



CARGO MIND

We put a lot of thought in all we do.

ABOUT US

Cargomind History

Cargomind is a Leader in the Austrian Airfreight Market and Pioneer in Eastern Europe.

We have developed into a Multinational with offices in **Central Europe** (Germany, Poland, Czech Republic, Slovakia, Hungary and Austria), **Eastern Europe** (Romania and Ukraine), **South East Europe** (Slovenia, Croatia and Serbia) and **China** (Shanghai).

A Team of 236 experienced and Highly Motivated Professionals provide first class Logistics Services. Together they handled 58.425 Shipments and generated Sales of € 70 Million in 2019.

Cargomind Milestones

- 2005 Founding of Cargomind in Austria.
- 2006 Joined WCA, the world's largest grouping of Independent Freight Forwarders.
Opened Czech Republic and Hungary. Sales € 6 Million.
- 2007 Cargomind established in Germany.
- 2008 Cargomind joins Cargo IQ and offers Track and Trace.
- 2009 Opened Poland and Ukraine. Sales € 19 Million.
- 2011 Cargomind founded in Slovenia, Croatia and Serbia.

Cargomind Milestones

- 2013 Opened Slovakia. Sales increased to € 39 Million.
Cargomind Austria receives full AEO Certification.
- 2014 Started operation in Shanghai, China.
- 2015 Introduced new TMS "Scope" from Riege.
Ocean contributes 30% to Total Sales.
- 2016 Opened office in Port of Koper, Slovenia.
Climbed to 6th position in the Austrian Airfreight Market.
- 2017 High Tech Distribution Network in Austria.
- 2018 Opened office in Bucharest, Romania.
- 2019 Opened offices in Munich and Nuremberg, Germany.

Offices in Central and Eastern Europe



Markets in CE, EE, and SE Europe

Market	Population in Million	GDP 2018 in Million \$	Language	Alphabet
Central Europe				
Germany	82	3.949.500	German	Latin
Austria	9	455.500	German	Latin
Poland	38	585.700	Polish	Latin
Czech Republic	11	245.200	Czech	Latin
Hungary	10	157.900	Hungarian	Latin
Slovakia	5	106.000	Slovak	Latin
	155	5.499.800		
Eastern Europe				
Romania	20	239.600	Romanian	Latin
Bulgaria	7	66.200	Bulgarian	Cyrillic
Ukraine	44	130.800	Ukranian	Cyrillic
	71	436.600		
South East Europe				
Slovenia	2	54.000	Slovene	Latin
Croatia	4	61.000	Croatian	Latin
Serbia	7	50.600	Serbian	Cyrillic
	13	165.600		

Office Directory

AUSTRIA

Cargomind (Austria) GmbH

Vienna Headquarter

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Vienna Airport

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Graz

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GERMANY

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Office Directory

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Air Freight

Service Levels

- Time Critical
- Priority
- Economy
- Charter

Vertical Industries

- Automotive
- High Tech
- Garments on Hangers
- Media
- Pharma



Ocean Freight

**Less than Container
Loads (LCL)**

Full Container Loads (FCL)

Refrigerated Cargo

Intermodal Services

Oversized Cargo



Road Freight from Hub in Vienna

Baltics

Estonia, Latvia, Lithuania

Central Europe

Poland, Czechia, Hungary,
Slovenia, Slovakia

Eastern Europe

Moldavia, Ukraine, Belorussia

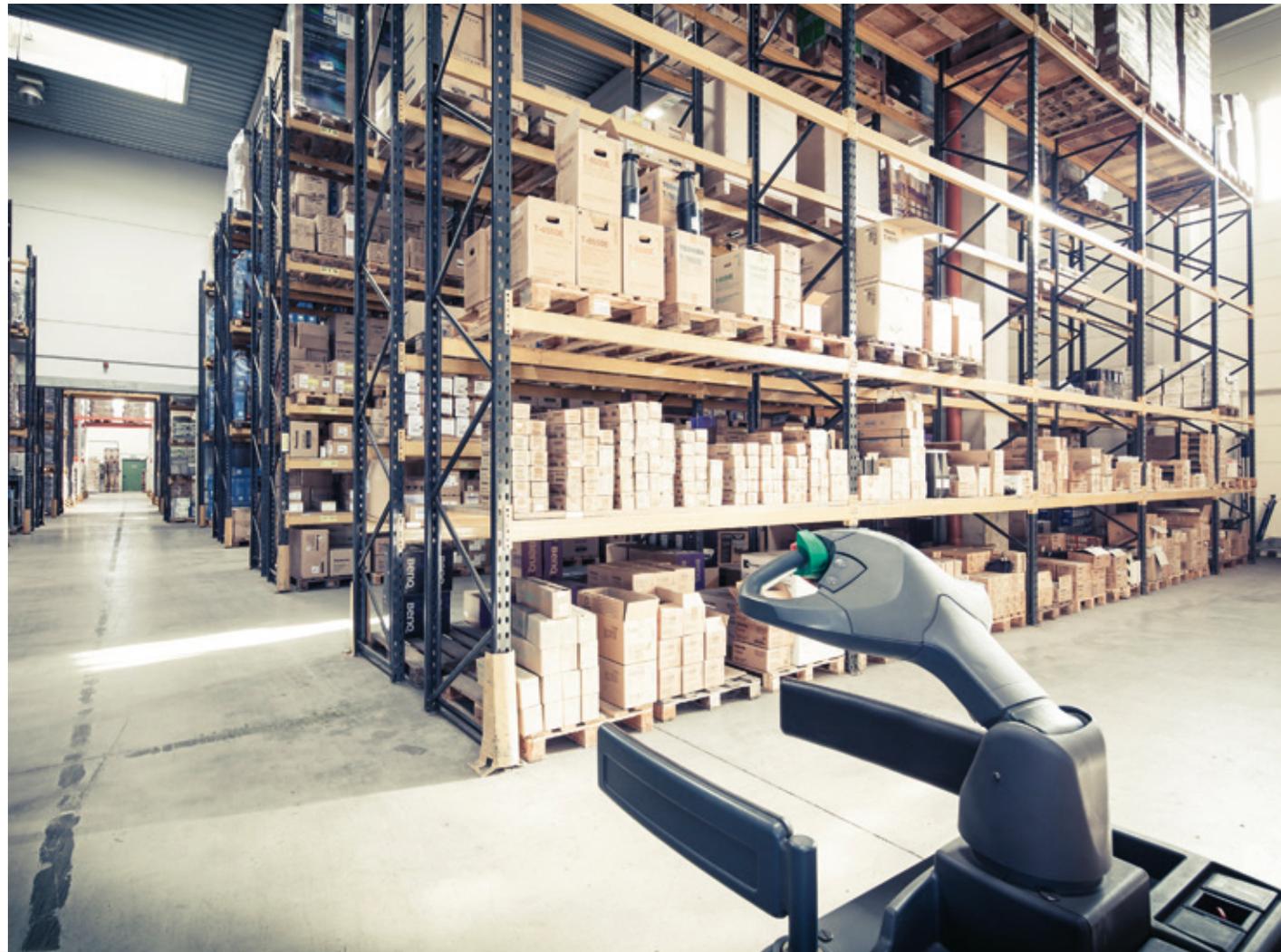
South East Europe

Croatia, Serbia, Macedonia,
Romania, Bulgaria,
Montenegro, Bosnia



Warehousing

Multi User Logistics Center
Bonded Warehouse Services
**Inventory Control
& Management**
Local & National Distribution



Uwe Glaser

President



Uwe is an undergraduate law student of University of Vienna. He joined SAS in 1963 and was promoted to Cargo Sales Manager Austrian Airlines in 1968. From 1971 he developed the Airfreight Division of Kühne & Nagel Austria. He started Cargoplan in 1976 and achieved market leadership in Austria. He created Cargoline in 1984 and developed it into a multinational company with 35 offices in 12 countries and 600 staff. He served as Regional Director for DHL/Danzas until 2004.

Paul Glaser

Managing Director



Paul finished his studies at the Technical University in Vienna with a master's degree in computer science. From 1997 he worked for Ernst & Young as a Business Consultant in the Financial Services Sector. He became CIO in Cargoline in 1999 and was responsible for the integration of the existing IT landscape into DHL/Danzas. He has been in charge of developing the IT infrastructure within Cargomind and has implemented Cargo IQ. In 2010 he took the responsibility for the airfreight department at Vienna Airport. Today he is in charge of our activities at the headoffice and the warehouse location (20.000 m²) at the container terminal Vienna Freudenu.

Arnulf Schoeberl

Chief Commercial Officer



Arnulf finished his studies at the University of Economics and Business in Vienna with a master's degree in business administration. In 1991 he joined Austrian Airlines where he held several senior management positions such as GM Cargo Sales Worldwide and Deputy EVP Cargo. From 2010 he acted as GM of the newly founded Austrian Lufthansa Cargo and was appointed regional manager for Lufthansa Cargo responsible for Austria and several neighboring countries in 2012. Arnulf became CCO of the Cargomind Group in 2017.

Thomas Klinghuber

Chief Financial Officer



Thomas finished his studies at the University of Economics and Business Administration in Vienna with a master's degree in business administration. From 1993 he worked in management positions including responsibility for Finance, HR, IT and Logistics for a bank and various private industries. He became CFO in Cargomind Group in 2008 and is responsible for financial accounting and controlling and leads the accounting team of the shared service center based in Vienna.

Walter Hoffelner

Managing Director



Walter started his career in 1976 in the Airfreight Department of Intercont in Linz. He worked both sales and operations and was promoted to Team Leader in 1982. He was employed by Cargo-plan Linz in 1986 and became Station Manager. Because of his outstanding achievements he was promoted to Regional Airfreight Manager in 1994 and Manager of the Airfreight Division in 2000. After Cargoplan was sold to DHL/Danzas in 2002 he continued in his position until 2005.

Tatjana Mehrhof

Managing Director Germany



Tatjana started to work for Airfix GmbH in Kelsterbach in 1987. She gained vast experience in various modes of transport being in charge for domestic distribution and airfreight export operations. She worked for KLM Royal Dutch Airlines from 1996 to 1997 as customer service clerk. In 2002 she became a minority shareholder in TAS GmbH and managed their branch office in Frankfurt for more than a decade. She joined Cargomind as Station Manager Frankfurt in 2013 and has been promoted to the Board of Directors considering her outstanding contribution.

Michael Kukla

Partner, Managing Director Czech Republic



Michael completed vocational training at Schenker in 1989. He continued in the airfreight department before he joined Cargoline in 1993. He became Key Account Manager for Kintetsu and was appointed managing director for the Czech Republic in 1996. He was responsible for the growth of Cargoline CZ and managed 22 employees at the time of the DHL/Danzas merger. Michael is fluent in English, Czech and German.

Ivan Trost

Partner, Managing Director Slovenia and Croatia



Ivan finished his studies at the Faculty of Economics and Business at the University in Maribor and gained experience in the Export Department of MTT. He joined Cargoline in 1988 and acquired operational proficiency in the Air and Ocean Departments in Vienna. He was relocated to Graz in 1991 with the task to build the business in Slovenia and Croatia. He achieved market leadership in the airfreight sector in both countries. After Cargoline was sold to Deutsche Post in 2002, he gained market leadership also for Ocean. He managed a team of close to 100 employees and four offices. In 2016 Ivan was invited to join his former colleagues in Cargomind as Partner and holds the position of Partner and Managing Director for Slovenia and Croatia.

Pavol Demcak

Managing Director Slovakia



Pavol graduated from the University of Transport in Žilina in 1984 with a master's degree in Air Transport Management and joined Czechoslovak Airlines, where he was promoted to Cargo Manager at Bratislava Airport in 1990. In 1995 he became coowner of Lindbergh, a newly founded freight forwarding company, which quickly emerged to a strong player in the Slovak market and grew to 6 offices with 150 employees. In 2005, when Dachser acquired Lindbergh, Pavol was assigned Country Manager for Airfreight and Ocean freight and he became a member of the board of directors. Pavol joined Cargomind in 2013 to build the new branch office in Bratislava.

Orsolya Vágvölgyi

Managing Director Hungary



Orsolya has a college degree in foreign trade. She is fluent in English and Russian. She started as an export clerk in the airfreight department of Cargoline in 1997. Later she rose to the position of export manager and became the head of the airfreight department in 2002. She managed the integration of Danzas and Cargoline and was responsible for the tremendous success this company enjoyed in recent years.

Iwona Korpalska

Managing Director Poland



Iwona has a master degree in Law from Warsaw University. After graduation she joined LOT Polish Airlines. In the meantime she finished the post-graduate study and obtained the MBA degree. In 1995 she became the Sales and Marketing Manager for LOT Cargo where she developed a worldwide sales network. In 2002 she was promoted to Cargo Director. After leaving LOT Polish Airlines in 2008 she worked as a management consultant for EU projects. She successfully accomplished several projects for both commercial and non-profit organizations. In 2015 she joined Cargomind as country head Poland.

Otilia Toma

Branch Manager Romania



Otilia graduated from the University of Economic Studies Bucharest in 2006 with a master degree in International Business Administration. In 2005 she started her career in the forwarding industry and joined SDV Romania as Airfreight Executive. Working for Skybridge Networks she next gained valuable experience as a GSSA representing airlines such as British Airways and Malev. She returned to forwarding and joined DB Schenker Romania in 2007 and was promoted Head of Airfreight in 2010. Otilia held that position until she was appointed Branch Manager for Cargomind in 2018.

Igor Karpin

Managing Director Ukraine



Igor holds a master's degree from the University of Physical Education and Sports in Kiev. After graduation in 2001 he started his career as a Freight Forwarder in the Airfreight Department of Danzas Ukraine and soon was promoted Manager Air Freight Import. During his 9 years with Danzas and later on DHL Global Forwarding he gained valuable experience in all operational aspects and in customer service. Igor joined Cargomind in 2009 as Station Manager Kiev. He was leading the team of Air and Ocean experts for over a decade and was then appointed Managing Director Ukraine in 2020.

Petar Bizic

Managing Director Serbia



Petar graduated with a master's degree in Business Administration from the University of Belgrade in 1984. He finished his studies while he was working for Transjug Belgrade, the state owned freight forwarding company he joined as his first occupation in 1979. Initially he was trained as a Customs Broker but soon turned to Air Freight and was promoted Head of Department. In 1998 Petar joined Cargoline as Station Manager overlooking all Air and Ocean freight activities in the country. He continued in that position also in Danzas and later on in DHL Global Forwarding after Cargoline was sold to Deutsche Post in 2003. Petar joined Cargomind in 2017 to build the branch office in Belgrade.

Betty Chen

Managing Director China



Betty graduated from Hangzhou University where she majored in Foreign Trade in 1991. She gained international experience working for Basha Scarfs (USA), Enjoy (Germany) and UBI (Australia) where she was in charge of office affairs but also supervising production. She entered the world of Freight Forwarding in 2002. China Railway Express (CRE) has been a market leader in handling air freight in Shanghai and Betty established agent partners for them around the world. In 2006 she was promoted to Deputy Director of Marketing. After CRE decided to close she worked for ASI (France) and Del Corona & Scardigli (a famous Italian Forwarding Company) before she joined Cargomind in 2014.

What makes us different

Independence

We are not tied to specific partners. We select the partner that will deliver the best result for you in each individual case.

Flexibility

We do not offer standard services, but draw from a large pool of options to create the optimal solution for you.

Experience

We are a strong team of highly motivated employees who apply our years of sector-specific experience to your advantage.

Competence

We have broad expertise in all relevant areas of logistics, from selecting transport routes to documentation, packaging, customs, storage and distribution.

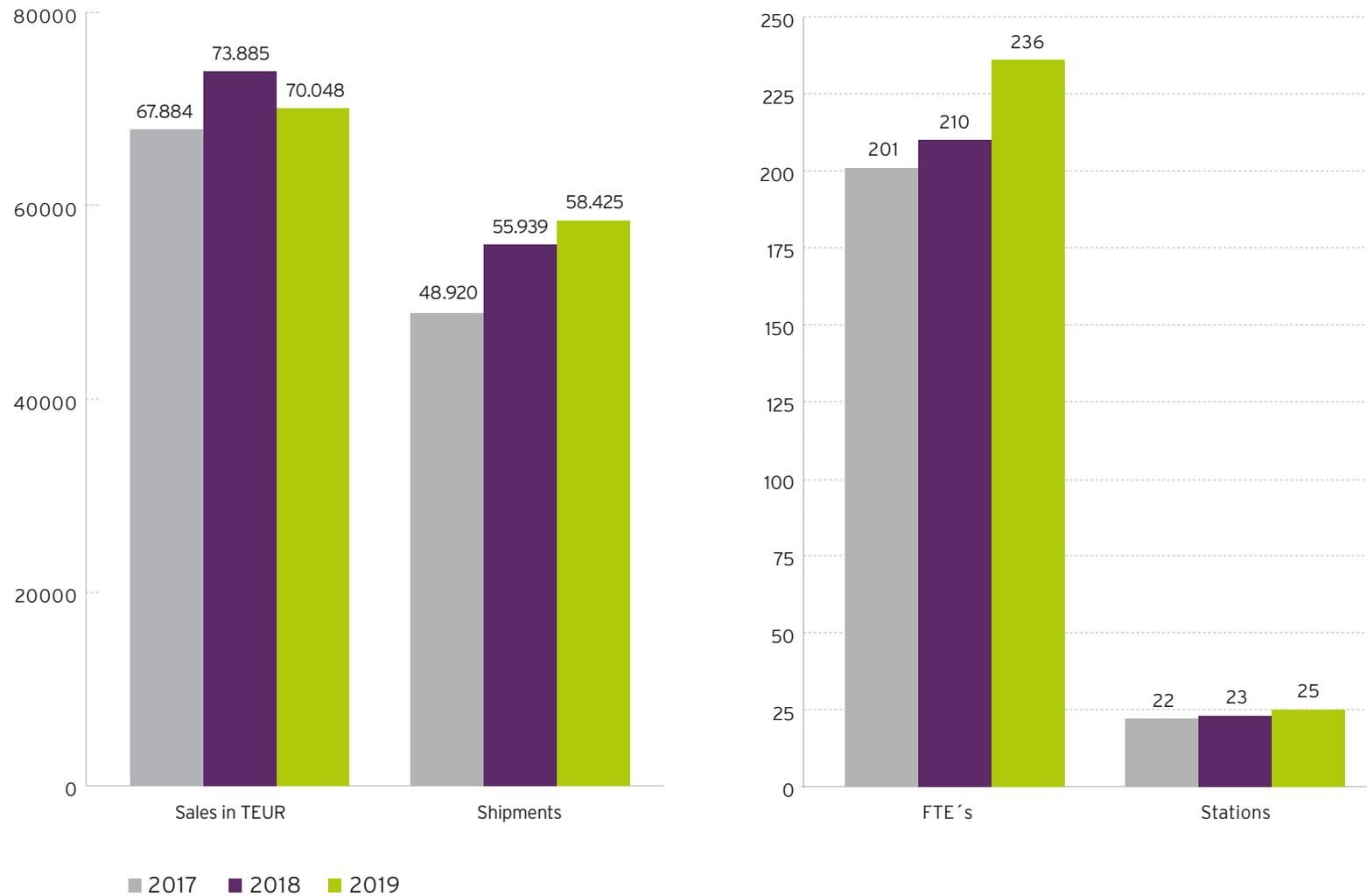
Technology

- Highly Competent IT-Professionals
- In-House Programming
- Electronic Data Interchange with Customers and Carriers
- Powerful Track & Trace Application
- Status Reporting
- Exception Management
- Member of Cargo IQ

Top Accounts



Growth 2017 - 2019



Ranking of Austrian Agents in 2019

Agent	Chargeable Weight in tons
1. DHL Global Forwarding	14.836
2. Schenker & Co	14.081
3. Gebrüder Weiss	12.230
4. Cargo Partner	12.009
5. Kühne & Nagel	8.638
6. CARGOMIND	5.823
7. ACS	3.614
8. Panalpina	3.220
9. Hellmann	3.209
10. Dachser	1.943

Carrier Relationships

- We pursue strategic partnerships
- We qualify carriers by coverage, capacity and lift, performance and price competitiveness
- We monitor their ability to dispatch goods as booked and deliver as promised
- We negotiate fixed allotments and contract rates
- We are committed to IATA e-freight and Cargo IQ

Preferred Carrier Program



中国南方航空
CHINA SOUTHERN



中国远洋海运集团有限公司
CHINA COSCO SHIPPING CORPORATION LIMITED



Partner Network

- We select our partners carefully and make an effort to meet with them on site
- We make sure our partners share the same high quality standards
- We aim for long term relationships
- We cooperate in sales and marketing with our partners, exchanging and following up on sales leads
- We keep our promises and remit amounts due reliably and on time



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We put a lot of thought in all we do.

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