



The Association of European Vehicle Logistics

Brussels, 23rd October 2017

PRESS RELEASE

ECG launches new course on Negotiation Management in partnership with Negotiation Academy Potsdam

ECG, the Association of European Vehicles Logistics, proudly announces the extension of its education arm to include **a new specialist course on Negotiation Management**. This new course further reinforces ECG's commitment to education and training and complements its highly successful ECG Academy, in existence since 2006.

Speaking to a record-breaking 280 delegates at the ECG annual conference on 19/20th October in Brussels, ECG President Wolfgang Göbel launched the new course which will be run in partnership with the [Negotiation Academy Potsdam](#) (NAP). The 2-day Negotiation Management courses will be held 2 or 3 times per year in the historic town of Potsdam, outside Berlin, and is open to all those interested in developing their skills and negotiation performance.

ECG has been active in the field of education since 2006. In co-operation with KPMG Education, ECG operates the **only existing Academy for higher education tailored and wholly dedicated to Finished Vehicle Logistics**. Last week also saw the launch of Course 12 of the [ECG Academy](#) which enjoyed a record level of enrollment. 23 students from 11 countries commenced the first module and hope to graduate with a Certificate of Automobile Logistics Management in May 2018. The longevity and continued success of this training course is a source of great satisfaction to ECG.

The automotive industry is one of the most professional in the world and requires trained and qualified individuals to maintain this reputation. Investment in people, especially future leaders, cannot be underestimated. ECG plays a key role in supporting this investment.

ECG is the established platform for the automotive logistics sector bringing together logistics service providers, manufacturer logistics managers and suppliers to the sector. ECG aims to facilitate non-commercial collaboration between member companies and assist them in sharing best practices in many operational areas, especially the harmonisation of operational standards. ECG is also committed to education and training as one of its core objectives.

Note to editors:

ECG's Annual Conference entitled "**Digital revolutions in political turmoil**" was held on 19th/20th October at the Tangla Hotel in Brussels, Belgium. It remains the largest gathering of professionals from the finished vehicle logistics industry anywhere in Europe. This year's attendance figure of over 280 delegates broke all previous records, as did the number of car manufacturers participating. Keynote speaker was Alina-Stefania Ujupan, Member of the Cabinet of Mariya Gabriel, European Commissioner for Digital Economy and Society.

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Background for the Editors

ECG, the Association of European Vehicle Logistics, has been the voice of the Finished Vehicle Logistics industry in Europe since 1997. ECG represents the interests of around 100 member companies, from family owned SMEs to multi-nationals, and is the major champion of the European vehicle logistics sector. ECG represents all transport modes at EU level – road, rail, maritime and fluvial. ECG Members provide transport, distribution, storage, preparation and post-production services to manufacturers, importers, car rental companies and vehicle leasing operators in the 28 Member States of the European Union as well as Norway, Switzerland, Turkey, Russia, Ukraine and beyond. They own or operate more than 420 car-carrying ships, 18,800 purpose-built railway wagons, 84 river barges and more than 23,500 road transporters.

As a major employer, the finished vehicle logistics sector plays an important role in contributing to the economic success of the European Union. ECG members have an aggregate turnover of around €25bn and their economic impact on companies associated with the sector is estimated at €63.25bn. More than 100,000 Europeans are employed directly by the vehicle logistics industry and an additional 253,000 are indirectly employed in this sector.