

Interview - Jan Arps Senior Logistics Specialist, Sales Processing Department EUROIMMUN AG

“How German logistics supports diagnostics in Europe”

How does Euroimmun’s logistics system ensure that quality is preserved from the moment of production in Germany to final delivery at European laboratories?

As one of the world’s leading manufacturers in the field of medical laboratory diagnostics, we at Euroimmun attach the highest value to the quality and integrity of our products – from the manufacturing process in Germany to final delivery to our customers. Our logistics system is therefore specifically designed to ensure this standard is met.

Our well-structured warehousing and distribution processes enable us to achieve short transport and delivery times – which is crucial for the functionality of many diagnostic products. Our logistics and shipping colleagues receive regular training and our processes are audited both internally and externally to ensure the highest level of quality and compliance at all times.

The transport service providers we select are specialized in pharmaceutical logistics and undergo an onboarding process at the start of the collaboration, during which our expectations, requirements, and procedures are discussed in detail. We attach great importance to ensuring that these partners have the necessary infrastructure and experience in handling diagnostic products.

Some of our diagnostic products are temperature-sensitive. For these, we therefore rely on consistently temperature-controlled logistics solutions (e.g., 2-8°C, or -20°C), including qualified packaging and continuous temperature monitoring using data loggers. This ensures that the cold chain is not interrupted throughout the entire transport period and allows us to take immediate action in the event of any deviations.

We also use packaging tailored to our products and designed to meet the respective product requirements—for example, shock-absorbing elements or insulating materials. This effectively protects the products from both physical and thermal influences.



In what ways does having production and logistics based in Germany, like Euroimmun, guarantee fast and reliable deliveries to all European customers?

The location of our production and logistics in Germany brings clear logistical advantages.

Germany is located in the heart of Europe and has a highly developed transport and logistics network. Our geographical proximity to whole Europe, combined with possible daily transport connections, enables short transit times and predictable delivery times.

Thanks to the close integration of production, warehousing, and shipping at our closely located sites in Dassow and Selmsdorf, we are able to process and deliver customer orders at short notice. This allows us to respond quickly even to urgent requests or emergency orders.

Compared to non-European supply chains, risks such as time-consuming customs clearance, unpredictable transport delays, or global supply bottlenecks are eliminated. Within the EU, our customers benefit from the smooth movement of goods without customs barriers.

Further advantages of short transport routes within Europe include lower CO₂ emissions and the possibility of making logistics solutions more efficient and environmentally friendly - a point that is becoming increasingly important for many of our customers.



How does minimizing long overseas transport improve product stability and quality for immuno-fluorescence and other sensitive diagnostic tests?

Avoiding long, intercontinental transport routes by sea freight contributes significantly to maintaining the product stability and quality of our diagnostic tests and devices. Sea transport plays a very minor role in terms of our transport requirements. This can be attributed to several critical factors:

Diagnostic tests have a limited shelf life. Long sea transports can take several weeks, which not only reduces the shelf life for the customer but also increases the risk of temperature-related influences. For the majority of our products, uncooled transport over a period of fourteen days is not a problem. However, this is usually exceeded in the case of sea transport.

In addition sea freight is not only associated with longer transit times, but also often associated with shocks, vibrations, and humidity – all this can affect the sensitive components of our devices and tests and must be taken into account when selecting the right means of transport. Shorter transports by land or air are more flexible to control and offer a more stable environment.

Sea freight transport usually involves several transshipment stations (ports, intermediate storage facilities), which increases the risk of damage, delays, or even loss. By using direct, shorter delivery routes, we reduce these risks for our customers within Europe.

If, despite all precautions, a product complaint arises, shorter, regional supply chains enable rapid tracking, root cause analysis, and, if necessary, replacement delivery much more quickly and effectively.

How do local service and logistics networks help laboratories respond quickly to clinical needs?

Local service and logistics networks are an essential factor in providing laboratories with the flexibility, responsiveness, and security of supply that are indispensable in everyday life.

Speed and reliability are crucial, especially when short-term bottlenecks or peaks in demand occur. Local logistics networks are an essential part of meeting this requirement. They enable us to reliably supply our customers on a regional basis – whether for regular needs or in acute situations such as outbreaks of infection. Regional warehouses or local logistics partners enable us to significantly reduce delivery times and respond more flexibly.

Local service teams are quickly available for maintenance, calibration, repairs, or user training—without long travel times or language barriers. In addition, regional contacts are familiar with the regulatory, linguistic, and organizational specifics of their respective countries. This allows solutions to be individually and efficiently adapted to the needs of local laboratories—e.g., for validation processes or the implementation of new products.

Overall, local networks help us to be not only faster but also closer to our customers - which represents real added value, especially in a sensitive area such as medical diagnostics. It helps us to reliably meet the increasing demands on delivery capability, product availability, and service times.



Meta Description

From the factory in Germany to the laboratory in whole Europe – discover how Euroimmun's precisely planned logistics system supports diagnostics across Europe every day.

Keywords

- logistics
- Euroimmun
- medical diagnostics transport
- laboratory test deliveries
- German logistics quality
- fast deliveries to laboratories