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Special

Eastern Europe
and Baltic States
Supplement

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Great expectations 19

Two new airports that are also interesting for airfreight were opened in March, one in Quito and one in Sri Lanka. A different fate befell an old new project in Doha, where a grand opening scheduled for 1 April was postponed.



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The manufacturers of hazardous goods have to adhere to many a rule and regulation when warehousing their wares. Contargo's hazardous goods containers offer flexibility when own storage options are exhausted.



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The arena of the Swiss transport museum in Lucerne was transformed into a container terminal for a special exhibition on the fascinating world of transport at the end of March. The event lasts until 20 October.

Cover: A shunting yard at sunset.

Photo: thinkstock

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A spanner in the works

Dear readers,

Guests arriving early for a ceremony to mark the recent opening of a new airport in Doha may have felt a little bit silly. The first Qatar Airways aeroplane was scheduled to land at the new hub at 12.20 on 1 April – but at 10.30 the party was cancelled. Construction delays. The grand opening of Hamad international airport was originally pencilled in for three years ago, then for 12 December 2012. But now the ministry of the interior's civil defence authority realised – rather late in the day – that the facility's safety standards were below par. Does that remind you of anything? Disputes surrounding a new airport in Berlin are similar – except that last May the German authorities noticed three weeks before the formal opening of the hub – which had also already been delayed several times – that the fire precautions were not up to scratch. Whilst the Germans have to wait until summer to find out when their new capital city airport will open, a renewed attempt to launch proceedings in Doha in April is apparently not completely off the cards. Even when there is a spanner in the works, the clocks seem to beat to a different tune in the region.

Arab culture does not include playing April Fool's jokes – but that was my first reaction when I read the news from Doha. Genuinely false rumours from the aviation world this year included an announcement from space tourism pioneer Sir Richard Branson's airline Virgin Atlantic that they will be equipping short-haul planes with glass floors, and one

from Korean Air, announcing a new thrice-weekly service by Space Shuttle, decked out in the company's light blue livery, on the Seoul–Mars route. The US low-cost carrier Southwest Airlines' statement that it was going to offer even cheaper Boston–Denver flights – in a hot-air balloon, was in stark contrast to Air Malta's offer to its rich customers who are in a bit of a rush. It offered them rather adventurous flights in 1950s fighter planes.

Here at the *ITJ* we stick to the hard facts. We wish you a pleasant read in these ongoing difficult economic times. If you take the time to delve into our fascinating Eastern Europe and Baltic States Special, then you can also do so in Russian, if you prefer.

See you at the TransRussia trade fair in Moscow!



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Europe

Top management changed at Panalpina

Panalpina, one of the world's leading freight forwarding and logistics companies, has replaced its chief executive officer Monika Ribar. She is set to step down at the end of May. Her successor is 53-year-old Peter Ulber, a recognised international forwarding expert and former Kuehne+Nagel management board member. This change was planned and prepared by the Panalpina World Transport Holding's board of directors and Ribar, as part of the company's strategy for the future. Ribar, who was a member of Panalpina's management for more than 22 years and led the company for seven, plans to focus on non-executive managerial roles on other companies' boards of directors, as the company said in a media release on the subject. Ulber studied at Hamburg's International School of Logistics and held various management positions at Kuehne+Nagel, in Europe, North and South America, between 1985 and 2011. From 2008 onwards he was in charge of K+N's sea and airfreight business. In 2011 he went into business as a co-founder and partner of the Charleston Enterprise Group.



Peter Ulber

Photo: Panalpina

Executive reshuffle for Rosmorport

Igor Levit, formerly the deputy managing director of Rosmorport, Russia's state-owned entity that manages the interests of Russian seaports, was appointed as the body's acting managing director on 19 March by the

Russian maritime and inland shipping agency Rosmorrechflot. He took over from Andrey Lavrishev, who was named as Rosmorport's new executive director. Konstantin Bobrov, the previous executive director, has been appointed deputy managing director for capital development. Rosmorport's most pressing tasks are to develop Russia's maritime port infrastructure. *(nau)*

Ibia appoints a new head

The International Bunker Industry Association (Ibia) has appointed Captain Peter Hall as its new chief executive officer. He replaced Ibia's chief executive Cliff Brand, who took a post as marine director of a new port in the King Abdullah economic city in Saudi Arabia. Hall has held a wide range of roles in the shipping industry over the past 40 years, including 18 years at sea and working as the CEO and harbour master of the Gibraltar port authority.

TT-Line expands its executive



Bernhard Johannes

Termühlen Photo: TT-Line

Bernhard Johannes Termühlen became one of the managing directors of TT-Line, a German shipping corporation that is based in Lübeck Travemünde on the country's Baltic Sea coast, on 25 March. He previously worked for the global investment bank Goldman Sachs, and was last in charge of the fields of finance and renewable forms of energy at the Term Group. Termühlen is additionally the managing director of the company Trampschiffahrt, the TT-Line holding. He joined Hanns Heinrich Conzen and Jens Aurel Scharner in the TT-Line executive. *(nau)*

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Mark Fonseca to head TNT Express in Germany

Mark Fonseca has been named as the new chairman of the executive of TNT Express in Germany, succeeding Thomas Kraus, who is leaving the company. Fonseca, a 53-year-old manager born in India, has been with the service provider since 1987 and held corporate management positions in Europe, the Middle East and the USA. He was last regional finance director for northern Europe and North America. Fonseca was managing director of corporate services, finance, administration, information and communication of the German national branch of TNT Express from 2004 to 2007.



Mark Fonseca

Photo: TNT

Amsterdam becomes a public firm

The port of Amsterdam became an independent organisation on 1 April. The Dutch port authority, following in the footsteps of neighbouring Rotterdam, the largest European port, is making the transition to a public enterprise and is thus now no longer a part of the municipality of Amsterdam. Word from Holland had it that after the move has been completed the municipality of Amsterdam will be the independent authority's sole shareholder, with other governmental bodies, including regional municipalities and the province of North Holland, able to become shareholders in the next three years.

Americas

New MD for Geodis Wilson

Geodis Wilson, a subsidiary of the Geodis Group, has named Santiago Jimeno as managing director for Colombia. Jimeno will take charge of all Geodis Wilson activities in the country, and will report to John Gallahan, the company's regional vice-president for the Americas. His predecessor Leif Voelcker is moving to India to become the managing director of the firm's South Asia cluster.

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Damco strengthens its Latin American team

The logistics service provider Damco, which is a part of Denmark's Moller-Maersk group, is set to ramp up its activities Latin America and has made the following regional appointments to this effect.

Stefan Bengtsson has joined Damco as its chief finance officer for Latin America, and will be based at Damco's Latin American office in Panama City. He previously worked as CFO for Kuehne + Nagel in Brazil for more than nine years.

Sune Stilling is transferring from his current role as managing director for West Africa to the position of chief operating officer for Latin America, and will also be based in Damco's offices in Panama. Stilling has 14 years of experience in the A.P. Moller-Maersk group, holding various positions in Africa,



Stefan Bengtsson



Sune Stilling

Photos: Damco

Europe and Asia, and also gathering experience in information technology projects.

Antonio Morciano has also joined Damco, as its regional head of ocean freight for Latin America. David Juarez, in turn, has been appointed as the company's new regional vertical head of retail and lifestyle for Latin America. He previously worked for Damco in Spain. Enrique Fajardo has joined Damco as managing director of what it call its Andean cluster, consisting of Colombia and Ecuador. He will continue to be based in Colombia.

Louisiana international commerce board ready for action

The 23-member Louisiana Board of International Commerce is ready for its task of increasing commerce through the state of Louisiana's ports. Three of its members are linked to the board of commissioners of the port of New Orleans, namely former chairman John Fay (a founding member of Fay, Nelson & Fay), current secretary treasurer Greg Rusovich (CEO of the Transoceanic Trading and Development Company) and president and CEO Gary LaGrange. The commerce board was established in 2012 on the initiative of Louisiana senator Conrad Appel. The board has been mandated to try and bring jobs and infrastructure improvements to the state.

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Guadeloupe Port Caraïbes elects supervisory board

The Guadeloupe Port Caraïbes, the port authority of the Caribbean overseas region of France, has elected its first supervisory board. It is made up of 17 members, including four government representatives. Jocelyn Mirre is the president, whilst Jean-Michel Penchard is vice-president and Laurent Martens presides over the directors.

Changes at the top for the Volga-Dnepr Group

The recent resignation of Konstantin Vekchine resulted in Sergey Reznikov being appointed as the new vice-president of the entity Volga-Dnepr Unique Air Cargo (USA) on 5 April. Vekchine, the former vice-president in charge of sales and marketing of a sub-group looking after charter operations, contributed particularly strongly to the group's sales expansion in the USA during his many years of service. Under his supervision the unit executed and extended many long-term contracts with major government and industry customers in the USA. Reznikov has devoted 17 years to working for Volga-Dnepr, having started out as a sales executive and last holding the position of deputy sales director. His task will be to further enhance Volga-Dnepr's position in the North American market and to offer, in line with the group's cargo supermarket concept, extended services to major customers, including Boeing, Loral Space & Communications, General Electric, Lockheed Martin, ExxonMobil, Chevron and others.

Asia

Korean register elects chairman and CEO

An extraordinary meeting of the Korean Register of Shipping elected Dr Chon Young-kee as chairman and CEO recently. The general assembly, which is made up of 86 voting members, oversees the running of the register. Prior to his election, Dr Chon served as executive vice-president of the Korean Register's technical division



Dr Chon Young-kee

Photo: KR

and has now become the first internal appointment to chairman and CEO in the register's 53-year history. Dr Chon took over from outgoing chairman and CEO Dr Oh Kong-gyun, who served two three-year terms.

Africa

Port of Réunion supervisory board

The supervisory board of the Grand Port Maritime de la Réunion has now officially assumed its role. Alain Gaudin was elected as its president and Stéphane Raison named the president of the board of directors.

Anniversary

ESC to celebrate 50th anniversary



The European Shippers' Council (ESC) was created on 19 June 1963, with the stated intention of promoting the interests of shippers throughout Europe. Since then the organisation has strived to ensure that the voice of shippers' is

heard by policy-makers throughout – and beyond – Europe.

The golden jubilee of the association will be appropriately celebrated on 19 June 2013, and the *ITJ* will keep you informed of the festivities. In advance of the actual date and to commemorate the anniversary a new ESC logo and a new website were launched on 29 March. The move has been designed to enhance the ESC's position as an organisation representing the interests of tens of thousands of diverse European businesses.

Denis Choumert, the chairman of the ESC, said that «our new logo represents the universality of our membership and our organisation's focus on a variety of modes of transport as well as on intermodality.» ESC secretary general Paola Lancellotti added that «our new website (www.europeanshippers.be) is a user-friendly source of information and simultaneously also a tool to assist a wide range of users, from our members to outside parties interested in the ESC's activities.»



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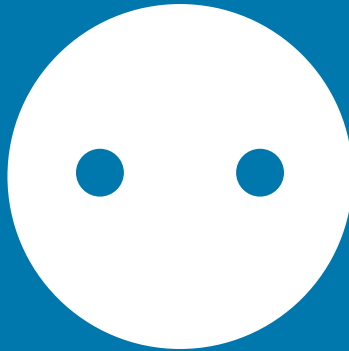
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In brief

Sale decided on in Geneva. The Geneva-based container shipping line Mediterranean Shipping Co (MSC) has agreed to sell a 35% stake in its subsidiary Terminal Investment Limited (TIL) to Global Infrastructure Partners and a group of co-investors for USD 1.929 billion. This sum includes certain payments contingent on TIL's future performance. The deal is expected to close by the second half of the year, pending approval. Terminal Investment Limited invests in, develops and manages container terminals around the world. www.mscgva.ch

Merger stalled in Hamburg. At the request of the Oetker group, which owns Hamburg Süd, the German shipping lines Hamburg Süd and Hapag-Lloyd have momentarily suspended their talks about the potential merger of the two companies. Details concerning the background to this development were not immediately known. Hamburg Süd has made it clear, however, that it is not basically against listing the new merged entity on a stock exchange. The company added that Hamburg Süd's supervisory board and executive remain convinced that a merger would greatly benefit both lines. www.hamburgsud.com
www.hapag-lloyd.com

Volumes down in Mumbai. Jawaharlal Nehru Port (JNP), India's busiest container gateway located just south of Mumbai and also known as the port of Nhava Sheva, registered its first decline in throughput for ten years between March 2012 and March 2013. The three container terminals there handled 4.26 million teu in the twelve months under review, or 1.4% less than in the previous like-for-like period. The fall was caused mainly by the fact that DP World, which runs one of the three terminals there, drastically cut its capacities last year, as India's tariff authority for major ports had ordered a rate reduction. www.jnport.gov.in

Direct link to Busan. Sweden is now linked directly to Busan for the first time, as the Danish shipping company Maersk Line has added the South Korean city to one of its sailings from the port of Gothenburg. This means that cargo between the two locations no longer has to be transhipped in Europe. The weekly service thus offers a reduced transport time of 40 days from Gothenburg to Busan. Sweden exports large amounts of steel to South Korea. www.portofgothenburg.com
www.maerskline.com

Rescuing financially-stricken ship operators

Hamburg's shipowners flying the flag

The three German shipping companies Reederei F. Laeisz, Norddeutsche Reederei H. Schuldt and Rickmers Reederei have formed a reconstruction platform. It has been designed to aid ship operators facing bankruptcy and to help them on an interim basis. The project also has the support of several German banks.

The shipping crisis is now entering its fifth year. Many shipowners are finding it increasingly difficult to pay their bills due to the decline in transportation demand, an oversupply of tonnage and the associated lack of income from cargo transportation.

Particularly in Germany, once the home to many limited partner companies for ship investments, many firms have been affected by these developments. The outlook for the coming years is also no better, according to many industry analysts.

Help from within the ranks

«We can't expect the banks alone to do the job of overcoming the current crisis,» said Nikolaus H. Schües, COO of the Laeisz shipping line. In his opinion, all parties should play their part to support the industry in these difficult times.

The three Hamburg-based traditional shipping lines Reederei F. Laeisz, Norddeutsche Reederei H. Schuldt and Rickmers Reederei are setting a good example in this regard. Together with the lawyer Jan Dunken, who acts as the managing shareholder, they formed the company Frachtschiff-Kontor in October last year. The entity is a shipping company set up in the legal form of a GmbH & Co KG (limited company partnership).

It aims to help financially-stricken ship operators to become more solvent again. 31 December 2016 is the deadline for the company's commitment. Then it will evaluate whether and under what conditions ships should be sold again. An important pre-condition for the project was the willingness of some big banks to support the concept.

The financial institutions waive part of the debt due in the event of a sale to Frachtschiff-Kontor. In an ideal case this prevents possible insolvency. The three participating shipping lines then



Photo: thinkstock

The new Hamburg-based company Frachtschiff-Kontor provides a ray of hope for financially-stricken freighters.

take over the management of the ship concerned. Several audit companies were brought in to consider Frachtschiff-Kontor's business plan, which they approved. Further details in terms of financial resources provided by the banks are not known however.

Big banks participating

Four ships worth around USD 100 million have been acquired already by the company, and there is talk of seven more. These are mostly bulk freighters as well as containerships.

In addition to this an option to rescue feeder ships has also been developed. To this end a feeder office has been formed by Rickmers Reederei, together with HS Schiffahrt, which is based in the German city of Haren (Ems). This concept works on the same model as Frachtschiff-Kontor.

What is particularly attractive about this model is the fact that the former owners are involved in a later resale, in the event of the market recovering. According to the three shipping lines Frachtschiff-Kontor is the first rehabilitation option that considers the interests of both banks and former owners.

nau/av

www.frachtschiff-kontor.de

A new container terminal in Rotterdam

First cranes for Maasvlakte II

Terminals around the world are being upgraded, in order to be able to handle the new generation of mega container ships (see also page 7 of our Special supplement). With a planned initial throughput capacity of 2.7 million teu, the construction of the APM Terminals' Maasvlakte II project in the port of Rotterdam is currently the largest such project in northern Europe.

Work is well underway on the construction of the terminal, which has a quay of 1,000 m. The first part of the civil engineering project has already been completed, and installation of the equipment is now underway. The new terminal has just been able to take delivery of the first two of a total of 26 automatic rail-mounted gantry cranes (ARMGs).

These were delivered by the Austrian company Hans Kuenz, and two further rail-mounted cranes were also part of the first batch of new equipment. «The construction phase has so far been very interesting indeed, but now the really hard work starts,» explained Richard de Braak, ARMG project manager of APM Terminals' Maasvlakte II activities. The extensive testing of the automated equipment and IT systems is of fundamental importance in this context. With the delivery of the first two cranes, this testing phase can now commence.

There is thus still plenty of time to overcome any teething difficulties before the planned opening of Maasvlakte II in November 2014. The ARMGs are designed to load and unload trucks as well as a fleet of 37 battery-operated automated transport vehicles with lifting equipment (lift AGVs) fully automatically.

Delivery of the first lift AGV is scheduled for June. The rail-mounted cranes



Photo: APM Terminals

APM's new Maasvlakte II terminal has been designed to handle 2.7 million teu per year.

will be used at the Maasvlakte II rail terminal, which is directly connected to the quay. Four new spurs have initially been planned, and upon completion, a total of eight will then provide a direct connection to the Betuwe line.

This double-track railway connects the port of Rotterdam with the German border at Zevenaar-Emmerich, and is reserved exclusively for freight trains along its 160 km of line. Maasvlakte II will also be connected to the European inland waterway network via a quay specially designed for barges. As well as at Maasvlakte II, APMT is also building new European terminals in Izmir (Turkey), Vado (Italy) and Gothenburg (Sweden). In Poti (Georgia), it is expanding its existing terminal. *av*

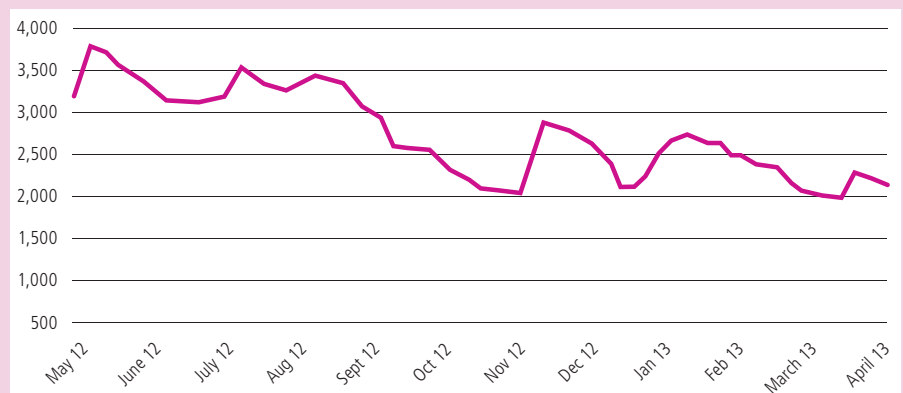
www.apmterminals.com

Declining utilisation rates from the Far East impact on container rates

The London-based analyst Drewry has said that the utilisation rates on west-bound freighters departing from the Far East in January stood at 101%. The reason lay above all in the (expected) bringing forward of cargo on account of the Chinese new year. The result was that utilisation rates dropped to 71% in February. The WCI stood at USD 2,172/feu on 4 April, 4.7% lower than in the previous week. The delivery of about 45 ULCVs will bring a great deal of new tonnage into the market this year.

www.worldcontainerindex.com

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



Source: World Container Index/Drewry



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Shipping groupage containers

Between shippers and carriers

Almost 90% of the goods traded in the world are transported by sea. Since the standardisation of container sizes in the late 1960s, the steel box has revolutionised the transportation of cargo. As a result it has also become easier for shippers of smaller consignments to take advantage of the services of large scheduled shipping lines, by using a non-vessel-operating common carrier (NVOCC).

Saco Shipping specialises in the shipping of less than container loads (LCL), or so-called groupage containers. The Hamburg-based company has been organising the transportation of groupage shipments around the world for 25 years.

After its inception in the 1980s, founders Andrea Briks and Harald Pahl have proceeded to turn Saco, which stands for Sammelcontainer, the German word for groupage container, into an international company. At the time of its founding, the NVOCC industry was still in its infancy. As a result of containerisation, things are now quite different. After initially specialising in export shipments, Saco's services now also include imports.

A shipping line without any ships of its own

The major shipping lines are happy to leave dealing with groupage containers to others, as the documentation of individual cargo components ultimately involves a great deal of time and effort. The role of a NVOCC is therefore not entirely easy. Saco basically acts as a shipping line without any ships of its own. Its customers are exclusively freight forwarders. In order to provide them with good services, and to successfully assume an intermediary role between carrier and shipper, Saco consolidates the extensive range of services of various container shipping lines.

In particular, this means that the company utilises and amalgamates the different timetables and associated destination ports in such a way as to create its own groupage cargo transport product. It is therefore particularly important to design the service in such a way that small consignments are also provided with good options. The comprehensive package includes organising the pre-carriage of consignments at ports of dispatch, storage, packing them into containers, the actual sea transport and finally delivering the cargo. The company focuses on services to regions of the Far East, India, Australia, New Zealand, the USA, South America and South Africa.

Just before Easter, Saco Shipping had reason to celebrate in Hamburg, as its silver jubilee came around. The




Photo: Saco Shipping

Saco Shippings' container packing centre in Hamburg is the heart of its activities.

company employs around 280 people at its head office in Hamburg, branch office in Bremen and at other offices in Germany and at various locations in Western and Central Europe. According to its managing directors the recipe for its successful, long-term survival in the market is a solid and trusting relationship with its customers as well as comprehensive quality management.

av

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Growing container volumes for PSA

Workhorse Singapore

PSA International, a terminal operator headquartered in Singapore, set new throughput records at a number of its locations last year. For the first time ever the volume of boxes passing through the firm's terminals in Singapore broke the 30 million teu barrier.

A total of 31.3 million teu passed through PSA's terminals in the southeast Asian island state last year. The figure, up by 6.4% over 2011, is a good result and is well above global growth of approximately 4%.

The company also reported the highest throughput volumes ever at its terminals in Sines (Portugal), Mersin (Turkey), Genoa (Italy), Chennai (India), Dongguan (China) and Busan (South Korea). The increase in volumes at PSA terminals outside Singapore was comparatively modest, however, coming in at 3.9%.

The corporation's total throughput from its international business amounted to 28.8 million teu. With its total global

volume of 60.06 million teu PSA did quite well, despite difficult economic conditions, and as a result managed to boost its revenues by 4.3% to a total of USD 4.5 billion. The company increased its profits from USD 917 million in 2011 to USD 1.02 billion last year.

Impact of global developments

For the current year, however, the company expects the continuing difficult market conditions to prevail. The oversupply of ship tonnage on the market, the sovereign debt crisis in Europe, the ongoing budget dispute in the USA, not to mention tensions between countries in other parts of the world, have not left PSA



Photo: thinkstock

Singapore remains PSA's strongest performer.

unscathed, despite the latest results. «I expect 2013 to provide us with at least as many adrenalin-pumping developments as last year,» said Tan Chong Meng, the chief executive officer of the PSA International group.

av

www.internationalpsa.com

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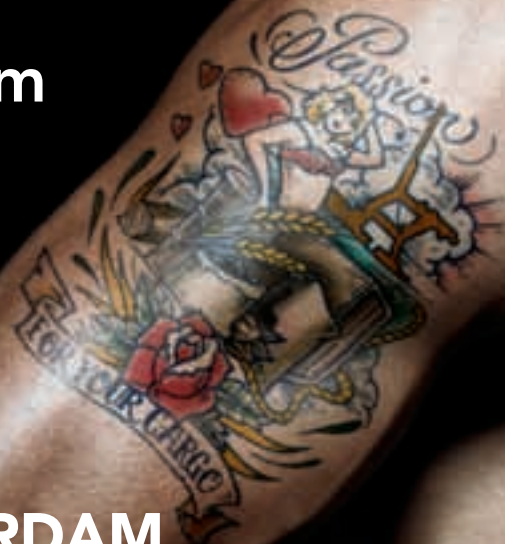
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Inland shipping on the Mississippi

New intermodal terminal for New Orleans

A project for a new intermodal terminal on the Mississippi river in the port of New Orleans is taking shape. A commission has given the US firm Aecom Technical Services Inc the green light to draw up plans for the Mississippi River Intermodal Terminal.

Last year the port of New Orleans received funding from the government to the tune of USD 17 million, in order to be able to expand the Napoleon Avenue intermodal terminal for additional intermodal container handling capacities. An adjacent 4 ha rail yard will thus be modernised.

The construction of the terminal is expected to start in December and last approximately twelve months. The port of New Orleans and the Louisiana port con-

struction and development priority programme have additionally commissioned the construction of an adjacent 1 ha marshalling yard up-river on the Mississippi, at the Louisiana Avenue terminal. The board of directors awarded a construction contract worth USD 3.7 million to the company Hard Rock Construction, headquartered in Metairie, a suburb of New Orleans.

The construction of the marshalling yard started in March of this year and is



Photo: Port of New Orleans

New Orleans is upgrading its intermodal terminal.

expected to be completed by December. The total cost for both projects comes to about USD 26 million. *av*

www.portno.com

Improving services for inland navigation operators in Antwerp

Inland navigation operators at the port of Antwerp now have a new waste disposal option available. The new Lillopark plant is located north of pier 601 (Tijsmanstunnel west), and is the second such facility in the port area on the right bank of the river Scheldt. The Noordkasteelpark waste disposal facility on pier 75 is an existing option there. Kallopark (pier 1103) and a bilge boat are already available on the left

bank. The three disposal facilities and the bilge boat together receive approximately 5,000 t of waste from ships annually.

With the new plant, the port of Antwerp has now become an international waste disposal role model, particularly since inland shippers are able to deliver their refuse at Lillopark outside of normal business hours during the week and on Saturday afternoons. This service is new in the port of Antwerp. *av*

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Record throughput in the inland port of Kehl

In 2012 the port of Kehl recorded an overall volume of more than 4 million t of water-borne goods handled in a year for the first time since it was commissioned in 1900. The 4.12 million t of freight that passed through the inland port meant that it processed 3% more goods last year than in 2011. The figure included no less than 2.7 million t of iron and steel, almost 323,000 t of mineral oil products, around 138,000 t of building materials, approximately 140,000 t of grain and 38,000 t of solid fuels. The total of other goods amounted to about 773,000 t. Growth in the iron and steel, grains, and cellulose fields was especially strong. *av*

www.hafen-kehl.de



Photos: Doha airport

The modern freight terminal of Doha's new airport looks just as it was planned to look all those year ago – but the devil is in the operational detail.

Planned, built and (not yet) opened airports

New airports for the world of freight

At the same time as the implementation of a long-awaited airport project in the Ecuadorian capital of Quito (see page 22 of the Latin America Special supplement to ITJ 13-14/2013,), Sri Lanka has opened its second international airport. A grandly-announced event in Doha (Qatar) has not materialised yet, in contrast. A look at construction plans, designed to address the expected boom in air transport.

Plans for a rather futuristic new airport in (!) the Thames estuary occasionally surface in London (United Kingdom), whilst in Istanbul (Turkey) the deadline for the submission of tenders for a third hub is going to expire in the coming days, in Nantes (France) the building work for a new airport has begun and in Berlin (Germany) it seem it will simply never end.

The example of Berlin is being taken to an extreme by planners in Doha (Qatar), where the opening ceremony for Hamad international airport (HIA), which had been postponed to 1 April, was called off only a couple of hours before it was set to start. The Middle Eastern project, which was designed to replace Qatar Airways' hub (DIA), which has become rather outdated, is particularly ambitious (see box). It aims to emulate hubs in the country's southern neighbour UAE.

There, the immodestly named World Central airport was inaugurated in June 2010. So far, it has only handled freight, albeit with fabulous growth rates, and will now also open to passenger traffic next autumn. 120 million passengers are set to take off and land on its five runways annually in future, in addition to 12 million t of airfreight.

Mattala Rajapaksa airport is located as little further to the east, but is also in the Indian Ocean and has already become a focus for three Middle Eastern airlines – Qatar Airways, Etihad and Emirates. The second international airport of the island state of Sri Lanka was inaugurated on 18 March. The USD 200 million state-owned facility is scheduled to initially handle 45,000 t of freight per year, exporting predominantly textiles and perishable goods. After expansion schemes

continuing to 2015 the annual capacity is set to be more than tripled. In the meantime, IAG Cargo has announced that it will restart flights from Sri Lanka – following a 15-year break. From 15 April a Boeing B777 will serve the island three times a week from London, flying via the Maldives but only proceeding as far as the capital Colombo.

www.mria.lk

Plan for massive growth in Doha (HIA)

Capacity: 1.4 million t pa (DIA: 0.4 million t)
Apron loading bays: 15 (0)
Off-apron loading bays: 32 (20)
Air-conditioned warehouse: yes(no)
Automated warehousing system: full (half)
ULD screening: yes(no)
Veterinary station: yes(no)

www.ndiaproject.com

Global aviation interested in Texas

Turkish Airlines rolled out a direct connection between Istanbul and Houston on 1 April. The flights, scheduled for four days a week, will be increased to six from 3 July. This will provide more potential to exchange goods between Europe and the biggest city in Texas, thanks to the bellies of the Boeing B777-300ER aircraft that will be deployed on the route. They can carry up to 58 t of freight.

The biggest airport of the local aviation system named after former US president George W. Bush was forced to post

a slight dip of 1.8% in freight volumes in 2012, to come in at 438,000 t – after several years of steadily increasing figures. It now ranks 46th globally, 14th in the US, and it is the No. 2 hub in Texas.

It ranks behind the Dallas Fort Worth airport, which is placed 11th in the US and 36th globally thanks to slight growth of 1.4% to 602,000 t last year. It can be reached from 200 destinations from June, of which 52 are outside the USA.

The worldwide aviation industry is set to converge on Dallas, as Tiaca is hold-



Photo: Dallas airport

An extended USD 29 million fire-protection training centre was inaugurated in Dallas at the end of March.

ing its executive summit and AGM there from 16 to 18 April.

www.dfwairport.com

www.fly2houston.com; www.tiaca.org

Globe Air Cargo Switzerland

Agents of growth

Globe Air Cargo Switzerland, the Swiss member of the global ECS Group (see also ITJ 49-52/2012, page 15), integrated the company Sirius into its organisation earlier this year, thus expanding its portfolio to include Delta and TAP.

Nick Kroebl, Globe Air Cargo Switzerland's sales director, has announced the integration of the company Sirius into Globe Air Cargo Switzerland – just in time for the latter's 18th birthday. The

company started its activities as a general sales agent (GSA) in Switzerland in April 1995, then operating under the name of Tristar Aviation. The firm, which is considered one of the country's leading



Photos: Globe Air Cargo Switzerland

Globe Air Cargo Switzerland's Geneva and Zurich teams (right picture). Managing director **Heinz Brütsch** is 4th from the left in the right picture and sales director **Nick Kroebl** is on the right.

GSSAs today, can now tap the cargo capacities of two additional airlines. What's more, it has increased its personnel through the acquisition of two experienced workforces and added office space in two key locations in Zurich and Geneva. «Of course, this was occasion for an official opening party, which was held in February with more than 100 customers in attendance,» Kroebl said.

The agency, which has been doing business under its current name since its integration into the ECS Group in 2005 and which has 18 employees at its own offices in Zurich and western Switzerland, also handles cargo from Bern and Basel airports. The most important airlines represented by Globe Air Cargo are Brussels Airlines, Etihad Cargo, Hainan Airlines, LOT and SAS.

The integration of Sirius has added Delta Air Lines and TAP to this impressive list, enabling the agency to offer its customers more than 700 destinations. Kroebl closed by saying that «we now offer complete access to the global market and are ideally positioned for the future.»

www.globeaircargo.ch

Cargolux progresses to the next level

Cargolux Airlines International recently operated its first Boeing B747-8F revenue flight to Noi Bai airport in Hanoi, thus making the Vietnamese capital the 100th airport worldwide where a B747-8 has landed. It was a mere 16 months ago that the Luxembourgian full-freighter operator became the first airline to receive a B747-8F.

Richard Forson, Cargolux's interim president and CEO, pointed out that the addition of the 76th destination to the carrier's network «is the result of Vietnam's determination to join the growing list of countries with 747-8-approved airports.»

Cargolux simultaneously increased its cargo services connecting Hanoi to the world to three weekly rotations on 1 March. In addition to those flights, the airline also serves Ho Chi Minh City, an important centre of trade and industry in the south of the country, with one connection every week. «The third flight, as well as the subsequent introduction of the advanced B747-8F, with a higher payload, underlines the commercial importance of Vietnam for Cargolux,» Forson added.

When the jumbo touched down at Noi Bai airport, Brazil remained the only country in Cargolux's network with no airports certified for B747-8 operations.

Cargolux celebrated its 43rd anniversary early in March with yet another milestone – the delivery of its 25th B747F. Cargolux introduced the B747F in 1979, acquiring its first two B747-200Fs then. In 1993 Cargolux became the world's first operator of the B747-400F, and last but not least, it ordered 13 B747-8Fs in 2005.

ab

www.cargolux.com



Photo: Boeing

Cargolux's Boeing was doused by a rainbow on landing in Hanoi for the first time on 17 March.

New road feeder services for the Netherlands

The service provider Jan de Rijk Logistics, which is headquartered in Roosendaal, signed two important new contracts in March. First it extended an existing European road feeder service contract (RFS) with Singapore Airlines Cargo, which made the Dutch company Singapore Airlines Cargo's preferred supplier of trucking services at the latter's main European hubs at the airports in Amsterdam (Netherlands) and Brussels (Belgium). The company said that «the addition of the Singapore Airlines Cargo volumes is a positive development for Jan de Rijk in the current cargo market and simultaneously also a perfect fit for the company's existing extensive trucking network.»

Jan de Rijk has also extended its collaboration with Air France-KLM-Martinair Cargo. On 1 May it is adding RFS to and from Copenhagen, Billund (both Denmark) and Helsinki (Finland) to its existing RFS between Amsterdam and Malmö (Sweden) for the Franco-Dutch company.

www.janderijk.com

www.afklcargo.com; www.siacargo.com

Pharmaceuticals logistics • Packaging

Sensitive goods securely packed

With a product line called clinical express exclusive, the service provider TNT Express has been offering its customers a range of packaging services for the global shipment of clinical samples and test medications for several years now.

The right packaging is an important part of a reliable delivery. It is the only way to ensure from the very beginning that packages arrive at a recipient's address undamaged. TNT Express provides its customers with optimal packaging options for just about any requirement.

With its clinical express exclusive line the company offers services for the global delivery of clinical samples and test medications for clinical studies. For temperature-controlled transport, various types of packaging guarantee that the shipment arrives safely at its destination in a specified time frame under specific temperature conditions.

The company's clinical express exclusive line offers customers three packaging options, namely Medpak frozen, Medpak thermo and Medpak thermo IMP.

Expanded reefer transport services

Medpak frozen is available in three different sizes. With this solution, dry ice shipments taking up to 96 hours in transit at temperatures as low as -79.5°C can be carried out. Individual solutions in other temperature ranges are available on request.

This complete packaging solution conforms to the Iata DGR and ADR packaging regulations P(I) 650 for diagnostic samples (UN 3373, category B biological substances) and also Iata's packaging guideline P(I) 904 for dry ice.

Medpak thermo, which is additionally available in three sizes, is suitable for substances that have to be transported in a temperature range between 2°C and 8°C or 10°C to 25°C . For both packaging variants, optional calibrated temperature loggers guarantee an exact record of a product's temperature during its time in transportation.



Photo: TNT Express

The TNT Express packaging solution called Medpak frozen allows customers to carry out shipments taking up to 96 hours in transit at temperatures as low as -79.5°C .

The positive customer response was an incentive for TNT Express to expand its refrigerated transport services to customers in the field of clinical research. Not long ago, the company started a shipping service for investigational medicinal products (IMPs, or test pharmaceuticals) for clinical studies.

The company has expanded and optimised its existing Medpak thermo packaging system, in cooperation with a clinical research organisation, and has developed special packaging for the shipment of IMPs. Medpak thermo IMP fulfils the requirements for test medications which are far more stringent than those for the existing solutions.

A constant temperature for 96 hours

The outstanding thermal characteristics of the Medpak thermo IMP packaging are achieved through the use of vacuum insulation panels in combination with cool/hot packs, filled with special phase-change material (PCM).

The packaging can maintain a temperature for more than 96 hours in a desired range. The interior of the Medpak thermo IMP has a volume of 24 l. The packages and all of the elements they contain are inspected and cleaned at regular intervals by trained personnel, enabling Medpak thermo IMP units to be reused many times.

With its clinical express network, TNT Express has created a professional and economical service for secure express shipping of diagnostic samples. In addition, the express service provider offers its Medpak A solution, a packaging set especially for secure shipping of such samples. The set ensures preferential and particularly careful handling in TNT's express network.

The secondary and external packaging is suitable for dangerous goods class 6.2/UN 3373, category B infectious substances. In combination with the secondary packaging (pathopouch), the Medpak A meets the packaging requirements of Iata DGR and ADR P(I) 650.

Trained to intervene if required

Due to the sensitivity and strict and special requirements of shipping in the field of clinical studies, TNT Express has established its clinical express centre, a customer service network specialised in this market operating in more than 50 countries.

Employees are specifically trained in every aspect of the supply chain for clinical studies. They inspect packages throughout the shipping process and their knowledge and authorisation levels enable them to intervene immediately when required.



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Intermediate storage of dangerous goods at Contargo's facility in the Höchst industrial park

Flexibility in containers

Producers of dangerous goods must adhere to numerous regulations when it comes to storage. Dangerous goods containers offer added flexibility when a producer's own storage capacity is exhausted. The Contargo trimodal container network operates a terminal with storage areas in the Höchst industrial park.

Containers tower above the banks of the river Main. Above them glides a crane which can move them safely from place to place in no time flat, be it from a barge to a truck, railcar or storage area. The trimodal terminal in the Höchst industrial park is abuzz with activity.

This terminal is where the entity called Contargo Industriepark Frankfurt Höchst tranships containers full of raw materials used for production in the industrial park. Numerous products from the businesses located there also travel in the opposite direction. The raw materials destined for further processing are transported on barges bound for the western ports of Rotterdam (Netherlands) and Antwerp (Belgium).

Dangerous goods warehouse

Two simultaneous departures to the western ports are on the barges' schedule three times a week. And when the water level in the Main is too low to permit shipping traffic, then the containers are transported either by rail or overland by road. «For the companies here at our location that are continuously in production, a high degree of supply security is indispensable,» said Andreas Mager, the terminal manager of Contargo Industriepark Frankfurt Höchst.

His operation is organised into two clear functional areas. The eastern terminal is dedicated exclusively to road-rail transshipment. The terminal has no storage area and dangerous goods must be shipped directly onward, out of the terminal. The western terminal, in contrast, is used mainly for barge transshipment,



Photo: Infrasev Logistics

A bird's-eye view of the trimodal container terminal in the Industriepark Höchst near Frankfurt.

which is due to the frequently considerable quantities of raw materials arriving at the terminal at once.

In addition there is a 7,800 sqm dangerous goods storage area directly next to the quay, where containers are arranged along three access roads. The theoretical storage capacity is limited by the strict legal requirements, however. Germany's federal emissions law (BImSchG) regulates precisely which materials may be stored together.

Not all classes permitted

Furthermore, the permit for the storage facility specifies the quantities of each individual class of materials which may be stored there. Substances from dangerous goods classes 2, 3, 4.1, 6, 8 and 9 may be

stored at the Contargo terminal in the Höchst industrial park. In addition, substances in classes 1.4, 4.2, 4.3 and 5 may be transhipped through the facility. Contargo is not permitted to tranship highly explosive items (dangerous goods class 1) and radioactive substances (dangerous goods class 7).

Chloromethane and dimethyl sulphate

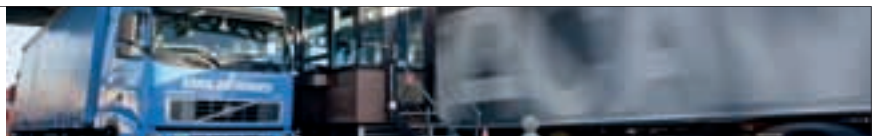
Airbags needed in the production of automobiles are one exception to the prohibition against handling explosive goods, but even airbags may not be stored at the facility. Contargo's permits, issued in accordance with German emissions laws, have been unchanged since 2002. The

continued on page 24

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continued from page 23

initial permit was issued to the company Höchst in 1992, when it was still a going concern. It was the predecessor of Infraser Logistics and its subsidiary Contargo Industriepark Frankfurt Höchst.

The storage capacities of the facility depend crucially on the quantity guidelines specified by the government committee that issued the permits. Storage capacity for tank containers filled with class 2 liquefied compressed gases is in particularly high demand and is well utilised. Large amounts of chloromethane and dimethyl sulphate are stored there, basic substances for further processing which are transported by barge to ocean ports and onward to purchasers.

80% full – some free capacities

«Storage in tank containers gives our customers flexibility. It lets them concentrate on their core business, production, and prevents them from being forced to stop producing due to storage constraints,» Mager explained. If demand for storage space for class 2 dangerous goods remains strong, Mager has his eye on expanding those capacities in his terminal. «On the whole, our capacity utilisation fluctuates considerably, because most of the goods we store are seasonal products,» he said. Among those products are pesticides produced in the Höchst industrial park.

Permit guidelines also affect the way the storage facility is designed. Prohibitions against storing certain goods together determine which goods can be stored in which row. Construction guidelines require numerous safety measures, such as a retaining basin for fire-fighting water to prevent liquids from seeping into the

soil in the event of an accident. These requirements also explain why only 20 and 40 ft containers are welcome in the storage area of the Höchst industrial park – the dimensions of the sealed surfaces cannot be utilised efficiently with 30 ft containers.

Contargo's container storage facility is currently about 80% full of tank containers. Maritime containers filled with granulates and other similar goods play a secondary role in storage. Often they are simply transhipped. There is still free capacity, particularly in classes 3 (inflammable liquids), 6 (poisons), 8 (corrosive substances), and 9 (all other substances which are dangerous to move but which do not belong in any of the other classes).

More than just storage

The trimodal terminal can offer its customers a broad range of other services in addition to just storage. For instance, depending on the products they contain, containers outfitted with the right kind of technology can also be placed in cold storage.

The terminal has the high-voltage power connections required for such containers, which is why, in addition to container handling in the facility and storage documentation, Contargo also offers temperature-controlled services for stored containers. Customers may use



Photo: Infraser Logistics

A container being loaded onto an inland waterway barge.

this service, for instance, if they want to store goods which have to be introduced into the production process at high temperatures and have to be heated up to 90°C for about a day.

Protecting the high value of goods

Another example also underscores just how flexibly the facilities at the Contargo terminal can really be used. Containers can be chilled at any time for the transhipment of goods which have to be transported in a strictly pre-determined temperature range. Mager closed by saying that «this enables us to protect the high value of sensitive goods.»

www.infraser-logistics.com

www.contargo.net

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Augustin Quehenberger Group

Cautiously optimistic

The Augustin Quehenberger Group, an Austrian logistics company which is based in Strasswalchen near Salzburg, finally completed its restructuring after three and a half years. It made a profit in 2012, and the company is optimistic for the current year.

Christian Fürstaller, the chief executive officer of the Augustin Quehenberger Group, offered this satisfied summary of his company's performance last year. «In a rather short period of time we achieved all of the targets which we set ourselves when taking over the two long-established companies Augustin and Quehenberger. We have an entirely new setup and are now strengthening the firm to continue to grow». Augustin Network's own fleet of vehicles was reduced by 100 trucks in 2012, and Quehenberger Logistics was integrated into the firm. This resulted in a slight loss in sales, which dropped from EUR 413 to 401 million. Organic growth without this one-off restructuring effect came in at 5%.

CFO Rodolphe Schoettel emphasised that a double-digit loss had thus been turned into an operating profit in just a few years. At the same time, more than EUR 70 million was invested in equipment, branches and systems, in order to make the group ready for the future.

On course for growth

The group now has the right organisational, management and production structure in place. It runs 85 branches in 17 countries between Spain and Russia. Its operations are managed by two its two COOs Christian Braunstein and Klaus Hrazdira, and the company is managed operationally by its owners Fürstaller and Schoettel. The group is cautiously optimistic con-



Photo: Augustin Quehenberger Group

Christian Fürstaller, CEO and co-owner of the Augustin Quehenberger Group.

cerning the current year. Overcapacities in the market will continue to keep price pressures strong, even if the economy has picked up again slightly. After completing the restructuring, the group is strengthening its growth, Fürstaller said. He expects the group's sales figure to increase by 4-5% in 2013. *ra*

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In brief

Menlo Worldwide in Belgium. Menlo Worldwide Logistics, a global logistics subsidiary of Con-way Inc, is continuing to expand its distribution centres in Europe by establishing a new 16,000 sqm facility in Genk (Belgium), in order to provide warehousing, distribution and supply chain management services to manufacturing and retail industries. The Genk centre can serve local customers and also supply Western European markets. www.con-way.com

New terminal for Norwegian post office. The Norwegian post office Posten Norge has opened a new parcel and freight terminal in Fredrikstad, in the southeast of the country on the border to Sweden. The 8,500 sqm facility will be used by the Norwegian post office and its freight unit, called Bring, to handle around 12,000 packages and 750 inbound and outbound freight shipments every day. www.posten.no

Austrian post office. The Austrian post office Österreichische Post generated a turnover of EUR 2.3 billion and earnings before tax and interest (ebit) of EUR 182 million in 2012. Both of these figures represent an improvement of 9% vis-à-vis 2011. The company's ebit margin came in at 7.7% in 2012. www.post.at

Poste Italiane. The Italian post office Poste Italiane generated revenues of EUR 24 billion in the last financial year, representing an increase of 9% vis-à-vis the previous year. The company said that it had made a net profit of EUR 1.032 billion in the year under review. www.poste.it

Stef reports good result. The French reefer transport and logistics group Stef improved its sales for 2012 by 9% in comparison with the previous year, reporting a figure of EUR 2.5 billion. Its net profits rose by 6.4% compared with 2011, coming in at EUR 55.5 million. www.stef.com

Kuehne + Nagel to serve Globus in Russia. Globus, a chain of department stores doing business in Germany, Czechia and Russia, has selected the global logistics enterprise Kuehne + Nagel (K + N) as its logistics partner in Russia. K + N will supply Globus shops and manage imports from Bulgaria, China, Germany, Italy and Thailand. K + N will also be in charge of all customs clearance activities for Globus in Russia. www.kn-portal.com

Dachser improved again in financial 2012



Photo: Dachser

Dachser transported almost 50 million consignments in 2012.

The global logistics service provider Dachser reported new all-time high figures in terms of both sales as well as employees in 2012. The Kempten-based German corporation increased its 2012 revenues to EUR 4.41 billion, which is 3.7% higher than the EUR 4.25 billion registered in 2011.

The enterprise transported a total of 49.8 million consignments, weighing 37.5 million t overall, in 2012, which in turn is around 1% more than in the previous year. The number of company-owned branch offices worldwide rose to 347 at the end of 2012, with 92 of them in Germany. Dachser employed a staff of 21,650 people worldwide.

Dachser set initial growth impulses for 2013 with the acquisitions of the Spanish logistics providers Azkar and Transunion early in the year. Dachser aims to earn more than EUR 5 billion in revenues (including revenues from these acquisitions as well as those expected from organic growth) for the first time ever in the company's history in the 2013 fiscal year. www.dachser.com

GW gearing up for the future in Wels

The Austrian transport and logistics enterprise Gebrüder Weiss is preparing for the future by building a new terminal at its Wels branch, near Linz (Austria). A modern 9,300 sqm logistics complex with another 3,800 sqm of office space will be constructed next to its existing 18,000 sqm warehouse. The terminal will open for business early in 2014. www.gw-world.com

Agility pleased with results

The logistics firm Agility reported a net profit of KWD 9.6 million (EUR 24.5 million) in Q4/2012, an increase of 179% over Q4/2011. Q4's revenues stood at KWD 384 million (EUR 1.046 billion), an increase of 9% over Q4/2011. Net profits for the year to 31 December 2012 were KWD 34.3 million (EUR 93.5 million), an increase of 27% over 2011. Revenues grew by 7% to KWD 1.4 billion (EUR 3.82 billion). www.agilitylogistics.com

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DB Schenker Logistics improving in Ukraine

DB Schenker Logistics, the German state railway Deutsche Bahn's transport and logistics service provider, headquartered in the city of Essen in the German state of North Rhine-Westphalia, is expanding its services in Ukraine.

The company has leased additional capacity in a new multi-customer warehouse, located in Belogorodka, 7 km from the Kiev ring road in the Amtel terminal. The 45,000 sqm modern logistics centre has a ceiling height of 12 m, anti-dust flooring and a cross-docking system. There are parking lots for 60 trucks and 120 cars.

The complex also boasts 3,500 sqm of office buildings. To start with, DB Schenker will use 3,100 sqm of the facility itself, with the opportunity to grow further and serve customers from the consumer goods, electronics, chemicals and automotive industries. A further 600 sqm will be used for office space.

www.dbschenker.com

TNT Express planning to cut 4,000 jobs

TNT Express has presented details of its strategy to improve profitability by 2015. The Dutch CEP and logistics provider, headquartered in Hoofddorp, near Amsterdam, is planning to cut 4,000 jobs over the next three years. The corporation currently employs around 69,000 people worldwide.

As was announced earlier this year, the corporation is set to reduce its exposure to fixed intercontinental air capacity as well as sell inland activities in Brazil. The same measure – shedding capacities in the road haulage segment – has already been completed in China in the meantime. The measures should cut costs by EUR 220 million by 2015. And last but not least, TNT Express will also adjust its infrastructure and merge depots in certain markets and regions. These restructuring measures are expected to cost approximately EUR 150 million overall through to the year 2015.

ra

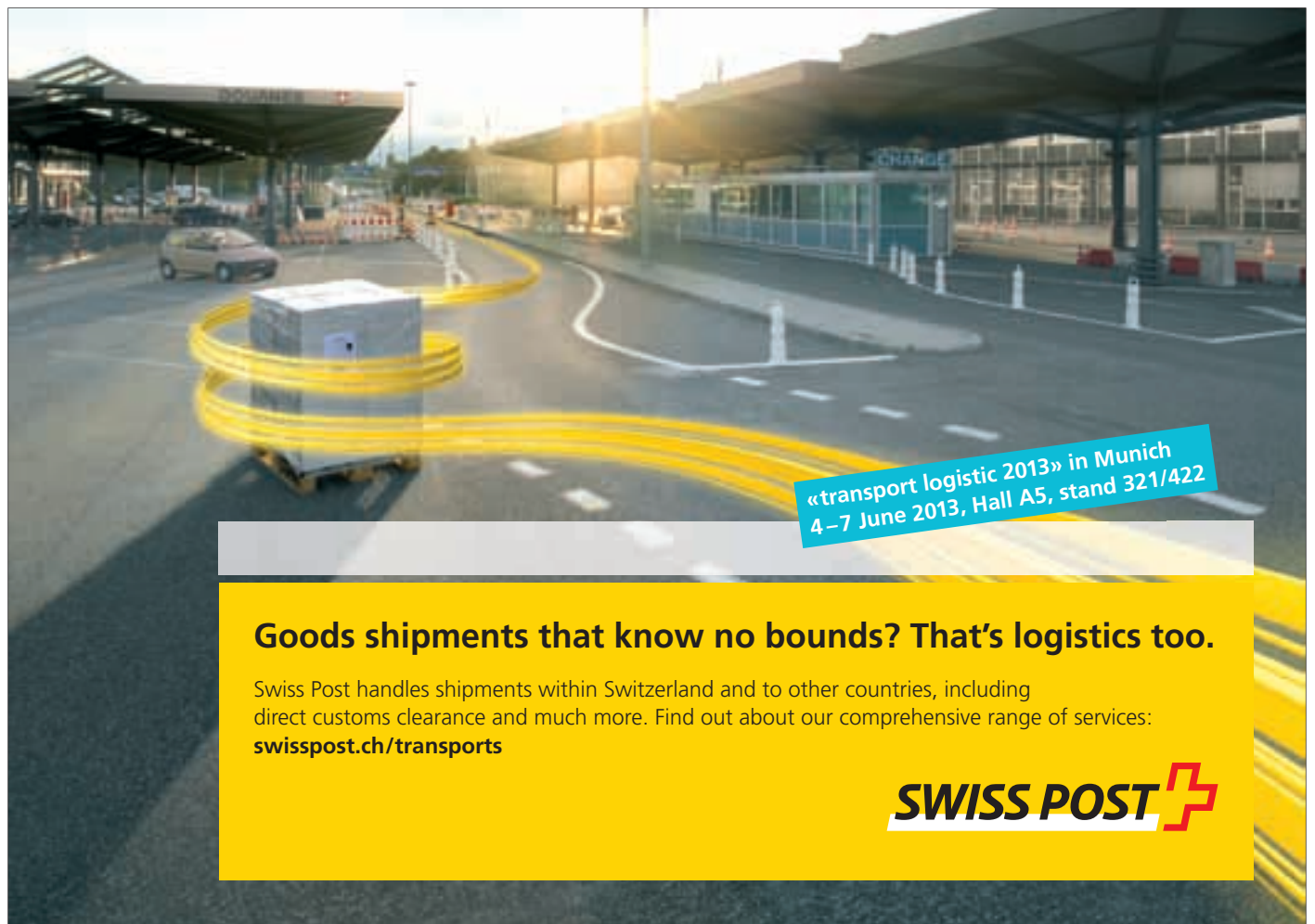
www.tnt.com

In brief

UPS in Vietnam. The US integrator, parcels and logistics corporation UPS has said that it recently became the first global express delivery company to wholly own a subsidiary in Vietnam, following its acquisition of the 49% stake that the Vietnamese post office owned in VN Post Express, the partners' joint express delivery venture that was established in 2010. UPS already owned the other 51% of the shares. www.ups.com
www.vnpost.vn

Alacat. The 30th annual congress of the Federación de Asociaciones Nacionales de Agentes de Carga y operadores internacionales de América Latina logística y el Caribe (Alacat), the association of freight forwarders in Latin America and the Caribbean, will take place in Guayaquil (Ecuador) from 20 to 22 May this year. www.alacat.org


U-Freight. The U-Freight Group, a Hong Kong-based logistics enterprise, has improved its coverage of China's coastal regions by moving its Xiamen office to a new airport location. www.ufreight.com



«transport logistic 2013» in Munich
4-7 June 2013, Hall A5, stand 321/422

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K + N Munich becomes a system partner for 24plus

Gateway to south-eastern Europe

Following a six-month transition phase, Kuehne + Nagel Munich has now introduced its general cargo business into the 24plus network. This includes its own general cargo shipments from the region, as well as shipments from southern Europe and Turkey.

Since 2 April the Munich branch of the international logistics company Kuehne + Nagel, has been a systems partner of the general cargo cooperative 24plus. K+N Munich has already been operating as an in-bound 24plus partner since 1 October 2012, and is now taking over the distribution of general cargo and the collection of procurement logistics shipments in the greater Munich area for the network.

The move came about because the former Munich-based 24plus partner, ABC Logistik München, withdrew from the network at short notice on 30 September of last year.

Following a six-month transition period, the local K+N branch has now introduced general cargo into the 24plus network. This includes both its own general cargo customer shipments from the area around the Bavarian state capital, and also international shipments, particularly from southern Europe and Turkey. In exchange, the 24plus partner

is able to use the depot as an international gateway to the southern and south-eastern Europe. «We're pleased with the overall development of our presence in Munich,» 24plus managing director Peter Baumann explained. «By including shipments from both parties we've gained a high-volume partner that not only supports our regional activities, but also enriches our network with international connections.»

Wolfgang Herrling in turn, the head of overland operations for the southeastern region (Bavaria) at K+N, explained the benefits for his company by saying that «as a 24plus partner, we have access to a qualified network through which we can procure and distribute goods throughout Germany.» Three of the international lo-



Photo: K+N

The 24plus alliance is banking on K+N from now on in Munich.

gistics company's branches – including the one in Munich – are now part of the 24plus alliance. At the beginning of September 2012, K+N's Lichtenfels branch in northern Bavaria joined the 24plus cooperative network. K+N Stadtallendorf (Hessen) has been a member of the network since September 2001. *ab*

www.24plus.de
www.kn-portal.com

New Kehl–Rotterdam service introduced

The multimodal transport provider, H&S Container Line, which is headquartered in Duisburg, has introduced a new service under the name Black Forest



Express. H&S now offers a twice-weekly service between the cities of Kehl (Germany) and Rotterdam (Netherlands), both on the Rhine. The Waalhaven area of Rotterdam is also served via the

RSC Terminal, as are the main ECT Delta, APMT and Euromax terminals. A spokesperson for H&S said that «the move has been designed to round off our multimodal transport service in the Kehl/Strasbourg area.»

The company already offers its Blue Arrow Line service, with three barge sailings a week to and from Antwerp and Rotterdam, serving the Kehl, Strasbourg north and Strasbourg south terminals, as well as its Alsace Flanders Express high-frequency rail service, which runs five times a week from the Strasbourg north terminal to the sea ports of Antwerp and Zeebrugge.

www.hs-containerline.com

VTG on track for growth

The German company VTG Aktiengesellschaft, one of Europe's leading wagon hire and rail logistics companies which is headquartered in Hamburg, improved its group turnover by 2.3% to EUR 767 million in 2012, compared to 2011. Its operating result (ebitda) increased by 3% to EUR 174 million, thereby achieving the middle point of the range it forecast in February 2012. VTG expects all three of its divisions (wagon hire, rail logistics and tank container logistics) to develop positively in 2013, and is predicting turnover of approximately EUR 780 to 830 million for the year, as well as an ebitda of about EUR 180 to 190 million.

www.vtg.de



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Change of service provider in transalpine railfreight sector

Drama at the Gotthard

The announcement of a cooperation deal between DB Schenker and SBB Cargo on the Gotthard route, to commence when the timetable changes in December, was accompanied by the news that BLS is to remain DB's partner at least on the Lötschberg route.

On 12 March BLS celebrated the 100th anniversary of the Lötschberg railway. Shortly thereafter, however, the company had to accept that DB Schenker had switched service providers on the Got-

thard route. The additional volume for SBB Cargo is significant. Daniel Bürge, sales manager at SBB Cargo, said that it adds up to «several thousand trains a year,» all of which need operational and

traction services on the Basel/Singing to Gallarate/Chiasso and Basel to Domodossola routes. Bernard Guillelmon, the chairman of BLS, provided the concrete numbers, namely ten pairs of trains daily, which equates to a loss of 5,000 out of 6,000 trains annually on the Gotthard route that are provided by BLS. Guillelmon expressed his doubts as to whether the DB Schenker contract would be profitable in the given conditions. The route charges are the same for all providers, only labour costs offer some degree of flexibility.

Guillelmon knows what he is talking about, having been in charge of operations and infrastructure at SBB from 2001 to 2007. BLS is considering a com-



Photo: BLS Cargo

DB Schenker Rail locomotives hauled BLS Cargo trains across the Gotthard in 2013.

plaint to the monopolies commission. Daniel Bürge of SBB Cargo rejected the dumping allegations, however, stating that «We can't afford to make that kind of a mistake.» His CEO Nicolas Perrin is convinced that his company will be fine. «We'll prove ourself through our performance.»

Although BLS calls it a new «focus on

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thard route. The additional volume for SBB Cargo is significant. Daniel Bürge, sales manager at SBB Cargo, said that it adds up to «several thousand trains a year,» all of which need operational and

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profitable traffic,» the bloodletting due to the lost contract is considerable, with around 70 to 80 jobs having to go. These include around 50 to 60 engine drivers based in Erstfeld and Bellinzona/Chiasso. It is possible, however, that some of them may be deployed as engine drivers on the Gotthard route in 2014 – as new employees of SBB Cargo.

In the first stage, however, SBB will utilise existing staff in Ticino better, where there is excess capacity, according to SBB spokesman Christian Ginsig. The company has also not ruled out hiring train drivers from outside Switzerland. The Swiss railway and transport workers trade union (SEV) describes this possible scenario as the «horrible side of liberalisation.» DB Schenker's argument for the change is that it is in the interest of diversification in Switzerland, but such an argument is too finely spun. It is obvious that the switch was triggered by a price war. BLS Cargo has been in the red since 2010. It had to write down losses of CHF 1.85 million in the last financial year and posted losses in its execution of the last DB Schenker contract. After extensive negotiations it declined to make DB Schenker Rail an offer.

The cooperation agreement with SBB Cargo is also surprising as DB Switzerland Holding owns 45% of the stock of the firm BLS Cargo. Thus BLS currently «sees a need to reassess and reorganise the terms of our partnership.»

cd

www.blscargo.ch; www.sbbcargo.com

In brief

Canada upgrading border crossings. The Canadian government is investing EUR 65 million in upgrading three border crossings, to increase capacity for commercial traffic and minimise waiting times, whilst simultaneously strengthening security. The three centres affected are the Lansdowne border crossing, which connects northern New York with southeastern Ontario, the Emerson crossing, south of Winnipeg, and the so-called North Portal crossing on highway 39, the main Canada-US border crossing in Saskatchewan. (ben)

www.canada.gc.ca

Customs union to reorganise road haulage. The Russian, Belarusian and Kazakh customs union may cancel permits for road haulage in the association. The Belarusian vice-premier Mikhail Rusyi reported on talks with Kazakhstan that were conducted recently, with the aim of increasing the volume of goods carried to and from Kazakhstan. The Belarusian transport ministry expects to make progress on the issue this year.

<http://news.belta.by/en>

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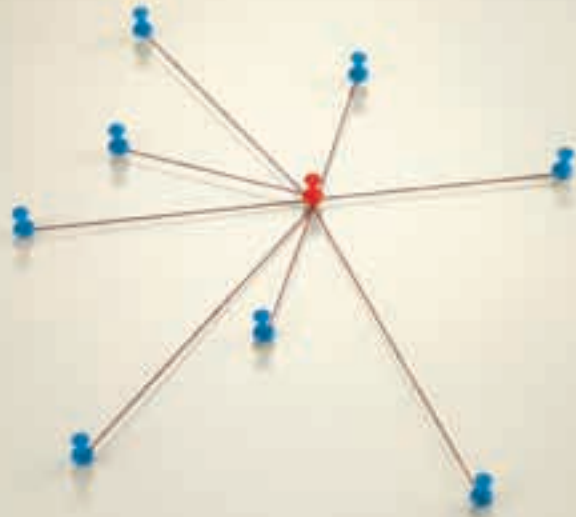
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The overseas transportation of industrial plant equipment

Safely stowed in wind and waves

Shipping industrial equipment safely is one of the shipping industry's high arts. It is not only about accurately managing a chain of complex processes, but the freight has to be made ready for transport, securely packaged and protected against corrosion. To meet these challenges, the Zufall Logistics Group and the firm Kopack Industrieverpackungen have signed a cooperation agreement.



Photo: Zufall Logistics Group

The first few metres of a consignment headed for China. A 30 t stove, packed by Kopack, sets off on a Zufall lorry.

Shippers face two challenges when shipping industrial equipment. The size and shape of the packages, and the climatic conditions during the sea passage. Addressing both challenges requires sophisticated packaging that protects the product whilst at the same time facilitating the transport.

Expert knowledge is required to meet these challenges. So the Zufall Logistics Group works together with expert partners. Four years ago, the forwarding and logistics service provider headquartered in Göttingen (Germany) deepened its relationship with the Kassel-based industrial packaging company Kopack, based on many years of successful col-

laboration and trust, and signed a firm cooperation agreement. Because the partners combine their expertise they are in a position to transport anything a customer wants to move, from antique furniture in the USA to a 30 t stove to China.

A single contact

«The collaboration has the great advantage that customers have one single point of contact in the firm,» Annette Otte, head of sea freight exports for Zufall in Göttingen, explained. «We stay close to customers throughout the process, from the first enquiry until the goods arrive at their frequently distant destination.»

Kopack manager Marcus Kowal confirms this, saying that «customers experience this as a cooperative endeavour between two close partners. Because we operate as one entity the number of interface points with the customer is reduced and the process is transparent and efficient.»

The processes followed by the forwarding company and the logistics and packing services provider are smooth and always follow a pre-determined path, regardless of whether the partners are dealing with a wind tunnel being shipped from Göttingen to Houston (United States of America), or a test module being hauled from Nordhausen to Nagoya (Japan). The Zufall Logistics Group is always in charge of managing the entire operation.

Made to measure

It all starts with a joint visit by Kopack and Zufall representatives to a customer's premises, where they examine the cargo that is to be shipped. «That's where we make an initial estimate and decide on the mode of transport,» Kowal, who heads Kopack, said. And that is when it becomes apparent whether the cargo fits into a 40 ft container, in which case it is stowed professionally and secured for the long journey.

If not, the cargo is considered unique and a Kopack carpenter makes a brand new huge wooden crate – made to measure packaging. Kopack then makes a



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packing list based on the cargo details that have been assembled. The data includes the size and weight of each consignment, including packaging, and each unit is numbered. On the basis of this list the Zufall Logistics Group specialists decide which and how many transport units and specialised vehicles are needed.

Packers receive cargo unpacked

«We pick up no less than 85% of the goods unpacked, and bring them here to Kassel,» Kowal, managing director of the private company Kopack Industrieverpackungen Kowal, which has been in business for five decades. In any case it is usually not possible to pack the cargo at the customers' premises, because the right forklift or the required loading equipment may not be available.

Most goods thus cover the first few kilometres of their journey unpacked. For this trip all the secure loading rules are applied, including the use of anti-slip mats, stretchable straps and chains. The real packing is done at the Kopack site in Kassel, however. This can be a sensitive issue for customers. But the joint ven-

ture partners have two trump cards up their sleeves – trust and experience. The Zufall Logistics Group and Kopack have earned the confidence of their customers over many years of reliable operations. «It takes years of in-house training to pack and transport heavy cargo weighing 40 or 50 t, it,» Kowal, himself a professional packager, said.

There are no formal training courses for how to handle heavy cargo. Another measure that inspires our customers' confidence is that they may accompany their cargo from their factory to Kassel.

Wrapped in aluminium foil

«We always offer our customers a ride,» Kowal elaborated. In any case, they are present when the cargo is lashed on the truck, and can explain to the professional loaders just where the straps can safely go without damaging the cargo.

Once the goods have arrived in Kassel, it is the packers' turn. Thanks to their experience and flexibility, Kopack employees always find a way to pack even the most bulky and oversized goods. And for the longest leg of the

The Zufall Logistics Group at a glance

Zufall Logistics Group consists of the firms Friedrich Zufall GmbH & Co KG Internationale Spedition, Axthelm + Zufall GmbH & Co KG Internationale Spedition, Transland Spedition GmbH, Logistec Logistics, Management & Consulting GmbH, Distribio GmbH and Navis-Zufall GmbH. The Zufall Logistics Group, a total logistics service provider, is represented at ten locations in Lower Saxony, Hesse, Thuringia, Rhineland-Palatinate and North Rhine-Westphalia (all Germany) by around 1,800 employees. The Zufall Logistics Group is a partner in various transport networks in Germany and Europe, such as System Alliance, System Alliance Europe, System Plus and Night Star Express.

www.zufall.de

trip, by sea, they are always required to take special precautions. Many types of goods require special packaging for transportation by sea, to give them comprehensive protection from corrosion. Therefore Kopack employees wrap

continued on page 34

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continued from page 33

nearly all of the cargo in aluminium foil, combined with a desiccant or with corrosion-protection paper approved by the German Chemical Industry Association (VCI). «If we use aluminium foil, we offer up to 60 months corrosion protection guarantee,» Kowal said. Once all the parts are protected against the aggressive sea air the time has come for the equipment to be packed and the containers stored, or loaded on to trucks.

For this last step the packing company uses pallets, transport trays, crates and boxes amongst other things, to secure each individual package optimally. Kopack usually has just a few hours to complete their job before colleagues from Zufall take over the packed consignment.

Often Zufall employees help with packing. They too have many years of experience and knowledge in this field. The cooperation between shipping and packing company is based on the two-man rule throughout. «We take photos during the packing process if a customer requests this, which will help the recipient plan the unpacking operation,» Otte explained.

Special oversized crates

If 40 ft containers do not provide enough space, Kopack carpenters are again called upon. A very large crate is made to measure for transporting special goods by sea. All the carpentry work is done in very special wood that is heat-treated according to the IPPC/ISPM 15 standard. The process is designed to prevent the Sirex woodwasp (*Sirex noctilio*), which was introduced to other continents from Europe, from doing yet more damage to local timber plantations. The aim is to prevent



Photo: Kopack

Aluminium is used to protect the goods against the corrosive effects of sea water.

stowaways smuggling themselves into recipient countries. The measures ensure that only those items that are intended for the destination country are actually transported there.

Once all the goods are tied to a vehicle specially selected for the purpose, and well secured, the Zufall drivers take the special cargo to the loading port, where Navis-Zufall Hamburg, another decades-old joint venture, takes over. The colleagues from Hamburg monitor and check both the loading at the port as well as the ship's passage. If the goods were packed by outside packaging specialist Kopack, then the work at the terminal is rarely routine, as the shape and size of the huge wooden boxes require a high degree of skill.

Zufall additionally deals with customs formalities and other legal issues, as well as, once again, with scheduling issues, if necessary. «We pay meticulous attention to the schedule that is individually designed for each customer, and ensure that packing, loading, shipping and delivery are carried out according to plan,» said Otte.

All the threads remain in Zufall's hands

The last leg of the journey, the transportation from the overseas port to the receiver, is handled at the port of destination by an agent or partner appointed by Navis-Zufall. But all the threads continue to run together in Zufall's sea freight department. Even if the equipment is on the last few kilometres of local roads, the transport consultant is in a position to advise customers of the exact whereabouts of the cargo. «We monitor the entire transport process, and our customers can focus on erecting the equipment at site and making it operational,» Otte, a sea freight expert herself, elaborated on the benefits of the joint venture.

Kopack Industrieverpackungen Kowal in a nutshell

Kopack Industrieverpackungen Kowal GmbH & Co KG develops customised packaging concepts and provides on a worldwide basis goods storage and transportation services – often in collaboration with the Zufall Logistics Group. Kopack was founded in 1965 as a subsidiary of the firm Deutsche Tailleur Gesellschaft, and has since become an important player in the packaging industry. Today, the family business is managed by Johannes Kowal and his children Marcus and Angela. Johannes Kowal took over Kopack from the founders in 1985 and established it as an independent company. The firm handles and packs cargo weighing up to 50 t, on more than 22,000 sqm of warehousing space. Kopack employs a staff of around 60 people.

www.kopack.de



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The packaging company Schütz GmbH & Co KGaA

Maximum food safety

As a manufacturer of packaging for the food industry, Schütz certifies its factories around the world in accordance with the food safety system certification 22000 standard (FSSC 22000). Comprehensive food safety is thus guaranteed, far beyond legal requirements.

As soon as the subject of food safety is discussed in connection with industrial packaging made of plastic, the focus of the conversation usually turns to the material used. One reason for this is that international legislation clearly states what properties the material should have. It also excludes certain substances, stipulates testing methods and sets limits, for example for permissible migration.

In actual fact, however, focusing purely on the material largely ignores the requirements of today's market. And is inadequate with regards to current industry standards, according to Schütz. The guidelines of the USA's food and drug administration (FDA) and those of its European counterparts are

limited to minimum requirements. The newly-defined Schütz foodcert standard, on the other hand, more than meets the current requirements of the food industry. According to Schütz the company not only guarantees material safety, but also comprehensive product and process safety throughout the supply chain.

Schütz certifying all production plants

Schütz foodcert industrial packaging, such as intermediate bulk containers (IBCs) and drums, not only complies with all the international food legislation provisions, but also includes a number of additional features to minimise risks, is produced just-in-time to customer speci-



Photo: Schütz

Schütz employees wear protective clothing in accordance with hygiene regulations.

fications, and is fully traceable. Against this background, Schütz is gradually certifying all of its production plants around the world in accordance with the latest industry standard, food safety system certification 22000 (FSSC 22000), based on ISO 22000, in conjunction with PAS 223.

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Anyone importing goods into Switzerland, or exporting freight from Switzerland to other countries, understands that a shipping solution which relieves them of customs formalities is very worthwhile. Swiss Post now offers such shipping solutions, thereby reducing the time spent on customs and VAT formalities to a minimum. The service applies to both small consignments, as well as to general cargo and partially and fully-loaded trucks.

Swiss Post collects general cargo items from customers and forwards them to the border. The Swiss Post partner responsible for the destination country then delivers the goods to the recipient. The supply chain runs in the opposite direction from abroad. In between the two there is customs clearance, which in both cases is organised by Swiss Post. The customer does not get involved. Patrick Maier, head of



Photo: Swiss Post

Swiss Post handles customs clearance formalities for its customers too, amongst many other services.

international business at Swiss Post logistics, the Swiss Post division in charge of this activity, said that «one major advantage of our service is that customers have one point of contact for the entire supply chain, which is highly appreciated.»

Parity with EU suppliers

As an authorised recipient and sender, Swiss Post undertakes the customs clearance of general cargo directly at the bor-

der or at any location in Switzerland. Long waiting times and the unnecessary transshipment of goods can therefore be avoided. When exporting goods to the EU, Swiss Post customers benefit from a significant advantage. «Our customers are treated just the same as EU suppliers, and are therefore able to supply their goods using simplified VAT processes,» Maier explained.

www.post.ch/verzollung

Customs processing requires correct terms and linguistic precision

The world's customs authorities remain an important factor in the supply chain. The 27 member states of the EU alone processed goods worth EUR 3.3 trillion in 2011. To this end, 245 million customs authority processes took place – 8.9 every second. All this entails a great amount of logistics work that is frequently underestimated. For if goods are not correctly marked or documented, then they will not pass through customs at all and, in the worst case, contractual penalties may even be levied.

It is thus absolutely essential for an international logistics enterprise that the customs documents it submits are not only complete, but above all also correctly translated. Even a small mistake, for example when translating abbrevia-

tions, can result in a problem. Thus ever more logistics companies make use of the assistance of professional translators.

Shippers expect their logistics partners to have a firm grasp of customs regulations, starting with a detailed description of the goods and also covering things such as certificates of origin, suppliers' declarations or specialised documents for the export of hazardous goods. So the first hurdle has to be cleared even before the goods are dispatched – the translation of all the important papers.

Even experienced companies make use of a customs dictionary for special freight terms. As Frédéric Ibanez, the owner of the Alphatrad translation agency, points out «customs and international trade is characterised by a terminology all of its

own.» He employs around 3,500 translators worldwide, each of whom is a specialist in a field – such as logistics. Abbreviations and 1:1 translations are typical sources of mistakes, he adds, frequently resulting in serious misunderstanding.

Claudia Kofler, of the Swiss company Camion Transport, knows about problems that can arise from her own practical experience. «Internally, we use many a technical term that cannot be taken over 1:1 for a translation into the French spoken in France. The language as it is used in the French-speaking parts of Switzerland, for example, doesn't always correspond to official usage. Every translator has to bear factors like these in mind.»*cd*

www.alphatrad.com

www.camiontransport.ch

Logistic solutions for Nordic timber

Transport in open wagons

The export of timber is a permanent topic of debate in the Nordic countries. A number of solutions are being tested so that timber logistics can be as ecological as the product itself. They use rail transport to the port and the ship rather than trucks.

Finland and Sweden together account for 56% of the global production of paper and cardboard. The demand for timber logistics is equally high and is, in the main, handled by trucks.

Timber taken by rail to the port

The Swedish railfreight company has now brought an open wagon known as a cassette into use, which can be used to transport long pieces of timber. This new means of transportation has a capacity of 100 t per wagon and allows for a reduction in truck traffic to ports.

The port of Gothenburg has not been able to handle and store cut wood until now, although it deals with the export of around one third of Sweden's forestry

products. Now there is the possibility of transporting timber to the port in these open cassettes and to load it directly onto ro-ro ships for export.

Industry interested

Stig-Göran Thorén is in charge of business development at the port of Gothenburg and is the contact there for large Swedish timber industry companies such as Holmen, Billerud, Arctic Paper, Södra and Smurfit. There are plans to build a facility to handle timber in the port. The rail connection, however, has not been established yet and hence there is no operating company for it yet either.

RPG Logistics has opened a multi-modal terminal near the port of Goth-



Photo: Kai Skyttä/Stora Enso

Finnish timber is one of the country's main exports.

enburgh for forestry products covering 20,000 sqm, where it plans to transfer timber to containers. One world-market leader – the Finnish-Swedish Stora Enso Group – already uses the new wagon to export timber to the United Kingdom and Zeebrugge (Belgium). *cd*

www.rpg-group.com

www.portofgothenburg.com



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The Port of Scandinavia

John Deere honours Wallenius Wilhelmsen

John Deere, one of the world's largest industrial companies and machine suppliers for the agricultural and forestry industries, honoured its supplier and cooperation partners in March. The company, which last year celebrated its 175th anniversary, said that it procures goods and services worth approximately USD 21 billion from 30,000 suppliers in 65 countries every year. This year, at an event in Davenport IA, service providers in John Deere's supply chain were honoured, those firms that the company believes have particularly stood out with their services. Wallenius Wilhelmsen Logistics (WWL) was welcomed as a partner-level supplier for cooperation in 2012, and entered the supplier hall of fame of the John Deere service programme.

This status is granted to those firms that are John Deere cooperation partners and have been active for five years. The partner level is the highest rung in the ladder that a supplier to the John Deere group can climb. In addition to service quality the commitment of the partner to consistent improvements is also assessed. An annual assessment forms the foundation for the selection of the corporation. WWL was honoured for its good cooperation in the field of sea freight, as well as for land-based logistics services. John Deere has selected an average of approximately 200 of its suppliers and cooperation partners for awards in various categories annually since the year 1992.

cd

www.deere.com
www.2wglobal.com

Tunnel project for freight trains being examined

World's longest railway tunnel under the Baltic Sea?

In March 2013 a Swedish-German consortium, which consisted of Skanska, Sweco, Bergab and Coninco, presented a new feasibility study for a 100 km railway tunnel running all the way from Sweden's city of Trelleborg to the German city of Stralsund. The examinations, which were partially based on previous studies for the extraction of oil and gas for a project called the shortcut did not reveal any particular geological or geohydrological problems. The Baltic Sea has a depth of only 40 m in this area. The study was commissioned by large-scale Swedish industrial companies.

One of many alternatives

Paper producers, in particular, are not satisfied with the priority accorded to and the reliability of transit traffic through Denmark, and consider their ability to compete to be at a disadvantage. Railway traffic is consistently losing market shares to truck haulage. In Sweden there is also anger over Danish reservation concerning the building of a tunnel under the Öresund, between Helsingborg and Helsingør, the so-called HH tunnel.

So far, the route conflicts between cargo and passenger trains cannot be circumvented on the Öresund bridge between Malmö and Copenhagen. A tunnel under the Fehmarnbelt between Denmark and Germany will also not change



A direct rail link under the Baltic Sea?

anything about this, as the bottleneck in the north will continue to do its damage unchanged.

The estimated EUR 20 billion needed to finance the longest railway tunnel in the world would be provided by Sweden's industry and the Swedish state. This would allow the new connection to provide passenger trains in addition to cargo services. Co-financing is also expected to be provided by Norway.

Jürg Streuli

Swedish steel via Oxelösund and Antwerp

The steel group SSAB processes almost 6 million t of steel of various strengths every year at its sites in Sweden and in the USA. Approximately 38% of the overall production is made up of high-strength steels, which makes the group a leader in this global market. In February, SSAB granted Agility a contract to handle its heavy-plate export shipments. Under a two-year contract the logistics service provider will transport goods in this SSAB export segment to 9,000 destinations worldwide, via the port of Oxelösund

(Sweden). Both Maria Weibull, logistics manager at SSAB, as well as Hans Berg, director for business development of Agility Nordics, have high expectations for this cooperation deal.

SSAB, which operates plants in Oxelösund, Borlänge and Luleå in Sweden, also extended an existing ten-year contract with the port of Antwerp by a further two years, to the end of 2014, at the beginning of April. SSAB uses the port as a hub to export steel products to the European hinterland as well as to North

America. Its on-site cooperation partners are Thor Shipping & Transport and Antwerp Stevedoring International (ASI), a division of Wijngaard Natie. ASI specialises in handling, warehousing and distributing steel products.

SSAB has handled approximately 2.2 million t of steel in the port of Antwerp over the past ten years, making 50 to 60 calls at the port annually. Approximately 7 million t of steel are handled by the port every year.

cd

www.agility.com; www.portofantwerp.com

Port of Felixstowe making sure it does not miss the boat

The railways are the future

Maritime ports in the United Kingdom are in the process of equipping themselves for the future. The port of Felixstowe, for example, is planning to double its capacities for the transportation of goods to its hinterland by rail this year.

There is tremendous pressure on English ports to remain competitive after the opening of the new London Gateway deepsea port, scheduled for the end of this year. The Felixstowe hub in East Anglia, currently the most important container port in the country, is thus investing particularly heavily in renewing its infrastructure.

The operator of the facility, Hutchison Port Holdings (HPH), has put plans to expand the terminal capacities in the hub aside for the time being, on account of poor market conditions. But in the field

of intermodal consignments the situation is completely different. Volumes in this segment rose by around 10% last year. To do this growth justice the port of Felixstowe is now planning to complete a third railway terminal by summer, which has been designed to handle trains up to 35 wagons long.

This third terminal has already started to take shape, with the arrival at the end of March of three state-of-the-art rail mounted gantry cranes (RMGs). The equipment, manufactured by Liebherr in Ireland, will span the new nine-track rail terminal, making them the biggest intermodal rail terminal cranes in the UK. All three terminals together will offer customers the use of a total of 20 railtracks.

The port of Felixstowe operates 58 daily train arrivals and departures, handling more than 800,000 teu annually. The new terminal will more than double the centre's rail handling capability. The facility



Photo: Port of Felixstowe

Felixstowe is increasing its rail handling capacities.

has been co-financed by the EU's Trans-European Transport Network (TEN-T).

Port operator HPH assumes that demand for more environment-friendly transport options will continue to rise steadily in the coming year too, and that ever more freight will be shifted from the roads to the railways.

av
www.portoffelixstowe.co.uk

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A special exhibition in Switzerland's transport museum

The fascinating world of freight transport

The arena in Switzerland's Museum of Transport in Lucerne has been transformed into a spectacular container terminal as part of an exhibition on the fascinating world of freight transport.

The event runs until 20 October 2013.

The exhibition which is currently running in Switzerland's Museum of Transport in Lucerne shows the important aspects of transportation and logistics, and while it provides a playful interface to the industry's context and background, it also offers an insight into consumer behaviour and its effects. Surprising, interactive and original exhibits are presented in containers. In a kids' cargo area a special logistics playground has been set up for children.

Mobility is the backbone of the (global) economy. Switzerland, as any country is, is dependent on the appropriate transport and mobility services being available. The national supply of industrial goods, raw materials and food, freight import and export are a few of the themes presented. Equally important are logistics. For many people this is a



Photo: Photopress/Alexandra Wey

The exhibition in Lucerne includes a container terminal and addresses key aspects of the transport and logistics world.

rather abstract concept for a service that goes largely unnoticed. But it is of vital importance to both the economy and daily life. The fascinating world of transport exhibition presents a few key aspects on these themes.

Around forty containers in various forms, logistics equipment and transporters are at the centre of the special exhibition on the fascinating world of transport. The containers serve as exhibition and interactive spaces, in which transportation chains are presented and logistics is given a face – which one can actually touch! Visitors can expect to see authentic and representative objects, documents and case studies that are presented in an exciting, highly interactive way.

In the containers, history and stories from around the world are presented to visitors. In addition, they also have the chance to take an active role. For example, they can try out a forklift truck to discover how much care is needed to operate the machine, or they can sit in the driver's seat of a reachstacker – a type of giant forklift truck.

A selection of the exhibition's highlights

- *The Rhine ports* – Visitors can walk over a 1:2,000 scale aerial photograph taken of the port facility of the Swiss Rhine ports between Basel and Rheinfelden in a 58 sqm double container. In addition films and photographic documentaries show the actual and planned port facilities around Basel and their throughput.
- *A journey through time* – The volume of freight has exploded. Not only are people travelling farther afield and more frequently today, global cargo transport is also increasing exponentially. To handle these quantities of freight, freighters are becoming ever more gigantic. A series of model ships illustrates the growth in the flow of goods since the 19th century.
- *A truck-load of oranges* – Where do oranges come from, where do they go to and how do they end up for sale in shops? An impressive series of photos documents the journey oranges take from Sicily to our table. Visitors can also get into the driver's cab of a modern heavy goods vehicle.

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Poetry of magnanimity

«Offering treats is better than being stingy.»
A proverb from Berlin.

«A girl may cry for her lost love, but a scrooge can't for his lost money,» claims the British art historian and socio-economist John Ruskin. I'm not entirely sure as regards the scrooge. He may cry after all, at least for as long as he still has the money, but it will certainly be nothing but miserable croaking. Be that as it may – the scrooge's inability to create poetry certainly makes one think. Wherein lies the reason for this?

While love, even when it has been lost, has its very own beauty inherent in it, stinginess simply never gives rise to any joy. Yes, it seems indeed to be entirely incompatible with real joy. The scrooge suffers not only because he shies away from any expense.

A German proverb says that «the scrooge must suffer hunger, because the devil has the key to the moneybox.» Stinginess itself seems thus to quite literally result in a loss of any joy whatsoever. If not stinginess as such, then the underlying emotional disposition seems to contradict happiness in life.

«Everything comes back to you,» an acquaintance of mine, who is quite an aesthete, tends to say, whereupon I usually roll my eyes because I find anything esoteric abhorrent. But maybe he does not mean that some secret force ensures a state of balance and justice on earth. Maybe he means that a generous approach simply pays off in life in general.

One should not even calculate whether this or that is worth it, but live freely and without worry – instead of fearfully trying to hold together at all times what is yours. Giving in and of itself already creates joy when acting from this stance. And an echo is bound to come back from somewhere.

But I certainly have no objections to gratitude. The US essayist Elbert G. Hubbard rightly notes that «mutual favours don't cancel each other out.» This has absolutely nothing to do with calculation. A problem shared is a problem halved, and generosity shared is twice as nice.

And I must admit that I really like the idea of a network of favours spanning the whole

world. Just for the sake of it, without any calculation. A kind of a favours exchange. You simply enters what you would like and what you have to offer without having to make a big sacrifice yourself. And anyone interested can react, be it out of human kindness or pure excitement.

But the precise reasons are beside the point, it's the basic attitude that counts. Even if you don't feel made out to be a saint, it's still fun to sit down and think about what you can give in terms of joy. First, you become clear about all the pleasant things life gives entirely free of charge.

Skills, enthusiasm, special moments of happiness, whatever it may be. Then you think about the surprising acts of friendliness some fellow people sometimes approach us with, without any reason whatsoever. And soon we set our sights on acting. Because, to put it in Oscar Wilde's words, «giving makes life more lovable.»

Iris Martin

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Logistics and corruption

A constant threat

Students studying for their bachelor's degree in logistics at the ABB technical school in Baden (Switzerland) are also sensitised about corruption in logistics.

Whether import authorisation is needed, customs inspection of export goods is being carried out, or customs clearance is being carried out – there is always a risk that foreign officials will expect a tip. Similarly, the relationship between companies, or rather, their representatives, will offer many occasions for corruption. When bidding for a contract against a competitor it may be tempting to try and win the contract by making a friendly payment to the customer's buyer.

How does one deal with such situations? The temptation to pay may be great, especially because the transport sector is always under time pressure and problems must be solved quickly. Corrupt behaviour involves considerable risks, however, and they can, in the worst case, result in bankruptcy. Prosecution at home or abroad can result in draconian penalties. There is also a risk that claims arising from contracts that came into being through corrupt payments are not enforceable. In addition there may be a loss of orders, loss of reputation, revocation of trading permits and much more to contest with. The fines that several transport companies had to pay recently ran into the millions and on-going court cases also show that the risks do not only exist on paper.

Companies frequently complain that it is expensive to establish a compliance programme and that it is unaffordable for a small business. This is not necessarily true. In the last few years various types of assistance programmes have come up through industry chambers, associations (including Economiesuisse, ICC Switzerland) and Swiss government agencies (Seco, Osec). The International Chamber of Commerce for example provides a complete manual, called the ICC rules on combating corruption, which makes it possible for any company to establish an effective compliance programme. Part III of the rules provides detailed recommendations, while part II provides recommendations for the business operations of the company. Part I consists of rules that could usefully be included in contracts, either by fully adopting them in the contract or by suitably referring to the ICC rules. For companies in the process of drafting their contracts, the ICC provides concrete drafting proposals for the anti-corruption clause. The texts of all the rules and the suggested clauses are available free of charge on www.iccwbo.org.



Photo: Transparency International

Palms have been known to be greased in the logistics industry.

Another interesting development is a research project at the University of Chur, which has developed a guide called successfully confronting corruption risks. It is downloadable in German, French and Italian from <http://www.htwchur.ch/index.php?id=489>. The guide rightly emphasises that even the best compliance strategy is useless if it is a dead letter. It has to be a living document which is active and operational in the business environment!

In addition to studying civil and transport law, the students working for their bachelor's degree in logistics at the ABB technical school are also informed about various anti-corruption programmes, to ensure that risks can be reduced.

Thorsten Vogl

Lawyer

Lecturer in logistics legal affairs

ABB technical school



Photo: ABB technical school

Thorsten Vogl, legal affairs lecturer.

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Russia's ports doing well

Russian ports are scoring points with growing container throughput figures. International effects, such as fluctuating exchange rates, affected their profits, however.

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Key east-west axes

Bulgaria has some road-building success to report. It is sticking to its policy of expanding its infrastructure, despite early elections due in May after the government's resignation.

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A freighter flies for a good cause

Cover: Skyscrapers in Moscow.

Photo: thinkstock

Dear readers,

Russia is opening its gates ever wider. The country's accession to the WTO was ratified in July 2012, and has already generated quite some impulses across the nation. Now the country's customs union with Belarus and Kazakhstan is set to be expanded, with Kyrgyzstan also planning to join the association in 2015.

A sea change is taking place in the eastern areas of Central Europe. The region's infrastructure has successfully been improved in many places. Transport and logistics enterprises, which have maintained their broad range of services despite stagnation and declining external demand in 2012, will find the framework for business much improved when the upswing kicks in. Most Central European countries can look forward to that in 2013.

We, in turn, are looking forward to welcoming you at our stand 655 in pavilion 75, hall A, at the TransRussia trade fair in Moscow (23 – 26 April).

Christian Doeppen
Editor-in-chief

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Gebrüder Weiss developing its logistics base in Romania

«Don't get bogged down by hesitation»

Thomas Moser, Gebrüder Weiss's regional manager for Southeastern Europe and the CIS, is clearly particularly proud of the expansion in Romania and of reaching out into the Caucasus. He spoke with ITJ editor-in-chief Christian Doepgen about the development of various strategic projects in the region at the European periphery that he is in charge of.

Mr Moser, what is your assessment of the future for the region where you manage Gebrüder Weiss's activities?

We have perceived a noticeable increase in business in the region. In a situation that is currently not at all rosy for logistics companies in Europe, we've managed to achieve sales increases of 20% and 25% respectively in the past two years. The tendency in local markets, whose size is occasionally moderate, is pointing upwards. The phase of adolescence will come to an end, which is why we are multiplying our activities.

What is your approach to the different markets in Southeastern Europe?

Romania plays the role of a hub for development in the entire the region. In the meantime we've expanded our network to nine locations in the country, including the international head office based in Bucharest. We currently have approximately 10,500 sqm of storage and handling space and have rented an additional 12,000 sqm. But we're planning more expansion and have a total need of 40,000 sqm that we need to have at our disposal for our operations in the coming two years.

What is the business environment like?

We're planning to establish a larger warehousing with about 8,000 sqm in Sofia (Bulgaria). The decisions on this will be taken in due course.

Were there any problems on site with safety or concerning staff?

This is a concern that we've often come across, but it's entirely unfounded. We've raised quality standards to similar levels as in Western Europe and successfully hired local managers with international experience. We're very reliable.

Have you perceived a change in the modal split?

Not really. The Romanian railways C.F.R., for instance, transport mainly bulk cargo. Road haulage remains the gold standard for general cargo.

How important do you consider the activities in the Caucasus to be?

With the construction of a logistics centre in Tbilisi, which is scheduled to become operational with a warehousing and handling area of 10,000 sqm, we have a strategic outpost in the Cauca-



Photo: Gebrüder Weiss

Thomas Moser is in charge of GW's activities in Southeastern Europe and the CIS.

sus with which we can cover important emerging markets such as Azerbaijan, Armenia as well as Georgia. We are, by the way, also considering options for a bridgehead into Turkey, but this is not ready for a decision yet.

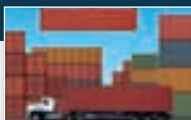
The CIS has plans to launch its free trade area in 2013.

This development is still in an early stage. To what extent the framework will be in place at the time – with all the corresponding infrastructure – is still open. We're sticking to our expansion plans on the existing basis.

What is GW's concept for driving regional expansion?

We can be very proud of the entire team in Romania. We've become one of the first transport providers in the country, after only a very short operational period. Every start at a new location has to be followed by consolidation, which then raises standards. It's important to take calculated risks and not to get bogged down by hesitation.

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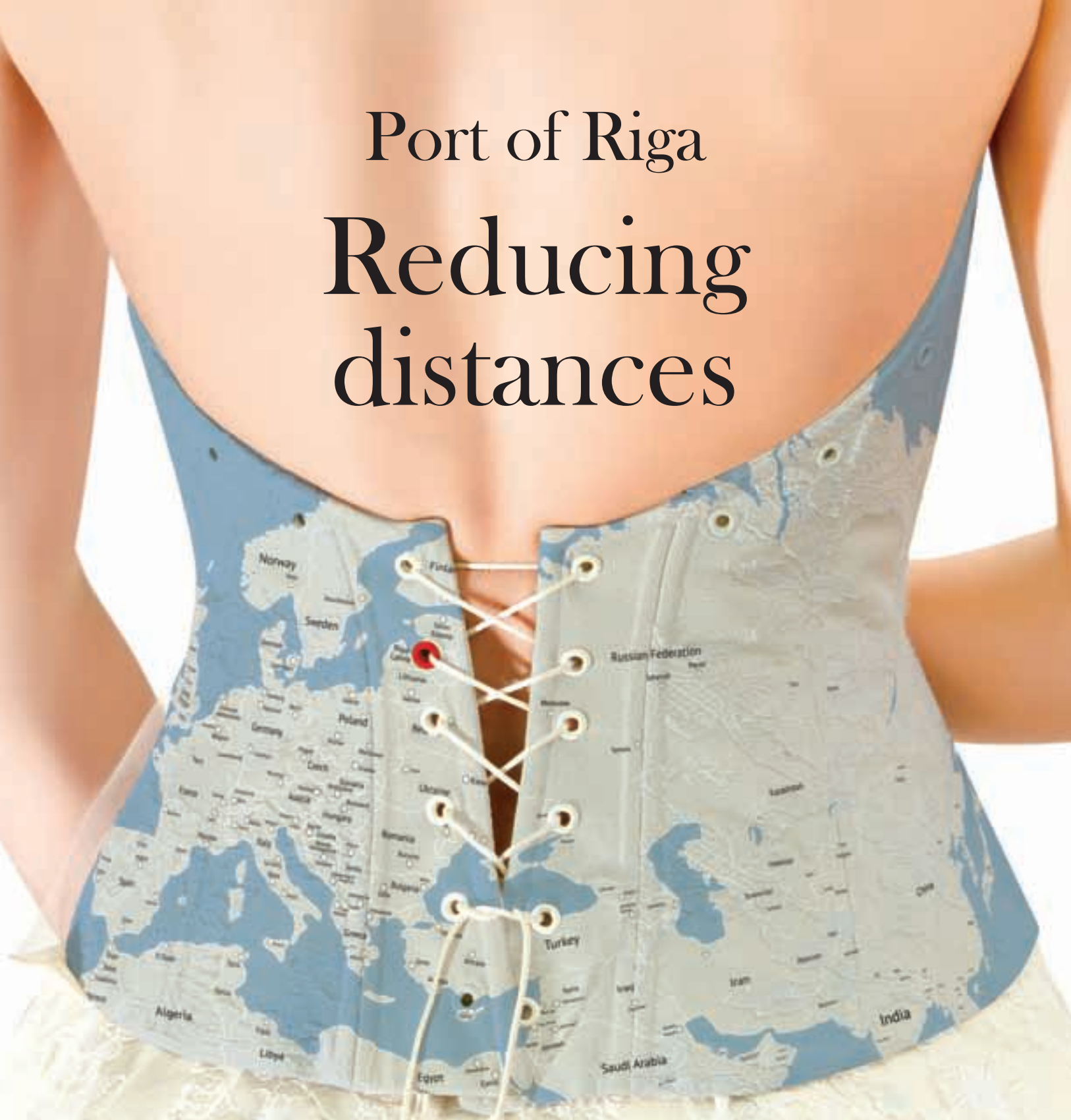
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Maritime economy sees great potential in Baltic region

A second terminal for DCT Gdansk

DCT Gdansk recently announced that its terminal will be one of the ports of call for Maersk's triple E ships, starting this summer. The terminal operator has now reported more success, having signed a lease agreement with the port authorities that will lay the cornerstone for an additional terminal.

With the new terminal, called DCT2, Gdansk is looking to establish itself as the central port of call in the region for deepsea vessels and thus simultaneously as the key hub for cargo to and from Eastern Europe and Russia.

Seven super postpanamax cranes

Captain Jędrzej M. Mierzewski, the chief operations officer of DCT Gdansk, told the media that «to us, it was clear from the start that our existing terminal was only the first part of a larger project.»

With the DCT2 facility the port is aiming to significantly increase produc-



Photo: thinkstock

DCT Gdansk is set to increase its capacities to 4 million teu annually.

tivity as well as capacity. The terminal will therefore be designed to handle the world's largest container ships, which can carry up to 18,000 teu and which

are currently being built in shipyards in the Far East. Current plans for DCT2 are oriented toward ships with a depth of up to 16.5 m. The dock is set to be 600 m long. The terminal will be equipped with seven super postpanamax cranes, each of which will have a range of 25 container rows. The terminal will also be designed to manage a yearly capacity of 2.5 million teu. After completion of the new terminal, Gdansk will be able to process a total of up to 4 million teu per year.

A record start

Last year DCT Gdansk handled 928,900 teu, an increase of about 35%. The new year has also started very well for the Polish port, with the terminal recording 106,000 teu handled in January, a record amount for the centre since it opened in 2007.

The port operator estimates that approximately 1,500 direct jobs will result from the construction of the new terminal. Furthermore, in the view of DCT, the entire region will benefit from this development, as additional service providers in the maritime business and logistics sector will relocate to the vicinity as a consequence.

Hapag-Lloyd launches new Baltic feeder service

The German liner shipping company Hapag-Lloyd launched its new Finland Express service (FIX) early in April. The company said that it has thus substantially improved connections with ports in the Gulf of Finland and the Gulf of Bothnia, linking up growing markets in the Baltic Sea region.

The fixed-day weekly feeder service connects Russia, Finland and Sweden to Hamburg and Bremerhaven, Hapag-Lloyd's key hubs in northern Germany. Containers can be transferred there to a total of 26 direct Hapag-Lloyd services to and from Asia, the Middle East, the Indian Subcontinent, North and South America, Africa as well as Southern Europe and Australia.

Hapag-Lloyd's FIX link will, in combination with its Russia Express service (REX), provide customers with a second weekly sailing to and from the main Russian and Finnish ports. The REX option

was launched by Hapag-Lloyd last May. Hapag-Lloyd additionally links the Baltic Sea region to the rest of the world through its Poland Express service (PEX), its Gothenburg Express service (GTE) and its Baltic Feeder service (UFE/BSF).

The port rotation of the Finland Express service starts in Bremerhaven and continues to Hamburg, St Petersburg, Kotka, Rauma and Gäddede (Sweden) before returning to Bremerhaven. An additional call at the Russian port of Ust-Luga is under consideration. The FIX service will be operated with two vessels with capacities for approximately 1,000 teu.

Numerous liner shipping companies, including APL, CMA CGM and Uni-feeder, have increased their sailings to and from the Baltic Sea region since the beginning of this year, meeting ever-growing demand for transport services in these growing markets. *av*

www.hapag-lloyd.com

av
www.dctgdansk.com

Bronka— a new Russian maritime hub taking shape

The country needs new ports

A new port complex is being built near St Petersburg. Private-public partnerships will help generate the funds for the construction of the Bronka port and other hubs, such as Sabetta, a new port in Siberia. The plans are ambitious – as is usually the case in Russia. However, competition from other ports in neighbouring countries on the Baltic seaboard may prevent some of these dreams from coming true.

At the beginning of 2013 the Russian government approved the necessary state funds for the construction of the new Baltic hub of Bronka, which will be part of the St Petersburg Big Port. The Russian government plans to set aside around RUB 15.2 billion (roughly EUR 393 million) for the necessary dredging work by the end of 2015. This sum results from a reallocation of state funds to port development and testifies to the increased attention the government is paying to the project, which was first mooted in 2007.

In December 2012, the project was integrated into Russia's programme for its national transport network for the period 2010–2015. A call for tenders for the work

on deepening the access channel and the port basin, estimated to cost RUB 11.4 billion, was issued. The Baltstroij company was awarded the contract in mid-March of this year.

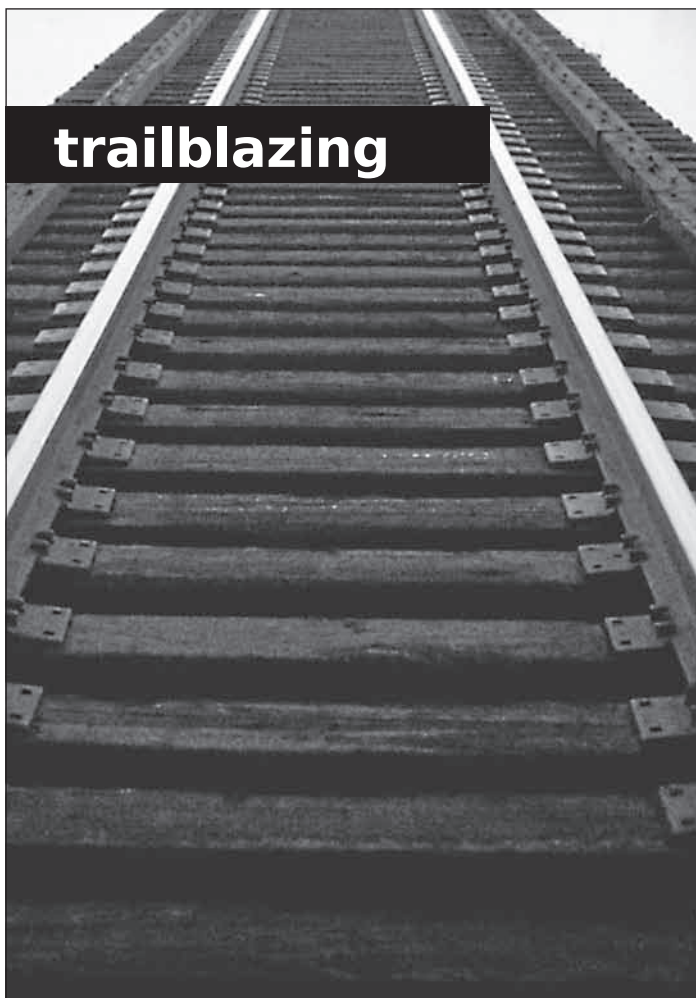
New port complex on the Baltic

The port of Bronka will consist of three parts – a 107 ha container terminal, a 57 ha ro-ro terminal and a logistics terminal covering an area of 42 ha. Construction work for the ferry terminal and the berths for the container ships, both financed by private investment, has already begun, and every effort will be made to complete the task by the end of this year. A total of six berths are currently under

construction, of which five are intended for containers and one for ro-ro services. The new berths are expected to process their first ships by 2014 at the latest.

The development of Bronka at the southern end of the Gulf of Finland is part of a concept for the expansion of the St Petersburg Big Port. In particular, the new multipurpose port complex should benefit from the completion of the western section of the ring motorway around the city, where a major traffic junction with two motorways on three levels is planned.

Containers and ro-ro units can then be moved smoothly to and from the terminals and the pressure on inner city traffic



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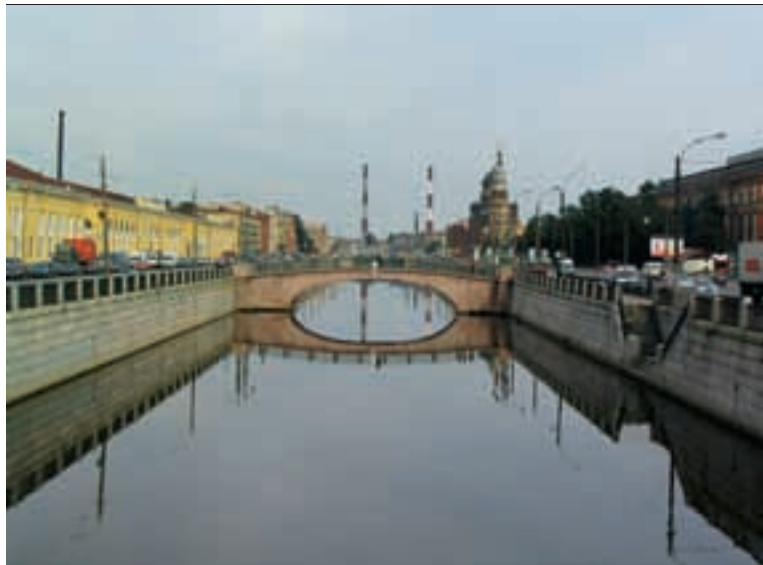


Photo: St. Petersburg

St Petersburg hopes the Bronka port development will reduce traffic in the city.

can be lifted. Moreover, access routes to the railway network are already available. With these recent official decisions, the Bronka project, a bone of contention for a long time, now seems to be moving in the right direction. Recent increases in container throughput in the Baltic ports and the prospect of additional tax revenues may have speeded up the plans for Bronka.

However, there is still doubt about where the predicted volumes of goods will come from. Russian ports on the Baltic sea already report surplus capacities for handling containers and general cargo. Experts in port management also believe that considerable cargo handling reserves

remain untapped in the St Petersburg Big Port itself. In the new Baltic sea port of Ust-Luga, existing container handling capacities are still underutilised. It is believed that in Russia, the trade in goods such as petroleum products, coal and fertilisers, and not containerised traffic, is more likely to increase demand for additional cargo handling facilities.

PPP – a standard means of financing

Bronka is yet another example of a private-public partnership that is formed to further the expansion of Russia's port infrastructure. The private investor is the company Phoenix, which belongs to a holding called Forum.

In a first phase, the company intends to build a container terminal for a throughput of 1.45 million teu per year, and a ro-ro terminal that will handle 260,000 units a year. Annual container throughput is expected to rise to 1.9 million teu by 2017 and to 3 million teu by 2022. When construction work is completed Bronka will be able to process container ships in the panamax class and ferries in the Finnstar class.

For the financing of the construction and extension of Russian ports, the country's economy now consistently applies the PPP model, in other words, the principle of a private-public partnership. PPP was also the means of financing Ust-Luga, the Baltic port which was built ten years ago. Ust-Luga generated a throughput of 46.6 million t in 2012, which lifted it to fourth place among all Russian ports. The port operator plans to exceed the cargo throughput of Primorsk and the St Petersburg Big Port in the next two years, and thus attain second place in the list of Russian maritime ports.

In addition to Ust-Luga and Bronka, the new port of Sabetta on the Yamal peninsula is another example of a PPP scheme. Up to 15 million t of liquid natural gas and 1 million t of condensate are due to be shipped through Sabetta, on the northern sea route, every year. Construction began in the middle of 2012. A total of RUB 75 billion is set to be invested in the project.

In view of the port's strategic importance for Russia's export industry, the state has decided to provide RUB 49 billion, a much larger share than the RUB 25 billion contributed by private investors. In Bronka, the state has committed RUB 15.2 billion, while the private sector has promised RUB 43.7 billion when the port comes on stream. RUB 6 billion in private funds had already been invested in the new port by 1 March.

Although the Russian state has a great interest in encouraging private funding for the development of port infrastructure, the government is currently setting up new barriers to the participation of foreign companies in Russian ports.

The reason for this change of heart is apparently the recent sale of majority shares in the important Pacific port of Vanino to offshore companies (see *ITJ* 07-08/2013, page 33). Russia is seeking to classify the cargo handling industry in ports as being of strategic importance for the country's defence and security. Proposals for new legislation to this effect have already been submitted to the authorities concerned.

Christine Kulke-Fiedler

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Russia's ports

«Russia is a bright spot for the container industry»

Port operators around the world have categorised last year as very mixed. The results are not entirely clear yet for Global Ports, a Russian company, either. Although its Russian terminals posted an increase in the number of containers handled, the enterprise nevertheless posted a setback as regards its corporate profits compared to 2011.

The Russian company Global Ports operates two container terminals in Finland and three in Russia. According to Nikita Mishin, chairman of the board of directors of Global Ports, the latter are currently seeing the strongest growth rates in comparison with facilities in the other Brics states India, Brazil and China.

The volume of containers that was processed by those ports in Russia where Global Ports operates rose by a total of 8% last year. This put the overall volume at 1.45 million teu in 2012.

Mishin emphasised that «with this growth, Russia is a bright spot for the container industry. Compared with the global average, the throughput volumes increased twice as strongly here.»

Global Ports stated that accounts for approximately 30% of the total container throughput in Russia. The company also operates an oil terminal, whose market share stands at about 23%. The container ports in Russia are, however,

by far the most important business area for Global Ports. They made up 73% of the company's sales in the past year. The terminal for oil products contributed 23% to sales over the same period, a fall of 6%.

Cutting expenses

Global Ports' facilities in Finland accounted for 4% of the enterprise's total sales in 2012. Here, the port operator was forced to accept a drop in sales by 24% compared to the previous year, however. Global Ports sees the main reasons therefor in lower income per container as well as the depreciation of the euro compared to the US dollar.

Global Ports managed to shrink its operating expenses by approximately 2% last year. The company believes that the increased efficiency at Russian ports, a regime of strict cost controls



Photo: Global Ports

The Petrosport facility in St Petersburg is one of Global Ports' three container terminals in Russia.

and a more favourable exchange rate are responsible for this. The net profit for the past year, however, dropped from USD 171,191 to USD 123,474 in 2012.

Well-positioned for 2013

But Global Ports is optimistic for the current year. Thanks to the holding of APM Terminals, which acquired a stake of 37.5% in Global Ports last year, and a partnership with N-Trans, the company is now in an even better position to operate in the growing container market in Russia, explained Mishin. *av*

www.globalports.com

Russia is opening up to business to and from the port of Hamburg

Following Russia's accession to the World Trade Organisation, Russian ports are increasingly shipping their cargo via the German port of Hamburg.

The second-largest container port in Europe is thus benefiting very strongly from Russia's accession to the World Trade Organisation and the associated simplifications in trade laws and the lifting of trade barriers.

Russia was the second-most-important trading partner in maritime container throughput for the port of Hamburg

last year, with a total of approximately 675,000 teu shipped between Hamburg and Russian ports, a plus of more than 13%.

Almost 95% of the entire direct traffic between Russia and Hamburg is handled in maritime port of St Petersburg, Russia's window to Europe. The Russian Baltic Sea port itself processed approximately 2.53 million teu in 2012, which corresponds to an increase of approximately 7% vis-à-vis the figure recorded in the previous year.

The key goods that Russia exports as sea freight via Hamburg include black coal, diesel oil, crude oil, paper, copper and chemical substances.

Meat, vehicles, canned fruit, electrical products and paper are predominantly exported to Russia from Hamburg. Russia also ships a great deal via the Hanseatic port when it comes to breakbulk shipments, for instance iron, steel and other metals, as well as machines. *av*

www.portofhamburg.com



Photo: Kiev airport

Kiev will soon be served by a few new airlines, also from outside the CIS.

Ukraine an ever-more attractive destination

On 31 March and 1 April Air Astana, the Kazakh flag carrier, launched thrice-weekly services to Kiev, the capital of Ukraine, from Kazakhstan's two most important cities, Astana and Almaty. The Central Asian nation, which is a member of the CIS, is not the only airline that has recently felt the attraction of the second-largest European country.

Swiss International Air Lines also has plans to resume services to the largest Ukraine city with the start of the winter schedule – after a hiatus of ten years. Swiss CEO Harry Hohmeister said that the launch of a new daily service from

Zurich makes sense, as «Ukraine is Switzerland's second-most important export destination in the CIS, after Russia.»

Flydubai is not new to Ukraine, but is flying there more often from this autumn. The Dubai-based Emirati low-cost carrier, which also handles freight, is adding a daily Kiev link to operate two a day from 15 September, as well as serving Odessa from then onwards. Three days later it will land in Dnipropetrovsk for the first time, bringing its destinations in the CIS to 18 – more than any other Middle Eastern airline. *ab*

www.kbp.aero

Romania's Taron airline hits turbulence

The Romanian flag carrier Taron announced a drastic cost-cutting programme at the end of March. After many successive years in the red the airline needs to act. It made a loss of EUR 236 million in 2012. Operating a unified fleet and cutting 10% of all jobs, to bring its total staff down to 1,500, are two of the key measures that should have the greatest impact this year. The SkyTeam member expects to make further losses in the next two

years (EUR 143 million in 2013 and EUR 18 million in 2014), but hopes to get back into the black in 2015 and make a profit of EUR 92 million.

Taron discontinued its connection between Lyon (France) and Bucharest, where 90 employees manage the carrier's freight activities, in March. After a twelve-year absence Taron is set to resume its link to Dublin (Ireland) from early May, in contrast. www.taron.ro

In brief

Air Baltic airport adjustment. With the start of the summer schedule the Latvian airline Air Baltic changed the airport it serves with its daily Riga–Istanbul connection. Instead of landing at Istanbul Atatürk (IST), the larger of the city's two hubs, located on the European side of the Bosphorus, it now flies to Istanbul Sabiha Gökçen airport (SAW) on the Asian side. In other news, local top dog Turkish Cargo announced in March that it was transferring some of its freight activities to the smaller of the two Istanbul hubs.

<http://cargo.airbaltic.com>

Air Moldova changes. At the end of April the flag carrier of the Southeastern European country Moldova is switching the airport it serves in London with its twice-weekly link from Chisinau. London Gatwick (LGW) will be served for the last time on 26 April, and from 29 April flights will land at London Stansted (STN). Over and above this the airline is also adding another weekly link to the Baltic Sea city of St Petersburg on 28 April. The northern Russian metropolis will then be served by a total of four Air Moldova flights a week. www.airmoldova.md

Belavia looking east. The flag carrier of Belarus has started the new year with a strong tail wind driving it forward. In January and February it carried 319 t of airfreight, almost one third more than in comparison with the like-for-like period last year. Over the next few months the carrier hopes to grow particularly in the east. It is starting a twice-weekly link from Minsk to the Russian industrial centre of Samara on 28 April, and exactly one month later Kutaisi, the second-largest city in Georgia, will be added to the airline's network for the first time. www.belavia.by



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Klaipeda on expansion course

The port of Klaipeda in Lithuania is pursuing an ambitious investment programme. It wants to handle containerhips with a capacity of up to 7,000 teu and increase its annual throughput capacity to more than 700,000 teu by 2015.

The Baltic port wants to become more competitive and set itself up as an important regional hub over the next few years, especially for cargo from the Far East. Until now much of the freight destined for countries in the region, such as member states of the Commonwealth of Independent States, Poland or Russia, is shipped through the ports of Hamburg or Rotterdam.

Klaipeda, in contrast, handles mainly feeder ships. But with competitive advantages due to low transport costs, Klaipeda believes that after its successful modernisation it will offer clear advantages over ports farther to the west.

Financial support ensured

For that reason Klaipeda is investing heavily in expanding its infrastructure. The investment is financed through the support of several banks.

MSC for example, which is based in Geneva, has signed loan agreements through its affiliated company Terminal Investment Limited (TIL) for a total of EUR 32.5 million with the European Bank for Reconstruction and Develop-

ment and the Lithuanian branch of the Swedish SEB Bankas. This amount will be used to expand the container terminal, which is operated by TIL's subsidiary Klaipedas Smelte.

But expansion is planned for more than just the capacity of the container terminal. Recently the Nordic Investment Bank (NIB), an international finance institute of the eight Nordic and Baltic countries, announced that it has granted a EUR 44 million loan to the Klaipeda port authority.

Motor for the local economy

This money will be used to build new quays, as well as docks for passenger and cargo ferries. Plans include the deepening and widening of the port channel. These activities will increase annual capacity by 25%, which corresponds to an additional 12 to 13 million t per year. The measures are also expected to increase navigational safety.

The operators believe that these investments will not only strengthen the port's market position, but include other positive effects, such as more jobs in the



Photo: Klaipeda State Seaport Authority

Klaipeda is gearing up to handle ships with a capacity of 7,000 teu.

country's logistics sector. Klaipeda is the largest deepsea port in the Baltic and benefits from the fact that it does not ice over. Last year the total cargo throughput in the port of Klaipeda amounted to 35.24 million t.

During that time the container terminal handled 130,786 teu. Results for the first two months of this year are also encouraging. Having handled a total of 6.13 million t in January and February of 2013, the port increased its results by more than 16% compared with the prior year period. The proportion of containerised cargo increased during these two months by more than 8% compared to 2012, to almost 63,000 teu.

av

www.portofklaipeda.lt/en

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Latvia and Estonia

Container terminals with an upward trend

Cargo volume is showing a positive trend in the eastern Baltic. The ports of Tallinn (Estonia) and Riga (Latvia) in particular have recorded very good results in the container segment. Considered in their entirety, however, the throughput figures for both ports are mixed.

The port of Tallinn posted record figures in container volume throughput in 2012. The 228,000 teu handled there represent a 15% increase in volume over the previous year. The volume of ro-ro shipments increased as well.

However, the growth in this area proved to be rather modest in comparison, at just 4% for a total of 3.8 million t. Along with these positive results, the Estonian port had to absorb a serious blow in the overall volume of shipments, which fell by almost 20% compared to the previous year, for a total of 29.5 million t.

No surprise in Tallinn

For Erik Ringmaa, the chief commercial officer of the port operator Tallinna Sadam, the result was to be expected. He pointed out that «we've already been aware of the reasons behind the reduction in the cargo volume for years. The losses are due mainly to the progress in the expansion of ports in Russia and above all the opening of the new oil terminal in Ust-Luga.»

Even if the development was expected, the decline in cargo to 7 million t in oil shipments amounts to a drop of almost a quarter in comparison with 2011. For the port of Tallinn it is therefore clear that it must broaden its spectrum of activities for the future. For this reason, the port operator is aiming to create an attractive environment for a variety of shipments and services which will then attract new companies to the vicinity of the port.

Message of success from Riga

Riga, the largest port in the Baltic Sea region based on load volume, also reported good news for last year, with an increase of almost 20% in the container sector to 362,000 teu.

The extensive investments made in terminal infrastructure and equipment during recent years have paid off. In addition, the expansion of services by CMA CGM and the containerisation of bulk goods have also contributed significantly to the positive figures, a company spokesman said. The shipment of bulk cargo in containers has provided simpler



Photo: thinkstock

The types of cargos handled by Baltic hubs are in a state of flux.

shipping options for exporters. Companies from Russia, Kazakhstan and Belarus in particular are able to benefit from this option.

Optimistic

For this reason, the port is optimistic that growth will continue through the current year. The commissioning of a 4,800 sqm warehouse for general cargo will contribute to this as well. Overall, Riga processed approximately 36 million t last year.

av

www.rop.lv/en



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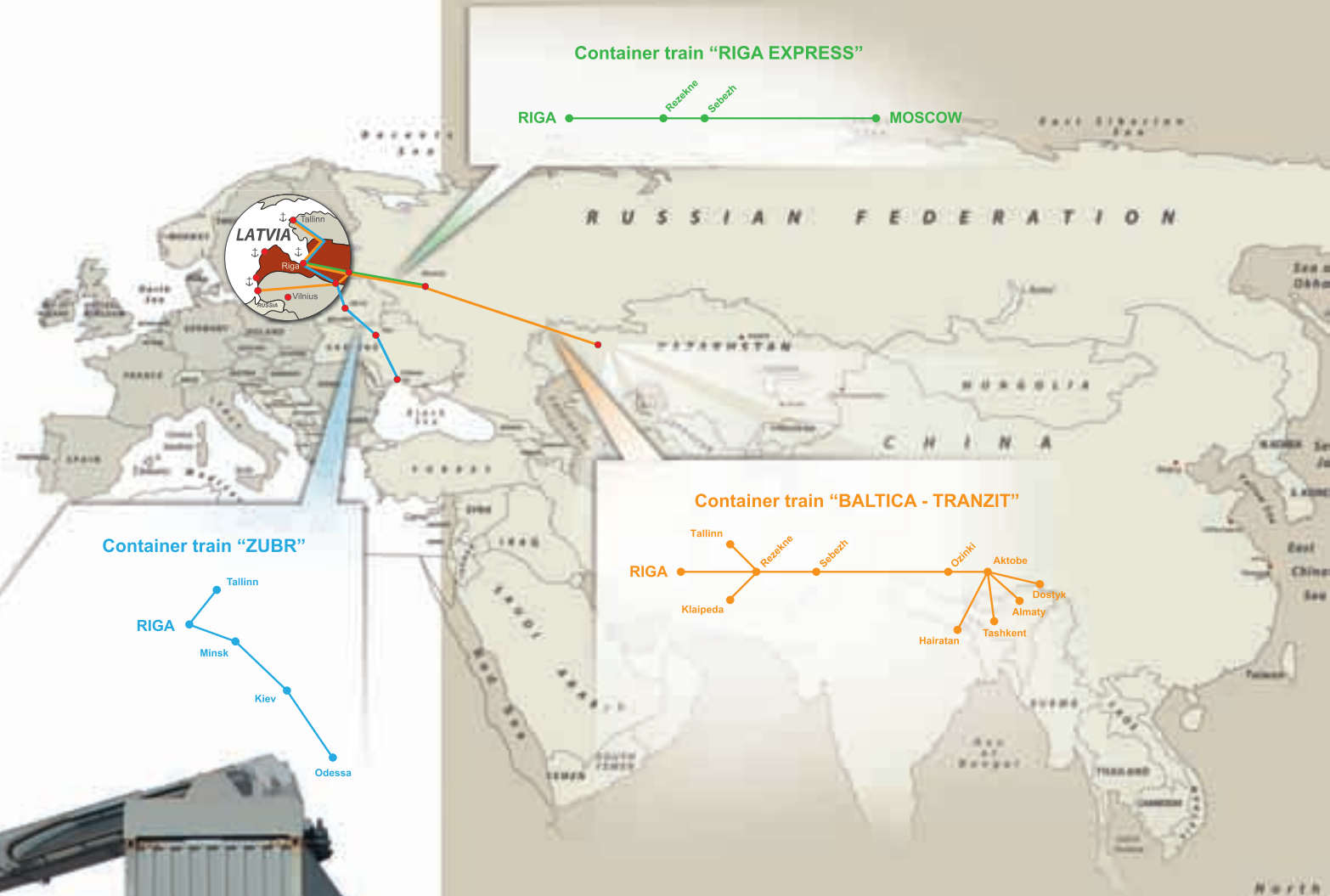






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FACTS ABOUT LDZ CARGO

LDZ Cargo is one of the biggest railway cargo carrier in the Baltic States.

LDZ Cargo is a subsidiary company of the State Joint Stock Company "Latvijas Dzelzceļš" (Latvian Railway), providing cargo transportation services to and from Baltic States, CIS and Western Europe.

LDZ Cargo is a reliable partner in the railway market of the Baltic region. The company is well-known for its successful projects in transportation of various types of cargo, including containerised cargo, for example:

- Container train **Baltica – Transit** delivering goods from the Baltic seaports to the Central Asia, stable and reliable service successfully operating since 2003.
- Container train **Riga's Express** connects Riga and Moscow, operating since 2010.

THE MISSION OF LDZ CARGO IS "MOVING FORWARD YOUR BUSINESS"

The mission of **LDZ Cargo** outlines the role of the enterprise in transportation chain and servicing business clients.

The mission is carried out by **LDZ Cargo** employees, whose experience, knowledge and inspiration facilitate integrated work of the enterprise.

THE MAIN VALUES OF LDZ CARGO ARE ITS CLIENTS AND PARTNERS

The total number of **LDZ Cargo** clients is close to 3000, whereof more than 1000 are strategic clients.

LDZ Cargo believes that each client and partner is unique and special, therefore work of the enterprise is directed towards provision of the most appropriate solution of cargo transportation for each client.

LDZ CARGO IN FIGURES

The amount of cargo transported by **LDZ Cargo** in the year 2012 has reached a record and comprised 60,6 millions tons. For the last several years the transportation tendency shows steady increase.

The total number of **LDZ Cargo** employees is 2790.

LDZ Cargo has at its disposal 6468 freight wagons as well as 146 main-line and shunting locomotives.



FACTS ABOUT LDZ CARGO LOGISTIKA

LDZ Cargo Logistika is a subsidiary company of **LDZ Cargo** and the official agent of the TransContainer in Latvia.

The company provides broad spectrum of services related to the cargo transportation, including intermodal service based on the "door to door" principle. The company constantly elaborates new services and develops new products for convenience of its clients. In the year 2009 **LDZ Cargo Logistika** in cooperation with partners has launched into operation new container train ZUBR. The container train ZUBR connects Tallinn, Riga, Minsk, Kiev and the Ukraine's Black Sea ports Odessa and Ilyichevsk, providing a strong link between the Baltic and the Black Sea regions.

LDZ Cargo Logistika works in close cooperation with **LDZ Cargo**, ports and terminals in order to provide its clients the best competitive solutions in cargo transportation.

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Militzer & Münch • Sharp

Electronics goods for Russia

The international transport and logistics service provider Militzer & Münch, which is headquartered in St Gallen (Switzerland), recently completed its 1,000th shipment by truck from Hamburg (Germany) to Moscow (Russia). After more than 2,100 km on the road, the goods arrived at their destination after just seven days.



Photo: Militzer & Münch

Sharp Russia's **Dmitry Ivanov**, Militzer & Münch's **Thorsten Meincke** and Sharp Europe's **Christian Koop** (from the left) before the 1,000th truck.

Dmitry Ivanov, the head of logistics for Sharp Russia said that «before we started working with Militzer & Münch the customs procedure for the trucks alone could last up to seven days. Now, 99% of the trucks clear customs in a single day.»

Sharp numbers the port of Hamburg among its most critical import facilities in Europe. Hamburg is home to Sharp's central warehouse for Europe, and it is from there that the Russian market is supplied. For the onward transportation of goods to Russia, Sharp relies on the

expertise of Militzer & Münch. Since August 2011, regularly scheduled surface shipments have been running to Sharp Russia's central warehouse.

«Short delivery times, continuous shipment tracking, and a high level of security are critical,» said Thorsten Meincke, a member of the management board at the firm Militzer & Münch International Holding.

Transnational tracking and tracing

In order to provide all of the stakeholders constant access to current tracking information along the whole shipping route, spanning four countries, the existing tracking and tracing system was adapted and extended to meet customer requirements. Today, for instance, customs documentation for trucks can be prepared in Moscow, while Sharp's sales department checks the arrival time of urgently-needed goods at a customer's warehouse at the same time, and passes the information on to the customer.

After Militzer & Münch has coordinated most of the transport route from Germany, M & M Russia takes over, once the trucks arrive at the customs terminal near Moscow for further processing. The Russian employees of Militzer & Münch

have managed to significantly reduce the average time it takes a truck to get through customs. Currently the average waiting time at the customs terminal is less than one day.

In addition to Sharp's central warehouse, Militzer & Münch delivers time-sensitive shipments directly to retail shops in the greater Moscow area. The processes are precisely timed to enable such shipments. «This shipping quality allows us to avoid transloading at our own central warehouse, thus reducing costs,» explained Christian Koop, the general support manager at what the company calls its European Logistic Promotion Center Sharp.

Short Sea traffic via the Baltic Sea

Among the goods shipped are numerous office and household appliances, as well as attractive and expensive consumer electronics items – not just to end customers. To ensure that truck shipments are as secure as possible, Militzer & Münch works with established partners, imposes strict rules for routes, and takes extra security measures, such as using guarded parking lots.

Sharp regularly uses Militzer & Münch short sea options via St Petersburg as an alternative transport route for shipping goods to Moscow that are not time-sensitive. «The Baltic Sea route is not only better for the environment, it also frees up the supply chain from bottlenecks,» added Gunnar Haid, the head of Militzer & Münch's sea freight activities in Germany.

Bureaucratic hurdles between Poland and Russia repeatedly create shortages of transport space on the overland route. «Flexibility plays a key role here. With alternative routes and modes of traffic we have managed to work around some of these hurdles and set up a reliable supply chain for Sharp,» Meincke said. «We're now looking forward to the next 1,000 shipments!»

M & M Militzer & Münch

The M & M Militzer & Münch Group employs approximately 2,800 staff at 100 locations in more than 30 countries.

Militzer & Münch is a specialist for Eurasian and North African traffic, offering road and rail surface transport, air and sea freight, as well as project logistics as an international service along the east–west axis.

The company is active with a dense network of offices in Eastern Europe, the Community of Independent States, the Middle and Far East and in North Africa.

The headquarters of the company, which was founded in 1880, are located in St Gallen (Switzerland).

Garbe Logistic and Accent Real Estate Investment Managers in Russia

Focusing on logistics properties

The German logistics properties agent Garbe Logistic is set to cooperate with the Russian investment and real estate company Accent Real Estate Investment Managers in the development of logistics properties in Russia in future.

Jan Dietrich Hempel, a board member of Garbe Logistic, said that «both partners benefit from the cooperation deal. We offer our extensive know-how in the development and deployment of high quality modern logistics centres to the cooperation agreement. Accent Real Estate Investment Managers, in turn, has very comprehensive knowledge of the Russian real estate and investment market at all levels of development – from the purchase of land to property management through to stable and long-term investment services.»

Stable framework

According to founding partner Alexander Samonov, Accent Real Estate Investment Managers will develop into a leading Russian real estate corporation in the next five years, with the largest investment portfolio in the entire Russian real estate market.

Samonov explained that «we currently see promising development opportunities in the Russian logistics property market, particularly in the region around Mos-



Photo: Accent

The Agroterminal logistics complex, an Accent property in the district of Synkovo in the greater Moscow region.

cow. The overall economic and political conditions are very stable. I'm convinced that now is the right time to develop a new generation of commercial real estate in Russia. Garbe Logistic has been known to me for a long time as an important player and as a professional and reliable partner.»

New opportunities

Together with existing partners, Samonov believes that they can offer first-class logistics real estate activities in the Russian market. Accent Real Estate Investment Managers gathered initial experience in

the logistics property market when it erected a multi-temperature refrigerated warehouse south of Moscow, and a distribution facility in Ufa.

«The cooperation agreement with Accent Real Estate Investment Managers also opens up new possibilities for our customers,» said Hempel. «Together with our partner we can assist them in finding the right location for getting into the Russian market, and give them a service to set up logistics buildings of the same modern standard as in Germany.»

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Dachser and Fresh Logistics teaming up

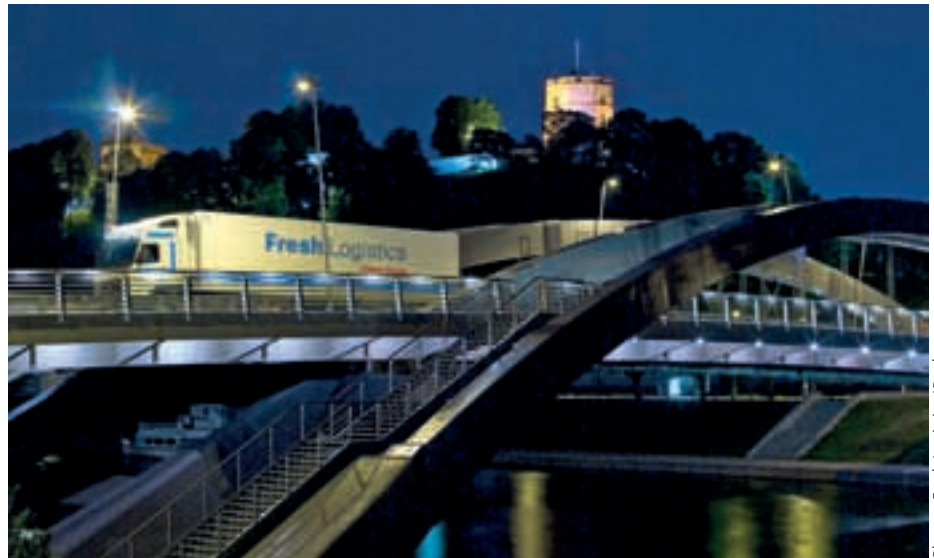
Partnership for fresh food logistics

The logistics service provider Dachser has entered into a strategic partnership with Fresh Logistics, which is a subsidiary of the Raben Group. Dachser has seized the opportunity of expanding its temperature-controlled transport network in Central and Eastern Europe.

Dachser recently started carrying out its food logistics services to Poland, Czechia and the Baltic states in cooperation with the firm Fresh Logistics. Alfred Miller, the managing director in charge of European food logistics at Dachser, told the media that «the new partnership enables us to meet our goal of making reliable services for all temperature ranges in the non-frozen segment available to customers in Eastern European countries.» Daily services to transshipment centres in the Eastern European countries of Poland and Czechia now operate from Dachser's branch offices in Schönefeld (near Berlin) and Hof.

Dachser's new partner Fresh Logistics operates a full groupage network in the five Central and Eastern Europe countries of Lithuania, Latvia, Estonia, Poland and Czechia. Consignments from all German points of departure thus reach consignees in Poland or Czechia in just two to three working days, depending on the distance from the import platform. Like Dachser, Fresh Logistics also offers its customers on-demand shipment status information and digitalised delivery documentation.

The Raben Group is Poland's leading food logistics provider, through its Fresh Logistics cold chain subsidiary. It has a network of nationwide Polish branch of-



Photos: Fresh Logistics / Dachser

Fresh Logistics is a foodstuffs logistics specialist for Poland, Czechia and the Baltic states.

fices handling the distribution of foodstuffs in all temperature ranges. Every national retail chain is served on a daily basis. Fresh Logistics employs a staff of about 600 people, manages 40,000 sqm of temperature-controlled warehousing space and runs a fleet of more than 550 vehicles.

The company is certified in accordance with the ISO standards 22000 and 14001 and has a quality-management system in place that complies with ISO 9001.

As a result of the new cooperation deal, Fresh Logistics will become the biggest partner in Dachser's European food logistics network. www.dachser.com



Dachser has expanded its portfolio of temperature-controlled transport services.

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Russian Railways ensure Euro-Asian mobility

Slow train coming hits express track

In terms of transporting freight, the future belongs to rail – everywhere in the world. By 2030, the total sales of all modes of transport is expected to amount to around EUR 10 trillion, a quarter of which will be generated by rail. In particular, the future belongs to goods flowing between Asia and Europe. RZD, the railway company of the largest country on earth, which connects both continents, is aiming to secure itself a significant share of this, but needs to do its homework first.

Eight months ago Vladimir Yakunin, the president of the Russian Railways (RZD), surprised industry experts, representatives of partner companies and journalists with an ambitious new strategy. «The corridor from the EU through Russia to the Pacific is of particular importance to us,» he emphasised at the company's annual conference in the prestigious Black Sea resort of Sochi.

«It is all about finding safe and profitable alternatives to sea freight, which accounts for around 95% of all freight transported from Asia to Europe,» said the manager, appearing cautiously optimistic. RZD is therefore expected to play a crucial role for western exporters wanting to dispatch their goods to the lucrative Chinese growth market.

According to a forecast made by the International Monetary Fund (IMF), China could replace the US as the pre-eminent global economic superpower by early as 2016. The establishment of such an intercontinental route could therefore generate billions of euros worth of revenue for the Russians. The medium-term aim is for 1% of the total traffic between Asia and Europe to be handled by rail.

In order to be able to better seize these opportunities RZD, one of the largest



Photo: KTZ

The vast Central Asian plains are also crossed by Kazakh railway lines.

transport companies worldwide, is aiming to invest around EUR 57 billion in its infrastructure by 2015.

Capital and new impetus sought

Investments totalling almost EUR 10 billion have already been approved by the Russian government in the few months of this year.

To raise further capital, Russian Railways is considering placing its shares on the London stock exchange in 2015 or 2016, as part of its privatisation process. So there is apparently no lack of desire to invest in the future.

2013 has, however, got off to a bumpy start. RZD's freight tonnage fell by 4% to 294 million t in the first quarter, compared to the same period last year. Its transport performance shrank by 4% to 672 billion tkm, although the transportation of coal remained stable at 78 million t.

What was decisive was the fact that the transportation of oil products and construction materials declined by 2.2% and 8.7% respectively. These goods traditionally play an important role for RZD, which is due to the fact that Russia is one of the world's largest producers of oil. The

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Photo: RZD

Investing in hardware. RZD presented a new wagon platform for con-trailer and container transportation in December.

country also has a healthy construction industry, which is being stimulated by the winter Olympics, taking place in 2014, and the football World Cup, hosted in 2018.

Others, however, take a more critical view, believing that RZD is still not fully exploiting the potential associated with these events. The required investment in its infrastructure is now more necessary than ever before, because the company occupies a dominant position in Russia's transport industry. In fact, 80% of all freight and 40% of the country's passengers are transported by rail, thereby making it Russia's undisputed number one mode of transport.

Modernising one of the world's largest networks

The Russians therefore need to undertake highly intensive modernisation work – a massive task in comparison with other former Soviet states, where rail networks are that much smaller. RZD operates a network which covers about 90,000 km, making it one of the world's largest.

Particularly problematic is the fact that some areas of the vast country are not accessible, neither technically nor logistically speaking. «This is also why Russia isn't really comparable with other countries,» the Russian logistics expert Michail Burmistrov said, calling for more fairness in the discussion.

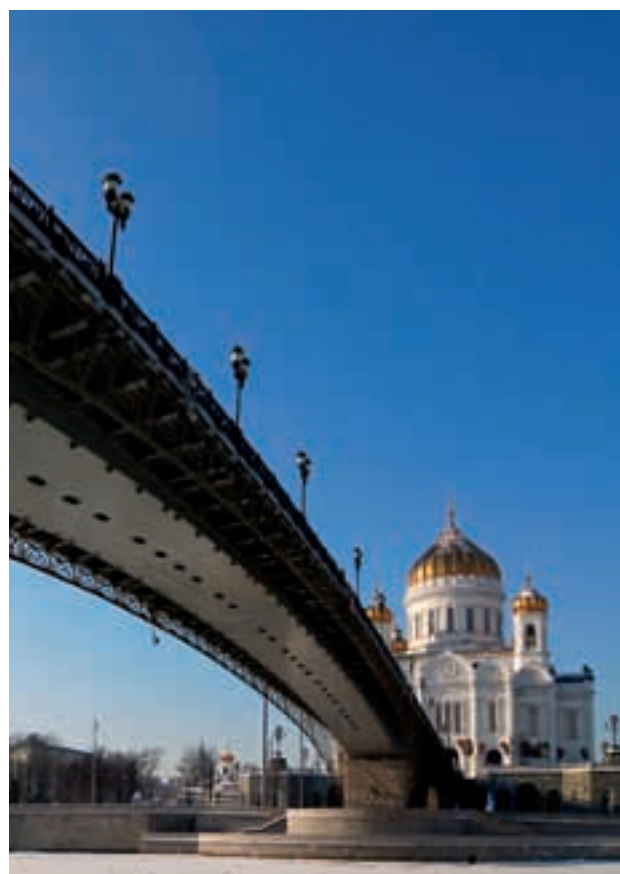
Modernisation projects in Siberia and the Far East of the country focus on two routes – the Baikal–Amur

main line (BAM), and the Trans-Siberian Railway (Transsib). Modernisation of the Transsib which, with a total length of approximately 9,300 km is the world's longest rail route on which freight is also transported (in trade with China), and the continued expansion of the parallel, north-bound BAM route, is expected to commence on a large scale in 2015. This will incur total costs of around EUR 23 billion.

Fine-tuning the fleet

Renewing its fleet is another major concern for RZD. Last November the company announced that it is aiming to purchase a total of 675 electric main-line freight locomotives produced by a joint venture between Russia's Sinara Group and Siemens between 2016 and 2020. The partners will fulfil this order with units produced by Uralskije Lokomotivy. German companies in Russia will also contribute to this bilateral collaboration by producing line filters, tension converters, traction engines, pressure regulators, auxiliary transformer units and cooling pillars.

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Eurasian collaboration boosts freight business

By 2020, Kazakhstan expects the amount of railfreight transit traffic between Asia and Europe which crosses its territory to increase to 35 million t. The amount of transit traffic crossing Kazakhstan, Russia and Belarus has been rapidly increasing since the formation of the three countries' customs union in 2009, explained Askar Mamin, president of Kazakhstan Temir Zholy (KTZ), the Kazakh national railway company.

The extent to which RZD is now involved in intercontinental projects is demonstrated by the electrification of the Tabriz–Azarshahr route in Iran, which was completed last October. Initial implementation in the highly-politicised region is expected to be followed by a direct rail link between Resht (Iran) and Astara (Azerbaijan).

The implementation of these plans will not only enable the transportation of additional freight volumes between the two countries, but also improve the exploitation of the countries' geo-political position in securing trade and economic relations between Europe and Asia.

www.rzd.ru

Five pan-European corridors run through the Balkan state

Bulgaria building itself a modern

By summer 2012 the people of Sofia will be driving to Burgas by the Black Sea on the completed Thrakia east–west highway, the newly-elected Bulgarian prime minister Boiko Borissov promised in summer 2009. During his time in office his cabinet would build three highways, namely the Thrakia, the Lyulin and the Maritsa, the prime minister said at the time. On the day of his surprising resignation on 20 February, the schedule had been quite different for some time. But logistical opportunities remain intact.

The most important tool in former premier Boiko Borissov's three-and-a-half-year period in office was not the pen but a pair of scissors. Instead of poring over government papers and signing documents in his office in Sofia, he preferred to drive through the provinces inaugurating new infrastructure projects.

No place seemed too remote, no building project too insignificant for him not to cut a ribbon in the colours of the Bulgarian tricolour and inaugurate the building or project with a grand gesture appropriate to the father of the nation.

The then prime minister saw highway construction as the urgent prerequisite for economic growth, together with the fight against corruption and crime, and he declared it his top priority. «The major infrastructure projects have either been guaranteed funding from Brussels or have already been cast in asphalt, including the Danube Bridge 2, the national highway Thrakia and some phases of the highways Struma and Hemus, he said in his handing over speech.

His successor, Marin Raikov, took over the reins of the interim government until elections can take place, slated for May. It must have hurt the master builder Borissov badly not to be able to open the two of the country's most important transport infrastructure projects to traffic personally. The two inaugurations he will be forced to watch from the sidelines are the new bridge at Vidin and the outstanding segment of the Thrakia motorway near Karnobat, which were planned to be completed well before the scheduled regular parliamentary elections at the beginning of July.

From neglect to a front-row seat

The story of Bulgarian highway construction began in the mid-1970s. The socialist regime run by the then state and party leader Todor Zhivkov planned to construct a 1,000 km motorway network consisting of three main national high-



Photo: Frank Stier

The project of driving a motorway from Sofia through northern Bulgaria dates from the 1970s. Only two sections of the 450 km Hemus road have been completed, however.

ways the Thrakia, the Hemus – both running north of the Balkan mountains from Sofia to the seaport of Varna – and the Tscherno More, running along the Black Sea coast from north to south.

100 km of motorway were scheduled to be built annually and the network was to have been completed by 1988. But by the time the regime fell in November 1989 only 251 km were completed and a further 72 km were under construction. When the European conference of transport ministers set out its plans for a series of pan-European transport corridors in the mid-1990s, the Bulgarians realised that their country is theoretically in an excellent geo-strategic position.

Five of the ten European transport corridors traverse the country. Situated in the Balkans, it is at the intersection of Europe and West Asia. Since that time, every government has taken up the challenge of expanding and modernising the underdeveloped and

dilapidated road and rail networks. Even if Borissov's cabinet was not able to keep all its promises, not even the opposition is in a position to deny its valiant attempts to improve transport infrastructure.

In a report to parliament the outgoing regional development minister Liliana Pavlova said that since July 2009, 1,609 km of road had been rehabilitated or rebuilt, almost twice the length achieved in the previous legislative session. Kristian Krastev, the transport minister in the in-



Map: Bulgarian agency for transportation construction (API)

Bulgaria's motorway network still has quite a few gaps. But if they were to be closed, then the country could assume the role of a logistics hub between Europe and Western Asia.

transport network

terim government, declared that «we want to maintain this pace of infrastructure development.»

Important bridges across the Danube

Krastev claims that Bulgaria's second bridge across the Danube from Vidin to Kalafat in Romania is 98% complete, but he is unwilling to commit himself to an opening date. The latter depends on the successful creation of a joint Bulgarian-Rumanian operating company, which will be responsible for the distribution of toll revenues. According to recent information, trucks crossing the bridge will be charged EUR 37.

The Danube Bridge 2 is a long overdue addition to the Friendship Bridge between Ruse in Bulgaria and Giurgiu in Rumania. It is both a heavy vehicle and a railway bridge. The bridge is also an important intersection between the pan-European transport corridors IV from Dresden (Germany) via Sofia to Thessaloniki (Greece), and corridor VII, which follows the course of the Danube.

Northwestern Bulgaria, which is poor in infrastructure and can be considered the poor man of Europe, is hoping that the bridge will stimulate investment by attracting international companies. Klaus-Uwe Sondermann, whose consulting firm KombiConsult specialises in intermodal transport, is working for Bulgaria's green freight transport cluster.

Congestion in Sofia to be resolved

Sondermann considers the new bridge an important building block to connect the national rail system to the European transport network. «By providing a link through neighbouring Rumania it offers an alternative to the route through Serbia within the EU, thereby increasing competition in rail transport.» But he considers the modernisation of the northern and southern access routes the most urgent necessity.

In the Middle Ages Sofia, which is located in the centre of the Balkan Peninsula, was at the intersection of traditional trade routes from the North Sea to the Black Sea and from the Baltic to the Mediterranean. In those days its name was Sredets, the

Bulgarian word for centre. Today it is the meeting point of the three pan-European corridors IV, VIII and X. Apart from the two east-west highways, the Lyulin, which is just 19 km long and which was opened in 2011, also starts from here, heading due south. In recent years a sharp increase in traffic has led to massive congestion problems in Sofia, which are to be resolved with a series of construction projects.

Untangling the knot in the centre

The competitive tender for the construction of a highway running from Sofia to the Serbian border at Kalotina has been issued. The highway will link the two transport corridors IV and VIII with corridor X, which runs from Belgrade via Skopje (Macedonia) to Thessaloniki.

Together with the proposed northern bypass to relieve the traffic on Sofia's northern ring motorway, which is presently in a pitiful state, it will provide a much needed route for transit traffic from Serbia to Turkey and relieve traffic considerably in the coming years.

For traffic from Sofia along the Rila and Pirin mountains in the south, the plan is to build the Struma, the first phase of which is already under construction. By the summer Sofia's southern ring road is to be connected to the Hemus section, which is just a few kilometres east of Sofia.

Recently the EU allocated EUR 750,000 for the a project called Sea2Sea, which has been designed to examine the possibility of connecting the railways between the Greek ports of Kavala and Alexandroupolis to the Bulgarian Black Sea ports as well as to the country's Danube ports.

If it is to implement a multimodal freight corridor between the Aegean, the Black Sea and the Danube, Bulgaria will have to execute some very large projects in the coming years. Some transport projects are planned as part of pan-European transport corridor IX in the next EU funding period under the 2014-2020 operational programme for transport, as is the continuation of the Hemus and as is, above all, the so-called «project of the century» – a tunnel under the Shipka pass through the Balkan mountains.

Frank Stier

Volga-Dnepr flies bison and a fuselage

The Russian full-freighter operator Volga-Dnepr Airlines once again proved its heavy-lift airfreight expertise recently with two very different transport jobs. First a group of 30 bison calves became the airline's latest live animal shipment when they were flown from Edmonton (Canada) to Yakutsk (Russia) on board an IL-76TD-90VD cargo unit. The animals followed 60 calves donated by the Canadian government to the Ust-Buotama and Tympynai reservations in the Republic of Yakutia in 2006 and 2011, to help re-establish the Eurasian bison population there. They travelled in special Volga-Dnepr containers. The animals were accompanied by veterinarians and representatives of Canada's Elk Island national park, who ensured their health and comfort during the journey. The IL-76TD-90VD flight was organised by the Russian broker Aerologic Line, which chartered Volga-Dnepr's aircraft on behalf of the Republic of Yakutia's ministry of nature.

A fuselage in an aeroplane

The transport of the fuselage for the new Irkut MS-21 Russian passenger aircraft required the deployment of one of Volga-Dnepr Airlines' giant AN-124-100 freighters, the largest serially-produced freighter aircraft in the world. The dimensions of the fuselage, which was transported between the Russian cities of Irkutsk and Zhukovsky in February, were 11.5 by 4.7 by 4.2 m, so the gap between the AN-124-100 cargo hold's contour was minimal and required all of Volga-Dnepr's technical loading expertise to ensure it was moved on and off the aircraft safely. Loading the fuselage required special tackle which was produced with Volga-Dnepr and Irkutsk aviation plant specialists.

The metal fuselage was manufactured by the Irkutsk aviation plant and was carried to the N.E. Zhukovsky Central Aerohydrodynamic Institute for tests. The Irkut MS-21 is one of a new generation of passenger aircraft whose development and production is being supported by a government programme for the development of civil aviation in Russia through to 2015. The Irkut MS-21 is one of the key projects of the Russian aviation industry aimed at the civil aircraft market.

ah

www.volga-dnepr.com

Perspectives from Europe through the Middle East to Central Asia

Our man at the Bosphorus

Kostas Sandalcidis is the doyen of the transportation and logistics industry in Turkey, who has come to know the surrounding European and Asian markets very well over the years. After the sale of his company he joined M&M Militzer & Münch in 2012 as regional director for the Middle East and Asia. He recently spoke to ITJ editor-in-chief Christian Doepgen.

Mr Sandalcidis, you have been in your new position at Militzer & Münch since October 2012. How do you feel about the corporate culture of your new employer in comparison with the Balnak Logistics Group?

It was like a reunion with old acquaintances at Militzer & Münch, because I'd already worked together with many of my colleagues during my time at Kuehne + Nagel, from the 1970s until 1994. Following that, I built up the Balnak company together with my partners over the course of 18 years. Last year the company's majority shareholders sold their stakes to Borusan Logistics, leaving me free for new challenges.

Your job description envisages expanding Turkey into a hub for logistics to and from the Central Asian countries. As president of the Turkish shippers association for many years, where do you see the strengths in Turkey's geographical location? The industry there has aimed to establish itself as a hub between the Middle East and the Far East on one side and Europe on the other. Turkey is indeed a natural hub, at the junction between Europe and Asia, and has made enormous transport infrastructure advances in the last 20 years. According to the World Bank's Logistics Performance Index for 2012, Turkey improved its ranking from 46th to 32nd, though admittedly there are still problems with customs clearance. Linguistically, Turkey has an advantage when doing business with customers from numerous Caucasian and Central Asian countries.

Great investments have been made in infrastructure in Turkey, including the rail network with east-west connections (Istanbul/Bursa-Ankara-Sivas) and connections to the Istanbul metropolitan region. In what time frame will multimodal options appear as a significant mode of transport in addi-

tion to transportation carried out by road haulage?

Turkey suffers from inherited historical burdens. In the first half of the last century, only the railway was used and then, following that, it was almost exclusively the roads. This trend was corrected in the mid-1990s. 2023 will be a key year, as many projects will be concluded in time for the 100th birthday of the Turkish republic. Things are moving even more quickly, however. At the end of this year, the test runs for a new rail route from

industries are also developing. From a broader point of view the volumes are modest, of course.

Kazakhstan is a gateway to the region and a transit country for most of the traffic. Does the key to future potential in the region lie here, on the so-called new Silk Road?

Militzer & Münch has been represented in Kazakhstan since 2002, which is a very important market for the Central Asian region. In addition to the increasingly significant gas and oil exports and imports from the east that are handled through Kazakhstan, it is a transit country for us for the entire region. The rail network plays a role here for intelligent multimodal logistics solutions for goods from China as well.

Where do Tajikistan, Turkmenistan and Uzbekistan figure in your logistics activities? Your company has been represented by its own branch office in Tajikistan since 2009.

Militzer & Münch opened for business in Turkmenistan in 1992, and has also had a presence in Uzbekistan since 1994/1995. Our operations concentrate on traditional transportation by truck and rail, with the logistics segment still under development. One part of our activities there that should not be underestimated is representing FedEx, which Militzer & Münch does in Kazakhstan, Uzbekistan, Georgia and Azerbaijan. We're also working on acquiring this business in our newest location, Turkmenistan, where we have operated since 2004.

How is each mode of transport developing in the region? Are railfreight's days numbered? Will road haulage soon dominate completely?

Getting the goods to the seas is critical for the region. Special situations, such as the one with sanctions against Iran at the moment, the blocking of the Syrian

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Kars to Tbilisi (Georgia) and to Baku (Azerbaijan) will be performed.

The Central Asian countries of Kazakhstan, Tajikistan, Turkmenistan and Uzbekistan are in your area of responsibility. Is Kyrgyzstan of less interest?

In Kyrgyzstan we work together with a partner company based in Bishkek, with which we're as pleased as we are with the course of business. This explains the difference. In addition to the export of raw materials, the textiles and foodstuffs



Photo: M&M Militzer & Münch

Militzer & Münch is banking on growth in Central Asia too.

border and the unstable situation in Pakistan are geopolitical circumstances that cannot be underestimated. Because the route to the Iranian port of Bandar Abbas has become very difficult, the Turkish port of Mersin has taken on greater significance, for the export for example of cotton and aluminium from Central Asia. As a result, interesting connections have emerged to take freight from Mersin by ferry to Alexandria and Aqaba in order to supply Jordanian and Iraqi markets. In addition, increased international investment in Northern Iraq has been negotiated, which will make it possible to increase the transport business in the region via Turkey.

What multimodal options do the three land-locked Central Asian countries have?

For land-locked countries there is the traditional route via Russia to Riga. We handle a lot of shipments to and from there as well. In my estimation Tajikistan and Turkmenistan will, in the medium term, be pushed into the customs union which Russia has established with Belarus and Kazakhstan. This should lend momentum to trade and logistics in the region.

Explorations are also underway for routes via Pakistani ports, to ship goods through Central Asian countries. That is still a broad field, however.

Other countries in the Caucasus, such as Azerbaijan and Georgia, are also counted among the countries that should be aligned with the Turkish hub. While Turkey has already become Georgia's largest trading partner, Azer-

baijan has concentrated on exporting raw materials in coordination with Russian companies. How do you view these local prospects for the transport market?

Georgia is the country in the Caucasus that is most characterised by its strong western orientation. Development there has been more towards Europe and less in the direction of the CIS. The Georgian market is especially important for Turkey, as both sides have high expectations of the Tbilisi-Kars railway line.

In Azerbaijan, whose economy is currently still largely characterised by the export of raw materials, Militzer & Münch is active in the forwarding and courier business, as FedEx's representative. The import segment must not be underestimated there, either. The flow of goods from Europe and Turkey goes through



Photo: M&M Militzer & Münch

Kostas Sandalcidis, a transport and logistics industry veteran, has worked for M&M since 2012.

Azerbaijan and on to Astrakhan in southern Russia.

China and Russia, potent representatives of the so-called Brics group of countries, form an attractive hinterland for the region. China has increasingly concentrated its investment programme on its inland regions. Do you see a weakening momentum from the Middle Kingdom?

China, where we currently have twelve locations, is an important market for Militzer & Münch. It will remain a central engine for global transportation, of that I'm convinced. We have had positive experiences organising transport from China via Kazakhstan using rail/air shipping and other intermodal solutions. Urumqi in Xinjiang has established itself as the most important logistics hub and strategic intersection for international shipments between China, Kazakhstan and India, amongst other countries.

The potential for this intersection is still underestimated, in my opinion. I also expect rapid development in land transport at this hub because the TIR system in the region will continue to expand. Kazakhstan has had experience with this for some time, and Pakistan is currently in the introductory phase. Even China is not untouched by this development.

What is the situation in Russia? Have you seen any indication in the market that the prevailing export of raw materials will expand to other goods?

In my opinion, Militzer & Münch is a market leader in Russia and our activities there are correspondingly important in the group. We'll always be strongly connected to this core market from the region that I serve.

The Russian customs union with neighbouring countries will certainly be expanded, as I mentioned above. In the field of tariffs, one of the key issues to accelerate and expand trade, the solutions are on the table and were discussed at Fiata's recent spring meeting. Little will change in the structure of the traffic to and from Russia in the short term. There is great demand for imports to Russia (see also page 16), and we expect continued strong business here.

Allow me to close on a more personal note. I'm especially pleased by Fiata's decision to hold its 2014 World Conference in Istanbul. This will give even more stimulus to the region.



Photo: Cornél van Heerden

An impressive picture of the anniversary Antonov taking off from Lanseria airport in South Africa.

UTair Aviation sends a love letter to South Africa

From the Arctic to the Cape

An Antonov AN-2 «Annyshka» flew from the Arctic Ocean to the southern-most tip of Africa recently. The historic and history-making freighter aircraft was made available to a project called from ocean to ocean by the Russian airline UTair Aviation.

Three daring Russians, the pilots Sergey Bykov and Sergey Dmitrenko and flight engineer Alexander Achimov, set off from the airport of the western Siberian city of Tyumen on 5 December 2012 to fly more than 20,000 km to Cape Town (South Africa). This was a special journey for two reasons, with the aircraft they chose to

complete it in being none other than the plane lovingly dubbed Annyshka (which means little Annie), the nickname of the Antonov AN-2 double-decker, which was manufactured from 1947 onwards. The historic flight, which was called the «Just Love mission», was undertaken to celebrate the 65th anniversary of the multi-

purpose aircraft. This particular unit was in built in Poland in 1987, and was originally designed to carry 1.6 t of freight or 12 passengers. It last saw active duty with Utair's cargo division. An Annyshka double-decker had never flown so far or for so long before, with the ocean to ocean adventure crossing the territories of Russia, Ukraine (where the South African Mark Hill and the English woman Tracey Curtis-Taylor, representatives of two project partners, came on board), Czechia, Germany, France, Spain, Algeria, Nigeria, Cameroon, Equatorial Guinea, Gabon, Congo, Angola, Namibia and finally South Africa.

After arriving at the Cape of Good Hope on 21 February, the silver-grey Annyshka was stationed at Lanseria airport between the South African capital Pretoria and the metropolis of Johannesburg, where the aeroplane assumed its designated role. It will be operated and maintained by Execujet, one of the largest providers of business flights worldwide, and will give orphans and other children from disadvantaged backgrounds the opportunity to live their dream of flying. Mark Hill, who will pilot the Annyshka on these flights, said that «experiencing a flight can bring unforgettable emotions and change your life and your perception of the world.» *ah*

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Masthead

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A head-on approach!



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