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## Specials

Aviation 28

Asia 52

**Singapore or London?**  
Big debate about location  
at first London International  
Shipping Week 2013 19

**Korea building on air**  
Seoul Incheon as  
the East Asian hub? 38

**Automotive in Hungary**  
Audi assigns Győr plant  
logistics to Panopa 42

  
**Emirates**  
**SkyCargo**





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## Specials in this issue

Aviation 28  
Asia 52



## Gazing into the crystal ball 25

A study published by Lloyd's Register of Shipping focuses on the industry's distant future. The analysis presents three scenarios, based on three frameworks that may develop very differently, of the maritime sector in 2030.



## Freight handling is central 28

In a conversation with Barry Nassberg, COO of Hong Kong-based Worldwide Flight Services, ITJ editor Andreas Haug delved into the airfreight sector's current opportunities, and the influence airports exert on ground handlers.



## City state taking off 52

Singapore's significance as a transport and logistics hub is one of the factors that makes it particularly suitable to host this year's Fiata World Congress. The city state continues to bank on the industry as a strategic pillar of its future.

Cover: Port of Singapore

Photo: canostock

- 5 Editorial
- 6 People & Companies/Job Market
- 15 Comment
- 16 Shipping & Ports
  - 16 Tonnage increases trigger new market order
  - 19 Young shipping managers drawn to Far East
  - 20 Evergreen Line cautiously optimistic
  - 23 Private security companies on merchant ships
- 28 Aviation Special
  - 31 Ground handler LUG gains two new customers
  - 33 Airbus sells its 8,000th aircraft
  - 35 EU emissions trading: impending breakthrough
  - 36 US aviation industry in flux
  - 38 One year before the Seoul Tiaca Forum
- 40 Forwarding & Logistics
  - 40 Röhligh buys Procargo in South America
  - 41 Gruber takes over Intertransport Hohnholz
  - 44 Swiss freight transporters in a dead end?
  - 45 TNT Express continues to restructure
- 48 Rail/Inland Waterways/Road Haulage
  - 48 Cemat port forum in Hamburg
  - 50 New Koper–Munich railway link
  - 51 Spanish railway companies for North America?
- 52 Asia Special
  - 55 Singapore as a stepping stone
  - 57 Kerry Logistics and Toll Group expanding
  - 61 Southeast Asian container ports expanding
  - 64 Growing demand for wine in China
  - 65 In conversation with Kenneth Glenn, president of American President Lines (APL)
- 66 Regional Focus
  - 66 Central Europe
  - 67 Nordic Countries and Baltic States
  - 68 Eastern Europe
- 69 Miscellaneous/Masthead
- 70 A Time for Reflection/Advertisers' Index

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# Security takes charge

## Dear readers,

Security remains a key *Leitmotiv* of our age. The list of dangers that we may face at some point on our journey from the cradle to the grave is already infinitely long – but nevertheless still growing. What started with extra training wheels on your bicycle and water wings for swimming has in the meantime become a full metal jacket of protection – insurance against not being able to start a journey, getting the flu, a skiing accident or a bomb attack. Just as you can bet on any and every event these days, anything and everything can also be insured – right down to Julia Roberts' legs. So far, so good.

But now a new risk has appeared on the horizon. Security has hooked up with another *Leitmotiv* of this era – IT. What used to be merely a passionate affair has now become a deep and meaningful relationship. Computer users experience this at every twist and turn of the digital world map – but most of all when it comes to spam filters. You can choose a package, proxy or con-

tent filter, to name just a few. There is some satisfaction from not receiving any unwanted e-mails in your in-box anymore, after all. But it can get a bit annoying when not a single unknown e-mail address is allowed to write to you anymore. New customers with an innocent inquiry, newly-appointed employees who have not been authorised by IT yet, old friends with new e-mail addresses – all consigned to the IT-filter dustbin. The system then defeats itself.

I hope I'm secure with my assumption that you'll have an entertaining read of the following pages of the *ITJ*.

Cordially yours,



**Christian Doepgen**  
Editor-in-chief



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# Asia / Pacific

## New DHL head in India

DHL Global Forwarding has appointed Samar Nath as CEO and country manager for its Indian operations. Nath has many years' of experience in the region. His 15 years in the industry have included the positions of executive vice-president and managing director for India and South Asia at Ceva Logistics. Before that he was with APL Logistics, working as managing director also for India and South Asia. In his new company Nath will report to Kelvin Leung, DHL Global Forwarding's chief executive officer for the Asia-Pacific region, who took the opportunity of Nath's appointment to underline the significance of the company's Indian activities for the corporation's network in strongly-growing Asian markets. DHL had, for example, announced investments totalling approximately EUR 134 million in Southeast Asia in May. The funds have been earmarked for the expansion of warehousing areas and new staff in the next two years.



**Samar Nath**

Photo: DHL

## Aipa elects new chief pilot

Nathan Safe was elected president of the Australian and International Pilots Association (Aipa) at a recent meeting of Aipa's management committee in Sydney. He replaced Barry Jackson, who stood down after two terms of office. Safe is a Boeing B737 pilot with Qantas. He joined Qantas in 2004 as a second officer on B747-400s, before transferring to B737s as first officer in 2010. In 2009, Safe was elected to Aipa's management committee, and was the body's assistant secretary from 2012 until his election as president this month. Safe also played a role in negotiating the Qantas short-haul pilots' enterprise agreement, and has additionally held various roles related to long and short-haul pilots' rostering.

## From the United Kingdom to China

The Baltic Exchange, a London-based bulk shipping exchange, has opened a new office in Shanghai, launching a new chapter in its 269-year history. The exchange, whose members include national and international shipping, chartering and broking companies, provides data on the cost of moving bulk commodities such as iron ore, coal and oil by sea. The Baltic Exchange is already well-known in China as the publisher of the Baltic Dry Index, which appears on a daily basis. The opening of a new centre in China, which is located in Shanghai, is designed to build on relationships between Chinese bulk shipping interests and the rest of the world. The Baltic Exchange's Shanghai office will be managed by Marcus Lee, a former shipbroker who previously worked at the exchange's Singapore office. He will report to CEO Jeremy Penn.

## Changes to the NOL board

The Singapore-based Neptune Orient Lines group appointed Bruno Sidler to its board of directors on 16 September, when Olivier Lim stepped down from the body. Sidler is currently the CEO of the DKSH Holding, a market-expansion services group. His logistics career began at Panalpina in 1980, where he started off as the corporation's sales manager in South Africa. His rise through the ranks included a stint as Panalpina's managing director in Singapore. He became Panalpina president and CEO in 1998, a position he held until his resignation in 2006. He took responsibility for the manipulation of results by an employee in the company's airfreight management and drew the consequences. He then held various senior management roles at Ceva Logistics from 2007 to 2012, ending his involvement with the company as its chief operating officer. He holds the same position at DKSH, which is listed on SIX, the main Swiss stock exchange.



**Bruno Sidler**

Photo: DKSH

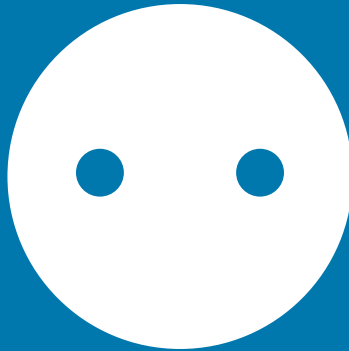


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# Europe

## New CFO welcomed

Georges Azevedo is Geodis Wilson's new CFO, and will also join the board of management. Azevedo, who began his career with the consultancy AT Kearney, has been with the Geodis Group since 2005. Since joining the Geodis Group, he has held various finance posts, and was previously finance director of Geodis Wilson's industrial project sector. Geodis Wilson is the freight forwarding unit of SNCF Geodis and includes the former companies Geodis Overseas, Wilson Logistics and Rohde & Liesenfeld.



**Georges Azevedo**

Photo: Geodis Wilson

## Chairman of the advisory board

Brandlog, established in 2007 as an alliance operating in the field of partial and full-load transportation for branded products, elected Ramon Walter as the new chairman at its advisory board at the body's latest meeting. Walter is head of national forwarding for the German freight forwarder Spedition Honold, based in Neu-Ulm.

## Change in 2014 for KSPG

Horst Binnig is set to succeed Gerd Kleinert as chief executive officer of KSPG, the Rheinmetall Group's leading automotive industry supplier firm, on 1 January 2014. His predecessor is retiring. Binnig has been with the KSPG Group since 1999, and has been an executive board member since January 2012.

## Our man in Moscow

Jet Aviation has appointed Vitaly Aleksikov as director general of its Moscow Vnukovo station, where he will oversee maintenance facility operations. Aleksikov joined Jet Aviation in 2009 as a quality assurance manager and became director of engineering in 2012. He was previously a senior engineer with Itek Air and Atlant-Soyuz Airlines and a maintenance engineer with Kyrgyzstan Airlines. He reports to Stefan Benz, Jet Aviation's VP for MRO and FBO operations in the Emea region and Asia.



**Vitaly Aleksikov**

Photo: Jet Aviation


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Carl Holl, Vincent Le Bris, Zineb Ezzaki (from the left).

Photos: Transporeon

## New team members in France

The Transporeon Group, founded in Germany in the year 2000, has strengthened its presence in France. The team, which is based in Saint-Germain-en-Laye and has been operational since 2008, has now been reinforced by three new employees. They are Zineb Ezzaki, project manager for IT and after-sales services, and the key-account managers Vincent Le Bris and Carl Holl. Transporeon, which is active in 16 countries, now has more than 300 employees. The e-solutions provider for the logistics industry, with more than 100,000 users, operates three platforms – the Transporeon logistics platform, the Ticontract platform for invitations to tender and the Mercareon logistics platform for trading firms. It links 850 shippers to 40,000 carriers and offers 21 languages.

## Implementing Mory-Ducros merger

The integration measures needed following the merger of the CEP provider Mory and the courier service Ducros Express, which was sealed in January 2013, are now being driven by an additional expert. Christophe Thiebaud-Girard is joining the Mory Ducros group as a deputy managing director. He worked for Mory and as head of operations at Sernam in the past. Most recently, he oversaw project logistics at Geodis Calberson. André Lebrun, president of Mory Ducros, has made combining the networks of the merged companies a central concern, and Thiebaud-Girard will assist managing director Renaud Sueur to achieve this end.

## New managing director for Zentek

Zentek, an alliance of independent waste disposal companies in Germany, appointed Stefan Frye as the new managing director of its new pooling logistics business division in September. Frye began his professional career in the year 2000 and later became head of operations and logistics for Red Bull in Germany. In 2008 he moved to LPR, Europe's second-largest provider of pallets to rent, where he was a managing partner. Frye was in charge of introducing LPR's activities in Germany, Austria and Scandinavia.

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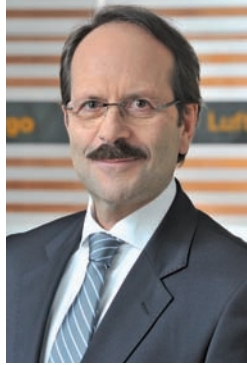
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## Transitions at Lufthansa

Lufthansa Cargo has prolonged the contract of executive board member Karl-Rudolf Rupprecht, who has been the cargo carrier's head of operations since 2011. He will retain his post for another two years (to March 2016) and will remain in charge of flight operations, transport management and freight handling, as well as the construction of Lufthansa's new cargo centre. Rupprecht, who has served the air transporter for 25 years, began his career in the aircraft maintenance and corporate development fields. In 1995 he became deputy head of marketing and sales at Lufthansa Technik, and was promoted to that entity's managing director in 2000. In 2004 he was appointed head of management at Deutsche Lufthansa's Frankfurt hub.

Christoph Franz, chairman of Lufthansa's board, is moving to the Basel-based Swiss pharmaceuticals corporation Roche. He is expected to succeed Franz Humer, chairman of the corporation's board, at the AGM on 4 March 2014. Corporate executives Carsten Spohr, the head of the airline's passenger division, Karl Ulrich Garnadt, head of Lufthansa Cargo, and Harry Hohmeister, Swiss International Air Lines' CEO and chief officer for group airlines and logistics, are thought to be in the running to succeed Franz.



**Karl-Rudolf Rupprecht**

Photo: Lufthansa Cargo

## Power of attorney issued

Hansmann Logistik, a member of the Imperial Logistics International group, granted power of attorney to Andre Biagioli and Peter Brix in September. Biagioli joined the Panopa group in April 2012 and currently heads its Osnabrück location, where Hansmann manages internal plant logistics for Volkswagen. Brix has worked for Hansmann since 2011 and manages the project for Volkswagen's internal plant logistics in Wolfsburg. In addition to this task he currently also manages the automated small-parts warehouse in Hattorf on an interim basis.

## Changes in Vienna

Georg Wurz has become a member of the executive management team of Wiencont Container Terminal. He followed Karin Zipperer, who moved to the executive team of the port of Vienna group in June. Wurz joined his new firm from Wien Holding, where he was most recently involved in strategic property, investment management and coordination tasks. He took up his new role in September and will support Robert Groß in the management of the entity.

In addition to the 60,000 sqm location in the port of Vienna, Wiencont has branches in Graz, Wels and Villach. The company is also active in the container trade, rental, storage and repairs segments. Its customers include shipping companies, leasing firms as well as freight forwarders.

## Lübeck needs new port figurehead

Heinrich Beckmann, one of the managing directors of the northern German port operator Lübecker Hafen-Gesellschaft mbH, has surprisingly announced his resignation. He will remain in his post until the end of February 2014.

## IT a global affair



**Hans Stokman**

Photo: IJS Global

IJS Global has added a new post to its management team. Hans Stokman has strengthened the managers in the newly-created position of global IT director. He started his professional career as an Oracle consultant with Cap Gemini and later worked on various national and international projects before starting his own IT business. Stokman later joined the logistics provider Kintetsu

World Express as IT manager for the Emea region. Stokman will be based at IJS Global's world headquarters in Amsterdam and report to Mike Gillett, the company's global executive vice-president.

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## Obst new head of Efip

The European Federation of Inland Ports (Efip) has appointed a new director. Kathrin Obst has succeeded Isabelle Ryckbost, who took on the role of secretary general at the European Sea Ports Organisation (Espo) this summer (see *ITJ* 23-26/2013, page 8). Previously, Obst worked for three years as a senior policy adviser to the Community of European Railway and Infrastructure Companies (CER). Before joining CER, she worked both for the EU Commission and council. Obst, who will start in her new position on 1 November, will report to Efip president Jean-Louis Jérôme.



**Kathrin Obst**

Photo: Efip

## Middle East

### New Gulftainer COO named

Gulftainer, a port management and logistics group headquartered in Sharjah (UAE), has named Peter Ford as its new group chief operating officer. Ford joined Gulftainer from APM Terminals, where he held a number of managerial positions, including his most recent role as COO for Europe and head of new product development. He previously oversaw the port of Salalah (Oman) as its CEO. In his new role he will be based in the UAE and focus on Gulftainer's international operations and development.

## Americas

### Superior names regional heads

Superior Industries Inc, a manufacturer of conveyor systems, has named Terin Louis and Matt Wulf as new territory managers in the Northeast and Midwest respectively. Louis joins outside sales after five years in the engineering department. Wulf, in turn, succeeded Ryan Loge as manager in the Midwest.

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## Congratulations

### Personality of the Year



**Anne-Marie Warris**

Photo: Wista

Anne-Marie Warris, an international expert in the fields of sustainable shipping, climate change and environmental management, has been chosen as Personality of the Year 2013 by Wista-UK, part of the Women's International Shipping & Trading Association. Her accolade as Wista-UK Personality of the Year was announced during the recent London International Shipping Week. Warris recently retired from a leading environmental role at Lloyd's Register to initiate a new venture, Ecoreflect Ltd, a company whose purpose is «to explore ecological issues and reflect on connections that have an impact on us.» She also continues to play a key role in the International Organization for Standardization (ISO).

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The prize being given to Express Global director **Keyur Gandhi**.  
Photo: Express Global Logistics

## Project cargo forwarder of the year

India's Express Global Logistics has been awarded an Indian Maritime and Logistics Award 2013 in the category Forwarder of the Year – Projects. The awards, adjudicated by a jury of experts from the industry, are recognised by government institutions and the shipping ministry. The Express Group was established in 1946 and has successfully created a portfolio in the project cargo sector.

## Kiel Port Award 2013 for Roller

The Kiel Port Award 2013 has gone to Claudia Roller, chairwoman of the board at Hamburg Hafen Marketing. The port of Kiel has been a member of HHM since 2006. Roller, who has held her HHM post since 2008, was a key-account manager at Hamburger Hafen und Logistik AG (HHLA) from 1984 to 2001. She later also headed the sales unit for HHLA's Altenwerder, Burchardkai and Tollerort container terminals.

## Robin Travis Scholar selected

Johann von Rantzau has been selected as this year's Robin Travis Scholar. From September von Rantzau will be attached to and trained in Thomas Miller's London head office, where businesses managed include the UK P&I Club, the TT Club and ITIC.

## Intermodal transport on course

An event entitled «Come in, get out and about, head straight for the core –intermodal transport's role in the Swiss import/export sector» was staged in the inland ports on the Rhine on 18 September. It was hosted by SGKV, a German association for intermodal transport studies, and the Swiss Federal Institute of Technology's Institute for Transport Planning and Systems. One discussion focused on a study of the need for and the consequences of large intermodal terminals in Switzerland. Gerhard Oswald, chair of SGKV's advisory board, compered the event. What form the planned Limmattal and Basel Nord hubs will take as strategic terminals for Switzerland's intermodal transport will be decided by the end of this year, if everything goes to schedule.

## 100th vehicle for WGL

The German vehicle maker Bernard Krone and its partner Westdeutsche Getränke Logistik (WGL) celebrated a special deal recently when the 100th Krone unit, a trailer with loading board wall equipment, was delivered to WGL. Dortmund-based WGL is a forwarding and logistics firm that is a member of the German holding Veltins-Beteiligungsgruppe. WGL is one of the larger companies in the beverage logistics sector, managing about 200,000sqm of warehousing and logistics areas, 430 employees and 4 million pallets annually. WGL has 110 vehicles of its own and delivers drinks consignments to around 500 retail outlets and warehouses every day.



**B. Krone, M. Rütters, F. Albers, R. Lindel** (from the left). Photo: Krone/WGL



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## Comment

## London's heart is in the right place – but has it got its finger on the maritime pulse?

*The focus may slowly be shifting towards Asia (see article on page 19), but the centre of the maritime industry remains in Europe. In London, to be precise.*

*That, at least, was the tenor at the first London International Shipping Week (LISW), which was held in the capital of the United Kingdom recently. A whole series of lectures, discussions and other events was put on to prove that the heart of shipping was still where it had always been, in Europe.*

*The assembled luminaries did the event's aspirations justice. Representatives of the International Chamber of Shipping (ICS) and the International Maritime Organization (IMO), high-ranking officials of the government of the United Kingdom and Boris Johnson, the Mayor of London, underlined London's significance for the international merchant shipping industry – on account of the*

*concentration of all of the sector's important service providers in one place in the metropolis.*

**Role models**

*The London event follows in the footsteps of pioneers such as Singapore or Greece, where the maritime industry has already been courted by such shipping weeks for some time. The LISW's efforts to blow London's trumpet met with little resonance in the UK, however, in stark contrast to the media attention given to such meetings when they are held on the South-east Asian competitor's home turf. The maritime industry contributes around GBP 14 billion (EUR 17 billion) annually to Britain's GDP, but for outsiders the industry is largely invisible.*

*The LISW represents a good attempt to start changing this state of affairs. It cannot be ignored though that Asian*

*shipping lines' share of the world's merchant fleet is growing, whilst the Europeans' influence is simultaneously declining.*

*The concentration of maritime expertise in one place still scores points for London today. But Singapore is catching up, especially in the field of maritime training and education. The question is thus to what extent the heart of the maritime industry will continue to beat in London in future. Today's talented youngsters are drawn more to the East than to the British capital. But if London once again manages to become more attractive for the shipping managers of the future, then the industry may be able to benefit from the strength and energy of two hearts driving it forward.*



**Antje Veregge**  
ITJ editor

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Tonnage developments in the most important trade lane

# First the Chinese, now the Arabs

Despite the peak season in the Asia–Europe trade the cargo rates have fallen again over the past two weeks. For the coming two years a number of new deliveries of containerhips are planned, which will not just bring more tonnage into the market, but also adjust the market shares of shipping lines.



Photo: Cosco/Port of Antwerp

The 13,400 teu «Cosco Belgium» is the first newbuilding in a series of eight Cosco has ordered.

In the next three years there will be some changes in terms of the distribution of containerhip capacities, at least in the opinion of the analyst Alphaliner. Concrete signs for a market consolidation in the form of mergers or even withdrawals from scheduled services have not been observed (yet) though.

However, a member of Hamburg Süd's board recently stated publicly that his company was still interested in forming a merger with Hapag-Lloyd, which is also headquartered in Hamburg.

## 18 of 20 services buying

Tangible changes will more obviously be caused by new orders for containerhips pending from 18 of the 20 largest shipping lines. Since 2009 these firms have

ordered a total of 344 ships with approximately 3.4 million teu of capacity. Only NYK, the Japanese line, and the Israeli operator ZIM have not taken part in this shopping spree in the past four years.

The shipping line MSC from Switzerland, in contrast, is at the top of a shopping league table, with at least 572,000 additional teu worth of new orders placed since 2009. This means that the difference between the total tonnage operated by Maersk Line, the world's largest container shipping company, and MSC will become smaller. Up until now the Danes were 250,000 teu ahead of the Swiss. After delivery of MSC's newbuildings, the difference will have melted to less than 100,000 teu, according to Alphaliner's estimates.

The Taiwanese shipping line Yang Ming will also add vessels to its fleet and will move from 14th to 10th on Alphaliner's rankings table for shipping lines. UASC in turn, which is headquartered in the United Arab Emirates, is taking a particularly aggressive acquisitions route. A spokesperson confirmed recently that UASC has ordered five containerhips, each with a capacity of 18,000 teu, as well as five more newbuildings with space for 14,000 teu each. Delivery is scheduled for the period between the end of 2014 and the middle of 2015.

## Focusing on Asia–Europe

According to the English analyst Drewry, this move is the first major challenge to the supremacy of the top container lines since the market entry of the Chinese shipping lines Cosco and CSCL in the late 1990s. UASC will increase its tonnage capacity by 60% in comparison with 2012.

The Arabic corporation intends to strengthen its presence between Asia and Europe with this massive statement of intent. How exactly it wants to achieve this remains unclear though, according to Drewry. Finally, the timing of the delivery of the five 18,000 teu ships will probably coincide with the market entry of CSCL's five new ships, each with a capacity of 18,400 teu.

The Chinese shipping line also wants to use these on the shipping route between Asia and Northern Europe. In ad-



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dition, the twelve largest container lines will also receive new 14,000 to 18,000 teu ships, with the general aim of achieving better economies of scale. One thing is clear: with increasing tonnage of state-controlled container lines such as Cosco, CSCL and APL their influence will grow on the world's oceans.

**WCI continues to fall**

In the meantime, the rates recorded for the transportation of cargo between Shanghai (China) and Rotterdam (Neth-

erlands) continue to fall further. The price registered in the World Container Index (WCI) has fallen since the rates were increased on 1 August, with the exception of a slight increase of 0.7% on 5 September.

On 19 September the index stood at USD 2,103 for the transport of a loaded 40ft container on the route between Shanghai and Rotterdam.

*Antje Veregge*  
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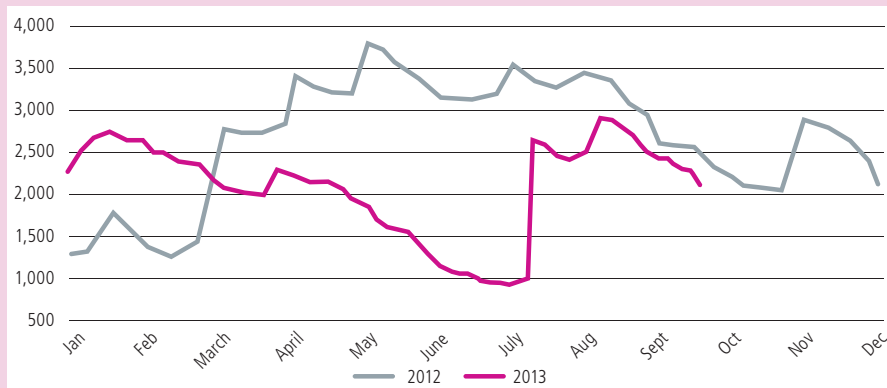
**In brief**

**Certified.** The Dubai-based port operator DP World has become the first Middle Eastern terminal operator whose facilities are certified in accordance with the ISO 28000:2007 standard. The handling, stuffing and transportation of containers in its centres in Jebel Ali, Mina Rashi, Mina Al Hamriya and Fujairah is now governed by the ISO system. [www.dpworld.com](http://www.dpworld.com)

**Collaboration.** The South Korean container shipping line Hanjin and Taiwan's Evergreen Line are merging their transpacific loops from the Far East to the US west coast from the second week of October. The CPS2 and CAX options will thus become a joint offer in the forthcoming low season. The weekly capacity in this trade lane will thus be cut by around 4,000 teu. [www.hanjin.com](http://www.hanjin.com)  
[www.evergreen-line.com](http://www.evergreen-line.com)

**Merger.** The Unifeeder Group has acquired United Feeder Services. The companies will continue as separate firms with separate organisations, but will together offer the most comprehensive coverage in Northern Europe and the Med. [www.unifeeder.com](http://www.unifeeder.com)

**World Container Index – Shanghai–Rotterdam container freight rates (USD/feu)**



Source: World Container Index/Drewry



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Shipping industry professionals looking East

# Singapore or London?

The British capital London is still reputed to be the world's maritime shipping centre. Singapore is increasingly challenging this position, however.

«The world does not wait for London,» warned Nigel J. Anton, global head of shipping finance of the Standard Chartered Bank (Hong Kong), at an event held as part of the first London International Shipping Week (LISW). «Everything works in Singapore,» he added. While many a participant may not have been delighted by these words, Anton qualified his statement by reminding his audience that London had made the maritime shipping industry what it is today.

In future, however, the balance may shift towards the East. In particular the Southeast Asian city state Singapore has developed into a major hub for the maritime shipping industry over the last few years. It has already overtaken its competitor Hong Kong by a clear margin, and now Europeans too are feeling the impact of stronger competition from the East.

The share of the world's ship tonnage held by Asian owners has been steadily growing for some time now, whilst the influence of major shipowners in European countries such as Germany simultaneously appears to be decreasing. Singapore is becoming an ever more popular location for ocean carriers' headquarters as well. 5,000 maritime sector companies are based there, more than 4,500 of which are multinationals. More than 170,000 people work for ocean carriers and agencies, shipping agents, in ship financing, for lawyers specialising in maritime law, for insurance companies or in other related service sectors.

Singapore also houses the headquarters of the Asian Shipowner's Forum and the International Bunker Industry Association (Ibia), and is additionally the home to an important branch office of the London-based institution Baltic Exchange.

## Tax advantages in the East

Certainly, the excellent infrastructure and the city state's convenient geographical location are important reasons for foreign companies to open offices in Singapore. However, one decisive factor may be that the Maritime and Port Authority of Singapore (MPA) seeks to create an agreeable business environment for these companies, and above all focuses on ensuring advantageous tax rates and easy conditions for the creation of companies or affiliates.

Moreover, it is relatively easy to hire foreign or local manpower in Singapore. The level of education is high.



Photo: Anjie Veregge

A ship calls at or sails from the port of Singapore about every three minutes, which means that there are around 1,000 vessels in the hub at any given moment.

Every university in Singapore offer degrees in the maritime sector, and the city's government is investing a lot of money in the industry.

So it does not come as a surprise that a survey, conducted during the LISW among members of the Shipping Professional Network in London (SPNL), showed that 70% of the young people surveyed believed that the British capital could lose its status as a maritime centre. One of the participants hit the nail on the head: «Today the best talents in the business head for Singapore, and not for London anymore.» *av*

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## Evergreen Line on new orders and cooperation agreements

# «We are cautiously optimistic for 2013»

Cost controls and vessel efficiency are common topics for container lines these days.

Taiwan's Evergreen Line is also banking on South American options, as was elaborated by Anchor Chang, president of Evergreen Marine, when he spoke to the ITJ recently.

**Mr Chang, in the current market environment, container lines increasingly have to focus on cutting costs. Where do you see potential to reduce costs and operate more efficiently?**

Cost controls remain the key to restoring profitability for carriers, so we naturally examine every aspect of operations to improve cost efficiency.

Measures such as improving vessels' fuel-efficiency, as well as deploying ever larger ships, are already being implemented by almost all of the industry's large carriers. In addition, I see potential through the improvement of equipment turnaround and cargo structure, fine-tuning service rotations and upgrading

IT systems to reduce costs and enhance operating efficiency.

«We have upgraded vessel sizes to and from South America this year.»

**You have recently expanded your fleet size. How many more vessels are in your order book, for expansion or for the replacement of older ships?**

Evergreen Line did not place any new orders between 2004 and 2009, and more than four years passed between the delivery of the group's last new S-type vessel (with a capacity of 7,024 teu – *ed.*) in January 2008 and our first new L-type

containership (capacity 8,500 teu – *ed.*) in July 2012. In other words, we did not burden the market with any additional capacities, but we now also need to renew some of our aged ships for more efficiency.

We concluded our orders for 30 new L-type vessels between 2010 and 2012, specifically for 20 units with a capacity of 8,452 teu and ten ships that can carry 8,508 teu. We have also chartered 15 new ships, ten of which have 13,800 teu capacities. 19 units were delivered by early September, and the remaining 26 ships will join the fleet before the second half of 2015.

**You increased your activities in to and from Central and South America recently. Have you ascertained particularly impressive potential in traffic between Asia and this region?**

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Photo: Evergreen Group

The «Ever Living», an Evergreen L-type ship with a capacity for 8,508 teu.

Central and South America, two key emerging markets, have been hot spots in shipping lines' services for some time now. As a global carrier, Evergreen Line continues to develop and upgrade service loops for customers in these markets. We have launched some new services and deployed vessels with greater capacities to

and from these areas in recent years. The main reason for these developments, of course, is our desire to meet customer demand and to compete successfully there by deploying cost-efficient vessels.

**When did Evergreen commence its activities in this trade lane?**

We launched our first service to meet growing demand between Asia and the South American west coast (WSA) in 2011, and our second one (WSA2, jointly with partners) in 2013. We have been offering our Asia-South American east coast service (ESA) for decades now, without enlarging capacities. We upgraded the vessel sizes in this loop this year, in order to improve our cost efficiency and to be in line with our competitors.

«Cooperation with quality partners.»

**Let us get the crystal ball out now. What do you expect from this year?**

We are cautiously optimistic about the economic trend for rest of 2013 and for the near future too. Before a really solid recovery arrives, Evergreen Line will continue to enhance its ability to compete by cooperating with quality partners for service versatility and cost efficiency.

**Thank you for your time, Mr Chang.**

*Antje Veregge*

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## Long Beach hits a high

The volume of goods handled in the Californian port of Long Beach in August surged to a level never seen anymore since the onset of the recent financial and economic crisis. Containerised cargo that passed through the second-largest US port came to a total of 630,292 teu in the month, which was as many boxes as were last handled in October 2007. This figure represented 16% more than the volume in the same month a year ago. The hub registered double-digit percentage gains in both imports and exports. The overall result for 2013 up to and including August was also good, with total container volumes handled since January 13.6% higher than last year. Imports grew by 16.2%, exports by 10.9% and empty containers by 11%. The port authority said that the increasing size of ships calling at the hub was the main reason for the improvements. The port of Los Angeles, the USA's largest, handled 709,675 teu in August this year, 0.43% more than in the like-for-like period last year.

av

[www.polb.com](http://www.polb.com)

## BBC Chartering helps Syrian refugees in Italy

BBC Chartering, a provider of maritime heavylift and project cargo operations based in Leer (Germany), took part in a rescue mission for Syrian refugees off the coast of Sicily (Italy) in mid-September.

The *BBC Iceland*, a 'tweendecker built in 1999 that can carry 4,800t, was sailing near the Sicilian coast when the crew was asked by the maritime rescue coordination centre in Rome (MRCC) to be prepared to take refugees who had been discovered in the area on board. The coast guard's vessels did not have enough capacities to take the more than 300 Syrian men on board.

The *BBC Iceland* took a total of 134 refugees on board. The crew was instructed by the Italian home ministry to sail for the port of Pozzallo, in Sicily, where the men were subsequently transferred to another vessel.

Once the rescue mission had been completed by the *BBC Iceland* the unit again continued on the journey that had originally been planned. According to official information released by the United

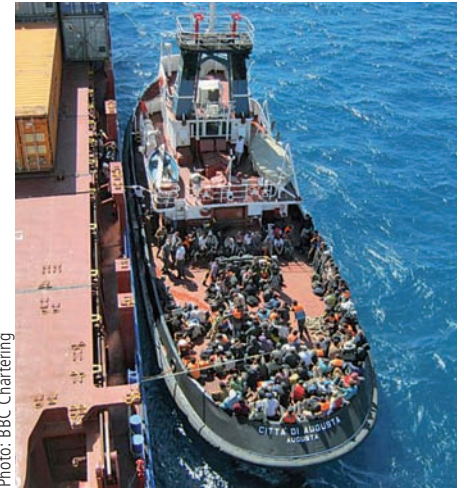


Photo: BBC Chartering

The «BBC Iceland» took 134 Syrian refugees on board off the coast of Sicily.

Nations an estimated 3,300 refugees fleeing from the civil war in Syria have reached the coast of Italy since August, some of them in tiny boats whose lack of seaworthiness additionally seriously endangers the refugees' lives.

Antje Veregge

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# More than protection against piracy

While international shipping is currently focusing its energy on the fight against piracy in West Africa, another potential danger is already looming. Cyber attacks could be the next big issue for security on the world's oceans. Steven Jones, the maritime director of the organisation Sami, wants to bring maritime security to the forefront of shipping lines' attention.

The maritime industry is occupied with the topic of piracy more than ever before (see also *ITJ* 35-36/2013, page 16). The use of so-called private maritime security companies (PMSCs), which deploy staff on board ships sailing the high seas, is gaining greatly in significance for this very reason.

The London-based Security Association for the Maritime Industry (Sami) plays a big role in these latest developments. The body was established as an umbrella organisation for providers of private security services on board vessels, and was heavily involved in developing international standards for the certification of such service providers.

## Uniform standards needed

In the past year alone, growing demand has brought more and more companies into this growing market. At the same time, the fear of black sheep in the industry has also grown. It has become more obvious that international regulations are urgently needed, particularly concerning the use of armed security personnel on board.

«It's one thing when a company says that they are offering services for the protection of international merchant shipping,» says Steven Jones, Sami's maritime director. «There is a lot of uncertainty in the market regarding the quality of these services, however,» he continued.

For Jones and his partner Peter Cook, the CEO of Sami, it was therefore clear that the establishment of a uniform standard for the industry was urgently needed. A proposal for such a standard was then sent to the International Maritime Organization (IMO). The IMO concluded that the industry should indeed have uniform regulation, but instead of increased self-regulation, a formal standard should be developed in collaboration with the International Standardization Organization (ISO).

Currently, various companies are involved in a pilot phase for the standards.



Photo: Sami

**Steven Jones**, Sami's maritime director, believes lines should pay more attention to security issues.

Several of them have already completed the certification process. «The regulatory framework for accreditation seems rather obvious,» Jones explains. «Who are these companies, are they legal, do they have the appropriate insurance, what kind of experience do they have?» One would actually presume that everything would be in order here. «But the devil lies in the detail, as is so often the case,» he adds.

## Danger from the internet

One of Sami's potential roles, according to Jones, is to create a marketplace for maritime security, especially beyond the topic of piracy. «Maritime security is so much more than protection against pirates,» he elaborates. One topic that is continuously gaining in importance is cyber security.

Because more and more technology is integrated on board ships, and is also linked to equipment on land, the potential for attacks on such networks continues to grow. In a recent test, the University of Texas demonstrated how easily a GPS system on board a ship can be remotely accessed – and a ship put on a collision course with another.

«For this reason, risk management and technology on board and in headquarters are especially important,» Jones emphasised. Moreover, dangers must not only be detected, they must also be communicated. One of Sami's declared goals is to «move maritime security from the fringes to the centre of a shipping lines activities in future.» In this respect, new technologies will play an increasingly important role in this field in the years to come.

*Antje Veregge*

[www.seasecurity.org](http://www.seasecurity.org)

## New base for PMSCs

Private security service providers are expected to be furnished with a new base in Port Sudan. In fact, authorisation from the Sudanese government is currently pending, but a state-approved weapons arsenal has gained importance for the region recently, due also to the unrest in Egypt.

An arsenal in Port Suez (Egypt) had to be closed temporarily on account of developments related to the Arab Spring. Pirate attacks have now even moved into northern parts of the Red Sea.





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## Report: Global Marine Trends 2030

# Not the end of history after all

Since the outbreak of the global economic and financial crisis in 2008 a range of political and economic events have influenced the maritime economy. Some of them were positive, whilst many have had a negative impact. Lloyd's Register set its sights on how the world could develop through to the year 2030, collaborating with partners for comprehensive research results.

«We thought that not much would happen in the period covering the last decade of the 20th century and the first one of the 21st century,» said Richard Sadler, chief executive officer of the ship classification company and risk management organisation Lloyd's Register (LR), referring to Francis Fukuyama and his famous tome «The End of History».

Developments in the financial world, the Middle East and developing countries, as well as the issue of climate change, appear to have put this thesis to rest in the last few years, in the opinion of LR.

## New multi-polar economic order

In particular the effects of the financial crisis and climate change on shipping continue to be strongly-felt. The economic boom that occurred between 2000 and 2008, however, led to a great shortage of tonnage, which in turn entailed a large volume of new orders. As LR sees it, developments in the Brics states and the Middle East, on top of this, have contributed to a new multi-polar world economic order.

The shipping industry is one of the first sectors that feels the impact of such trends – be they the growing importance of new trade flows or the development of resources in hitherto neglected geo-



Photo: thinkstock

A study presented by LR analyses potential shipping industry developments through to the year 2030.

graphic regions. LR cooperated with the University of Strathclyde and the British armaments and research firm Qnetiq to study how this trend will affect the maritime economy in 2030.

## Seeking clarity in muddy waters

The partners' aim was to get a discussion going in the industry that would prevent participants from being as surprised by future events as was the case in 2008. They presented three scenarios that included various weighted parameters,

such as economic or population growth, resource shortages or technical developments. Disruptive factors that could jar the relationships within the scenarios were also incorporated into the model by the three initiators.

«Of course, we do not know which scenario will prevail,» said Sadler, «but at least our study can make a contribution by examining predominant opinions and thus perhaps also uncover some new opportunities.»

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## Focus on the Baltic Sea

# Some rearrangements in the north

Maersk Line wants to intensify its concentration on core activities. In future, it will no longer accept loads to or from Iceland. At the same time Unifeeder, in contrast, has announced a new service between Dunkirk and St Petersburg. Grimaldi likewise is strengthening its services in northern Europe. The shipping industry remains in flux, also the northern European coastal shipping sector.

Maersk Line and its coastal shipping subsidiary Seago Line, which is headquartered in Copenhagen (Denmark), will no longer accept new cargo in traffic between the United Kingdom, the Netherlands, Germany, Scandinavia and Iceland with effect from 1 October. The service was carried out in cooperation with the Icelandic shipping line Eimskip. These measures are being taken for «commercial and financial reasons,» according to Maersk Line.

A spokesperson for the carrier, still the world's largest container shipping line, indicated that a greater focus will now be placed on the company's core activities,

including shipping, ports, energy (oil production) and related business fields. The corporation's logistics activities in particular are set to be closely examined and reorganised.

### Back to the roots

Many shipping lines have recently entered this area of business with a full commitment to succeeding in the field, but with varying degrees of success. The crisis situation in which numerous lines currently find themselves has largely taken the wind out of the sails of their logistics sector activities. Anyway, it is urgently needed out on the oceans today.

For example, in the logistics field Maersk Line works with subsidiaries operating under separate names (Damco) – or together with other logistics enterprises – instead of operating under its own name. Furthermore, it recently severed ties with American overland transport company Bridge Terminal Transport, as well as with the European railfreight operator ERS Railways.

In addition, Maersk Line is also withdrawing from the northern ro-ro ferry business, and has sold its 31.3% share in the Danish line DFDS for just USD 300 million. Those shares were purchased in 2010 – for more than

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Photo: ITJ archives

A green solution, as represented by a Unifeeder vessel moored in Gothenburg.

USD 400 million. DFDS, which is also based in Copenhagen, is the largest northern ferry line. It will buy back 12% of the shares itself, and the rest will go to various investors.

Services from port A to port B without logistics value-adding options, which are offered more and more frequently by shipping lines, has resulted in an increase from 35% to 51% since 2009 in the share of freight forwarders that control the overseas cargo market, according to British consultancy Drewry.

### New France–Russia service

Twenty years ago, when the carriers were still fully involved in the logistics business, this share was only 15%. According to Drewry, this trend will continue – but with one important limitation. Intermodal services will continue to be offered by shipping lines on a competitive basis for house-to-house deliveries.

Alongside this development, there are continuing withdrawals and expansion activities in the European coastal shipping network. Another increase in the cargo volumes in the European short sea container shipping industry is seen as increasingly likely.

The latest Unifeeder initiative seems to clearly confirm this trend. The Danish shipping line Unifeeder, which is headquartered in Aarhus, has reacted to «great demand» from its customers and is set to expand its wide-ranging network

of services to include new weekly links between Dunkirk and Russia.

From November the shipping line will ply its trade from the port in northern France to the Russian port of St Petersburg once a week. As a result, Dunkirk will become Unifeeder's 40th port of call in northern Europe.

### Green solutions – Dunkirk pleased

In Rotterdam, a connection to Unifeeder's extensive liner service network (linking the United Kingdom, Denmark, Finland, Sweden, the Baltic states, Norway, Latvia and Poland) will be offered, according to Simon H. Galsgaard, Unifeeder's director of short sea services.

The new service should mainly help to protect the environment, because previ-

ously many shipments were transported on the road or rail networks. Two ships that are equipped to accept dry containers, reefer units as well as 45 ft pallet-wide boxes will be put to work on this new route through the Baltic Sea.

Christine Cabau Woehrel, president of the port of Dunkirk, which is France's third-largest hub, believes that Unifeeder's selection of Dunkirk is evidence of the potential that lies in the further development of the centre, above all in the European coastal shipping field. She emphasised that «we'll continue to strongly promote this sector.» (See also our interview in *ITJ* 27-30/2013, page 15). In France, Agence Maritime Rommel AMR will represent Unifeeder.

### Grimaldi strengthening Baltic services

Finnlines, a subsidiary of the shipping group Grimaldi, has launched a weekly liner service between the Haropa terminals (Le Havre, Rouen and Paris) and the Iberian peninsula, Scandinavia/the Baltic Sea and the United Kingdom. Four conventional con-ro ships offer departures on fixed days (Fridays and Saturdays) in this service. Both containerised and conventional cargo, such as vehicles, will be accepted.

Finnlines serves Santander El Farol, Rouen, Hull, Helsinki, St Petersburg, Kotka and Rauma. Grimaldi is also satisfying market demand. «There is a need for this new option, with departures on fixed days and very short transit times,» explained David Giboudeau, CEO of Grimaldi ACL France.

Jutta Iten

[www.maerskline.com](http://www.maerskline.com)

[www.unifeeder.com](http://www.unifeeder.com)

[www.dunkerque-port.fr](http://www.dunkerque-port.fr)

[www.grimaldi.napoli.it](http://www.grimaldi.napoli.it)

## Unifeeder changes hands

Unifeeder, a leading Danish feeder and short sea shipping line, is headquartered in Aarhus and manages offices in Norway, Sweden, Finland, Poland, the United Kingdom, the Netherlands and Russia. It also works with agents in Italy, Estonia, Latvia, Lithuania, Spain, Algeria and Tunisia. In 2012, the shipping line earned approximately EUR 420 million and transported 2 million teu. It offers more than 8,000 calls at more than 40 ports.

Recently, the company announced a change of ownership. The Nordic Capital Fund VIII bought Unifeeder, which was founded in 1977, from the Montagu Private Equity entity. The conditions of the transaction were not made public.

«This development, together with our profitability and a high level of service quality, equips the company for further organisational growth and acquisitions,» explained a spokesperson for the Nordic Capital Fund. Furthermore, the volumes in intra-European short route container shipping are expected to increase, which is attributed to increasing costs in road traffic, political initiatives by the EU as well as environmental concerns.

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- 31 Czech Airlines and IAG Cargo: New LUG customers
- 33 Airbus, Boeing and Bombardier: In the headlines
- 35 The CO<sub>2</sub> debate: Are Europeans handicapped?
- 38 Seoul Incheon airport: From Northeast Asia to the limelight
- 39 Airfreight hubs in 2012: Slight growth, future unknown

Photo: thinkstock

In conversation with Barry D. Nassberg of Worldwide Flight Services

## Opportunities abound

Barry D. Nassberg is the group chief operating officer of Worldwide Flight Services (WFS), which is based in France. In an interview with the ITJ he talked about the things that bother experienced freight handlers and about his wishes for the future.

**Mr Nassberg, what does WFS do and how long have you been doing it?**

I have been with WFS for 21 years now. That is a long time, but the origins of the company go back even further, namely to the early 1970s in Europe, more specifically France, and to the 1980s in the USA. There were different companies that eventually merged.

The oldest branch was originally a small family-owned company which then teamed up with a subsidiary of American Airlines and finally became independent. The current name of the company dates back to those days. We're now one of the world's four largest airport handlers, and the No. 1 in the world in freight handling.

**What areas are there in the airport services business segment?**

Well, our airport ground services include the full range of options, from ground

handling to passenger handling services, as well as technical systems, baggage handling and freight processing. Cargo accounts for 60% of our global sales revenues. In this sense we may consider it our core business, especially since the original activities of the French branch of the company were in the freight segment.

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«Freight is in our blood.

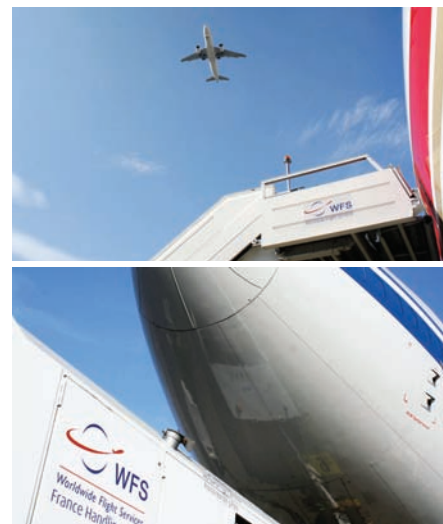
It's what we're best known for.»

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In short – freight is in our blood, and it's what we're best known for in the industry.

**Last year WFS wanted to take over your Belgian competitor Aviapartner (see ITJ 27-30/2012, page 13). Please tell us what became of the idea.**

Let me clarify this matter here. In June 2012 we signed a statement of intent to



Photos: WFS

WFS is active in many segments of the broad airport services field.

acquire Aviapartner. In fact the transaction then never went ahead.

**What was the reason?**

In the second half of 2012, as well as in this past spring, there were a number of occasions when it appeared as though we might complete the takeover, but then at the very last minute the decision was taken to drop the idea, at least for the moment.

The Aviapartner shareholders were unable to achieve certain requirements of the transaction, and this prevented us

from successfully concluding the deal. Regardless of those events, we're now following up on our own plans.

#### And what are they? Is the focus still on the airfreight business?

Yes, certainly. At the same time we still want to continue to develop the other business areas, especially in Europe, where freight makes up about 90% of our business. Since this is not a very balanced situation we want to develop other activities.

In Paris we've always been quite strong, even outside the cargo sector. We want to keep it this way, so we now have actually diversified into a number of other locations, such as Manchester (England) and Amsterdam (Netherlands), where we now have, or will soon have, the full range of airport handling and passenger handling.

«We have a strong presence at both Bangkok airports.»

Overall, we expect that the airfreight business will lose some of its share within the company – even if we do want to continue to grow in the segment in absolute terms. In Europe, more precisely in Eastern and Southeastern Europe, we still have to fill various gaps one way or another in the near future.

#### WFS is very strong in North America and Europe. Where else are the activity hot spots on your map?

On the freight side we're very much present at the two airports in Bangkok (Thailand). Although our Asian activities started out in Hong Kong, Bangkok was the starting point for our cargo and ramp handling operations in the region. We continue to look out for further opportunities in Asia and the Middle East. We're also focusing increasingly on Africa. Last year we established centres in



Barry D. Nassberg (on the left) and ITJ editor Andreas Haug.

Johannesburg and Cape Town (South Africa), where we set up our first two freight operations. The third African location will be in Dar es Salaam (Tanzania), which will become operational in the third quarter. We think that after many years of neglect the time has now come to establish a presence in Africa. We're also interested in South America, and hope to announce our first office there before the end of the year. Most likely it will be in Brazil.

#### And how do you intend to grow?

Growth is mainly going to be organic, though we may perhaps make some selected acquisitions. We're looking around for suitable acquisitions or partnerships to enter into.

#### What are the main obstacles for smooth operations in the airport and freight handling business?

The different approaches to cargo security. The industry is in full agreement about what needs to be done, but there is a great lack of coordination and a corresponding need for harmonisation. Another challenge is the implementation of

the e-freight initiative, to which we in the freight handling sector are actively committed. Life could be much easier for everyone if more flexibility were permitted in the implementation of paperless freight. And as a final point I would mention the limited market access in some countries, which is an obstacle and a nuisance for us and restricts competition.

#### And the differences at individual airports? I remember that WFS president Olivier Bijaoui spoke about nightmare situations in Chicago or London last year, and contrasted those airports with Brussels and Amsterdam.

It all depends on the approach taken by an airport. Is it a passive landowner or does the management regard the airfreight business as a core element of its success, and does it promote it accordingly? Depending on these answer there are enormous differences in daily operations – and in the outcomes. This is not a European phenomenon, but can be observed all over the world. The same applies to the relationship between airport handling service providers and airlines.

[www.wfs.aero](http://www.wfs.aero)

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Ground service company gains new customers in Frankfurt and Munich

# LUG lands Czech and IAG contracts

LUG Aircargo Handling, the oldest independent ground handler at Frankfurt airport (Germany), has extended its customer portfolio. From this autumn it will handle the freight of Czech Airlines and British Airways in Munich, as well as cargo in Frankfurt for Iberia, which is part of the International Airlines Group (IAG) together with British Airways.

The contract that has been concluded with LUG's new customer International Airlines Group Cargo covers passenger and full-freighter flights. It is expected to raise LUG's annual throughput by about 68,000 t in Frankfurt and by about 850 t in Munich. LUG began handling the freight carried by Iberia aircraft on 1 September, and it will start its services for British Airways flights on 1 October. From this date onwards LUG will also process the cargo of the two partner companies in Munich.

British Airways World Cargo already was a LUG customer up until up to three years ago. «We're always very pleased to see a customer return. We were able to win back BAWC with the quality of our services. They fit in with BAWC's new product offensive in the premium segment, which centres on speed and reliability,» said Patrik Tschirch, LUG's managing director and COO.

Czechia's national carrier Czech Airlines (CSA) launched its partnership with LUG at Munich airport on 1 September as well. The ground service company handles the bellyhold freight of scheduled flights to and from Munich, as well as cargo from road feeder services provided by CSA.

In addition the contract covers the cargo services offered in cooperation



Photos: LUG

**Nina Hampel** (above), **Patrik Tschirch**: happy about the Czech Airlines and IAG Cargo contracts.

with CSA's interline partner All Nippon Airways (ANA) to and from Japan. ANA is also one of LUG's valuable long-standing customers.

«We expect the contract with Czech Airlines to increase our throughput in Munich by about 120t, particularly in the express and Far East segments,» explained Nina Hampel, LUG's key accounts, sales and business development manager.

*ab*

[www.lug-fra.de](http://www.lug-fra.de)

[www.czechairlines.com](http://www.czechairlines.com)

## IAG announces new services

IAG Cargo will launch a seventh weekly flight from London Heathrow to Hyderabad on 27 October, opening up another link between the southern Indian city, which has a booming pharmaceuticals industry, and the destinations in the Anglo-Spanish conglomerate's so-called constant climate network for time-sensitive consignments. Other recent additions to IAG's network of destinations in Latin America include Bogotá (Colombia), Caracas (Venezuela), San José (Costa Rica), Tocumen (Panama) and Guatemala City. [www.iagcargo.com](http://www.iagcargo.com)

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Photo: Bombardier

Swiss is the launch customer for the CS100, with the airline expecting to take delivery in twelve months of the first of 30 units ordered.

Airbus, Boeing and Bombardier set new standards

## Race for new records

Three aircraft manufacturers recently made the headlines with superlatives. Airbus delivered its 8,000th aircraft, Boeing provided estimates for future Asian demand, and Bombardier launched the first of its largest aircraft model.

On 16 September a new aircraft, manufactured by the Canadian manufacturer Bombardier and called the CSeries 100, successfully completed its maiden voyage in the skies over Montreal. Swiss International Air Lines' chief technical officer, Peter Wojahn, said that «we congratulated Bombardier on achieving this

important milestone.» Swiss, the launch customer of this model – the largest-ever aircraft built by Bombardier, designed to compete with Airbus's A320 and Boeing's B737 families – is planning to buy 30 CS100s, to replace its Avro fleet in its European network. The unit's size makes it suitable for carrying cargo too. With an

airfreight area of 24 cbm (or 32 cbm on the enlarged CS300), the plane will be in a position to transport up to 3.6t (4.9t) over a distance of almost 5,500 km. The total number of CS units ordered is 177.

The European manufacturer Airbus, in turn, was proud to announce that it had delivered its 8,000th plane on 3 August. It was an A320 for the Indonesian airline Air Asia. «This is a special moment for all of us,» said Tan Sri Tony Fernandes, group CEO of Air Asia. His company operates an Airbus-only fleet. It is likely that Airbus will bag other orders too, adding to the hefty order book which totals 13,000 units to date.

The US manufacturer Boeing predicts that Asian customers will remain particularly eager to buy. On 15 September the firm published a study indicating that airlines in the region will also need a large number of new staff. In China apparently there is a shortage of 77,000 pilots and 94,000 technicians, and in Southeast Asia as a whole there are apparently 48,000 pilots and 50,000 technicians too few.

[www.airbus.com](http://www.airbus.com); [www.boeing.com](http://www.boeing.com)

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## Resistance against EU emissions trading

# On the verge of a green breakthrough

The 38th meeting of the UN's International Civil Aviation Organization Icao started in Montreal (Canada) on 24 September. The event runs through to 4 October, and the top priority of the organisation's 191 member states is climate change. In advance of the meeting the world air transport association Iata and the air cargo association Tiaca emphatically repeated appeals to resist unilateral measures.

Iata secretary general and CEO Tony Tyler said on 18 September that his focus was on «the decisions that are due to be taken, as the aviation industry wants to reach its ambitious commitment regarding the stabilisation of emissions from 2020 through CO<sub>2</sub>-neutral growth» – also known as CNG2020. Environmental protection is a global challenge, Tyler said. «Aviation is an international industry and we therefore need a global way forward.»

Regarding the EU's emissions trading scheme, he called national and regional plans «politically explosive distractions» and warned his audience that «we can't allow such discussions to stand in the way of important progress.» For such progress does exist (see box).



Photo: istockphoto

There are many different routes to a «greener» aviation and airfreight industry.

## Important economic factor

As the voice of those links in the logistics chain that participate in air cargo activities, Tiaca already took the same line at the beginning of the month. «We've emphasised that aviation and airfreight, which only contribute 2% of the CO<sub>2</sub> emissions caused by humans, have achieved appreciable progress in introducing green solutions,» Tiaca secretary general Douglas Brittin reminded us. These are implemented not just because

the industry is aware of its responsibility, «but also because such increased efficiency is critical for cost-effective operations.»

Subsequently Icao's council passed a corresponding proposal for market-based instruments, which will be submitted to the general assembly as a basis for discussion. The draft envisions designing such instruments by 2016, and introducing them on a global basis from 2020 onwards. The EU, in contrast, only showed

a willingness to compromise by excluding non-European airlines from its trading system. Environmental associations criticised this as an unnecessary concession, but it already goes much too far for the aviation industry in Europe.

## Battling a distortion of competition

Germany's aviation industry association (Bundesverband der Deutschen Luftverkehrswirtschaft BDL), for example, supports the Icao council's draft for an international solution to the conflict. But it would «have to be implemented neutrally in terms of competition, that is to say Europe's emissions trading therefore has to be postponed to 2020,» BDL president Klaus-Peter Sieglösch elaborated.

«The Icao proposal would limit emissions trading to European airspace until 2020,» Sieglösch continued. «This is a massive distortion of competition for European airlines and contradicts the EU Commission's assurances made so far, because EU carriers handle a much higher percentage of traffic in Europe,» he closed.

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[www.icao.int](http://www.icao.int); [www.iata.org](http://www.iata.org)  
[www.tiaca.org](http://www.tiaca.org); [www.bdl.aero](http://www.bdl.aero)

## Other initiatives from around the world

Not only the carriers are being called upon to make air travel more sustainable. The global association Airports Council International recently confirmed that Aéroports de Paris (ADP), the operator of the three passenger airports in the French capital, had made special efforts to reduce CO<sub>2</sub> emissions since 2010. ADP most recently started operating a biomass power plant at Charles de Gaulle airport, which is expected to produce 25% of the airport's heating needs. The operator also entered into service the first of almost 200 electric vehicles that it is set to deploy. This year ADP wants to inaugurate a 4,000 sqm photovoltaic system, whose power output of 157 MWh annually is expected to save 7 t of CO<sub>2</sub>.

On the other side of the Atlantic, US transport minister Anthony Foxx announced an initiative on 13 September in which several institutes of higher education, spearheaded by Washington State University and the Massachusetts Institute of Technology, will create a centre of excellence to conduct research into alternative aeroplane fuels. The civilian US aviation administration FAA will support the institution with USD 4 million annually for ten years. The Southeast Asian aeroplane fuel initiative Seasafi (see ITJ Daily of 20 September 2013) takes a similar approach.

[www.aeroportsdeparis.fr](http://www.aeroportsdeparis.fr); [www.aapairlines.org](http://www.aapairlines.org); [www.faa.gov](http://www.faa.gov)



## Destinations and services

# Most news is from North America

There is quite a lot of trade being generated by the US American aviation industry. The planned merger between American Airways and US Airways will continue to be in the news for some time to come. In addition, new transcontinental routes are being added to the US network.

Whilst American Airlines' legal battle over its merger with US Airways is continuing to drag on – a plaint submitted by the Department of Justice will be brought before the court on 25 November (see also *ITJ* Daily of 15 August 2013) – its airfreight division American Airlines Cargo has joined the ever growing group of airlines that have signed up for the multilateral agreement for the introduction of electronic air waybills (e-AWBs).

«We've worked on this important matter for a long time behind the scenes now, and are thus all the happier to add our name to the Iata agreement,» said Kenji Hashimoto, American Airlines president in charge of cargo activities.

Almost at the same time Qatar Airways was added to the list of candidates for the enhanced paper-free shipment process at the beginning of September. The Middle Eastern carrier has also announced plans to fly daily to Chicago from April 2014, in addition to its twice-weekly full cargo connection to the Windy City.

Qatar Airways current flagship, a Boeing B777-300ER, with belly-hold cargo space for 44 ULDs, is deployed between Doha and the metropolis in the Mid-West of the United States. The airline's first Airbus A380 left the Airbus plant in Toulouse and was delivered to the Middle Eastern carrier in Hamburg on 6 September.

The latest new destination served by Qatar Airways is Chengdu, since 3 September. The approval to serve the industrial city in western China from San Francisco was received by Chicago-based United Airlines just five days later from the US Department of Transport. The direct service with B787s from June next year should take around 14 hours – four hours less than traditional flights over a corresponding distance which require a stopover.

### Transpacific and transatlantic

The further deepening of Sino-US relationships has been achieved by the aircraft alteration company Pemco World Air Services, which operates in both countries. On 9 September it announced the handing over of a second converted B737-300F to China's CDI Cargo Airlines, as well as the alteration of five further B737s for China Postal Airlines. CPA

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Photo: Delta

Francisco, Seattle, Washington and New York (as well as from Milan from October), and wants to expand its US network to 15 destinations over the next five years.

A European newcomer was also added to the transatlantic routes recently in the form of Norwegian Air Shuttle. It initially connects Copenhagen (Denmark), Oslo (Norway) and Stockholm (Sweden) with Los Angeles, Oakland and Orlando.

[www.aacargo.com](http://www.aacargo.com)

[www.pemcoair.com](http://www.pemcoair.com)

[www.unitedcargo.com](http://www.unitedcargo.com)

Delta Air Lines, known in the industry as a Boeing aircraft user, took its business to Airbus in September, ordering 40 units there, including ten long-haul A330-300s.

is based in Beijing and already has ten aircraft altered by Pemco in its fleet. A further transatlantic connection has also been announced by the Middle Eastern

carrier Emirates. From March 2014 Boston will become its eighth US destination served from Dubai (UAE). It currently serves Dallas, Houston, Los Angeles, San

## Finnair strikes out Mumbai

On 17 September Finnair Cargo terminated a weekly service it had been operating between its Helsinki hub and the Indian economic and financial metropolis Mumbai for the past two years. It said that the targets it had set itself for the route had not been achieved in the last six months.

Finnair Cargo continues to market the freight space on passenger flights operated six times a week by Finnair to Delhi, the Indian capital city. Airbus A330s and A340s are used here, which have around 85 cbm of belly-hold space and can carry around 18t of cargo.

[www.finnaircargo.com](http://www.finnaircargo.com)

## Cargologic makes sense for Thai

The Swiss ground handling company Cargologic (a subsidiary of the German company Rhenus), has acquired Thai Airways as a new customer. Cargologic has been responsible for Thai's air cargo handling in Switzerland since September. Thai flies daily services between Bangkok and Zurich. An Airbus A340-600 is used on this route.

The contract between Thai and Cargologic was concluded for a period of five years. Cargologic will handle approximately 8,000t of airfreight a year on behalf of Thai Airways at Zurich airport.

[www.thaicargo.com](http://www.thaicargo.com)

[www.cargologic.com](http://www.cargologic.com)



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A year to go until the Tiaca forum

# Seoul enters the limelight

In a little over a year the airfreight industry will gather in the South Korean capital for the 27th Air Cargo Forum and Exposition (ACF), which is organised by The International Air Cargo Association every two years. Representatives from the local airport recently met ITJ correspondent Manik Mehta, with a view to using the event to increase the hub's profile as a northeast Asian airfreight centre.

«Incheon international airport in Seoul is the official host of the next Tiaca Forum, which is scheduled for 7 to 9 October 2014. You're sitting in one of the world's major airfreight hubs – thanks to our excellent strategic position,» Chin-Hyong Ryu, the airport's deputy executive director for cargo activities, told ITJ correspondent Manik Mehta.

Figures from external sources provide evidence of this, Ryu said, citing the latest forecasts published by the aircraft manufacturer Boeing concerning global airfreight development. «Asia is considered the world's largest airfreight market by Boeing. The continent will continue to be the industry's global powerhouse until 2031,» he elaborated, confident of the airport's future success.

## Blessed peninsula

The Korean peninsula, blessed as it is for its inhabitants, is no stranger to the global volatility of the industry, however. According to Ryu's figures, Incheon handled a total freight volume of almost 2.5 million t in 2012, which represents a decrease of 3.2% compared to 2011 (see article on page 39). According to Ryu, «the world's traditional markets are full of uncertainties and economic problems.



Incheon airport's Chin-Hyong Ryu.

This has led to a decline in orders from exporters, and has had a negative effect on airfreight traffic.»

The largest freight airline in Incheon is the national operator, Korean Airline Cargo, which transports approximately 48% of the airport's total freight traffic. The second largest operator, Asiana, transports around half as much of the airfreight. The other well-known operators at Incheon airport include the usual

suspects, such as the express service providers Fedex, DHL and UPS, and the airfreight divisions of major airlines, such as Cathay Pacific (Hong Kong), Air France and Germany's Lufthansa.

Incheon international airport is now the world's third largest «genuine» cargo airport, with only the centres in Hong Kong and Shanghai performing better than Incheon last year. Ryu put this down to his airport's well-developed network of intercontinental relationships, which Incheon has assiduously developed over the years.

## Good prospects in Central Asia

The South Korean company's focus on Chengdu and Sichuan in China has further strengthened these relationships. Korean companies operating in China often transport their shipments via Incheon to Europe (mainly Germany) and the USA. The focus there is on New York, Dallas and Atlanta, where an A380 sporting Korean Air's colours landed for the first time on 6 September.

Ryu also believes there are good opportunities in the emerging markets of Southeast Asia. Exports destined for the countries in the Association of Southeast Asian Nations common market (Asean)

Photo: Manik Mehta

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Lights! Curtains! The operators that work in the six terminals of the northeast Asian airfreight hub Incheon's cargo centre are busy around the clock.

Photo: Incheon airport

has increased significantly over recent years. «The Asean region represents an enormous market for us. To add to our already strong export traffic we're also hoping for an increase in import traffic from this production region in the short-term future,» Ryu advised. «Other growth markets are Turkey, neighbouring Azerbaijan and Central Asian countries such as India. The volume of imports from India has already increased significantly, but exports to this country aren't always easy,» Ryu conceded.

#### Home to a smaller competitor too

The airport is not only home to the big two, Korean Air and Asiana, however. A new freighter airline – which also bears the airport's name – operates from there. Air Incheon flies to Japan and Russia, deploying one Boeing B737. Ryu explained that the airport operator is also actively supporting the development of further Air Incheon links to and from the so-called Brics countries (Brazil, Russia, India, China and South Africa).

But the traditional markets are also still attractive. Asiana, for example, operates a twice-weekly service to Tokyo Narita using a B767. The Asiana fleet which, consists of ten B747 freighters and one B767F, operates all over the world – to the eastern and western coasts of the USA, to Europe (with links to Frankfurt, Vienna, Milan, Brussels and London) and Asia (Singapore and Hong Kong), for instance.

In order to be able to satisfy growing demand Incheon airport is planning to expand its infrastructure. Ryu explained

that the airport will commission a study into the potential for the construction of new warehouses for exporters and forwarders – provided there is a further increase in demand.

The airport's cargo terminal area consists of six buildings and five separate warehouses, together with other facilities suitable for airfreight operations. «We want to commission a feasibility study this year, in order to determine whether there is sufficient demand for warehousing as well as for an express terminal. The costs for the construction of the additional infrastructure would run to approximately USD 40 to 50 million,» Ryu calculates.

#### Big terminals, big plans

In addition, there is also the airport's so-called Logispark, which gives the hub «a unique geographical advantage as an ideal logistics hub for northeastern Asia,» according to its manager. Designed as a combination between a logistics and an industrial development zone, this area provides excellent operational facilities for foreign companies, which should be able to benefit from the highly-efficient investment and business climate in northeastern Asia, according to Ryu.

Thanks to the high degree of efficiency in the airport's freight-handling systems and the hub's simplified customs procedures, companies are able to dramatically increase their ability to compete at this location, Ryu enthused.

Manik Mehta  
www.airport.kr

## Almost 93 million t of airfreight worldwide

A total of approximately 92.5 million t of airfreight were flown last year, just a little less than in 2011. This was revealed by the World Annual Traffic Report, published by the global airports association Airports Council International (ACI) on 3 September. ACI's regional groupings reported the following cargo volumes (in million t, with the percentage change vis-à-vis the previous year) to the council's headquarters in Montreal (Canada).

Africa	1.841	-0.2
Asia-Pacific	33.845	+1.3
Europe	17.798	-2.4
Latin America-Caribbean	5.036	-0.1
Middle East	5.865	+4.3
North America	28.138	+0.8
<b>World</b>	<b>92.524</b>	<b>+0.5</b>

«One of the direct consequences of the slowdown in the growth of the volume of goods and services traded around the world is that air cargo growth was relatively stagnant for a third year in a row,» is how Angela Gittens, director general of ACI World, analysed the developments. She added that macroeconomic conditions were mainly responsible for air cargo's sluggish revival, with microeconomic factors, such as competitive pressures from alternative modes of freight delivery, also playing a role, particularly in uncertain economic times. All of the world's leading air cargo centres from every continent were affected by these trends. Below is their ranking (2011 in brackets) cargo volumes (in million t, figure for Anchorage includes transit freight) with the percentage change vis-à-vis 2011.

1. (1) Hong Kong, CN	4.067	+2.3
2. (2) Memphis TN, US	4.016	+2.5
3. (3) Shanghai PVG, CN	2.938	-4.8
4. (4) Anchorage AK, US	2.463	-3.1
5. (5) Seoul ICN, KR	2.457	-3.2
6. (7) Dubai DXB, AE	2.280	+3.9
7. (9) Louisville KY, US	2.168	-0.9
8. (6) Paris CDG, FR	2.151	-6.5
9. (8) Frankfurt, DE	2.066	-6.7
10. (10) Tokyo NRT, JP	2.006	+3.1

This year ACI expects a slight decline in airfreight volumes with respect to 2012 levels, mainly driven by low business and consumer confidence in the largest international economies. [www.aci.aero](http://www.aci.aero)



## Schneckenreither investing in Austria

The Austrian freight forwarder Schneckenreither, which was founded in 1970 and which is headquartered in Ansfelden in Upper Austria, has invested around EUR20million (including expenditure on the land) in a new multi-functional logistics park in Wels, near Linz (Austria). The platform has been designed for Schneckenreither's logistics activities in the frozen goods and pharmaceuticals products fields. The Wels facility, which also has a dedicated rail spur, represents «the largest single investment in the company's history,» according to Alfred Schneckenreither, managing partner, who was speaking at a media conference for the inauguration of the centre. The new complex, which will officially commence operations in October, offers 15,000 sqm of covered warehousing space and 23,500 pallet slots in four halls. More than 10,000 of the pallet slots are for deep-frozen and refrigerated goods, with the handling and storing zones for temperature-controlled consignments immediately adjacent. *ra*

[www.schneckenreither.com](http://www.schneckenreither.com)

## Ceva Logistics banking on the e-freight card

The international logistics service provider and SCM specialist Ceva Logistics is planning to deploy the electronic air waybill (e-AWB) in its entire network by 2015. Ceva recently signed a corresponding agreement with the International Air Transport Association (Iata). Iata represents 240 airlines and thus covers 84% of the entire air transport industry.

Ceva said that paper-free airfreight business will enable the industry to operate more efficiently, and simultaneously simplify and speed up freight processes, which will, in turn, reduce the error-rate and thus costs too. According to the International Air Transport Association the entire forwarding and logistics industry produces approximately 7,800 t of dispatch documents every year all around the globe. Ceva plans to first introduce the electronic air waybill at its Frankfurt (Germany), London (United Kingdom), New York and Miami (both USA) locations. *ra*

[www.cevalogistics.com](http://www.cevalogistics.com)

## Expanding the network

# Röhlig acquires partner in South America

The owner-managed logistics enterprise Röhlig recently took over 100% of the company Procargo in South America. Procargo was the Röhlig group's agent of many years' standing in Argentina, Bolivia, Chile, Paraguay and Uruguay. The international service provider Röhlig, headquartered in Bremen (Germany), sees the move as important in its strengthening of its position in South America.



Photo: Röhlig

Röhlig's headquarters are located in Bremen (Germany).

Thomas Hansen, Röhlig's chief executive officer for the Americas/Africa region, told the media that «South America is one of the most important growth regions worldwide. Taking over 100% of our local partner there enables us to significantly improve our market position.» Röhlig is implementing what it calls its strategy 2018, and extending its network until it has a comprehensively global reach is one of the most important elements of the programme. Röhlig had already taken over 50% of Procargo in 2011, and thus already strengthened its presence in the South American growth markets.

Röhlig said that recent developments had confirmed that it is on the right course. The corporation said that it has substantially expanded its business volumes in South America since 2011. The service provider also believes that the

region will continue to grow in the future too. In South America Röhlig has national branches in Argentina, Chile, Bolivia, Paraguay and Uruguay. These are augmented by agency contracts with local partners in other important regional markets such as Brazil and Columbia, thus giving the company a pan-continental presence in South America. An office in Miami FL (USA), which is operated by the joint venture Weiss-Röhlig, acts as a gateway between the South and North American markets.

The Röhlig group, founded in Bremen in 1852, is an owner-managed forwarding and logistics firm, which offers services in the sea and airfreight segments as well as in project cargo options. It has about 2,000 employees at 140 locations in 31 countries. *ra*

[www.rohlig.com](http://www.rohlig.com)

Gruber Logistics purchases Germany's Intertransport Hohnholz logistics firm

## Happily ongoing expansion

Gruber Logistics, an Italian transport and logistics company, has acquired 100% of the company Intertransport Hohnholz, based in Bremen (Germany). The time when the acquisition goes into effect has been backdated to 1 January 2013.

The logistics company Intertransport Hohnholz, which has 26 employees on its books, specialises in managing project cargo loads being transported to and from North America (Canada) and the Far East (Korea and China). Another important specialisation is in the sea freight services sector. Gruber Logistics, which has branches in Germany, Belgium, Netherlands, Luxembourg and Italy, has thus also expanded its range of sea freight services through this latest move.

In addition, Gruber sees the acquisition of Intertransport Hohnholz as another step in its recently-started expansion strategy. At the end of last year Gruber set up a specialist team for transport to and from Turkey and the Middle East, as one

of its fields of sea freight business specialisation (see *ITJ* 47-48/2012, page 34). In March, Gruber began collaborating with Martrans, the largest state-owned logistics firm in Egypt (see *ITJ* 13-14/2013, page 25), and since this summer the Italian firm has had a Chinese joint venture going with China Shipping Logistics.

### A bridgehead in Bremen

Martin Gruber, Gruber Logistics' COO, said that «the acquisition of Intertransport Hohnholz has strengthened our capabilities for the global door-to-door delivery of heavylift and special transport needs. Bremen, a European heavylift cargo centre of excellence, will be the new headquarters of our sea and air activities.»



Foto: Gruber Logistics

Gruber Logistics baut seine Seefracht- und Schwergutaktivitäten weiter aus.

The family-run enterprise Gruber Logistics, which is headquartered in Auer, near Bolzano (South Tyrol, Italy) employs more than 560 staff, and is represented at 22 sites in eight countries. In 2012 it generated a turnover of around EUR215 million.

*Robert Altermatt*

[www.gruber-logistics.com](http://www.gruber-logistics.com)

[www.intertransport.de](http://www.intertransport.de)

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Vehicle logistics in Hungary

## Audi commissions Panopa

Panopa, a German logistics company headquartered in Duisburg, is further expanding its operations in Eastern Europe with new orders from the German car maker Audi at the latter's Hungarian site in Győr.

Panopa Logistik Magyar, the Hungarian subsidiary of the Duisburg-based German Panopa Group, has been awarded two new orders in the Central European country. The service provider has taken over transportation and logistics tasks for a new car production plant for Audi at the latter's Hungarian site in Győr.

The services that Panopa Logistik Magyar is taking on for the original equipment manufacturer include the management of a warehouse covering more than 60,000sqm, as well as commissioning activities, empties handling and shuttle traffic.

The company delivers the components with its own trucks directly and in perfect synchronisation to the assembly lines at

Audi's car manufacturing site, which is located approximately 7km away.

Rémy Hoeffler, the chief operating officer of Panopa Logistik Magyar, believes that at full operation – which should be achieved in February 2014 – a volume amounting to several thousand small and large loads will be carried to and from the logistics centre every day.

Panopa Logistik is headquartered in Duisburg, and offers tailor-made logistics options throughout the entire supply chain. Its services range from procurement logistics and inventory management through sequencing, pre-assembly and production supply to spare parts logistics. The company is a 100%-owned subsidiary of Imperial Logistics International,



Photo: Audi

Assembling engines in Audi's car manufacturing plant in Győr.

and generated an annual turnover of more than EUR400million in recent years.

With this contract Panopa Logistik Magyar also takes over empties management for the same vehicle manufacturing plant, which has been operating in Győr for almost 20 years.

*Robert Altermatt*  
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## BRT and GEL Express have teamed up

The Italian transport and CEP service provider Bartolini BRT recently started cooperating in Italy with the German express transport alliance Gel Express Logistik. The company BRT, which was called Bartolini until 2011, manages the largest express network in Italy and specialises in handling a number of difficult consignment categories. BRT additionally also offers numerous logistics value-adding services.

BRT employs a staff of approximately 14,000 people in Italy, who work in more than 170 branch offices spread across the entire country. It manages a fleet of around 7,500 vehicles.

GEL Express is one of the leading express freight alliances in Germany. Approximately 70 GEL partners located in every corner of the country process small parcels, as well as packages that are more than 6.1 m long.

*ra*  
[www.brt.it](http://www.brt.it)  
[www.gel-express.de](http://www.gel-express.de)

## New Raben logistics terminal in Poland

Fresh Logistics, a member of the Raben Group, inaugurated a new logistics centre in Szczecin (Poland) early in September. The new building, in which Raben has invested more than EUR 2.5 million, replaces a facility built in 1999. The platform, which covers around 3,900sqm, has cross-docking and logistics service areas for fulfilling options in the international and domestic road haulage sectors, including full load and groupage shipments. The service range also encompasses the transportation and handling of fresh produce at temperatures of 2 to 6°C.

Contract logistics activities, as well as stuffing and stripping maritime containers, also form part of the service provider Fresh Logistics' portfolio. The new logistics complex is connected to a three-storey office block covering 715sqm. Over and above this the site also includes around 10,000sqm of land for manoeuvring, loading and parking.

*ra*  
[www.raben-group.com](http://www.raben-group.com)

## In brief

**Chronoexpress in Spain.** Chronoexpress, a subsidiary of Spain's mail service provider Post Correos, has begun operations at a new logistics centre in Jerez de la Frontera, near Cadiz in southern Spain. The terminal, which covers 1,900sqm and has 100sqm of offices, is equipped with five loading/unloading gates for delivery vehicles, and four truck bays.  
[www.chronoexpress.com](http://www.chronoexpress.com)

**ID Logistics growing.** The French enterprise ID Logistics improved its sales figures by almost 16% in the first half of financial 2013, compared to the same period in the previous year, to EUR311 million. The strongest growth was registered in Brazil, Argentina, South Africa and Poland.  
[www.id-logistics.com](http://www.id-logistics.com)

**Acquisition.** The British CEP service provider City Sprint has acquired Leeds-based UK Express. The takeover gives City Sprint a network of more than 2,500 couriers and 37 service centres spread across the UK.  
[www.citysprint.co.uk](http://www.citysprint.co.uk)  
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Photo: ITJ archives

The Swiss road network is also increasingly subject to bottlenecks.

## Swiss logistics market

# Dead-end for freight operations?

A transport policy survey conducted by the logistics management department at the University of St Gallen, together with GS1 Switzerland, reveals extreme dissatisfaction amongst 140 Swiss logistics experts. The survey was held from mid-July to mid-August.

66% of senior experts were either completely or somewhat dissatisfied with current transport policies pertaining to freight traffic. The respondents cited a lack of a common perspective, vision, and strategy. The root cause of the disconnection were the various competing interests and an unwillingness to compromise by those involved in forming policy.

Despite the dissatisfaction with the state of Swiss cargo transportation policies, the participants generally recognised the quality of the national infrastructure. In terms of the industry's needs, the experts were unanimous in their view that policymakers had neither a balanced vision of the future, nor a concept for current challenges. For the authors of the study from

the University of St Gallen it was understandable that the convergence of disparate interests into an overall strategy was identified as the issue with most pressing need for action. Nevertheless, they were shocked by the fact that the experts saw the implementation of such action as the least realistic outcome.

Where the individual modes of transport were concerned, the respondents said that road and air transport required most attention. More than 70% saw the overall situation on the roads and in the air as poor to inadequate. On the one hand, the overburdened national thoroughfares and motorways during peak hours was a hurdle; and on the other hand, the endless sparring with Germany over aircraft noise was considered an obstacle.

The attitudes toward Swiss transport policy is derived from the 2013 experts' survey, conducted in the scope of an overall Swiss logistics market study. The statements are based on a pool of participants comprising more than 140 logistics and supply chain experts.

*edited by ra*

[www.logistikmarkt.ch](http://www.logistikmarkt.ch)

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TNT Express planning further changes

# Restructuring continues unabated

The Dutch express and logistics service provider TNT Express is considering the sale of its shipping business for providers of textile goods in the Netherlands. A sale would not adversely affect existing contracts with customers and suppliers.

TNT Express recently announced that it was looking at the possibility of divesting the company of the Dutch activities of its fashion logistics division, TNT Fashion. The company wants to complete the sale by the end of 2013.

The parent corporation says that the potential sale of TNT Fashion's business activities in the Netherlands would ensure the continuity of the division's services in the future. Previously agreed-upon conditions of service, as well as contracts with customers and suppliers, would all remain unaffected by the sale. Even after the sale



Photo: TNT Express

TNT Express is in the process of restructuring its business portfolio.

of the Dutch organisation, TNT Express would continue to offer services to the fashion and lifestyle industry, according to a corporate spokesperson. The Dutch

division of TNT Fashion, TNT Fashion Group, with its headquarters in Oldenzaal, is the market leader in the logistics segment for fashion, retail and lifestyle.

The company offers a broad range of logistics services for the fashion industry, such as warehousing, packaging and repackaging services, distribution, and retail services. The spectrum of the division's customers ranges from high-end designer labels through to high-volume retail operations. Die TNT Fashion Group has approximately 660 employees on its payroll.

TNT Express, which is headquartered in Hoofddorp (Netherlands), began fundamentally restructuring its business after UPS failed in its bid to take over the Dutch company earlier this year (see *ITJ* 5-6/2013, page 16). By 2015, the company wants to slash 4,000 jobs from its payrolls worldwide and boost revenues by EUR220million. The corporate goal is to lift the operating margin by around 8% in key European markets.

*Robert Altermatt*

[www.tntfashion.com](http://www.tntfashion.com)

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Palletways expanding in Central Europe

# Czechia and Slovakia

Palletways, one of the leading network suppliers for express freight on pallets in Europe, recently added two countries to its existing network Czechia and Slovakia.

On the one hand Palletways expanded the geographic reach of its services to include import and export services for Czechia and Slovakia recently, whilst on the other hand the company also introduced two new types of pallets in Europe, in addition to its three existing types. These additions are the so-called mini-quarter pallet and a light pallet. All innovations apply from early September. Including Czechia and Slovakia, Palletways currently serves a total of 13 countries in Europe.

## On-going exchange with customers

Rachael Alpha, managing director of the company Palletways Europe, explained that «including Czechia and Slovakia in our network of countries is part of our strategic plan to expand our geographic radius in Europe, and to simultaneously further optimise our range of services.»

With the two additional new pallet invoicing units on offer – the mini quarter pallet is 1.2m long, 1m wide and 0.6m high, and can load up to 150kg, and the light pallet is 1.2m long, 1m wide and 2.2m high, and can



Palletways has extended its European network and services.

load between 500 and 750 kg – Palletways now offers each of the five different standard pallet types for all of its pan-European transport options. «The two additional pallet invoicing units are the result of an on-going exchange of experiences and opinions with our customers in Europe regarding their requirements for us as a network supplier, Alpha elaborated.»

## Pan-European Palletways network

«With these new invoicing units we can achieve an extensive harmonisation of our invoicing units all over Europe, which further simplifies cooperation between our members and their various customers with Palletways – no matter what type of cargo is involved,» she closed.

The network of the Palletways group now includes more than 300 depots and twelve central hubs for pick up, throughput and delivery of consignments on pallets in Europe.

The group's network consists of independent transport and logistics service companies. These member companies use the synergy of their resources to deliver general cargo on pallets quickly and cost-effectively to recipients.

*edited by ra*

[www.palletways.com](http://www.palletways.com)

## In brief

**Uti reports problems.** The Long Beach-based US forwarding and logistics company Uti Worldwide has reported its financial results for the second quarter of 2014 (ended 31 July 2013). Revenues came in at USD 1.129 billion, a decrease of 4.5% from the USD 1.183 billion noted in Q2/2013. Net revenues (revenues minus purchased transportation costs) stood at USD 385 million, 5% lower than the USD 406 million recorded in the same period a year earlier. The Q2/2014 net loss was thus USD 4.4 million, compared to a net profit of USD 18.9 million in the same quarter in fiscal 2013.

[www.go2uti.com](http://www.go2uti.com)

**Stef in Spain.** Stef Iberia, the Spanish national subsidiary of the French refrigerated transport and logistics group Stef, has commenced operations at a new refrigerated warehouse in Spain. The new terminal, which is located in Burgos, provides a total of 40,000 cbm of space for deep-frozen goods and 800 sqm for items that require refrigeration.

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Results of Cemat's port forum in Hamburg

## Smart processes required

Railway and inland barge transport have the greatest potential for growth in terms of hinterland connections to major sea ports. However, investment in the infrastructure and in new handling strategies is urgently required.



Photo: thinkstock

Terminals need better superstructure.

In the foreseeable future, road transport will have reached its full capacity, whilst rail and barge will still have room for more cargo. That was the conclusion of this year's Cemat port forum, which was organised for 175 maritime industry delegates by the German trade fair organiser Deutsche Messe on 10 and 11 September in Hamburg (Germany). In order to fully exploit this potential, however, the participants agreed that greater investment is required in the infrastructure.

In addition, traffic must be controlled via smart processes in future, to optimise the overall flow. One possibility would be to establish platforms to connect all modes of transport and the various players involved in the transport industry.

The rapid growth of containerships is also creating major challenges for terminals. In the port of Duisburg, the most important hinterland hub in and for Germany, managers are worried that the current hinterland infrastructure will not be able to cope with the forecast growth in the volume of intermodal traffic. «A single strategy, which is limited to simply undertaking the much needed infrastructure expansion, will not be enough to overcome the capacity constraints, due to the lengthy implementation timeframes involved,» explained Markus Bangen, a member of the board of the inland port of Duisburg.

«We also need a number of other measures which can be implemented in the much shorter term,» he added. On top of the expansion of infrastructure on long-distance routes, Bangen said, the measures specifically also include the improvement of both the infrastructure and superstructure of terminals, together with measures to increase transport frequencies. *av*

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Photo: Kögel

Girteka's **Darius Kriukas** (on the left) and **Marius Vitkauskas**, of the Lithuanian Kögel representative Bene Trucks Lietuva, sealed the test deal.

## Lithuanians cool with Kögel

With more than 400 flat-bed semi-trailers and almost 2,000 refrigerated semi-trailers, Lithuania's Girteka Logistics is one of the largest freight forwarders in the Baltic states. It is now one of the first firms in Eastern Europe to be testing a new Kögel refrigerated box called cool pure ferro quality. The new German premium offering is expected to prove that it is not only designed for the most diverse road conditions and daily loading operations, but that it also meets the special market requirements for transporting fresh and frozen food.

[www.girteka.lt](http://www.girteka.lt); [www.benetrucks.lt](http://www.benetrucks.lt); [www.koegel.com](http://www.koegel.com)

## Moving house a pleasure

The Swiss firm Fleig, a family-owned business from Basel established in 1928, has added two modern units to its truck fleet for people who are moving. The MAN Euro VI trucks are equipped with box superstructures designed for furniture transportation, as well as a hydraulic lift and the automatic transmission system called tipmatic. They offer 10.8 or 15 t payloads and can transport six furniture movers comfortably to their place of work. Thanks to full air suspension the sometimes very sensitive freight floats «like on cloud 9», MAN promises.

[www.fleigumzuege.ch](http://www.fleigumzuege.ch); [www.mantruckandbus.ch](http://www.mantruckandbus.ch)



Photo: MAN Truck and Bus Switzerland

A TGL 10.250 4x2 BL truck and an even larger TGM 15.290 4x2 LL unit have been an integral component of the Reinach-based Swiss company Fleig's fleet since this summer.

## Differing fates for the Carnet TIR

The TIR system has returned to ensure easier and safer road feeder services in Afghanistan, after a hiatus of 30 years. Since 4 September the list of countries where the TIR process applies has thus covered 58 states. Developments in another, rather significant state were contradictory, however. Now the parties to a dispute which has been brewing in Russia since summer (see *ITJ* 35-36/2013, page 23) – Asmap, the Association of International Road Transport Carriers, and the country's customs services – were largely able to defuse their differences shortly before guarantees were due to expire on 14 September. In future, security guarantees will be required for freight activities to and from Siberia and Russia's Far Eastern customs zone. Asmap has appealed against the decision and its case is due to be heard on 15 October. The International Road Transport Union has nevertheless warned the industry to prepare for problems at Russian border posts. *ab*

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New Koper–Munich link

## Minga to make the difference

The Rail Cargo Group, an Austrian state railway subsidiary that specialises in railfreight activities, has established a new rail shuttle between the German state of Bavaria and Slovenia, with a stop in Villach (Austria).

The new freight option between Koper, Villach and Munich has added useful links to the Rail Cargo Group's network. Its new Minga shuttle has created a daily option connecting the Slovenian Adriatic port to southern Germany. The stop in Villach, roughly 200 km from Koper on Austria's border with Slovenia, provides an extra transshipment possibility, so that the shuttle train's utilisation rate can be optimally exploited.

Erik Regter, a member of the Rail Cargo Group's board, pointed out that «our high-frequency long-haul trains show that we're very capable of making attractive options available to our clients, and of linking Europe's centres of trade and industry, its ports, highly-industrialised regions and most densely-populated areas. This in turn helps companies to shift traffic from the roads to the railways.» His company's Minga shuttle departs five times a week to cover the 500 km between the stations in Munich Riem and Luka Koper. The Rail Cargo Group has thus successfully expanded its overall logistics network, which covers 15 Central and Southeast European countries. It also offers other services, such as customs clearance, trucking, warehousing, and loading and stripping containers. [www.railcargo.com](http://www.railcargo.com)



Photo: Rail Cargo Group

The Minga shuttle has brought Koper and Munich closer together.

## New ETG XL terminal opened

The newly-modernised and extended Euro Terminal in Genk (ETG) was officially opened on 27 September. Ingrid Lieten, a vice-minister-president of the government of Flanders and the Flemish minister for public investment, participated in the opening ceremony. The project was initiated in 2010, when the existing multimodal terminal reached the limits of its annual capacity (approximately 35,000 units).

### Intermodal options where three countries meet

The terminal, which is strategically located in a logistic area north of Genk in the province of Limburg, where the three countries Belgium, the Netherlands and Germany meet, is a subsidiary of SNCB Logistics and of the investment company Limburgse Reconvertiemaatschappij. The multimodal terminal has attracted logistic companies such as Ikea, Belstore, DuPont and LDM to the region. Investments from the European Fund for Regional Development (ERDF), the Flemish government's Hermes fund and the Limburgse Reconvertiemaatschappij made the enlargement of the terminal possible. It will help to meet demand for intermodal connections between Southern Europe and Northeastern sea ports.

### Greater capacities

The old part of the terminal has a clinker platform covering almost 25,000 sqm as well as three railway tracks, each of which was 530 m long. Now the ETG has an extra asphalt platform of approximately 31,000 sqm and an extra railtrack. Moreover, all existing tracks have been lengthened to 650 m. A new office building, which also includes more check-in space for truck drivers, has also been constructed. A second phase of the project has already been lined up. It includes renewal of all of the terminal's safety and security systems. *cd*

[www.euroterminalgenk.be](http://www.euroterminalgenk.be)

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## Spanish railways for North America?

# New market

The technical reputation of Spain's railway industry is undisputed. A delegation visited the USA and Canada to assess the potential for new business opportunities there.

The home market does not represent easy pickings these days for Spanish railway industry enterprises, which have an excellent reputation in the technological and service segments in Europe. There is a dearth of state impulses in the country – even though there was a positive signal on 27 June, when the board of Spain's state-owned railway company Renfe decided to restructure the enterprise, including the freight division. Now Spain is simultaneously seeking a stronger role in ongoing railway projects in the USA and Canada.

### Mafex delegation in the USA

The Spanish railway industry association Mafex (Asociación Española de Fabricantes Exportadores de Material, Equipos y Servicios Ferroviarios) is not stepping onto terra incognita. A study mission already visited the 18th annual technical forum of the Association of American Railroads (AAR) in Colorado in March. That trip had placed the emphasis of its investigations on the railfreight sector in North America. The AAR has stated that the railways' share of the intermodal split in North



Railfreight activities continue to rule the roost in the USA.

America stands at almost 43%, which translates into more than 28 million wagon loads or 1.8 billion t of freight in 2012.

### Canadian rail network not to be neglected

The Canadian federal government is continuing to implement its Building Canada programme (through to 2014). This devotes public investments worth CAD 8.8 billion to improving the country's infrastructure. The rail programme seeks to cover more north-south routes connecting major cities in the USA too, specifically the Vancouver-Seattle, Toronto-Chicago, Montreal-Boston and Montreal-New York links. In addition, domestic options such as the Quebec-Windsor or Calgary-Edmonton links are also under consideration. *cd*

[www.mafex.es](http://www.mafex.es); [www.aar.org](http://www.aar.org)

## Jeddah-Riyadh container trains?

Saudi Arabia's public investment fund, which is planning to build a 950 km railway between the Red Sea port of Jeddah and the capital Riyadh, has awarded a corresponding consultancy contract to the Fluor Corporation and Parsons Brinckerhoff. The project, which is expected to connect with the Riyadh-Dammam line, will create a coast-to-coast link for the country. Container trains are expected to carry 8 million t a year much faster than before between Saudi Arabia's largest port and its capital.

## SNCB Logistics marks turning point

The Belgian railfreight firm SNCB Logistics has published its H1 figures. Its ebitda, positive for the first time since SNCBL was established, amounted to EUR 5.2 million for the six months, an improvement of EUR 23 million compared to 2012, despite a 9% drop in turnover. This improvement was said by the firm to be due largely to substantial structural cost cuts (EUR 26.7 million in reductions compared with the previous year). Enhanced personnel and rolling stock efficiency and better locomotive and wagon management also contributed.

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- 55 Singapore ahead for those prioritising location
- 57 Kerry Logistics expanding with new Chinese platforms
- 61 Port of Singapore facing ever more competitive pressure
- 62 Indonesia and Thailand catching up in aviation
- 65 Interview: Discipline is key – Kenneth Glenn, APL president

Photo: thinkstock

A small state with a great influence

## Lion state roars its strength

In the 1990s Singapore was famous for being one of the Asian tigers. The recession caused by the economic crisis in Southeast Asia as well as the Sars virus temporarily led to reversals in the economic development of the state, but the latest economic downturn has largely spared the country. Singapore is still the most important hub in Southeast Asia by far.

Geographically speaking the Republic of Singapore is the smallest state in Southeast Asia. Since its modern establishment in 1819 by Britain's Sir Thomas Stamford Raffles, Singapore has been among the world's major trading centres. The airport as well as the seaport of the lion state are amongst the most important hubs in the region. For years Singapore has also enjoyed ever-increasing popularity as a location for logistics companies.

The biggest advantage of the city state is probably its central geographic location in Southeast Asia. The region continues to benefit from a growing middle class that now numbers around 600 million people, and their growing purchasing power boosts the economy. In addition, a number of Southeast Asian countries have recently started to invest more in the development of their infrastructure.

This has also led to more demand in the transport and logistics sector. The Philippines tops the growth league of nations in the region, with its economy growing by 7.8% in the first quarter of 2013. Indonesia's economy grew by 6%, followed by Thailand (5.3%) and Vietnam with 4.9% (source: Transport International).

### High growth rate for developed nation

While Singapore itself is already highly developed, this year it nonetheless expects its economy to grow by 3.5%. Although this figure is well below the average of 5.6% achieved from 2007 to 2013, it is nevertheless a remarkable result for a developed nation. In the medium term the economy is expected to grow by 2–3% per annum. The standard of infrastructure in Southeast Asian countries is very variable, which benefits Singapore.

It is all this that makes the city state not only a transit point for cargo, but increasingly also a «centre of expertise», where staff are trained before being sent to other countries in the region, such as Thailand or Indonesia. This is important because firms are still relocating low-cost production processes to countries such as Vietnam, Cambodia or Laos. This spring an announcement by the camera-maker Nikon that it plans to move its production from China to Laos, for example, caused quite a stir.

Logistics providers such as UPS, Schenker and Damco are moving to the region too. UPS is the first of the worldwide express providers to have a wholly-owned subsidiary in Vietnam, where France's Norbert Dentressangle also recently opened a new office. Thailand is also attractive as a new location, as is

evident from the fact that Fedex Trade Networks opened its first office there.

Singaporean companies are expanding in the logistics sector too. Singapore Post (SingPost) has said that it wants to get more involved in the logistics sector. To this end it has acquired shares amounting to 62.5% of the paid-up capital of the freight forwarder Famous Holdings, for approximately SGD 60 million (EUR 36 million).

### Electronic and pharmaceutical goods

Although services are becoming increasingly important for the economy of the island nation, manufacturing still contributes substantially to gross domestic product. An important sector in this regard is the electronic goods segment, with a 5% share of GDP. This group of products accounts for 25% of all manufactured products in Singapore.

Pharmaceutical products are next in order of importance. However, Singapore has noticed that demand from countries like the USA, Europe and China, where most of the exports from Southeast Asia go, is not as high as it used to be. As a result, Changi airport recorded a decline in freight volumes in 2012 (see also page 63). The turnover in the state's maritime port, by far the largest in the region and the world's largest after Shanghai (China), experienced a record high of 31.6 million teu handled last year, an increase of 5.7% compared to the previous year.

### Not all roses though

For all its advantages Singapore has a problem too – its relatively high costs. In 2012 the city state had the highest per capita GDP in the world after Qatar



Photo: thinkstock

Singapore's port handled 31.6 million teu last year, 5.7% more than in the previous twelve months.

and Luxembourg (source: International Monetary Fund, adjusted for purchasing power). In comparison, the US is placed sixth in the international rankings, whilst Switzerland and Germany are ranked at number eight and 18 respectively.

With regard to employment, this leads to many logistics companies switching to operations with higher automation levels. Texas Instruments for example recently opened a new automated distribution centre operated by DHL. Singapore increasingly depends on cheap labour from neighbouring countries and India and Bangladesh for jobs that require a low level of academic qualification, especially in the construction sector. The living and working conditions of those workers have given rise to some concern.

In addition the price of land in the island state is shooting up, as land is scarce after all. This has consequences: the Port of Singapore Authority (PSA), for example, is currently investing in the expansion

of its terminals in Pasir Panjang, located near the city. In the long term all container activities will be concentrated outside the city in Tuas, however (see *ITJ* 49-52/2012, page 19). The company is thus paving the way for a more lucrative use of space in the inner city.

### Everything comes with a price

Despite the aftertaste, the Singaporean government's efforts to support a stable and business-friendly environment are bearing fruit. After all, in addition to its function as an integrator and coordinator of activities in the region, Singapore offers one thing above all: stability.

The importance of this factor in economic and also in fiscal terms cannot be underestimated, especially in these turbulent times. There is no other country in the region that can offer anything remotely similar – but this does not come cheap.

*Antje Veregge*

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Logistics companies hope to benefit from the economic boom in Southeast Asia

# Singapore as a stepping stone

It is an open secret that the Asia-Pacific region has one of the highest economic growth rates in the world. In these markets – from the economies of South Korea and Taiwan with their cutting-edge technologies, the enormous domestic markets in China and India, to Australia with its abundance of raw materials – many logistics companies focus on Singapore as a hub and a stepping stone.

According to figures published by Singapore's statistical office, more than 5,900 companies offer warehousing, transport and forwarding services on the limited territory of the city state. The Maritime and Port Authority of Singapore (MPA) reports that these service providers cooperate with almost 26,000 companies from all over the world. But what do these figures signify in terms of the day-to-day activities of these enterprises?

## Competing for space

Space is in short supply and competition for storage areas is intense. Menlo Worldwide Logistics brought off a coup in July when it signed a lease for the Mapletree Benoi logistics hub, which covers an area of almost 49,000 sqm. The company had only just opened a 37,000 sqm warehouse on Sunview Way in spring. The close proximity to the port of Jurong is one of the main assets of both facilities.

The situation is similar regarding storage capacities for airfreight. Keppel Logistics has concluded a 30-year lease contract for 2 ha, close to Changi airport and the Seletar Aerospace Park, where it plans to develop an air logistic hub. Here the firm will build a four-storey warehouse for express cargo activities. The new facility will increase Keppel's total warehouse capacity in Singapore to 185,000 sqm.

## Hub for Asian trade

Using the city state as a focal point for Asia has almost become a classic. In July, Kerry Logistics inaugurated its regional logistics hub in the Tampines Logis Park, following the example of shippers like Becton Dickinson (medical technology) and Infineon, the manufacturer of semiconductors. Both companies operate regional distribution centres in Singapore, which supply national distribution centres in the various Asian countries.



Photo: Singapore Tourism

Numerous shippers and logisticians have chosen Singapore as their Southeast Asian hub.

Other providers, such as DHL, have also concentrated their team of experts for the Asia-Pacific region in Singapore, where they develop specially-tailored logistic solutions for customers in the energy industry. And the Bertschi Group, which has now combined all its deepsea activities under one central organisation, plans to open an additional office in Singapore in the third quarter of this year. Competitors such as Hong Kong may be gaining ground in the battle for customers, but for Southeast Asian markets Singapore's facilities remain the first choice.

cd

[www.singstat.gov.sg](http://www.singstat.gov.sg)

## TPI Mega Line and CJ Korea Express form strategic partnership

Two major players are joining forces in South Korea. The service provider TPI Mega Line, which specialises in deepsea heavy goods transportation, and CJ Korea Express have agreed on a strategic alliance. CJ Korea Express is one of South

Korea's largest logistics companies and is also known as Big Orange, on account of its bright orange logo.

The aim of this alliance is a better integration of the companies' joint activities worldwide. Together, the two firms

now operate a fleet of seven freight ships. Among other contracts, TPI Mega Line has been providing logistics services for the Gorgon gas project in western Australia since 2012.

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Fiege Group expanding in China

## Sino-European e-commerce

The Fiege Group, a logistics and e-commerce specialist from Greven (Germany), has launched an option for its European customers to make use of its e-commerce services in China. This will help them when entering online commercial business there.

Fiege's new integrated e-commerce concept offers customers a full range of services from a single source, according to the company. Order and debtor management, the handling of payments, customer services, logistics fulfilment (including air and sea freight), amongst other things – Fiege said that it now processes all such business requirements in line with local Chinese conditions and in line with Chinese customer behaviour.

The family-owned company said that the new business solutions represent a response to the growing significance of the Chinese market and the needs of its European customers for high-performance solutions there.

### Present in China since 1981

Fiege has been present in China since 1981 and considers itself a key logistics partner for companies wishing to enter that market. European companies can receive optimal support thanks to high-performance scalable e-commerce processes, a strong local partner and network as well as professional project

management. Fiege also fulfils specific compliance requirements concerning the import of European goods into China, as well as supporting clients with customs clearance processes, compliance with special import regulations and the obtaining of certain special certifications, amongst other things.

### Complex undertaking

Entering Chinese online commercial activities is a complex process for European companies, due to the local legal, cultural and economic peculiarities. For example, the Chinese rarely use credit cards, but still use cash on delivery as the most popular payment method.

Furthermore, the bulk of Chinese online transactions take place in online customer-to-customer marketplaces (C2C), where Chinese clients can interact and build trust in direct contact with other buyers. Fiege underlined the fact that conducting e-commerce activities in China therefore requires specific solutions attuned to customer preferences and market circumstances.



Photo: Bilder Box

E-business activities are also becoming ever more important in China.

Fiege also emphasised the fact that it has already been successful with e-commerce concepts for its clients in Europe, including customers in Switzerland and Germany.

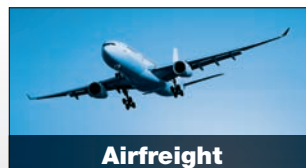
Felix Fiege, an executive board member and the managing director of the Fiege Group, told the media that China is a very dynamic market, and it's also growing rapidly in the area of e-commerce. The new Fiege solutions offer customers the opportunity to benefit from this huge potential, without having to establish all of the infrastructure required to achieve these goals themselves.

*edited by Robert Altermatt*  
www.fiege.com

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## Kerry Logistics in China / The Toll Group in Australia

## Striking out for new shores

The Asian company Kerry Logistics, which is headquartered in Hong Kong, has expanded its network in China with the opening of three new logistics centres. Australia's Toll Group logistics corporation, in turn, is currently building large new parcel centre.



Photo: Kerry Logistics

One of Kerry's new logistics centres, this one located in the Chinese metropolis of Chongqing.

Kerry Logistics has opened the doors of three new logistics centres with a combined area of around 140,000sqm in China this year. The new facilities are located in Chongqing, Wuxi and Xiamen. This latest development means that the company now owns and operates 17 terminals in China.

In Chongqing the corporation has expanded an existing facility by new buildings with a total area of approximately 66,000sqm. This has brought Kerry's total logistics area in Chongqing to nigh on 87,000sqm, making it the company's largest location in China.

The complex, where logistics services are carried out for customers from the automobile, pharmaceuticals, healthcare, electronics and technology industries, is the logistics provider's hub for all of its transport and logistics activities to and

from the western Chinese market. Kerry Logistics has also opened a 31,000 sqm logistics terminal in Wuxi in the province of Jiangsu, as well as inaugurating a new 43,000 sqm platform in Xiamen.

The Australian logistics service provider Toll Group, in the meantime, is positioning itself for major growth in the express parcel market by building a new freight sorting facility west of Sydney. The centre, on the Bungarribee industrial estate, will be the largest of its kind in Australia. The facility, covering more than 53,000sqm on an 18 ha plot of land, will have a sorting capacity of 35,000 parcels an hour. It is expected to open for business in the middle of next year. Toll said that it is investing AUD 170 million (EUR 120 million) in the hub. *ra*

[www.kerrylogistics.com](http://www.kerrylogistics.com)  
[www.tollgroup.com](http://www.tollgroup.com)

## In brief

**Yunda Express.** The logistics real estate developer Global Logistics Properties (GLP) recently leased a 32,000 sqm sorting and distribution centre, located in its logistics park in Suzhou (eastern China), to Yunda Express, one of the largest express service providers in China. [www.glprop.com](http://www.glprop.com)  
[www.yundaex.com](http://www.yundaex.com)

**New warehouse in Shanghai.** KLine Zhenhua Logistics (Shanghai), a joint venture between the Japanese shipping company KLine and the Hong Kong-based Zhenhua Logistics Group, recently opened a two-storey warehouse with around 44,000 sqm of floor space in Shanghai (China). The facility is located in the Shanghai Lingang New Town logistics park, not far from Hangzhou Bay and on the Shanghai city side of the bridge connecting Shanghai city and the Yanshang deepwater port. The latter is now ranked as one of the world's largest trading ports. [www.kline.com](http://www.kline.com)  
[www.eng.zh-logistics.com](http://www.eng.zh-logistics.com)

**DHL investing in Indonesia.** DHL Global Forwarding is expanding its operations in Indonesia with the opening of offices in Manado, the capital of the northern Indonesian province of North Sulawesi, and in Palembang, on the western island of Sumatra. DHL Global Forwarding now has nine offices and 40 terminals in its Indonesian network. [www.dhl.com](http://www.dhl.com)

**Damco in Myanmar.** Damco, the global freight forwarding and logistics subsidiary of the Maersk corporation, has announced that it was granted a permanent license to operate under its own legal entity in the country in July. The licence makes the Danish company one of the first supply chain solution providers to offer end-to-end logistics services there. [www.damco.com](http://www.damco.com)

**Gefco in Shenzhen.** The French transport and logistics company Gefco, which is owned by the Russian Railways (RZD) has opened a new branch office in Shenzhen in southern China. [www.gefco.net](http://www.gefco.net)



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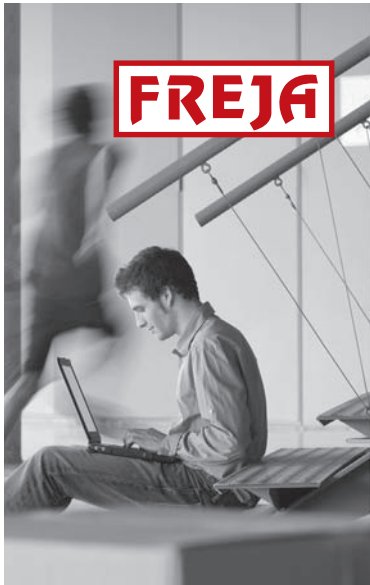
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[www.gezairi.com](http://www.gezairi.com)



DB Schenker expanding its healthcare activities

## New terminal in South Korea

Germany's DB Schenker logistics group has commenced operations at a 6,000 sqm logistics centre in South Korea, which has been specifically designed to provide logistics services for healthcare and pharmaceuticals companies.

DB Schenker's new facility in Gunpo, which is not far from the South Korean capital of Seoul, is part of DB Schenker Logistics' efforts to further expand its global healthcare supply chain. According to a company announcement the logistics centre with cold storage rooms of 2–8°C and 15–25°C is fully equipped for healthcare operations. The new facility also has special chambers for sensitive products, such as psychotropic drugs and radioactive substances.

Particular attention has therefore been paid to quality requirements, compliance with regulations and security requirements. The logistics centre in Gunpo is certified in accordance with the Tapa A standard, and also meets the Korean

Good Supply Practice directive (KGSP) which covers the security, effectiveness and stability of healthcare logistics services. The facility is one of DB Schenker's 26 contract logistics sites in 15 countries which provide services for healthcare and pharmaceuticals customers. This network is continually growing. Specialised terminals were recently opened in India and the Philippines, with more expected to follow in Singapore, Sweden, Australia and the Netherlands.

### dgdgdf

DB Schenker's healthcare sites comply with the good distribution practices requirements (GDP) and meet all quality and security standards and regulations.



Photo: DB Schenker

A DB Schenker truck on the road in Singapore.

DB Schenker has more than 20 years' experience of healthcare logistics, and provides integrated supply, specialised air and seafreight as well as overland operations, refrigerated supply chains, secure and licensed storage facilities and industry-focused value-adding services.

*edited by Robert Altermatt*

[www.dbschenker.com](http://www.dbschenker.com)

## New UPS terminals in Chengdu and Shanghai

The US integrator and parcel service provider United Parcel Service (UPS) has extended its network in China by adding two new logistics centres. The distribution centres in Chengdu and Shanghai provide additional storage and distribution facilities for shippers wishing to supply customers active in the Chinese market.

The sites in Chengdu (4,300sqm of storage and distribution facilities) and Shanghai (6,500sqm) are located in an excellent strategic position, in close proximity to international airports and major traffic arteries. The contract logistics centres are tailored to the requirements of the high-tech industries, industrial manufacturing, the aviation and aerospace industry and the retail sector.

The two new terminals complement UPS healthcare facilities in Shanghai and Hangzhou that were opened last year. UPS is now represented by approximately 130 branches in 87 cities in the Chinese market.

ra

[www.ups.com](http://www.ups.com)

## Consortium investing in S.F. Express

An consortium of investors, consisting of the companies Oriza Holdings, China Merchants Group, Citic Capital, and others, recently acquired 25% of the shares in China's largest private express service provider, S.F. Express. The purchase price is estimated to have been around CNY8 billion (EUR960million).

The CEP company, with headquarters in Shenzhen, aims to use this injection of capital to provide a solid financial basis for its continued growth. According to Wang Lishun, vice-president of S.F. Express, the involvement of the consortium is considered to be a long-term commitment.

S.F. Express, which was founded in 1993 and last year generated a turnover of CNY20million (EUR2.5billion), has more than 5,000 service outlets in China in around 300 medium-sized towns and cities, as well as 1,900 smaller towns. The service provider also runs 150 distribution centres and operates a fleet of around 10,000 vehicles.

ra

[www.sf-express.com](http://www.sf-express.com)

## Yusen Logistics in India

At the beginning of September Yusen Logistics (India), the national branch of the Japanese logistics service provider Yusen Logistics, opened a new sales office in Jaipur, the capital of the state of Rajasthan located 260 km southwest of Delhi. Yusen Logistics (India) will primarily provide freight forwarding and logistics services for customers from the jewellery, mineral resources, furniture and home furnishings, fashion and clothing and handicraft industries from this new office in Jaipur.

ra

[www.yusen-logistics.com](http://www.yusen-logistics.com)

## Ceva in Singapore

Ceva Logistics has commenced operations at a new logistics centre in Singapore. The logistics and supply chain specialist has rented space in a 42,000sqm multi-tenant warehouse in the Tampines logistics park in the eastern part of the city state. Ceva is now represented at ten locations in Singapore.

[www.cevalogistics.com](http://www.cevalogistics.com)



## Ambitious ICTSI

International Container Terminal Services Inc (ICTSI), a Manila-based Filipino container terminal operator, is seeking to expand its terminal portfolio to 100 ports in the next 25 years. This was the vision that Enrique K. Razon Jr, ICTSI's chairman and president, shared with guests celebrating the 25th anniversary of the Manila International Container Terminal (MICT), the corporation's first terminal.

A contract signed recently by ICTSI and Singapore's PSA International fits with the Filipino firm's ambitions. The deal foresees them jointly developing, constructing and operating a container port terminal and ancillary facilities in the Aguadulce Peninsula, Buenaventura (Colombia). It involves PSA investing in the firm Sociedad Puerto Industrial Aguadulce (SPIA), an indirect subsidiary of ICTSI's, which holds the 30-year concession (granted by the Agencia Nacional de Infraestructura of Colombia) for the Aguadulce port project. [www.ictsi.com](http://www.ictsi.com)

[www.internationalpsa.com](http://www.internationalpsa.com)

## Indonesian acquisitions

The Indonesian entity Meratus Line Group has ordered four ship-to-shore cranes (STS) from the Dusseldorf-based German firm Terex Port Solutions (TPS), a supplier with a strong presence in the Southeast Asian market.

The units, which are produced in China, will be deployed in Jakarta, in the port of Tanjung Priok. The order also includes three electrically-fed rubber-tired gantry cranes (ERTGs). In addition it also comprises another three ERTGs for another Meratus terminal located in the port of Surabaya.

Tanjung Priok is the largest container port in the country and has developed into a key international and domestic cargo handling hub in recent years (see also page 60). Meratus Line will operate its new cranes through its subsidiary Mitra Sentosa Abadi, which manages the terminal business in Tanjung Priok. The same applies to the Surabaya centre, where Meratus Line is active as a terminal operator through its subsidiary Mitra Dharma Laksana. [www.terex.com](http://www.terex.com)

## Throughput up in Ningbo

The Chinese enterprise Ningbo Port Co, the operator of the port of Ningbo, which is located to the south of Shanghai, increased its operating revenues by 46% in the first half of 2013, compared to the same period in the previous year, generating CNY 5.625 billion (EUR 688 million). In the same period it improved its operating profit by 15% to CNY 1.86 billion (EUR 227 million). In the first half of the year the company handled a total of 239 million t, an 8.8% year-on-year increase. Container throughput amounted to 8.9 million teu, a 7.3% improvement.

The company said that more efficient operational procedures as well as management reorganisation measures had contributed substantially to the improved results. In other news Li Linghong, president of the Ningbo Port Co, has said that the hub is entertaining the idea of an initial public offering on the Hong Kong stock exchange. He did not provide any further details concerning the planned timeframe for the move, however.

[www.nbport.com.cn](http://www.nbport.com.cn)

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# Container terminals around Singapore expanding

## Everyone wants a piece of the cake

The port of Singapore is the uncontested leader when it comes to regional container volumes, and also in terms of the transshipment of consignments destined for other parts of the world. Competitors from neighbouring countries such as Malaysia or Indonesia are currently working hard to catch up, however.

The port of Singapore, which is operated by the Port of Singapore Authority (PSA), is the second-largest port in the world in terms of throughput. Only Shanghai (China) is bigger than the transshipment hub located in the heart Southeast Asia.

While Shanghai registered throughput of 32.5 million teu last year, Singapore reported 31.6 million teu handled. Up until 2010 Singapore was the leading port. PSA is not keen to categorise the Far Eastern port as Singapore's competitor, however. The largest proportion of all freight handled in the Southeast Asian hub is destined for onward shipment, mainly to Europe, and increasingly to the Middle East. Singapore thus rather benefits from growth in the export port Shanghai, according to a PSA spokesperson.



Photo: Google Maps

Singapore has quite a few competitors in the immediate vicinity.

Growth in ports in neighbouring states is a more worrying development, on the other hand. Especially the port of Tanjung Pelepas (PTP) in Malaysia, which lies just opposite the city state on the other side of the Strait of Johor, is increasingly targeting transshipment cargo running through Singapore. PTP was inaugurated in the year 2000 and registered 7.72 million teu throughput in 2012 (source: World Shipping Council).

Even if its is currently ranked number 18 in the list of the world's largest container ports, the prospects for the long-term future of PTP are good, as big container shipping lines such as Maersk and Evergreen already carry out the bulk of their freight handling in the Malaysian port. PTP aims to increase its annual handling capacity from 8.5 to 10 million teu by the end of this year.

The influence of Malaysia's rising star Port Klang, consisting of a western and a northern port area, is not to be underestimated either, even though it is located a little further away. Port Klang is also aiming for a larger market share and is targeting transshipment cargo out of Singapore. In 2012 it handled 10.01 million teu.

### Indonesia also expanding

On top of this, a new container terminal is currently being constructed on the Indonesian island of Batam, just a few kilometres south of Singapore. The new development will have an annual freight handling capacity of 4 million teu. Tanjung Priok, a maritime hub located in Jakarta, is another one of the Indonesian ports that is planning to dramatically increase its share of container volumes. Tanjung Priok is pursuing an ambitious expansion programme and is aiming to achieve an annual container handling volume of approximately 18 million teu by 2023. Last year Tanjung Priok handled volumes amounting to 6.21 million teu.

There is certainly a great development potential in the region. If the major expansion plans of ports in neighbouring countries are implemented as intended, then Singapore has to be prepared to lose some of its market share.

*Antje Veregge*

[www.pka.gov.my](http://www.pka.gov.my); [www.priokport.co.id](http://www.priokport.co.id)  
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The top 5 Southeast Asian container ports				
Rank	Port	Country	teu 2012	±2012
1	Singapore	Singapore	31.6 million	+6%
2	Port Klang	Malaysia	9.9 million	+5%
3	Tanjung Pelepas	Malaysia	7.7 million	+3%
4	Tanjung Priok	Indonesia	6.2 million	+11%
5	Laem Chabang	Thailand	5.9 million	+3%



Photo: Boeing



At Singapore's biennial Airshow in February 2012 Lion Air confirmed an order for 230 Boeing B737s announced three months earlier. In March this year the carrier even topped that figure, with an order for 234 Airbus A320s.

## Indonesia and Thailand catching up

# A stone's throw from Singapore

Indonesia's Lion Air will maintain its comprehensive fleet of aircraft on an island opposite Singapore. Thailand, meanwhile, has transformed itself into a significant regional MRO location.

Just ten years ago there was not a single maintenance centre for the aviation industry in the Southeast Asian kingdom of Thailand. The country's airlines – mainly Thai Airways – were forced to accept added costs and time-consuming

detours to other countries for repairs and inspections. In the meantime Thailand has become a critical hub for the aviation industry in the greater Southeastern Asia region, thanks also to Bangkok's clearly-defined national economic policies. As the country's board of investment (BOI) recently announced, Thailand's aerospace industry now generates goods and services worth USD 25 billion a year, a whopping 9% of Thai GDP.

General Electric, Eurocopter, Michelin and Rolls-Royce are amongst some of the

illustrious names to have migrated to the Thai industry over the past ten years. Indonesia's Lion Air, in turn, is a regional airline that made a name for itself when it placed a staggering order with Boeing nearly two years ago (see *ITJ* 01-04/2012, page 26). Soon Lion Air will itself be able to maintain the aircraft it acquired then – in what was the largest order in history for the US aircraft manufacturer. For at the end of August Lion Air announced that it was building a maintenance facility for its aircraft on the island of Batam, just a stone's throw from Singapore.

### A calculated choice

The roughly 2,000 employees of Batam Aero Technic, as the new subsidiary is called, will be capable of performing maintenance on aircraft parts for members of the Lion Group, as well as for third-party customers, in the facility's four maintenance halls for long-range aircraft. Each of the hangars has enough space to accommodate one Boeing B747-400 or three B737-900 aircraft. Work has already begun on the centre, and the first two halls are slated to go into service before the year's end. The remaining two halls will be ready by June 2014. Lion Air says that conditions at the location are ideal.

Local authorities have granted access to the Hang Nadim international airport, where jumbo aircraft can take off and land on a 4,000m runway, and they have also signalled that the facility may be expanded in future. In addition, MROs based on the island of Batam benefit directly from the proximity to the logistics hub of Singapore. *ab*

[www.boi.go.th](http://www.boi.go.th)  
[www.lionair.co.id](http://www.lionair.co.id)

## Vietnam seeking strategic investors in state-owned Vietnam Airlines

The Southeast Asian flag carrier Vietnam Airlines wants to attract a strategic investor this year. A company spokesman told the financial news portal Bloomberg that

privatisation of the airline was a central task for the company in 2013. The documentation for the carrier's valuation is scheduled for completion by September. Once complete, the documents will be submitted to the authorities for review.

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## Singapore as an aviation hub

# The golden calf

Changi airport remains mainly a passenger platform. Other Southeast Asian cities have larger airfreight hubs. Now the aviation centre is aiming to garner a larger slice of the regional cake by implementing measures designed to meet airfreight clients' needs.

Singapore Changi airport registered 10% growth in 2012 in comparison with the previous year, enabling it to break the mark of 50 million passengers transiting the hub in twelve months for the first time in its history. It expects to better the record again in 2013. The centre's airfreight figures contained less good news, however. The 1.81 million t of cargo handled was 3.2% less than the volume registered in 2011 – and what is more to the point, it is furlongs behind other Far Eastern competitors such as Hong Kong, Shanghai Pudong, Seoul Incheon and Tokyo Narita (see also page 39).

The flow of goods between the hub and China, and the USA, was poor. The tonnage in the trade lanes to and from Africa and Oceania, in contrast, improved. The airport managers were additionally happy about a decision taken by express service provider Fedex to locate its southern Pacific regional hub in Singapore, as well as about growth registered in niche markets, such as perishables, live animals and pharmaceutical products.

The reintroduction of Swiss's direct link from Zurich last May (see also *ITJ* 38-39/2013, page 19) brings with it a promise of further increases in cargo volumes. An event staged in September will also help intensify business relations between Swit-



Photo: Changi airport

Singaporeans piling cows high, hoping to win milk and cheese produced by the cow Vivienne.

zerland and Singapore. Airport guests were invited to win a trip to the Alpine republic as well as six months' worth of milk from a Swiss cow.

A 20% rebate for regular full-freighter landings in the first six months of 2013, which was introduced in 2012, was increased to 50%, in an attempt to return the airfreight sector to the winner's enclosure. The results have been good. 1.3% more goods were handled between January and July, compared to last year.

[www.changiairport.com](http://www.changiairport.com)

## Turkish Cargo in the lion city

The full-freighter operator of the Turkish flag carrier added a regular all-cargo link to Singapore to its network on 19 September. Turkish Cargo already markets the cargo capacities of Turkish Airlines' daily passenger flights to and from the lion city. The Southeast Asian city state is Turkish Cargo's 47th destination and the final point on a weekly route linking Istanbul, Karachi (Pakistan) and Singapore, which returns to the Bosphorus by the same way.

[www.turkishcargo.com.tr](http://www.turkishcargo.com.tr)

### In brief

**Jungle haze.** Smoke emanating from slashing and burning activities in Sumatra and Borneo (both Indonesia) recently impeded air traffic in and around Singapore and southern Malaysia. Indonesian president Susilo Bambang Yudhoyono apologised to the neighbours for the fact that visibility was in some cases reduced to 50m.

[www.indonesia.go.id](http://www.indonesia.go.id)

**Dream routes.** Royal Brunei Airlines is planning to deploy its new Boeing B787-8 Dreamliner between its hub in Bandar Seri Begawan and Singapore from 19 October. The twice-daily service will be followed by a link to the Malaysian capital Kuala Lumpur in November, and to Dubai and London in December.

[www.brunair.com](http://www.brunair.com)

**New carrier.** The Pacific Ocean states of the Marshall Islands, the Federated States of Micronesia and Palau are planning to establish an airline, Fly Micronesia, which will initially fly to Singapore and the Philippines.

[www.fsmgov.org](http://www.fsmgov.org)

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## Growing demand in China

# Old wine on new routes

Whilst the volume of goods carried between Europe and Asia is stagnating, some niche sectors are developing well. Growing demand from China's middle classes for wine has given imports to the country and the distribution of wine there new impulses.

Value-adding warehousing services are in increasing demand in Hong Kong and China. The Weiss-Röhlig Hong Kong is thus expanding its services in this segment. The markets have witnessed a substantial rise in demand for European wine in China recently, both from business customers and consumers. And business customers have voiced increasingly complex logistics requirements.

«Growth in this sector can be achieved mainly through value-adding services these days,» according to Ole Sander, managing director of Weiss-Röhlig Hong Kong. «We've established a trend towards more demand. I also believe that traditional port-to-port transport operations will stagnate.» For these reasons Weiss-Röhlig Hong Kong has been refining its warehousing services for wine importers.

Nick Yu, Weiss-Röhlig's logistics manager in Hong Kong, expects increasing Chinese domestic demand for consumer goods to present his company with great opportunities. «European wine has been experiencing strong demand recently, resulting in an increased need for related warehousing services.» This link between China and France, the world's most important wine producer, has led Weiss-Röhlig Hong Kong to set up a joint team of experts with Röhlig France. «French

exporters on the one hand, and decision makers in the very competitive and price-sensitive Asian market on the other, enable Weiss-Röhlig Hong Kong to expand its wine logistics business, in close cooperation with Röhlig France,» Yu added.

### Sino-French mixed doubles

A new warehouse with special wine facilities has been established in Hong Kong, offering complete warehousing services for wine importers. The main value-adding services customers require are bottle picking, mixing bottles of different wines, repacking into own cartons and direct deliveries to homes. Weiss-Röhlig Hong Kong and Röhlig France have built up a weekly consolidated link for wine and spirits from Marseille Fos to Hong Kong. The corresponding customer service teams have received intensive training in the wine field.

The results of joint efforts are impressive, proving the potential of the market. Imports to Hong Kong have roughly doubled in the first six months of 2013. Customers are mainly small and medium-sized enterprises, in accordance with the market structure in Hong Kong, where a few big importers exist alongside a majority of small companies with small volumes. Shipment types encompass LCL



Photo: Röhlig

Services for the transportation, warehousing and delivery of wine are in demand in China.

(60%), FCL (30%) as well as airfreight operations (10%).

Guillaume Lapiere, Röhlig France's sales executive for wines and spirits, told the media that «this customer structure showed us the need to build up our own consolidated groupage service from France to Hong Kong.» Up until now, the majority of shipments have originated from France. The latter, together with Italy and Spain, provides 90% of the world's wine exports.

*edited by cd*

[www.weiss-rohlig.com](http://www.weiss-rohlig.com)

[www.rohlig.com](http://www.rohlig.com)

### Some facts and figures about wine

#### Main wine exporters (all figures 2011)

- France, Italy and Spain account for 50% of global production
- France: No. 1 in terms of value of goods
- Italy and Spain: No. 1 in terms of volumes

#### Wine imported into Hong Kong

France main exporter (63% of value of goods)

#### Wine consumed per inhabitant

- Hong Kong: 5l (France, in comparison, consumes 53l per inhabitant)  
Growth to 2015: to 6.7l, or 34%
- People's Republic of China: 1.3l  
Growth to 2015: to 1.9l, or 46%



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Optimistic despite negative results

# «Discipline is our core strategy»

The Singaporean shipping company Neptune Orient Lines (NOL) runs its container business through its subsidiary American President Lines (APL). APL president Kenneth Glenn told the ITJ what strategy his corporation is pursuing in order to maintain its fitness in the face of rough winds blowing through the industry and about the important role that APL's newbuildings play in this context.

**NOL has just published its quarterly figures. The container market has not improved but rather worsened. Even though you made a financial loss, some analysts state this result is better than they anticipated. How did you manage to achieve this?**

The NOL Group's results demonstrate that we are on target to deliver a better performance through enhanced cost efficiency and resource optimisation. APL, the liner business of NOL, contributed significantly to the group's total cost savings of USD 504 million (EUR 378 million) in the 2012 financial year, and USD 240 million (EUR 180 million) in the first half of 2013. More than half of these savings came from improvements in APL's bunker and network activities, as well as from productivity gains in its terminal operations, land operations and equipment management.

**According to some researchers, even though there has been a recent rebound in spot rates, the market environment might not improve before 2015. What is your strategy for these conditions?**

The container liner business continues to struggle with capacity oversupply and rate volatility. While the current economic conditions have been challenging, APL has been successful in maintaining bottom-line discipline as its core financial strategy.

**Maersk, CMA CGM and MSC are set to join forces and enter the market as the P3 network. How will this new alliance affect you and your partners at G6? Could you imagine any closer cooperation or consolidation in the future?**

APL always monitors market movements very closely. As is the case with all liner companies, we make business adjustments to optimise our operations and service offerings. APL believes the G6 Alliance is competitively positioned in the liner market.



Photo: APL/Antje Veregge

The «APL Vanda» is one of the new 14,000 teu vessels that APL is due to commission by the end of 2014.

**The APL Temasek was the first in a series of ten 14,000 teu ships. When will the other units be phased in? Do you have any additional ULCVs on order?**

APL's fleet renewal programme comprises 34 newbuildings, of which ten are 14,000 teu containerships. The delivery of the 14,000 teu vessels is scheduled to be completed in 2014. Beyond this 34-vessel fleet renewal programme, we do not have further fleet investment plans as yet.

**The protection of the environment plays a key role in APL's business considerations. You are planning to reduce your line's carbon emissions by 30% by 2015, from a 2009 baseline. How exactly do you want to achieve this?**

The green initiatives supporting our 30% carbon emission reduction target by 2015 include the above-mentioned fleet renewal programme, comprising 34 technologically-advanced container vessels that are not only fuel-efficient but also equipped for optimal environmental performance. Over and above this we want to optimise our vessel trim, speed and routing. The use of shore power by selected APL vessels at the dock is another valuable con-

tributor to these efforts. Then we have also installed and tested an exhaust-gas cleaning system that uses seawater to scrub pollutants from marine diesel engine exhaust fumes. Another measure we are implementing sees an improvement in the maintenance of our vessel hulls, in order to reduce drag in the water and thus lower fuel consumption.

Furthermore, we have also established what we call a green passport for APL's liner vessels, which documents the hazardous material carried on board a ship and allows for the safe handling of the materials when the ship is recycled. And last but not least, we use zero-emissions cargo-handling equipment in APL terminals, as well as upgrading our equipment with environmentally-sound units.

**Those are substantial investments.**

APL will continue to reap long-term efficiency gains and cost savings from existing initiatives. We are also committed to continuous improvement, which may see new programmes and practices rolled out, in response to emerging opportunities and challenges in our operating environment.

**Thank you for talking to us, Mr Glenn.**

Antje Veregge  
www.nol.com.sg



Austrian post office building new logistics centre

# Around 100,000 packages a day

The Austrian postal service operator Österreichische Post broke ground for a logistics centre in Alhaming near Linz at the beginning of August. The investment in the new centre will run to about EUR 50 million.

An Österreichische Post logistics centre, located in the train station in Linz and currently still in operation, was built in the 1980s. It no longer meets the needs of the modern logistics industry – despite numerous adaptations and modernisation measures. In addition, at times of increased volumes – such as the Christmas holidays – the technical capacity is no longer sufficient, because package quantities from Germany to Austria via Linz continue to increase every year.

## Serving Upper and Lower Austria from Alhaming

The Austrian postal services provider has now found a suitable place for new facilities in the form of a new Alhaming location, which will be staffed by almost 650 employees. The 82,000 sqm property lies directly on the motorway and thereby offers an ideal traffic connection. The



Photo: Österreichische Post

The Austrian post office's **Walter Hitziger** (second from the left), **Georg Pölzl** (third) and **Peter Umundum** (fifth) at the ground-breaking ceremony in Alhaming.

modern logistics terminal is laid out to process 1.6 million letters and handle 100,000 packages a day.

The total costs for the platform amount to about EUR 50 million, and the completion and commissioning of the facility is planned for September 2014. All postal shipments for the majority of Upper Austria and parts of Lower Austria will be sorted in Alhaming.

*edited by Robert Altermatt*

[www.post.at](http://www.post.at)


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## Quehenberger and Geis set to cooperate more closely in future

The two companies Quehenberger Logistics and Geis Global Logistics are set to significantly expand their existing strategic cooperation deals in Central and Eastern Europe as well as in the CIS. In the cooperation area, which stretches from Austria to Russia, Quehenberger Logistics will concentrate on Austria and Southern Europe, including Romania and Bulgaria, as well as on Russia, Ukraine, Moldavia and Belarus. Geis will cover the area from southern Germany to Czechia, Slovakia and Poland. In addition, Quehenberger Logistics will transfer its in-country organisations in Poland to Geis, with all seven locations and nigh-on 90 employees, including participation in the general cargo cooperation Polski System Dystribucji (PSD).

[www.quehenberger.com](http://www.quehenberger.com)

[www.geis-group.com](http://www.geis-group.com)

## Siemens supports Polish post office

Siemens has received an order from the Polish postal service provider Poczta Polska to supply eight letter-sorting systems. The machines will be installed in sorting centres in Warsaw, Katowice, Bydgoszcz, Gdansk and Wroclaw. With the new systems, which are to go into operation in 2014, machine-written and hand-written addresses will be read automatically.

[www.poczta-polska.pl](http://www.poczta-polska.pl)

Post Nord pleased with good H1/2013 results

## Bundling its logistics activities

Post Nord, an entity formed by the merger of Post Danmark and Sweden's Posten in 2009, has integrated its logistics activities under one brand. The corporation's logistics division will operate under the name of Post Nord Logistics with immediate effect.

The Danish-Swedish postal service provider Post Nord announced recently that it had subjected its profitable logistics activities to what it called an «aggressive transformation programme», with the long-term aim of positioning the company as the «provider of choice» in the logistics segment in Scandinavia.

### Rebranding already started

Post Nord said that it has already started introducing the new brand Post Nord Logistics in Sweden. The companies Posten Logistik, P.EX, Nils Hansson Logistics, Trans Bothnia and Nordic Cool Logistics – all of which Post Nord acquired in the Scandinavian country in the past – are being rebranded. Thereafter the name

change will be implemented in Denmark, Finland, Norway and in Germany from the autumn onwards. The rebranding process is scheduled for completion in the course of the first few months of next year.

### Strong growth in the first half

In other news Knud Børge Pedersen, the president and CEO of Post Nord, was pleased to present good operating figures for the first half of financial 2013. Sales grew by a relatively modest 0.6% in the first six months of 2013 vis-à-vis the same period in the previous year, coming to SEK 19.59 billion (EUR 2.26 billion).

The transnational postal and logistics service provider realised a more impres-



Photo: Wikipedia

Post Nord's headquarters are located in Solna, just north of Stockholm (Sweden).

sive improvement in its results for the first six months of 2013, in contrast. Its operating profit climbed by 32% to SEK 249 million (EUR 28.7 million), and its net profits jumped by SEK 50 million (EUR 5.8 million) to SEK 105 million (EUR 12.1 million).

Robert Altermatt  
www.postnord.com

## Greencarrier acquires Rahtihuoilinta

The Greencarrier Group, one of the leading transport enterprises in the Nordic countries, is continuing to expand its presence in Finland. Greencarrier Freight Services Finland, a subsidiary of the corporation, acquired 100% of the freight forwarding specialist Rahtihuoilinta early in September.

Rahtihuoilinta has about 20 employees, two offices and an annual turnover of EUR 3 million. The company has been working as a partner with Hellmann Worldwide Logistics for the past ten years. Rahtihuoilinta offers both air and sea freight forwarding services.

In other news from the Greencarrier establishment the company has said that it is entering into a rebranding process. In order to be able to appear under a uniform market presence the Norwegian firm Scandinavian Shipping & Logistics recently changed its name to Greencarrier Shipping & Logistics. Greencarrier took over Scandinavian Shipping & Logistics in 2011. *ra*

www.greencarrier.com

## GLS cuts emissions and deploys long trucks

GLS Denmark, the second-largest parcel service provider in Denmark, has reduced its CO<sub>2</sub> emissions by 15% per parcel in the last two years. Ongoing strong growth in shipping volumes have prompted the company to continue its environment-friendly path and deploy three fuel-saving long trucks. The parcel service provider is also examining solutions for more efficient truck routing options. GLS's steadily-rising parcel volumes additionally allow it to utilise its trailers more efficiently. At the same time its has increased the number of vehicles that fulfil the Euro V standard or more by 19% to 32% of its fleet. This has cut nitrogen oxide emissions in half.

Another measure aimed at making GLS Denmark more sustainable is its deployment of two 25.25 m long tractor-trailer units between the hub in Kolding and its regional centre in Copenhagen. Another long truck has already been shuttling to and fro daily on the Kolding–Oslo (Norway) route for half a year. *ra*

www.gls-group.eu

## In brief

**Norwegian post office.** Posten Norge, the Norwegian postal service provider, increased its operating revenues to NOK 11.5 billion (EUR 1.54 billion) in H1/2013, 1.3% more than in the same period last year. Earnings before interest and taxes (ebit) fell sharply by 41%, however, to NOK 224 million (EUR 30.1 million). [www.posten.no](http://www.posten.no)

**Collaboration.** Motortransport and Skandiatransport, two Scandinavian logisticians active in the field of automotive transportation, are set to cooperate under one umbrella in future. Scandector, Motortransport's parent company, recently signed a declaration of intent to take over Skandiatransport. It is expected to be implemented by the end of September. Scandector has stated that the entity will generate sales of approximately SEK 1 billion (EUR 114 million) once the merger of the two service providers is completed. [www.motortransport.se](http://www.motortransport.se)  
[www.skandiatransport.se](http://www.skandiatransport.se)

**Mixed results for Itella.** The Finnish postal operator Post Itella improved its sales by 3.4% in H1/2013, reporting EUR 991 million. The firm's operating profit declined by 48% to EUR 14.8 million, however.

[www.itella.com](http://www.itella.com)



## Increasing traffic on the Black Sea

# The 10,000 teu limit

The Black Sea has experienced high traffic volume volatility in the last decade. According to surveys conducted by the EU for the years 2004 to 2011, traffic in local short sea shipping alone rose by an average of 4% annually. In view of this growth, shipowners and neighbouring countries are concerned over the limited capacity of Black Sea ports to handle container traffic.

The Black Sea is experiencing positive growth of traffic, which is not only due to the growing volumes of raw materials being transported, but also due to rising consumption amongst the 250 million inhabitants of the Black Sea littoral states. The short sea line Neptune Lines, for example, expects its ro-ro business to ship 200,000 units in 2013. The car maker Ford is increasingly using the port of Constantza to export products from its plant in Craiova (both Romania), and Gefco is another firm on the list of Neptune Lines' clients that exports its products to Russia via the Black Sea. The projected annual turnover is sweet news for Neptune Lines, which this year celebrated the twentieth anniversary of the company's activities in the Black Sea region.

### Seaintel dampens expectations

It is an open secret, though, that most Black Sea ports are not organised to handle either the rising volume of traffic nor the transition to big containerships. In a report published in August the maritime



Photo: Port of Varna

Many Black Sea ports are not yet adequately equipped to handle large containerships.

research company Seaintel revealed that it is not only capacities in the ports of the Black Sea that are restricted. There are only two Black Sea ports, that is the Turkish port of Ambarli and the main Romanian port of Constantza, that can currently accommodate ships carrying more than 10,000 teu. Odessa (Ukraine) is in the process of creating the required higher level of technical capacity by connecting two quays. Another problem with Black Sea shipping is that the ports of the Black

Sea region take twice as long to handle a container than the competition around the world. Thus the Black Sea littoral states face a double task, which is one of the reasons why the 10,000 teu limit and the adoption of a successful port strategy were two of the key problems addressed by a Black Sea Ports and Shipping conference that took place in Istanbul on 11 and 12 September.

*Christian Doepgen*

[www.epp.eurostat.ec.europa.eu](http://www.epp.eurostat.ec.europa.eu)

## Train from Lithuania to Kazakhstan

On 26 September a new container freight train running between Lithuania and Kazakhstan was inaugurated. The director in charge of freight for the Lithuanian Railways, Stasis Gudvalis, informed the public at the 5th Baltic Forum in Kaliningrad in the first week of September that the service is set to carry car parts to a new assembly PSA Peugeot Citroen plant in Kostanay (Kazakhstan). The portfolio comprises various models of Peugeot passenger and light commercial vehicles.

Gudvalis underlined the fact that the new container train complements existing Lithuanian Railways box train services to Russia and Central Asia. These include connections between Vilnius and Almaty, run in cooperation with the logistics company Hoptrans Projects, a service between Sweden, Lithuania and Russia (Karlshamn-Kaliningrad-Klaipeda-Kaluga) in collaboration with the car manufacturer Volvo, as well as other options. Lithuanian Railways is constantly on the look out for new container train projects, Gudvalis emphasised.

*Christine Kulke-Fiedler*  
[www.litrail.lt](http://www.litrail.lt)

## Investing in Armenia

The Caucasian republic of Armenia decided to join the customs union of Russia, Kazakhstan and Belarus in September 2010. The president of Russia, Vladimir Putin, and Armenia's president, Serzh Sargsyan, announced their cooperation agreement at a meeting in Moscow. At this meeting of the heads of state of the two countries it was also announced that the Russian Railways (RZD) would invest around RUB 15 billion (approximately EUR 344 million) in the development of the Armenian Railways.

In return for investments in the Armenian railway network and rolling stock, RZD took on the concession to operate the Armenian Railways (CJSC) for a period of 30 years in 2008, a concession it transferred to its subsidiary SCR. In January SCR director Victor Rebet signed a memorandum of understanding in Tehran for a EUR 2.3 billion project to establish a railway connecting Iran and Armenia, as well as for the establishment of a logistics centre in the border town of Yeraskh, in collaboration with Rasia (UAE) and the China Communications Construction Company.

*cd*

[www.ukzhd.am](http://www.ukzhd.am)

Another Volga-Dnepr competition

# Seeking the XXI century full-freighter

The Volga-Dnepr Group, an international conglomerate of companies that specialises in all-cargo charter and liner flights, has invited students, scientists and engineers from the aviation industry to enter an exciting new competition.

Volga-Dnepr recently gave innovative visionaries an opportunity to present their ideas for a modern full-freighter aircraft of the 21st century, even before the full-freighter operator's third successive photograph competition has ended (see *ITJ* 37-38/2013, page 41). Volga-Dnepr's «Future transport aircraft of the XXI century international contest», to give it its full name, is divided into several stages.

The project was launched at the MAKS 2013 air show in Moscow. It starts with the drafting of viable projects and their subsequent selection. Then the projects will be refined, assessed and finally evaluated, to

determine the most promising projects. A dedicated committee made up of industry experts will choose the winners by September 2014. They will receive monetary rewards, special gifts and have the opportunity to develop their ideas with the Volga-Dnepr Group.

Valery Gabriel, the Volga-Dnepr Group's vice-president for charter cargo operations, told the media that «the global air transport market has an enormous growth potential. It's thus very important to create a technological stock now that will be useful for the new generation of transport aircraft.» The undertaking will



Photo: Volga-Dnepr

The AN-124, shown here in action in Siberia, is an old but nevertheless still exceedingly useful full-freighter aircraft.

also attract young professionals to the industry. It will encourage youngsters and experts alike to elaborate innovative and creative ideas.

The contest is open both to individual participants as well as to teams working on a project together. There are no restrictions regarding age or the number of participants.

Interested readers will find detailed information about the application procedure, the rules, terms and conditions of the competition, as well as its progress at the dedicated website.

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[www.aviakonkurs.ru/eng](http://www.aviakonkurs.ru/eng)

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## Creative clarity

«In a closed system, chaos increases with time.»  
The second principle of thermodynamics

« Creative chaos may be a good thing. But only if the creativity it generates is genuine. And let's be honest, just how often is this the case? I must admit that I'm basically a person who loves clarity and order. And I have no trouble communicating. Above all, I do not expect other people to be clairvoyant.

For these three reasons it's incomprehensible to me why some people seem to be incapable of entering into a sensible agreement and keeping to it. Perhaps this is a weakness of mine, but if it is, then it is a weakness that many people share. So I ask you: How is it possible that in many companies, as a rule, problems are only discussed after the horse has bolted, and not beforehand?

To name but one example: A company plans a project that involves various different service providers. Now it would seem appropriate to supply every business partner with the information it requires and to tell each stakeholder exactly what is expected of them. But do you believe that anybody would think of that? The more people there are in a project, the greater the chaos. That happens quite

automatically. And though the outcome may be surprising, it's actually more likely to be an annoying surprise than a creative one. Nothing can be done about it. Only clear communication can stem the tide of chaotic repercussions.

For instance, in a project an electrician is given the task of installing a plug socket somewhere and when he arrives he realises that the wall in question has not yet been built. By the way, this is a genuine occurrence, just in case you may think I'm exaggerating. These are true-life stories.

And then there is this bad habit of copying a piece of correspondence to colleagues to whom you wish to give an assignment. I honestly hope that you have never had this experience and that you have no idea what I'm talking about.

But unfortunately it has happened to me all too often. I am sent several pages of correspondence between people totally unknown to me. Such pages usually include a short note indicating that Ms Martin will take care of it. But what will she take care of? She'll work it out somehow, once she has spent hours ploughing through the

document, the major part of which is totally irrelevant to her assignment. But if exploring dark secrets were my passion I would have become a detective. And the situation becomes really absurd when you take into account how much nonsensical gibberish people talk – for obviously they can talk. So why do they fall so silent when they are called upon to say something to the point?

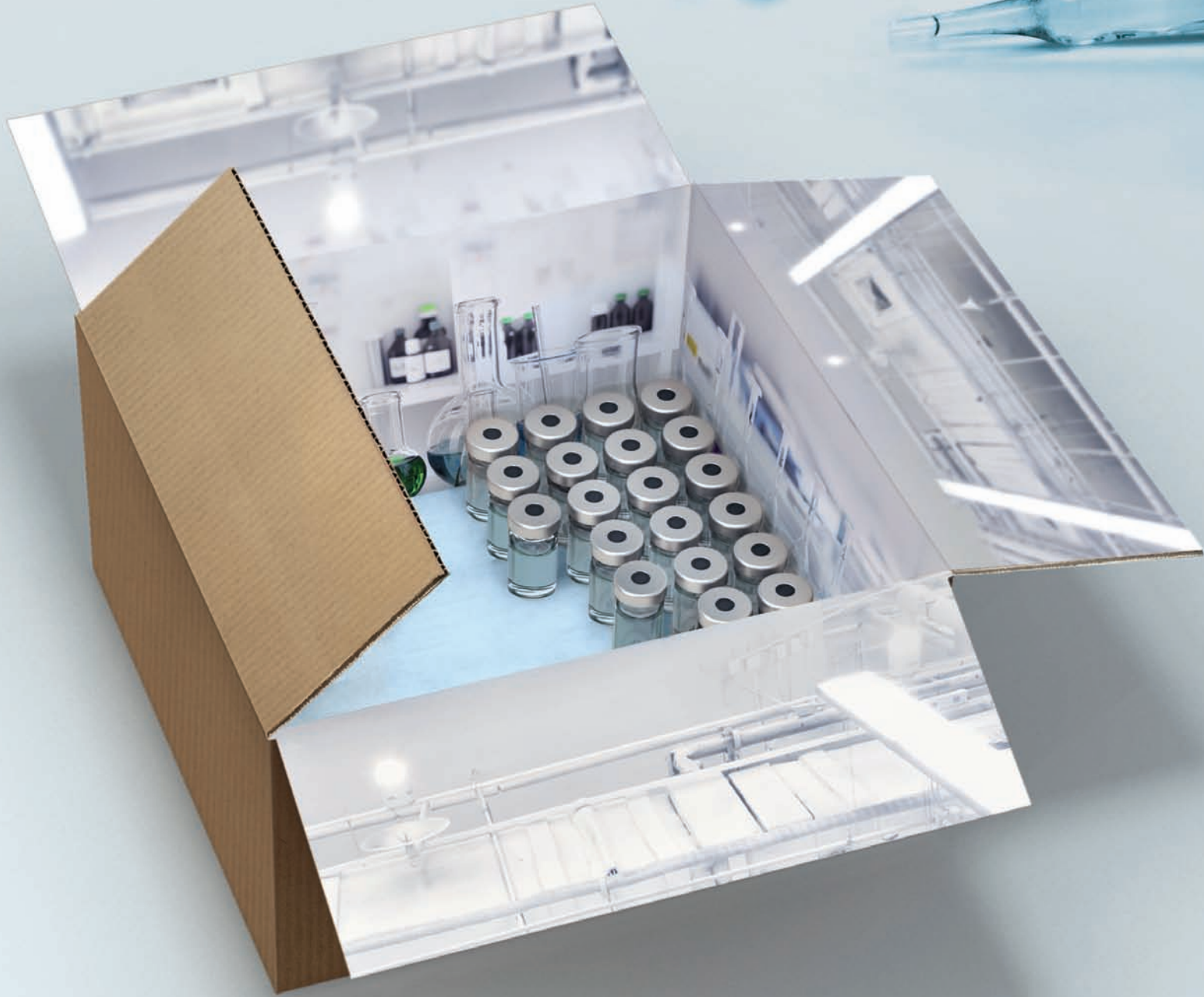
Speech is a really astonishing phenomenon, if you think about it. August Hermann Niemeyer, a theologian, opined that «human speech is a truly divine gift, and only the daily recurrence of the miracles it contains prevents us from understanding that speech itself is the greatest wonder.»

Yes, do we have a great tool at our disposal. Therefore we should use it. And people who do not wish to talk at all should take into consideration how many unnecessary words may be prevented by a clear statement pronounced at the right moment. And the result will certainly be more creative than chaos.

Iris Martin

## Advertisers' Index

A.M Cargo For World Transportation	47	Emons Spedition GmbH	12	IAG Cargo Carrus	36-37	PostLogistics AG	41
Aéroport de Paris	32	Ethiopian Shipping Lines Share Company	16	ICTSI International Container Terminal Services, Inc.	11	Power Lift Events LTD	20
AirBridge Cargo	34	Express Global Logistics Pvt. Ltd.	54	ITX Cargo Srl	17	Project Partners	58
Albatir Eurologistica Srl	61	Fiata Singapore 2013	46	Kawasaki Kisen Kaisha Ltd.	24	RENAULT TRUCKS (Schweiz) AG	48
Apadana Freight Services Co. Ltd.	53	Finnair Cargo Ltd.	33	Lamprecht Transport AG	44	Saco Shipping GmbH	26
Barth+Co Spedition GmbH & Co KG	60	FISCHER Kaderselektion GmbH	12	LKW WALTER Internat. Transportorganisation AG	2	SATI SA de Transports Internationaux	38
Bundesvereinigung Logistik (BVL) e.V.	51	Franzosini SA	3	Manaco, International Forwarders Inc.	57	Spedag Freight M+R Spedag Group AG	8
C.H. Robinson Worldwide, INC.	7	FREJA Transport & Logistics A/S	58	Mierka Donauhafen Krems GmbH & Co. KG	56	Swiss World Cargo Swiss Internat. Air Lines Ltd.	34
China Airlines Cargo	31	Furness Shipping Ltd	18	Moor Transport AG	6	Thai Airways International PLC	30
Combi Line Int. S.p.A.	15	Gebrüder Weiss GmbH	29	NAVIS Schiffahrts- u. Speditions AG	66	Transfreight AG	21
D'ALESSANDRO Espace Méditerranée	54	Genel Transport Ltd	62	Nova Traffic AG Internationale Transporte	64	Transfreight Corp. (PVT) Ltd.	13
ECU INTERNATIONAL NV Headquarter		GeorgeBaker (Shipping) Ltd.	45	Dateline Overseas Ltd. (Representative office of Polet Cargo Airlines)	4	TT Club - Through Transport Mutual Services (UK) Ltd	49
Ecu-Line Group	22	Gezairi Transport S.A.L.	58	Planet International Freight Forwarding and Foreign Trade Co. Ltd.	55	Türk Hava Yollari A.O.	71
Egolf Verpackungs AG	10	Gillespie Munro Inc	63	Port Autonome de Strasbourg	50	Turnpoint (France) s.a.r.l.	13
Emirates Sky Cargo	72	Gondrand International AG	45			Union Maritime et Minière	19
		Grimaldi Cia di Navigazione	21			Unisped AG Internationale Transporte	56
		hp Hewlett Packard	9			UTI Logistics Switzerland Ltd	42-43
		I.F.A. Int. Forwarding Association				Yang Ming Italy SpA	25
		Cooperatie U.A.	14				



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