005 from a bankruptcy in Forst and has invested continuously in the location since then. Woollen yarns are produced from sheep’s wool and other animal hair. The company has about 600 customers, including many smaller manufacturers of ready-made clothing. Sales at the two sites Tirschenreuth and Forst have clearly crossed the 10 million Euro mark. Incidentally, the company is one of the 30 oldest industrial enterprises in Germany. Since 2012 Spintec GmbH has produced highly innovative technical yarns at the location Forst.

▶ www.mehler-tuchfabrik.de

**Forster Vliesstoffe und Textilrecycling GmbH**

The company, founded in January 1947, ventured a new start in 1990 as a nonwoven fabric operation. Today the company is a popular manufacturer of needleed nonwovens and geo-textiles with its own textile recycling plant, several nonwoven lines including cutting. The company produces for various industries such as for the furniture and the automotive industry.

▶ www.forster-vlies.de

▶ Paulus Mehler (l.) and Ludwig Mehler (v)
Managing Directors of Spinnerei Forst GmbH

▶ Michael Sander, Managing Director of Forster Vliesstoffe und Textilrecycling GmbH in quality control
Agrargenossenschaft Forst eG

Agrargenossenschaft Forst eG operates in the production sectors milk production, crop production, beef cattle production. In the field of milk production, about 580 dairy cows produce about 5 million litres of milk annually. This is supplied exclusively to the dairy Alois Müller GmbH Co.KG.

The crop production department cultivates approximately 2,200 ha of agricultural land. This includes approx. 195 hectares of grassland, which are mainly used for suckler cow husbandry or hay production. Around 200 hectares are located in the catchment area of the soft coal opencast mining, where they are reclaimed little by little with the help of the agricultural association Arbeitsgemeinschaft von landwirtschaftlichen Unternehmen. The arable land is cultivated with cash crops and feed crops. Every year around 10,000 tonnes of maize and grass are stored for around 450 beef cattle. Sugar beet is cultivated on 28 ha per year, cereals on approx. 850 ha, and grain maize on approx. 180 ha. The potato acreage is 50 ha.

www.ag-forst.de
Bauern AG Neißetal

Bauern AG Neißetal currently cultivate 2,540 hectares of arable land and grassland. From 1996 to 2012, 800 hectares were taken over by the soft coal opencast mining operation Jänschwalde. A particular challenge for the coming years is the reclamation of dump areas. In milk production and cattle breeding, Bauern AG Neißetal is one of the most successful companies in Brandenburg. The company has a special focus on pig production. Since 2000 Bauern AG Neißetal has also owned the farm Gut Neu Sacro, which was converted by 2013. For the conversion of the former granary into a farm shop and restaurant, and the design of the outdoor areas as a beer garden or animal enclosure, the company was able to make use of a 20 percent subsidy. This is in the spirit of the marketing cooperation “Gut Neu Sacro” established in 2008. Bakery products made of perennial rye (secale multiflora), which had long been forgotten as a cereal, are popular. The aim is to make agriculture an experience. Furthermore, the company organises tractor and carriage rides, open pit and cycling tours. There is an animal enclosure and events at the farm throughout the year.

▶ www.gut-neusacro.de

Bäckerei Merschank - master bakers since 1911

Tradition is important at the Merschank bakery. For over 100 years, the bakery has been run as a family business and produced handmade baked goods in high quality. Every day, 90 employees produce more than 20 different types of bread, plus various rolls and speciality rolls and more than 40 types of cakes and pastry products, which are offered for sale in 12 shops.

▶ www.merschank.de

▶ Master baker Klaus Merschank

▶ Animal show at Gut Neu Sacro – events have become a separate source of income
Further sectors

EEB Kabeltechnik GmbH

The products of EEB Kabeltechnik GmbH are sold from Forst (Lausitz) to the whole world. The company belongs to the Dutch TKH Group, which has constantly invested in Forst since 2007 and has produced customer-specific special cables since 2008 under the motto “Cable a la carte”. EEB is one of the most contemporary and leading special cable manufacturers in Europe. On specially developed machines, with currently 35 employees, the company produces cable for customers worldwide. The company’s target customers and markets are industrial automation, mechanical engineering, traffic engineering, measurement and control technology, medical technology and robotics.

▶ www.eeb-kabel.de
▶ www.eue-kabel.de

Christian Klemm, Plant Director EEB Kabeltechnik Forst GmbH

While looking for a suitable production location, the town Forst (Lausitz) came to our attention. The choice of location has turned out to be a stroke of luck for us. We still have big plans for Forst (Lausitz). Our customers come to us with unusual requests. We offer solutions in the form of special cables, which have never been made before. In our main factory in Oer-Erkenschwick, several new cables are invented every day, so to speak.

MATTH & LINDNER GmbH

Building the future out of tradition. MATTH & LINDNER is a medium-sized traditional company founded in 1909 with 160 employees today. The company is active throughout Germany in the turnkey construction of industrial and commercial buildings, in particular logistics warehouses. As a complex service provider, project developer and performing general contractor, it is one of Brandenburg’s largest family-run medium-sized construction companies in the areas of building construction, hall construction, prefabricated concrete element production, ready-mixed concrete and reinforced construction. In 1996 the company introduced the certified quality management system according to the standard ISO 9001. Furthermore, in 2014 MATTH & LINDNER received the AMS certificate of the Employers’ Liability Insurance Association of the construction industry.

▶ www.mattig-lindner.de

Concrete ceiling element assembly in Berlin-Spandau

Forster System- und Montagetechnik GmbH

Founded in 2006, Forster System-Montage-Technik GmbH is a polymer processing, metalworking and elastomer processing company. It also produces system components. When orienting the plant, value was placed on a broad spectrum. Thus, based on the available machine technology, a wide range of materials can be processed and configured (metal, wood, cardboard, elastomers, plastics, etc.). In addition, a production line is available for the processing of glass and carbon fibre reinforced plastics. 3-D CAD systems for the design and CNC machines in production ensure perfect product quality. The company’s cooperation with
The corporate division based in Forst has its main plant in Bernau. The company HFBB specialised in the production of modern wooden windows with different designs. The scope of services also includes professional technical consultation and measurement through to professional installation. The opening of the new plant in Forst took place in 2008.

The company’s product portfolio includes: highly heat-insulating glass windows, sound-insulating windows up to sound insulation class 5, safety windows up to RC 3, box-type double windows that open outwards and inwards, hand-painted windows with ecological natural paint.

ALUFOR Schildersysteme GmbH

The company ALUFOR Schildersysteme GmbH has developed, produced and sold kits for stands, pylons, wall frames and door signs made of aluminium since 1994.

In early 2012 the company moved into its new location in Doberner Straße. Its customers include advertising technicians in Germany and the neighbouring countries.

Forwerk GmbH

From being an almost purely trading business, the company Forwerk GmbH has now made a name for itself as a production centre for plastic and aluminium composite materials with advanced technology. When it comes to films, plates, transparent glass panels or signage mounting systems, the company can also offer special solutions thanks to its in-house manufacturing.

Brandenburg’s University of Technology in Cottbus is of particular interest for the customers. The synergies from this cooperation are implemented in the company and presented to the customers via the product. The customer base includes well-known German companies in different industries.

Further sectors
Location

Transport connection

Motorway / federal and regional roads:
▶ Federal motorways A 24, A 10, A 13, A 15 and E 36, E 40 from Hamburg – Berlin – Cottbus – Forst (Lausitz) – to Wrocław and Kraków
▶ B115 – direction Sachsen (Görlitz)
▶ B112 – direction Guben / Frankfurt (Oder)
▶ L49 – Forst (Lausitz) – Cottbus

Rail
▶ Connection to Berlin, Cottbus, Zary, Zagan (direction Wrocław)

Airports
▶ Airports Berlin …… 120 km ▶ Dresden …… 130 km

Important distances
Rotterdam ……… 800 km Hamburg ……… 430 km
Bremerhaven ……… 550 km Berlin ……… 120 km
Wrocław ……… 200 km Kraków ……… 450 km

Locational advantages
▶ Largest industrial area available in Brandenburg
▶ Large sites directly at the motorway A15 with 24 h operating licence
▶ Logistics and industrial centre with railway siding
▶ Freight station/border crossing station with the possibility of combined transport: loading from road to rail, two loading tracks and a team track with 1860 m²
▶ High-quality and cost-effective industrial and commercial plots
▶ Direct motorway connection to the Berlin Brandenburg Airport (BER)
▶ Successful, internationally operating companies based in Forst
▶ Access to the international railway infrastructure
▶ Investment promotion as a subsidy
▶ 100 million potential customers accessible in 8 h lorry drive
▶ Highly qualified workers
▶ Fast and unbureaucratic approval procedures
▶ Universities and colleges with renowned logistics and IT departments