

CLIP GROUP
THE NEW
LOGISTICS





LOGISTICS IS MORE IMPORTANT THAN EVER, BUT IT IS ALSO UNDER PRESSURE MORE THAN EVER BEFORE. CLIP GROUP IS BUILDING THE LOGISTICS NETWORKS OF THE FUTURE.

THE NEW LOGISTICS

PROJECT MANAGED BY: JAMES ELVIN

CLIP Group is the largest private Polish logistics group specialising in low-emission logistics. It offers comprehensive services in warehousing and intermodal transport, with huge real estate resources for warehousing, assembly, and e-commerce.

CLIP is expanding with a new purpose-built model park with intermodal terminals and a supporting railway system that runs the company's own rolling stock for a range of industries, including the automotive industry.

"We don't just move cars; we choreograph their journey. In Poland we are the go-to delivery partner for dealer networks, and we handle the lion's share of outbound flows from Polish plants into Western Europe and beyond—factory gate to showroom floor, end to end," says Agnieszka Hipś, CEO of CLIP Group. "We operate at VIN-level granularity—capacity is booked against real

demand, PDI slots are synchronised, customs is pre-cleared, and yard turns are governed by takt, not hope. The result is measurable lead-time compression and fewer 'hot' moves. If a process needs a superhero, the process is wrong; we prefer calendars to capes."

The company's intermodal solutions make it perfectly suited to handle first-mile delivery, transshipment through terminals, and even sustainability measures such >>



↑
Agnieszka Hipś,
CEO, Clip Group.

künz



For many years, Künz has partnered with CLIP Group in Poland, delivering RTG and RMG cranes that support the growth of one of Europe's most advanced intermodal hubs. Building on over 90 years of engineering expertise and full in-house manufacturing, Künz is a global leader in container handling and intermodal solutions, committed to innovation, reliability, and long-term customer partnerships worldwide.

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More than just a transport.

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as CO2 calculations. CLIP Group tracks its cargo door-to-door, ensuring the process is punctual and decarbonised.

"We call our product for automotive clients 'peace of mind' for a reason," Hipś tells us. "For the C-suite, 'peace of mind' distils to one KPI: no surprises. We scenario-plan peak volatility, price risk into the plan, place buffers where they actually buffer, and practice failovers so that when a railhead sneezes, the customer doesn't catch a cold. Boring is a business model—especially when it protects working capital."

Beyond size, CLIP Group distinguishes itself by being really good at what it does.

Hipś shares, "We treat punctuality as hygiene, not heroism—the point isn't to clap when it works; it's to design it so it always works."

KÜNZ

ENGINEERING EXCELLENCE FROM AUSTRIA TO THE WORLD

Founded more than 90 years ago in Vorarlberg, Austria, Künz has grown from a small locksmith workshop into a family-owned company employing over 1,000 people worldwide and on track to exceed €300 million in annual revenue.

Today, Künz is recognized internationally for its expertise in container handling, intermodal equipment, and customized lifting solutions. The company's cranes are in operation at major intermodal terminals and seaports across Europe, North America, and other key markets. In addition, Künz develops advanced solutions for the mining industry, rail handling, wood handling, as well as recycling and bulk applications.

A defining strength of Künz lies in its in-house engineering and manufacturing capabilities. All critical mechanical, electrical, and structural components are developed internally, ensuring consistent quality, safety, and cost-effectiveness. This integrated approach allows Künz to deliver reliable solutions tailored to the needs of its customers.

Automation has become a key focus in recent years. With the Remote Operation Station (ROS 2.0), Künz enables crane operators to control multiple cranes simultaneously from a central, ergonomically designed workplace. This innovation reduces operating costs, increases safety, and sets new benchmarks for efficiency in intermodal logistics.

The partnership with CLIP Group in Poland, which began in 2019, reflects this approach. Over the years, Künz has supplied both Rubber-Tired Gantry (RTG) cranes and Rail-Mounted Gantry (RMG) cranes, supporting the development of one of Europe's most modern intermodal hubs.

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THE INTERMODAL SHIFT

Hipś goal is not just to lead the logistics sector, but to build a new kind of intermodal logistics, one where customers can rely on cargo arriving when and where it is supposed to, with minimal environmental impact. One where customers can rely on that work being done without any cause for worry.

"This is what we strive for every day. But it takes grit: Europe is rebuilding key rail corridors while geopolitics reshapes flows after Russia's invasion of Ukraine. That's why we compete on resilience and added value—backup routes, faster re-planning, and a service model our customers can measure," says Hipś.

Given the challenges facing the sector, redundancy is a key part of any intermodal transport strategy. For instance, while travelling by rail across borders through Western countries, logistics companies >>

are dependent on the funding and maintenance of transport infrastructure in each of those countries.

“Most international rail itineraries cross Germany, which is undergoing a once-in-a-generation repair programme. The works are necessary, but many expected them to be finished years ago; meanwhile operators—encouraged by subsidies—invested heavily in rolling stock. The paradox today is that some of the very trunk lines we need are periodically unavailable,” Hipś shares. “So we plan around possessions like airlines, allocate train paths ahead of time, and carry capacity credits with partners. Customers shouldn’t have to study Network Statements to ship a gearbox; that’s our homework, not theirs.”

Typically, these routes would be served by two tracks, a

system Germany pioneered, but with the scale of these repairs, often both tracks are down, causing whole routes to become inaccessible. To negotiate these challenges, CLIP Group is in close communication with the agencies responsible for these renovations, doing all it can to expediate them while searching for alternative routes to get cargo to its destination.

One of those routes in through motor transport, even as the logistics sector is being decarbonised. Hipś is the first to champion that decarbonisation is vital for the sustainability of transportation all over Europe. However, CLIP Group still needs truck drivers.

“Logistics is the backstage of consumption — the audience shouldn’t notice the stagehands, only that the show starts on time,” she tells us.

BUILDING INFRASTRUCTURE AND TALENT

Hipś observes that this is even more vital when we are seeing a slowdown in the European economy, with some countries suffering a lower GDP. Logistics will play a vital role in recovering from that.

“Driving a truck isn’t many young people’s dream today—and Europe is short by roughly a million drivers. At the same time, rail and even ocean strategies are being rewritten. Our job is to adapt quickly and make the system work regardless,” Hipś reflects. “We compete with a serious employer value proposition: predictable rosters, modern equipment, and progression that’s real. Retention isn’t ping-pong tables; it’s knowing your route next week and being home when the plan says you’re home.”

A part of that adjustment involves investing in ways that automation can take the role of human workers, but Hipś makes it clear that her top priority is building the best team that CLIP Group can.

“You build that capability by investing in people—skills, values, curiosity. We start early, opening logistics to teenagers, offering scholarships and structured training so they can become pan-European local drivers and modern logistics specialists. We co-finance licences and technical upskilling and set the bar high, because that’s what reliable service demands,” Hipś says. “Think academy, not ad-hoc. We hire for scope and train for precision—with certification ladders from yard ops to rail dispatch. Badges beat slogans, and reliability is taught like a craft.”

One thing that is clear while talking to Hipś is that the logistics sector as a whole



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is undergoing a process of transition, and CLIP Group is putting a lot of thought into staying at the forefront of that transition.

“We’ve banked significant land for truly large-scale commercial developments. Our current programme converts roughly 1,000 hectares in Poland into what we believe will be Europe’s flagship near-shoring zone,” Hipś tells us.

The new site is close to the German border, 30 km from Poznań, positioned to help with broken supply chain issues and provide a route for much needed components on the continent whose suppliers are otherwise too far away.

“It’s designed to make producing inside Europe attractive again bringing back capacity that drifted out of the EU. We see it as a direct boost to Polish and German GDP along the same value chains; for us, the PL-DE corridor is a natural place of exchange,” Hipś says. “Localising value chains shortens logistics arcs, blends

just-in-time with just-in-case, and hedges geopolitical risk along the PL-DE spine. It also keeps skilled jobs in the region—value created here, spent here.”

The solution that Hipś envisages is a network of railway solutions and infrastructure supported by a network of multimodal transport.

“We’re investing in new transshipment capacity—two major terminals in Poland plus another on the Belarusian border—and building a vast industrial zone. It’s a multi-year plan, five times larger than anything we operate today, already tracking to become Europe’s third-largest trade village. We’re the only private company on that list, and the only one from Poland,” says Hipś. “We’re designing for longer formations, faster terminal turns and API-first visibility. Terminals should behave like products, not projects—so capacity scales without the drama, and data shows up before the phone rings.” ☺





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