



International
Transport
Journal

19 · 20 | 9 May 2014
www.transportjournal.com

ENGLISH EDITION
(also available in an identical
German and French version)



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Panama Canal makes waves 12

The cascading effect is causing growing over-capacities in north-south trades. The opening of the expanded Panama Canal at the end of 2015 will drive this development even further.

All's well that ends well 17

Qatar did not give an official reason for the recent delayed opening of a major new airport. But now the first aircraft has landed at the hub in the Emirate, touching down at the end of April.



Broad gauge the key 41

A feasibility study has been launched in Vienna for a broad-gauge railway project to link Slovakia and Austria. The city hopes to capture goods that currently sail from the Far East to Hamburg.

Cover: Trucks eating up the motorway miles.

Photo: Thinkstock

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The urge for something new

Dear readers,

The urge to experience something new drives the world forward. An entire religion has grown up around the term innovation, and the so-called early adopters – those of us who always have all of the latest updates and the newest apps installed – are its disciples. Biology plays its part in this urge, for we are pleased when we get our daily dose of the happiness hormone dopamine. It flows when we have an unexpectedly positive experience and try out something new. Routine and boredom, in contrast, hamper our bodies' dopamine production and make us feel demotivated.

So is everything clear? Not in the least. For there is also a scientific insight which states that, as students of a new hype, we are merely following a predictable cycle. Jackie Fenn of the Gartner research institute has translated the phenomenon into nice images for five phases. A technological trigger is rapidly followed by a peak of exaggerated expectations, from which we descend into the valley of disappointment. There we arrive at a more realistic assessment and can thus set out on the path to enlightenment, on which we finally reach safe shores in the form of a plateau of productivity. This description of the overall process made a lot of sense, at least to me.

But those of us who do not want to accept that we are but hamsters in a treadmill can take the fact that the process can be reversed as consolation. Sometimes the familiar vanquishes a supposedly innovative approach, at least according to Alexander Fürstenberg, a Russian radio technology engineer, who concluded that «if a tried-and-tested old winner pushes out a bad new option, then that is progress.»

We hope that the following pages of reading contain a bit of both for you and look forward to meeting you at the Breakbulk Europe 2014 trade fair in Antwerp these days.



Christian Doeppen
Editor-in-chief



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Europe

Non-executive directors

The Port of London authority (PLA) has appointed three new non-executive directors to its board. They are Helen Deeble, chief executive of the P&O Ferries division, who was selected by the secretary of state for transport, and her fellow board members Alun Griffiths and Annette Justad, who were chosen by the PLA board. Griffiths is currently group HR director and board member at WS Atkins, an engineering and design consultancy, whilst Justad is the chairman of the American Shipping Company and the mining company Store Norske Kulkompani.

Justad will join the board on 1 June, and Deeble and Griffiths on 1 September. The new board members have been selected ahead of the departures of deputy chairman John Mills and board member William Everard from the PLA board, both of whom are leaving due to their regular six-year mandates coming to an end. Everard will step down on 31 May and Mills on 31 August.



Alun Griffiths

Photo: WS Atkins

EBU renews its presidency

The European Barge Union (EBU) has elected Didier Leandri, who represents the French member association CAF, as its new president. Gunther Jaegers, of the German inland waterway transport association BDB, is the new vice-president. Leandri was previously secretary general of Veolia Cargo (2005–2009), amongst other things.

Reshuffles at TNT

Andries Waalberg, who became managing director of TNT Swiss Post in 2008, took on the role of managing director of TNT France on 1 May. He was succeeded by TNT Swiss Post's finance director, Ron Willemsen. In his new position Dutch citizen Willemsen, who has worked for TNT since 1990, is also in charge of TNT Austria. Willemsen held senior positions in the financial and administrative sectors in Belgium, the Netherlands, Luxembourg and South Korea.



Ron Willemsen

Photo: TNT Swiss Post

Rickmers realigns top slots

The Rickmers Group made some changes to its top echelons on 1 May. The corporation's CFO and deputy group CEO, Dr Ignace Van Meenen, has taken over as group CEO. He was the Rickmers Group's head of finances from 2011 onwards, and was made deputy group CEO in April 2012. The group's deputy CFO, Professor Mark-Ken Erdmann, was promoted to group CFO. He has been a part of the group's executive board since December 2013. Ronald D. Widdows, who stepped down as CEO of the group and of Rickmers-Linie, will remain a member of the advisory board of the Rickmers Holding. Over and above this, he will also retain his role on the board of A. R. Maritime Investments, an Apollo/Rickmers joint venture based in Singapore. Ulrich Ulrichs became the new CEO of the shipping line Rickmers-Linie.

Head of retail and lifestyle

In April Damco named Simon Joslin as its new regional head of retail and lifestyle for Western Europe. He joined Damco in the UK and Ireland in 2010, first as director of strategic development and then became CCO. Joslin previously worked as global account director for APL Logistics from 2006 onwards. Prior to that he was NYK Logistics' director of international logistics in the UK. Joslin reports to the Western Europe CCO Charles van der Steene and is based in The Hague.



Simon Joslin

Photo: Damco

New branch boss

Volker Tomandel has been selected to manage Group7's branch office in Nuremberg. He joined Group7 seven years ago as an ocean freight manager. In the last five years he boosted the Nuremberg office's sales and managed the India route for the whole company.

Swiss pilot training in new hands

Marcel Witzig, currently head of ground services at Swiss International Air Lines, is set to take over the management of subsidiary Swiss Aviation Training (SAT) on 19 May. He will replace Manfred Brennwald, who had announced his resignation after seven years as SAT's CEO in 2013 (see also *ITJ Daily* of 26 June 2013).

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Olsson moves to Itella

Tomas Olsson is the new head of Itella Logistics' Scandinavian and Baltic activities. He took charge of his new work on 22 April. Prior to joining Itella Olsson held various positions with DHL over a 15-year period. He served as president of DHL Sweden, as a director of DHL Nordic as well as of DHL/DPWN Europe (Deutsche Post). Earlier in his career he also worked for Green Cargo, and as a consultant for the logistics industry.



Tomas Olsson

Photo: Itella Logistics

Logwin solutions manager

Marcus Cebulla is joining Luxembourg's Logwin Group as an executive committee member on 1 October. He will be in charge of providing logistics solutions in Germany. Cebulla began his transport industry career with the freight forwarder Paul Günther Logistik in Hamburg (which was later taken over by the Bremen-based BLG Logistics Group in 2002). At the latter forwarding service provider Cebulla became managing director of BLG Logistics Solutions as well as of subsidiaries in the United Kingdom and in Italy. From 2009 until the beginning of 2014 Cebulla was managing director of the Nagel Group, where he was in charge of contract logistics. Cebulla's move to Logwin completes the company's executive committee for the division providing logistics solutions in Germany.

Geodis Wilson is in fashion

Geodis Wilson has appointed Ashwani Nath as the global vertical market director of its fashion, lifestyle and retail sectors. He will be based in Amsterdam and report to Geodis Wilson's chief marketing officer Ivy Boyer. The Geodis Group provides logistics services to a number of fashion labels and retail chains worldwide. Nath joins Geodis Wilson from DHL Global Forwarding, where he was head of EMEA region retail activities, based in Milan. He previously worked in senior positions for MSAS Global Logistics, Exel, LEP, Kamino International and Forbes Gokak.

In Germany, Mark Goes has been put in charge of Geodis Wilson's activities for the fashion and lifestyle retail trade, as sector director for Northern Europe. He will be based in Hamburg.



Ashwani Nath

Photo: Geodis Wilson

Americas

Two promotions at Road One

Road One Intermodal Logistics, a US distribution and logistics company, has promoted Jessica Cohen and Kendall Kellaway to directors of business development. Cohen will be in charge of sales in the Midwest, with Kellaway taking the reins in the northeast. Cohen has ten years of intermodal experience, whilst Kellaway's previous positions include marketing manager with the distributor E-Fill America.

New Coyne Airways helmswoman



Liana Coyne

Photo: Coyne Airways

Coyne Airways has appointed Liana Coyne as its new chief operating officer, one of the measures in an overall restructuring plan that sees managing director John Batten leave the airline, which he began to supervise in September 2013 (see also *ITJ Daily* of 10 June 2013). Coyne, who has been a company director since 2010, will head five new market-focused divisions, each with its own

managing director. These cover Iraq, the Caspian Sea region and Central Asia, Afghanistan and Africa, as well as the firm's contract logistics division.

Delta Air Lines welcomes new SVP

Kevin Shinkle has been named as the new senior vice-president and chief communications officer of Delta Air Lines, with effect from 7 May. He joined Delta from the Associated Press, where he served as business editor, managing coverage of business and finance worldwide. He headed a team of 70 editors and reporters in the USA, Europe and Asia. Under Shinkle AP's business staff was honoured by the Society of American Business Editors and Writers for breaking-news coverage and explanatory and feature writing. At Delta, Shinkle will serve as a member of the corporate leadership team reporting directly to CEO Richard Anderson, and lead a team in charge of internal and external communications.

& NACHT



Asia

Executive changes at K Line

Kawasaki Kisen Kaisha Ltd (K Line) made a series of personnel changes at its recent board meeting, amendments that are subject to approval by the ordinary general meeting of shareholders, which has been scheduled to take place on 25 June. The carrier's board named Hiromichi Aoki, currently senior managing executive officer, as its director and senior managing executive officer. Current directors Takashi Saeki, Keisuke Yoshida and Masami Sasaki are to retire and become advisors, whilst director and managing executive officer Shunichi Arisaka will become a managing executive officer.

Changes for MOL

Tokyo-based Mitsui O.S.K. Lines Ltd (MOL) has announced, through its president Koichi Muto, a number of changes to the company's board of directors, corporate auditors and executive officers, as well as to their charges. They are subject to approval at the annual shareholder and board meetings, which are scheduled to be held on 24 June. Changes to the board of directors include the promotion of Shizuo Takahashi and chairman Atsutoshi Nishida to directors, and that of Hideki Yamashita to the position of corporate auditor. Representative director Akimitsu Ashida becomes a counselor, whilst director Sadayuki Sakakibara and corporate auditor Sumio Iijima are retiring.

Promotions in the ranks of executive officers include that of Masaaki Nemoto, who has become a senior managing executive officer, and Takaaki Inoue, who was named managing executive officer. Senior managing

executive officer Takashi Kurauchi and executive officer Tsuyoshi Yoshida will retire for age reasons. The latter will become senior managing director of MOL Information Systems.

Three new offices for Ecu-Line

Ecu-Line, a subsidiary of the Avvashya Group, has opened its own offices in Port Klang and Penang (both Malaysia). The centres, which will both be managed by Venu Rao, Ecu-Line country manager for Malaysia, commenced operations on 2 May.

Ecu-Line has simultaneously established a new presence in the Philippines, in Davao City in the province of Mindanao. Ecu-Line has been represented in the Philippines since 2001, with offices in Manila, in the Luzon region, as well as on the island of Cebu, in the Visayas region. Ecu-Line has thus brought its global presence in 90 countries to more than 200 offices.

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Patron for the hall of fame

Alexander Dobrindt MP, Germany's minister for transport and digital infrastructure (BMVI), has become the patron of the logistics industry's hall of fame. Dobrindt said his personal involvement arose from his belief in the importance of «turning the spotlight on outstanding personalities in this key industry.» Dorothee Bär MP, parliamentary secretary of state in the ministry and the government's coordinator for freight transport and logistics, became a member of the logistics hall of fame's jury and nominating committee at the start of the parliamentary session in March.



Alexander Dobrindt

Photo: Logistik Hall of Fame

Comment

Allies, not rivals

The future of container shipping still remains very uncertain. Given the difficult economic environment consumers in many places continue to be cautious, which has a negative effect on volumes transported. According to the London-based analyst Drewry there was an increase in goods hauled in April, following an overall decrease in the first quarter of 2014. It remains to be seen how sustainable this improvement is. At the moment rates are sinking again.

In addition to the dwindling amount of goods, it is a known fact that the many large container freighters that are successively entering the market these days present another problem. They don't help ameliorate many a shipping company's difficult position.



Jutta Iten
ITJ editor

More rational transport and more competition

Container operators are therefore searching for new ways to close their ledgers with reasonable annual results. One possibility is to rationalise services by forming alliances (such as the P3 and G6 efforts) or by taking over other companies whose activities, in an ideal scenario, complement those of the buyer's. The latest example is the merger of CSAV and Hapag-Lloyd (see page 16 in this issue). Apparently the Hamburg-based German shipping company additionally hopes to take NOL from Singapore on board. Furthermore, unconfirmed reports indicate that Hamburg Süd is once again showing some interest in collaborating with HL.

Whatever turns out to be the case, the planned joint deployment of large vessels by CSAV and HL should help arrange transport services in a more rational way and finally make them more competitive.

Carriers are also plagued by the fear of additional costs, caused in part by new legal regulations concerning fuel with a low sulphur content. Some market analysts believe that the costs will be substantially higher than were previously expected. Yet again, one will have to wait to see the effects of new laws that have just been introduced.

It is certain that maritime carriers and all companies that participate in the supply chain have to search for a solution for survival. To become allies instead of rivals doesn't seem to be too bad an approach for starters.

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Panamax fleet seeking new opportunities

Canal-expansion ripples spreading

Delays in the Panama Canal expansion works have hit the headlines in the past few months. This is likely to have a positive effect at least on the north–south trades, according to a scrutiny that the analyst Drewry has presented in its latest Container Insight Weekly report.

The continuous cascading, that is to say the transfer of ships from the Asia–Europe trade into other lanes, of ever-larger, surplus panamax vessels into north–south trades is still contributing to overcapacities there.

In the latest edition of its regular Container Insight Weekly report the English analyst Drewry has said that it is rather obvious that this problem is likely to get worse when the Panama Canal's widened locks are opened at the end of 2015.

MSC as the engine

The extent and nature of the problem becomes clear in the light of the latest news presented by the Mediterranean Shipping Company (MSC). It is set to deploy a total of no less than ten vessels, all of them chartered and with an average capacity of 4,000 teu, in a new service between Asia and West Africa.

The excess supply of panamax ships with capacities of between 4,000 and 4,999 teu has ensured that charter rates for units plying their trade in these lanes have plummeted, and stayed low. This makes entering that particular market a relatively simple move for new service

providers – at least initially. It is likely, Drewry elaborated, that other lines will follow MSC's lead, especially once the Panama Canal's new locks are opened and ships with outdated maximum sizes can increasingly be deployed in lanes for which they were not originally envisaged.

Delays in the planned opening of the enlarged Panama Canal – it has been put back from the middle of this year to the end of next year – have thus at least had a positive effect on most north–south trade lanes.

Drewry has said that currently, approximately 150 ships with capacities between 4,000 and 5,000 teu use the canal to sail between Asia and the US east coast. Another 58 vessels of this size sail between Europe and the South American west coast, as well as the US east coast and the South American west coast. Many of them will be replaced by larger units after the expansion is completed.

Not profitable

Economies of scale are at the heart of lines' business strategies in these dire times – even though panamax units do not always generate satisfactory results.

This development has again been brought to the fore by Evergreen's recent decision to route more cargo from Asia to the US east coast via the Suez Canal instead of via the Panama Canal.

Too much by half

Drewry's calculations have shown that 337 ships with capacities of between 4,000 and 5,900 teu are either deployed on routes that do not pass through the Panama Canal or have been laid up. Shifting even just a small proportion of the units that currently pass through the Panama Canal to deployment in other trade lanes would have a marked impact on the market for ships of this size. Thus a large proportion of panamax tonnage is expected to be scrapped, according to Drewry, independently of its age. Drewry pointed out that the average age of these vessels is 8.5 years, with almost three quarters less than eleven years old.

As many of these units are written off over a period of 15 to 20 years, however, scrapping a large proportion of this tonnage would result in the elimination of a great amount of book value on paper. Refurbishing or even enlarging these ships could be one alternative, though.

About half of the worldwide panamax fleet, which comes to about 2.8 million teu today, would have to be scrapped to eliminate oversupply after the Panama Canal expansion. *Antje Veregge*

Container fleet on 27 April 2014, according to Alphaliner (existing fleet and orderbook)

Rnk	Operator	TEU	Share	Existing fleet	Orderbook
1	APM-Maersk	2,667,484	14.8%		
2	Mediterranean Shg Co	2,414,170	13.4%		
3	CMA CGM Group	1,532,230	8.5%		
4	Evergreen Line	866,536	4.8%		
5	COSCO Container L.	764,064	4.2%		
6	Hapag-Lloyd	762,135	4.2%		
7	APL	642,722	3.6%		
8	CSCL	614,685	3.4%		
9	Hanjin Shipping	603,664	3.3%		
10	MOL	594,795	3.3%		
11	Hamburg Süd Group	494,399	2.7%		
12	NYK Line	478,847	2.7%		
13	OOCL	473,134	2.6%		
14	Yang Ming Marine Transport Corp.	389,266	2.2%		
15	Hyundai M.M.	370,602	2.1%		
16	PIL (Pacific Int. Line)	360,094	2.0%		
17	K Line	350,562	1.9%		
18	Zim	320,857	1.8%		
19	UASC	275,834	1.5%		
20	CSAV Group	241,413	1.3%		

Table: Alphaliner

Russia investing in northern sea route

Expanding in the Arctic

The Russian government continues to promote the opening up of the Arctic coast for commercial shipping as part of its transport policy. The new port of Sabetta, which should be fully operational from 2016 onwards, has already received calls from the first ships.

Russia is investing heavily in its Arctic infrastructure (see also *ITJ* 49-52/2013, page 15). Russian transport minister Maxim Sokolov recently convened a ministry executive meeting at which he gave an assessment of developments designed to facilitate shipping in the northern sea route. He stated that in 2013, around 4 million t of goods were transported on the sea route.

The new port of Sabetta on the Yamal Peninsula in Siberia, which plays a central role in infrastructure planning, was recently inaugurated with the arrival of the first ship. The country is also pushing ahead with the construction of a new generation of icebreakers, not seen anywhere else in the world before, with a capacity of 60 MW each. The first unit in this series is set to be ready for its maiden voyage in 2017.

Despite the difficult economic situation in Russia the country is set to invest substantially in Arctic and northern sea route projects. Sokolov has also campaigned for private investment, emphasising that public-private partnerships could provide more impetus for the expansion of the northern sea route.

Christine Kulke-Fiedler



Photo: Thinkstock

Russia is investing substantially in new icebreakers for the northern sea route.

Reinforcing the Ravenna box terminal

The Ravenna Container Terminal (TCR) commissioned a new quay crane at the end of April, with the move a part of an overall EUR 8 million investment programme. The new crane, the facility's second one, has a reach of 17 rows of containers and 35.5 m under the spreader, and a lifting capacity of 55 t. TCR is now in a position to receive ships with a capacity of 8,000 teu.

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After the merger is before the merger

All good things come in threes

Consolidation in the container shipping industry is proceeding – albeit only in small steps. Now that the merger between Hapag-Lloyd and CSAV has definitely been decided, discussions in Hamburg centre on another new partner – preferably from Singapore.

The merger is on track: Germany's Hapag-Lloyd (HL) and Chile's Compañía Sud Americana de Vapores (CSAV) signed a binding contract in April to merge their box transport activities.

As only 2.7% of CSAV's minority stakeholders made use of their right to withdraw (below the threshold of 5% of all shares), the merger is definite – though still subject to the approval of the competition authorities concerned. CSAV's container business in its entirety will thus become a part of Hapag-Lloyd's. The South Americans in turn have taken a 30% stake in HL, making them one of the line's three core shareholders, with the others being HGV (the city of Hamburg) and Kühne Maritime. Klaus-

Michael Kühne, the majority owner of HL, told a German newspaper that he was positively disposed towards the move, but simultaneously emphasised that even after the merger, HL continued to lag too far behind its key competitors Maersk, MSC and CMA CGM.

He wants another partner on board, and makes no bones about the fact that he would prefer the Singaporean line NOL. Though the Southeast Asian line has shown no interest at all so far, Kühne does not preclude a change of mind. NOL's Singapore location means it would complement European and South American activities ideally.

Neighbourly talks with Hamburg Süd are not off the cards, with the latter ha-



Photo: Thinkstock

Are the cards due to be reshuffled in Hamburg?

ving signalled an interest in a triple alliance recently. This would depend on the approval of the Oetker family, which has already torpedoed such a move twice before. The travel group Tui's share of HL has been cut from 22% to an initial 15% as a result of the merger, and will come down further to 13.9% after a planned capital increase.

Antje Veregge

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Haropa develops strategies to make better use of vacant land

There's still some space in France

Whilst many ports in northwestern Europe are operating close to the limits of their capacities, the Haropa port alliance is developing strategies to attract transportation and logistics companies to its hubs. The undertaking will focus particularly on the use of vacant sites along the river Seine. A central aspect of this is making the best use of the waterway for transport to and from sea ports.

Haropa, the alliance of the ports of Le Havre, Rouen and Paris, is increasingly focusing on its role as a partner for transportation companies and for shippers. The ports provide their customers with services from a single source, thereby enabling them to save time and money.

Last year, the seaports handled a total of 90.4 million t of cargo, which was 6% more than the previous year. The number of containers that went through also increased by 6% to 2.59 million teu. Haropa therefore has an edge over other hubs in northwestern Europe. Of these maritime containers, 160,000 teu were transported on the river Seine to Paris, 4% more than the previous year.

Focusing on site development policy

The French alliance does not intend to rest on its laurels in light of these results, however. It rather wants to anticipate the needs of the economy. The partner ports are therefore currently developing a number of ideas to attract more companies to their sites.

Together, the three port operators manage 70 major and minor river ports at various locations along the Seine, which together cover approximately 14,000 ha of business premises near the river's banks, as well as warehouse and industrial buildings with a total of 2.7 million sqm of covered space. Much of this capacity is currently still unused and thus available to interested companies.

The three ports together have 300 ha of vacant land and 260,000 sqm of warehousing space, which could largely be available immediately. «Haropa wants to accommodate its prospective customers in every respect,» said Hervé Cornède, the sales and marketing director of the port alliance. However, one thing is particularly important for the port operator. «We make it a condition that multimodal transport, and in particular the waterways, are used for activities».

In addition to its own vacant land, Haropa also manages that of several in-



Photo: Haropa

The inland port of Rouen, Europe's largest grains hub, has become an ever more important centre for the paper industry in the past two years.

land ports in Normandy, Champagne, Burgundy and Ardennes, meaning that a total of around 500 ha of vacant land is available for companies to move to.

Site acquisition

In addition, the ports are also purchasing more land that is adjacent to attractive locations that are of particular economic interest, such as in the port of Bonneuil-sur-Marne on the eastern outskirts of Paris, for example.

In the port of Gennevilliers, to the north of Paris, the alliance is currently modernising a 20,000 sqm warehouse which will house a subsidiary of the Heineken brewery group. The brewer is vacating its current premises in Paris La Villette, to make increasing use of the inland waterways for its shipments in future.

Expanding activities

In recent years Rouen, Europe's leading grain handling centre, has increasingly become a hub for the paper industry too, in addition to its core activities. The paper industry uses the river port for incoming shipments of waste paper, as well as to dispatch rolls of new paper for domestic and overseas printing companies.

The port of Rouen already provided space to expand these activities in 2013. The capacity of Le Havre is also not yet fully utilised. There is vacant land and warehousing in four logistics zones between the large Pont de Normandie bridge and the new Port 2000 terminal. The site development strategy is proving successful.

The Seine is ever more attractive

Last year, for example, the Norwegian group, Odfjell Terminals Europe, decided to build a new tank farm, including a liquid chemicals terminal. «Subsidiaries of the three major maritime shipping lines, that is Maersk Line, MSC and CMA CGM, which have their own terminals in Port 2000 in Le Havre, also use the river Seine, and have a partial presence at the main terminals along the river,» explained Cornède.

They act as locomotives, with smaller and medium-sized enterprises following their example and using the Seine for their shipments. He is convinced that «the Seine artery is therefore becoming increasingly significant and ever more important». Cornède believes that «Haropa is in the process of becoming one of the most dynamic ports for the 21st century.»

Ralf Klingsieck

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It was a smaller aeroplane, and not one of Qatar Airways future wide-body jets, that had the honour of making the first official landing at the new Hamad international airport in Doha. Photo: Qatar Airways

Opening of the new Hamad international airport

A soft landing in Doha

The official opening of the new airport in Qatar – initially planned for December 2012, and then called off again at the last minute on 1 April 2013 – has now finally taken place on 30 April.

Akbar Al Baker, the CEO of Qatar Airways, watching a VIP flight land at the newly-opened Hamad international airport, said that it was «a historic moment, not only for our airline, but also for the entire Qatari nation.» He was commenting on the first official landing at his company's future hub. Accompanying him aboard the Airbus A320, which had taken off just a few minutes earlier from directly-adjacent old Doha international airport, were members of the transport

ministry and the civil aviation administration of the Middle Eastern country.

Initially, ten airlines will use the new air hub, which has been under construction since 2005. They are Air Arabia, Air India Express, Biman Bangladesh Airlines, FlyDubai, Iran Air, Nepal Airlines, Pakistan International Airlines, Pegasus Airlines, Syrian Airlines and Yemenia. Qatar Airways itself wants to shift its entire hub operations to the new facility on 27 May.

Only thereafter will the airport see larger aircraft land. Qatar Airways is set to take delivery of its first three of ten A380s on order, and is the launch customer for the A350, which will be delivered in December. Currently Qatar Airways operates a fleet of 134 aircraft – including

three A330Fs and six Boeing B777Fs – which serve 138 destinations worldwide. The airline's freight division, Qatar Airways Cargo, completed its first shipment in the new facilities in December 2013 (see *ITJ* 49-52/2013, page 19). Hamad international has been designed to handle a throughput of around 1.4 million t of cargo a year. Formerly, the company's cargo-handling capacities were limited to just under 500,000 t. *Andreas Haug*

News from Berlin: same old, same old

No reason was officially given for why the last planned opening of Doha airport was scratched (see *ITJ* 15-16/2013, page 19). The reason for the last delay in Berlin, four weeks prior to its scheduled grand opening on 3 June 2012, was given as «problems with the fire safety system.» Now those in charge of the new airport, which has been taking shape since 2008, are reluctant to announce a new opening date. Air Berlin CEO Wolfgang Prock-Schauer assumes that his company, the German capital's largest airline, will have to fly from Tegel – one of the two airports currently operating in Berlin – for «another two years at least.»

Japanese freight business profitable again

Japan Airlines (JAL) has said that it has been travelling «a slow road to recovery» in financial 2013, which ended on 31 March. The Japanese national carrier, which only emerged from creditor protection three years ago, noted that households had higher incomes and were thus indulging in increased spending, which in turn had been supported by an upturn in exports as well as various political initiatives to build the economy.

This development was under pressure from a global economic downturn, however. In total, JAL achieved sales worth USD 12.8 billion, 5.7% more than in the previous year. Below the line its profits came to USD 1.6 billion, 5.4% less than in the previous period, when profits had declined by almost 15%. Revenues from its freight business increased by 4.1% to USD 776 million. According to reports from Tokyo, the airline was able to increase its international freight volumes by 9.7%, despite limited opportunities for an increase in demand in the country.

ABC celebrates anniversary by adding Munich

Russia's Air Bridge Cargo Airlines (ABC) started its tenth anniversary year with the strongest operational quarter in its history. In the first three months of 2014 the volume of freight it transported increased to 86,500 t, 9% more when compared with the same period last year. Measured in freight tonne kilometres, ABC's freight volumes rose by 13%, whilst the market average was only 4%.

On 23 April ABC celebrated the tenth anniversary of its inaugural flight from Moscow Domodedovo (Russia) to Beijing (China). Its five original destinations have now been extended to 23 (see *ITJ* 15-16/2014, page 23 of the special). On 9 May ABC added a weekly Boeing B747 service to Munich, which had previously been served by a B737 belonging to Volga-Dnepr Group sister airline Atran Cargo Airlines. Development manager, Andrei Andreev said that the new route to and from Sheremetyevo will benefit from strong industrial production in southern Germany. *ab*

In brief

Increased frequencies. Turkish Airlines has added some Istanbul links to its schedule. It now flies to St Petersburg seven times a week instead of four, and to Rostov-on-Don four times a week instead of three. Besides these two Russian cities the airline also improved links to two Libyan destinations. It now lands 14 times in Benghazi (up from ten) and 21 times in Tripoli (up from 14).

www.turkishcargo.com.tr

Unique know-how. Spain's Iberia Maintenance has repaired its first FT8 industrial turbine and returned it to owner Endesa, which will use it to generate power in Menorca. The Iberia Group subsidiary has said that it is the only firm in Europe, Africa and the Middle East that has the capability and the capacity to handle this type of turbine. www.iberiamaintenance.com

Corporate merger. The two long-established airlines First Air and Canadian North are set to merge. They are each owned by representatives of one of Canada's first peoples, the Inuit. They both serve the sparsely-populated Arctic north of the country with cargo and passenger services.

www.newnorthernairline.com

Swiss Logistics Day promotes the next generation

United against a shortage of professionals

ABB's technical school joined forces with the firm Swisslog to give the public an opportunity to take an inside look at the fascinating world of logistics on Swiss Logistics Day. The event was an important contribution to the promotion of the next generation of logistics professionals.

Logistics is more than just moving things from A to B. In order to present the diversity of logistics tasks to a broad public, a Logistics Day was introduced throughout Europe recently. The Swiss Logistics Day is held under the auspices of the country's federal transport office and is organised through GS1 Switzerland. In collaboration with industry partners, ABB's technical school has been a part of this initiative from day one.

Swisslog, based in Buchs, a provider with global activities of integrated logistics solutions for warehouses, distribution centres, and hospitals, invited the public to take an inside look at training and practice, together with the logistics department of the ABB's technical school (ABBTS).



Photo: ABBTS

ABBTS and Swisslog collaborated on Swiss Logistics Day.

Participants followed the event with keen interest and had the opportunity of taking on an active role themselves. The sequence of classes offered was dedicated to transport management. The topic covered was the international logistics environment, which dealt with the influence international economic factors and their effects on transport logistics. Real-world examples from the industry illustrated the complexity international corporations have to contend with today, and what some of the approaches to solutions might look like.

Afterwards, participants had the opportunity to experience the potential applications of modern logistics automation systems live at Swisslog's test and demonstration centre. In addition to a professional tour, there were question-and-answer sessions at various workstations. Swisslog employees were available at the stations, as many of the questions were a real challenge, even for experts in the field.

Generalists with a high level of skills

The demand for well-trained logisticians, especially generalists with proven real-world experience, has been growing steadily in recent years. The lack of specialist employees is one of the industry's great challenges. ABB's technical school saw the writing on the wall, and since 2006 has been offering a three-year professional cooperative training programme, culminating in a «Dipl. Techniker HF Logistik» degree, a nationally-recognised professional logistics qualification based on a new curriculum. The degree represents the highest level of logistics education in Switzerland outside of a university. The programme focuses on international logistics and supply chain management, and is thus also a good choice for forwarders and people in the export business.

In ABBTS's practice-oriented logistics education, the emphasis is on training specialised professional users who can be utilised in as many areas of the logistics field as possible, or others who have the know-how to do a range of jobs. Once again, Swiss Logistics Day at Swisslog in Buchs has made a contribution towards ensuring a practice-based approach, as well as to the transfer of knowledge.

Beat Schlumpf,
head of the logistics department as well as of technical customer services at the ABB Technical School (ABBTS).

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Logistics real estate in Austria

A very rigid market

Austria's logistics real estate market hardly stands out for its strong momentum these days, as the latest market analyses show.

ITJ correspondent Josef Müller investigates.

The Austrian market for logistics real estate is hardly attractive for international real estate developers these days. They often do not even have the country on their map of Europe. When new real estate property is erected, it is mostly used by the builder itself. The latter category includes freight forwarders, trading companies as well as industrial businesses. «Austria is a very quiet market, which grows primarily from within,» observed Uwe Veres-Homm of the Fraunhofer ISS research institute, for instance. Major logistics real estate developers prefer to look to Germany or the Netherlands, where their projects are far more lucrative, because demand is far stronger. «In Germany, the potential is far greater than in Austria or Switzerland, despite all the competition,» Veres-Homm said.

Low demand, high prices

A lack of transparency regarding existing buildings and actual lettings, outdated real estate, a high degree of buildings used by the owners themselves and low demand characterise the Austrian market. However, these facts are pitted against consistently high rents, amongst the highest in Europe, as can be read in the latest market analysis conducted by CBRE, a US real estate company. The lack of very large logistics areas paradoxically leads to low demand for such in Austria. This is contrary to the situation in Czechia and Slovakia, where sufficient reserve areas are available, Felix Zekely of CBRE Austria explained.

As logistics companies in Austria prefer to use buildings that they build themselves rather than rent, the need for new surface areas continues to be small. The low rents that are calculated in the proprietary use of old existing buildings (due to low accounting values) can then be passed on to the customers of the logistics company concerned. Higher rents



Photo: Linz airport

A freight terminal with more than 6,000 sqm of warehousing and office space was opened at Linz airport last autumn. The tenants are ACS Logistics, Cargo Partner, Gebrüder Weiss and UTi Logistik.

would result in a competitive disadvantage, which cannot be absorbed in full by efficiency increases, is the conclusion of Zekely's examination. The important standards that apply to contemporary logistics real estate include sufficient shunting areas and platforms, as well as the existence of sprinkler systems, in addition to the size of the units (at least 5,000 sqm) and a room height of at least 9 m.

The situation in the regions

«High property prices in Vienna's city limits don't permit the development of logistics real estate that could be offered at a standard market price in terms of the calculations,» reads the report. Well-connected, dedicated plots of land in industrial and commercial zones fetch plot prices of significantly more than EUR 200 per sqm. The conclusion is that

developers and interested parties need to move further away from the city centre. The only real estate built on a speculative basis that fulfils international standards was erected by the real estate developer Kara in Hagenbrunn, not far from the northern city limits of the Austrian capital. Here, a real estate project covering approximately 25,000 sqm than can be let was built. This is also the place where Austria's telecommunications company A1 is establishing a new logistics base.

The rents for logistics real estate in the country currently range between EUR 3.5 and 6.5 per sqm and month. The cheapest logistics areas can be found in the metropolitan area of Graz, where EUR 3.5 per sqm per month is common, whilst the most expensive facilities are located in Bregenz and fetch EUR 6.5 per sqm per month.

Josef Müller

Rents/returns/property prices for logistics real estate in Austria

	Rent EUR/sqm/month	Returns (%)	Property prices EUR/sqm
Vienna north/east	4–4.75	7.5	80–260
Vienna south/west	4.5–5.85	7.5	90–280
Greater Vienna	3.75–5	8	45–150
Linz	4–5	8	70–180
Graz	3.5–5	8.25	80–180
Salzburg	4.5–6.50	8	90–150
Bregenz	4.5–6.50	7.5	80–190

Quelle: CBRE

A stroll through TransRussia 2014

Defiantly optimistic

The largest meeting of the Russian transport industry took place in the capital Moscow at the end of April. It was bigger and more colourful than ever. But even the great bustle of activity could not disguise the painful absence of certain no-shows.

«We congratulate TransRussia on its 19th anniversary!» were the warm words with which Russia's deputy transport minister Nikolai Asaul opened the exhibition and conference on 22 April. Asaul underscored the importance of transport and logistics in Russia by pointing out that his ministry is celebrating its tenth birthday this year. The politician also added that «we're not feeling the sanctions.»

Alexander Starovoitov, deputy chairman of the transport committee of the Duma (parliament), sounded a similar tone. Commenting on east-west tension arising from the conflict in Ukraine, he made it clear that Russia is «always open for dialogue,» and in general expressed his wish to move away from a competitive

footing and towards relationships based on partnership.

This year, more than 500 different companies from Russia and 29 other countries – two more than in each of the previous two years – came to exhibit at the TransRussia trade fair.

Customs processes and the landbridge

Participants from nine countries – Belarus, Belgium, China, Germany, Estonia, Finland, Kazakhstan, Latvia and Lithuania – show-cased their companies at joint stands. In years past, Ukrainian firms had also exhibited at a joint stand. One of them, Plaske, was omnipresent as a sponsor at the conference this year, with its name embellished on the conference bag.



Photo: Andreas Haug

Russia's deputy transport minister **Nikolai Asaul** opened the 19th TransRussia trade fair.

Non-Russian-speaking visitors may have missed having English translators on hand. The consensus for all those involved, however, was that the event came off successfully and fruitfully for all involved – at the trade fair stands, in one-on-one talks, and in the high-powered conference presentations, dealing mainly with topics related to customs processes and the Eurasian landbridge. *ah*

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Rail cargo traffic contracts in Southeastern Europe

Turkey investing in the railways

In general, rail cargo traffic in Southeastern Europe is progressing only timidly, because serious liberalisation steps are not being taken and strong rail infrastructure is lacking. But investors from Germany and Austria are eyeing opportunities. Turkey offers a gleam of hope, as it is now investing substantially in the railways.

The national railways of Bulgaria, Romania and Croatia have failed with their planned privatisation. The economic developments in the individual countries, whose overall prospects are not that bad, offer an incentive, explained Anselm Ott of McKinsey Germany. His conclusions is that it is worth investing in the rail market in these countries, which Western railway firms such as the Rail Cargo Group (RCG) and DB Schenker are doing.

For instance, RCG will take up operations in Croatia shortly in order to ship 2 million t previously transported by Croatia's HZ Cargo itself, as announced by RCG chairman of the board Georg Kasperkovitz. «This volume originates with us, and we'll ourselves will handle it, to our own quality standards, in the future.»

Difficult terrain

Rail is losing valuable transport volume to road haulage in Southeastern Europe on a massive scale, because hardly any investments were made in rail over the past 30 years, and the truck has thus become transport mode number one.

In the Black Sea port of Constantza, for example, rail transport hardly plays any role at all, with pre-carriage and post-carriage both largely carried out by truck. Yet no fewer than 51 private rail companies are competing over the country's railway business in Romania.

A ray of hope in the southeast is Turkey, where rail infrastructure is to be



Photo: Josef Müller

Railfreight is transport's poor cousin in Southeastern Europe.

expanded for a lot of money and 25% of today's cargo traffic transferred to the railways by 2023. RCG has high hopes for Turkey, and for Southeastern Europe in general. Traffic between Austria and Turkey is increasingly being handled independently by RCG, because it thus ensures quality and stays in control of costs, emphasised Kasperkovitz.

RCG relies on volume transports (block-trains, mixed, and combined trains) in defined corridors, in contrast to DB Schenker Rail. RCG does not believe it is strong enough to establish a network in the east and the risk cannot be assessed. «It's not easy to run cargo operations in Eastern Europe,» Kasperkovitz conceded, in response to an enquiry. *Josef Müller*

Port competition

The syndicate of the Rhine ports of Basel, Mulhouse and Weil am Rhein, operating under the umbrella brand Rhein-Ports, has honoured Luca Frischmann and Christoph Wiederle, two students of DHBW Lörrach, with this year's «Ports of the Future» award.

Their paper proposing to «increase the pairing of bulk cargo transports on

the upper Rhine» provided a quantitative analysis of the goods flows in the three ports, differentiated by incoming and outgoing transport and by goods types.

To restore a degree of balance the students have proposed increased pairing through the carriage of recycled goods, such as polymers (PET waste), used tyres and metal waste. A further possibility could be transporting empty containers downstream. *cd*



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New general cargo service from Munich to Ukraine

Straight to Kiev

Even though the political situation in Ukraine is currently tense and the country has to battle with various pockets of unrest, partners ITG and TMM Express said it was out of the question not to launch a new alliance, after all the preparations had been completed as planned in mid-April.

The forwarding company ITG GmbH Internationale Spedition + Logistik, which is based in southern Germany, now offers a direct road-freight service to and from Ukraine. The first truck load already left ITG's facility in Schwaig, near Munich airport, and headed for Kiev on 11 April. ITG has teamed up with the Ukrainian company TMM Express to operate the new connection.

The offer currently comprises two weekly eastbound departures from Schwaig, running on Tuesdays and Fridays, and two westbound trips from Kiev, on Tuesdays and Saturdays. The use of two drivers on the vehicles lowers the transit time between the hubs to just 60 hours. Box trailers are exclusively deployed for the main legs. The scheduled round-trips typically convey classical groupage cargo and part loads. Both partners use experienced teams to take care of scheduling and handling of the east-west traffic.

Hope for stability

TMM has a widespread network in Ukraine, with two depots and 320 distribution vehicles, so that overnight pre and post feeder services are fulfilled within 24 hours. Customs clearance can take place at the depots or at the recipient's location. ITG links all the countries that are served there to its European network, so that Schwaig acts as a gateway for shipments to and from Ukraine, thereby connecting all of Europe to that country. Over and above that, TMM Express provides connections to the neighbouring states of Moldova, Georgia, Armenia and Belarus, as well as to southwestern Russia.



Photo: ITG

ITG and TMM board members and sales personnel pose with drivers and warehouse staff in front of the first truck load.

ITG managing director Andreas Weiss said that «TMM Express has many years of experience in the general cargo and express business field. The firm is excellently established in the Ukrainian market and is an ideal partner.» For ITG the new service is another strategic step towards developing business with Eastern Europe, and follows on from the opening of an own branch office in Moscow in 2012. Besides the Ukraine-Western Europe connection, the company is focusing on direct intercontinental links, primarily between Asia and Eastern Europe.

When signing the contract with ITG, TMM's business development director Alexey Novak confidently said that business will develop positively and the situation in Ukraine will stabilise. «We hope that the political problem will be resolved, so that industry and trade can continue to expand. Growth requires functioning and efficient transport connections, and we can offer them through this partnership with TMM,» Novak added.



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Bosman changes agent in Spain

Wim Bosman Expeditie, the Wim Bosman Group's Belgian road transport company, has had a new agent in Spain since 1 April. The firm's partner is now Seitrans, which has its headquarters near Barcelona and a branch in Madrid. The agent is owned by Italsempione.

Sauber F1 still using Renault

Switzerland's Sauber F1 team is driving to Europe's races in vehicles built by Renault Trucks for the fourth year in succession. The Hinwil-based racing team recently took over four T 520 4x2 articulated vehicles from Renault's long-distance range. The trucks, T 520 High Sleeper Cab types, were delivered to the F1 team's transport department by the firm Thomann Nutzfahrzeuge, the official partner of the Sauber F1 team and a partner of Renault Trucks (Switzerland).

ab



11 September 2001

New York's twin towers are no more

Four aircraft carry out terrorist attacks on the World Trade Center in New York and the Pentagon in Washington. The ensuing security reaction has lasted until today.



1 January 2007

EU expands to the east

Romania and Bulgaria join the European Union, bringing the number of member states to a total of 27.

More than ten years of investments in the railways in Saudi Arabia

The ever-changing Saudi landbridge

It was our retired colleague Hansueli Hof, a proven railways expert who is still well-known to many of our readers, who first wrote about the project known as the Saudi landbridge in the ITJ (issue 23-24/2004). Even if not all the dreams described have come true, the vision of developing a relatively basic railfreight transport network in Saudi Arabia into an extensive rail system remains unchanged.

Investment projects in rail transport are popular these days. More often than not, however, the focus is on high-speed passenger trains. One such project in California, with an estimated USD 68 billion price tag, is but one example. The bidding process for the project is expected to be completed by May 2014.

Transferring freight to the railways

In 2004, planning for a so-called Saudi landbridge embodied very different expectations. The mega-project was designed to «expand the country's rudimentary network around Dammam and Riyadh» and to establish, above all, national rail connectivity from the Red Sea to the Arabian Gulf, linking the ports of Jeddah and Yanbu and the urban agglomerations of Mecca and Medina in the west, on the one hand, with Riyadh in the centre of the country and Jubail in the east.

The plan was accompanied by a project to privatise the Saudi Railways Organisation (SRO). Above all the plan was expected to, in a first step, increase the volume of railfreight traffic to 13.4 mil-

**No 23-24/2004**

The Saudi landbridge was a viable but expensive proposition a decade ago.

lion t by 2010. After a second phase of development the prediction was that the volume of goods transport by rail would increase to 31.5 million t by 2030.

Competition in the bidding process

There was no dearth of investors for the project, but the process ended up dragging along. After a preliminary round a decision was taken to award the concession to the Tarabot consortium, which included Saudi businesses and the Australian company Asciano. The next round of decision-making on the financial aspects then failed, however, and in 2011 the Saudi government announced that the project was now to be managed by the state.

USD 7 billion was raised for the landbridge project. It is however, just one of many projects in the desert nation. Indeed, due to the level of its investments in infrastructure, Saudi Arabia was recently catapulted from 45th to 3rd place as a market for the logistics and transport industry in Agility's emerging markets logistics index for 2014. The country plans to make USD 79 billion worth of investments in its railway network by 2020.

But the Saudi landbridge has lost its premier status to the 450 km Haramain high-speed rail link, which will connect Mecca, Medina and Jeddah, and to a 2,400 km north-south rail link from Al Haditha on the Jordanian border to the phosphate processing plants in Riyadh. The SRO, meanwhile, is still firmly in state hands.

Christian Doepgen

The ITJ's 75th birthday

We'll be celebrating our 75th anniversary in ITJ 27-30/2014, which will be published on 18 July 2014. Join our reminiscences from now on until our historical jubilee special appears this summer.



The Swiss government on national railfreight activities

Working together

On 30 April Swiss the government issued its statement on the complete revision of the transport act. In this connection it is sticking to its most important amendment proposals, which aim at strengthening the transportation of freight by rail.

With a motion on the future of country-wide rail transport the Swiss parliament instructed the government to draw up an overall plan for the promotion of domestic, import and export railfreight transport recently, and to accordingly adapt the country's transport act. The draft, which the government had submitted for consultation in 2013, received differing receptions from the various political parties, but was supported by most cantons, directly-affected logistics and transport operators and many other stakeholders. The government is therefore sticking to its proposed amendments in favour of railfreight transport. A network utilisation concept as well as the con-

comitant plans are new instruments that will be introduced. These will help to ensure that attractive railway routes are kept open for cargo traffic and that freight is not pushed aside by passenger traffic.

The cantons and the affected parties will participate in an institutionalised planning process for railfreight traffic. This will result in a concept that determines which private sidings and intermodal goods handling facilities are to receive financial support.

In future, the Swiss government will make contributions to investment in private sidings and intermodal handling facilities only in the form of grants that do not have to be repaid.



Photo: SBB Cargo

Links between road haulage and railfreight operations are set to improve goods handling.

Parliament will manage such investment through blanket framework credits (CHF 210 million up to 2019) for investment contributions in favour of freight transport by rail.

With the proposal for a complete revision of the transport law the government aims to encourage road and rail transport to work together, with each mode being used most there where its specific strengths come to bear.

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Photo: Thinkstock

The port of La Spezia – a case history by Carlo Cattaneo University

Figures and references

The 2012 throughput figures for European ports, published by the EU's statistics agency Eurostat, reveal that the biggest loser was Italy. The country's port association Assoporti has contradicted the findings, as have the results of a new study.

There have been hefty reactions throughout the whole of the Italian peninsula to Eurostat European port figures for 2012, despite the fact that the numbers pertain

to the last year but one. The bone of contention is a press release entitled «Activity in EU seaports». It was published by the European statistics office Eurostat in

Luxembourg last March.

The document shows that cargo volumes in twelve EU member states, including France and the United Kingdom, shrank between 2011 and 2012. The wording «in absolute terms, Italy registered the biggest decline (–23 million t)» has now triggered a nationwide wave of protests from the country's port authorities, however.

Pasqualino Monti, the president of Assoporti, the Italian port association, commented on the Euro-

stat figures on behalf of his trade body. He stated that there were doubts about the topicality of the Eurostat figures, and pointed to his country's container handling sector, which grew by 5.7% in 2013 compared to the preceding year.

Monti, who is the head of the port authority of Civitavecchia, Fiumicino and Gatea and who has represented the industry's interests as the head of Assoporti since 2013, also denied that Italian ports are marginal. Many of the facilities have made huge investments in connections to the hinterland and in enlarging quays for ultra-large container vessels. Although bureaucratic hurdles need to be further lowered, the Eurostat study presented a «distorted» picture of Italian ports' ability to compete, Monti said.

Figures in doubt

Luigi Merlo, the president of the Genoa port authority, said he was «baffled» by the volume figures that Eurostat published. The port of Genoa noted an all-time record of 2 million teu in its container handling sector in 2012. Genoa, however, ranked 16th in Eurostat's table, with a throughput of only 1.5 million teu. Merlo said that this alone is a glaring discrepancy and puts all the fig-

Source: Assoporti

Porto	2011	2012
Gioia Tauro	2.304.987	2.721.104
Genova	1.847.102	2.064.806
La Spezia	1.307.274	1.247.218
Cagliari	603.236	621.536
Livorno	637.798	549.047
Napoli	526.768	546.818
Venezia	458.363	429.893
Trieste	393.186	408.023
Taranto	604.404	263.461
Salerno	235.209	208.591
Ravenna	215.336	208.152
Ancona	120.674	142.213
Savona Vado	170.427	75.282
Altri porti	103.865	126.242
Totale	9.528.629	9.612.386

Eurostat has one assessment of container throughput in Italian ports, the subjects themselves another one.

continued on page 27



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Together we make the difference

continued from page 25

ures in the statistics in question. Not one Italian port appears amongst the top ten European hubs.

Studying the La Spezia system

A recently-published study by Carlo Cattaneo University (abbreviated as LIUC) in La Spezia investigates how the port of La Spezia competes. The university, which was created in 1991 through a joint initiative of the Varese and Alto Milanese administrative districts, compiled the study together with a logistics research centre. Support was provided by 35 representatives from various forwarders, shippers (including Ikea and Benetton), shipping companies, terminals and customs authorities.

The cluster port model

The port of La Spezia – the study object – handled 1.3 million teu in 2013, or more than 21% of Italy's container throughput. Its infrastructure was ranked fourth in the country in a survey of 103 Italian provinces that was undertaken by the Guglielmo Tagliacarne Institute.

The port's systematic strength does not primarily rest on its location, equipment and its hinterland. It is rather based on a cluster model of port organisation. This means that La Spezia collaborates with rival companies in other sectors, to accelerate the flow of goods for all market participants and to ensure uniform quality standards.

Terminals that are operated by different companies cooperate together to ensure that operating cycles run according to industrial standards and the highest possible utilisation rates of static performance (such as in quay areas) and dynamic performance (employee productivity per hour, for example). The supporting software Navis was developed with Berkeley University (USA).

Indices for usage rate and handling

These measures show that the Tarros Group's terminal, for example, lifts 140,000 teu a year on a 42,000 sqm site. Sequencing is necessary to achieve this, as the process of loading and discharging, storage and forwarding by freight railway and truck is controlled by a single source.

Tipologia di traffico	Volume (teu)	Dwell Time (gg)
Import full	250.386	5,1
Import empty	205.678	6,7
Export full	423.096	5,6
Export empty	32.534	2,8
Transshipment	64.380	5,6
Totale	976.074	5,7

Container volumes and length of stay at La Spezia's LSCT terminal in 2012.

Source: Fabrizio Dallari / Sergio Curi, C-log / LIUC

Shipping company representatives, such as Lorenzo Bertolini from the United Arab Shipping Company, are in favour of the system because it accelerates handling speeds.

Several shippers, however, consider intermediate storage of their goods in a port as being more important than shorter stays for containers. The Santo Stefano di Magra dry port facility, which is not far away, is used to compensate for the lack of sufficient storage slots in the grounds of the port of La Spezia.

Collaboration in the port becomes particularly obvious with regard to the local marshalling railway, which belongs to ten parties. Ownership is split between the port authority (which possesses 20%), various terminals (28%) and Trenitalia, Serfer, Oceanogate and Sogemar, each of which have a 10% stake. Shipper, forwarder and shipping agency employees collaborate in the «Sistema Porto» enterprise, in order to ensure the provision of an efficient and comprehensive 24-hour service for documentation and customs clearance.

Christian Doepgen



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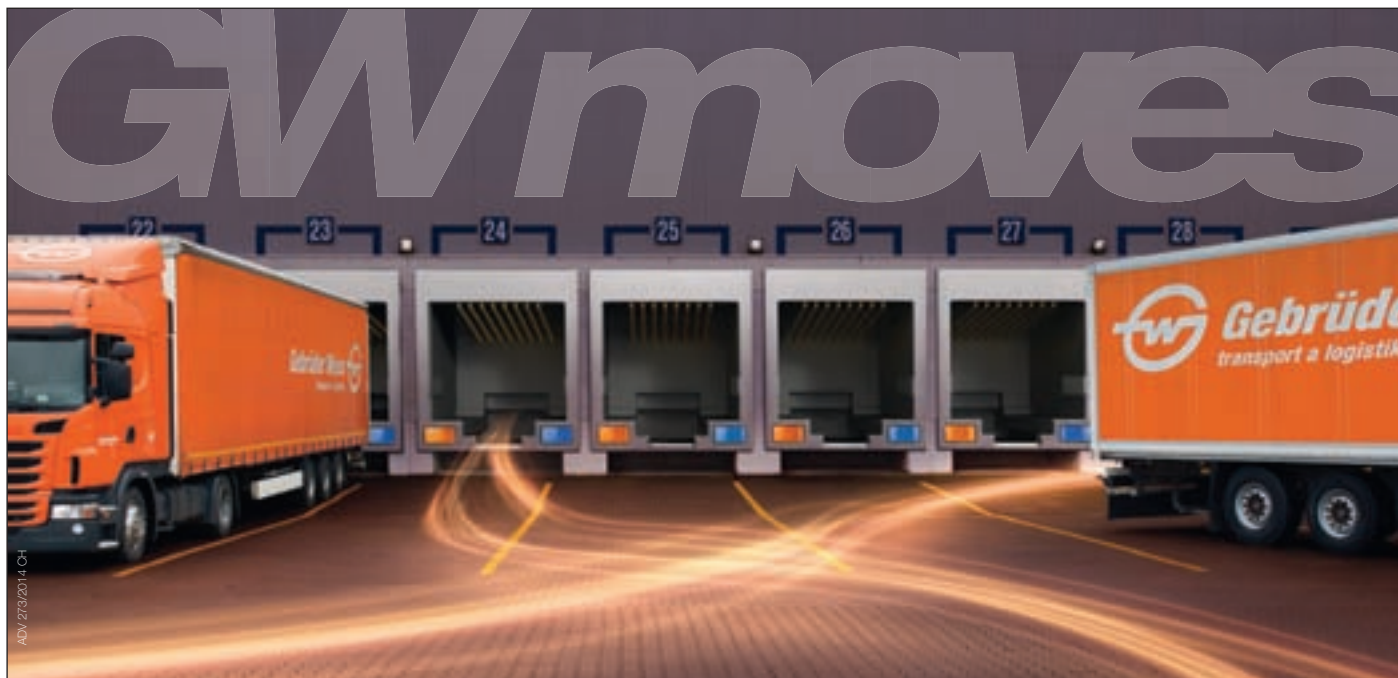
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Protracted negotiations

Will Alitalia land in Etihad's hands?

For months the Italian airline has been dolling itself up for Arab investors, but the latter are playing hard to get.

There are no illusions on the Italian side of the bargain. The bailout plan with the participation of Etihad – talk is of a 49% stake – will be painful. For months the airline has been conducting talks with its would-be backers from the United Arab Emirates, who are already major share-

holders in Air Berlin. But the management of the Middle Eastern airline is put off by the high debt load of the crisis-ridden southern European carrier and is imposing one condition after another.

Alitalia responded with an announcement in February that it would slash nearly 2,000 of its current 14,000 full-time positions. Since mid-February, the airline has continued negotiations with its creditors in an attempt to fulfil Etihad's demand for even deeper cuts, a condition the airline has to meet before the cash starts flowing from Etihad.

Split up, then build up

According to Reuters, Alitalia has floated the idea to Etihad of establishing a new airline, in which the investors will acquire the minority stake they want, while the 51% majority stake will remain in Italian hands. The plan envisages shifting the



Photo: Alitalia

The conditions for Etihad's participation in Alitalia have still not been definitely agreed upon.

debt of the old Alitalia firm to the books of a so-called bad company.

This would pave the way for a capital increase, to which Etihad would contribute EUR 560 million and Italian investors would come up with a further EUR 200 million. Alitalia CEO Gabriele Del Torchio apparently wanted to personally pitch this plan, which has already drawn fire from the banks, to his Etihad counterpart James Hogan in Abu Dhabi in May.

Andreas Haug

Even closer to the centre of Milan

According to Italian media reports, Etihad wants to use its participation in Alitalia to upgrade Milan's old Linate airport. In future, the plan is to offer more connections to destinations in Europe from this location, which is much closer to the country's economic and financial centre than Malpensa airport, which was the recipient of government subsidies in the late 1990s. Even a direct flight to Etihad's home airport of Abu Dhabi is planned, according to the newspaper *Corriere della Sera*. Malpensa would then handle an increasing number of cargo flights.

Milan and Lombardy support Emirates

Dubai-based Emirates airlines, which just last October introduced a direct flight between Milan Malpensa and New York JFK (USA) (see *ITJ* 43-44/2013, page 20), has run into a headwind over the route. In early April, a regional administrative court in the Latium region ruled that the extension of the Dubai-Milan route across the Atlantic Ocean was incompatible with a bilateral transportation treaty. Emirates now wants to appeal the decision before a higher court. For its appeal, the airline can count on the overwhelming support of Milan.

In fact, the city administration has passed a resolution to appeal to the council of state – the highest court of appeals for decisions handed down by the regional administrative courts – for a review of the ruling. «If the regional court's ruling is upheld, it would mean the end for Milan as an important connection point – and that goes for the Expo 2015 exhibition

too,» said Giuliano Pisapia, the mayor of Milan, regarding the city's activities as the host of the next World Expo.

Following a meeting on 1 May with the heads of regional unions, Roberto Maroni, the president of the economically-strong region of Lombardy, of which Milan is the capital, voiced an appeal not to penalise the Malpensa transport hub. The Italian media quoted the politician, who is a member of the Lega Nord party, as saying that «the balance between the airports in Lombardy must be preserved and must not be negatively affected by the Alitalia and Etihad matter.»

Maroni said that Malpensa airport, which continues to flourish despite the overall economic downturn, and the general airport network in Lombardy, must not be allowed to suffer damage. That, said Maroni, is his responsibility and the responsibility of the unions, to ensure that such damage does not arise. *ab*

In brief

Returning to Italy by B787. Air India is planning to return to Italy next month, offering New Delhi–Rome Fiumicino–Milan Malpensa–New Delhi flights four times a week from 6 June, as well as three with the opposite rotation. It would deploy Boeing B787s. Air India currently operates 13 of these units, in a configuration which offers 137 cbm of airfreight co-loading capacity.

www.adr.it

www.milanomalpensa-airport.com

From B767 to B787. Holiday service operator Neos, an airline based at Milan Malpensa airport, is apparently considering the option of acquiring one or two Boeing B787s, to replace its older long-haul units. Currently the carrier, which was founded in 2001, has a fleet consisting of two B767-300ERWs as well as six B737-800Ws. From Italy Neos serves other South European countries, as well as destinations in Russia, the Middle East, the Far East, Mexico, the Caribbean and Brazil.

www.neosair.it

Messina Line in the process of restructuring its fleet

Italy's Messina Line is currently in the middle of a programme to expand its fleet. The corporation, which is headquartered in Genoa, therefore recently chartered the *Columbia* containership with a capacity of 4,713 teu.

Furthermore, Messina is also augmenting its fleet with the vessels *Weserwolf*, which can carry 2,732 teu, as well as the *Patricia Schulte* with a capacity of 2,824 teu. Both vessels will be deployed on services in the Red Sea/Middle East.

In addition, the shipping company has also extended charter agreements for the 1,684 teu *Sonoma* containership, which is deployed on services in the eastern Mediterranean, and the 618 teu *MCP Kyrenia*, which operates in Messina's Algerian service. Moreover, the line also operates services in Tunisia, deploying a chartered ro-ro ship, the *Chodriez*.

At the same time, the company has also taken its ro-ro ferry, the *Jolly Bianco*, built in 1982, out of service. Following

the sale of the vessel to the United Arab Emirates by Messina, the *Jolly Bianco* set sail on its last journey from Genoa in April, and will now be scrapped.

In addition to chartered tonnage the shipping line will also take possession of a second set of newbuildings between October this year and March next year. In total, four 45,000 t con-ro vessels are currently under construction at the South Korean shipyard STX Offshore & Shipbuilding. sco/av

Injection of capital at Rina designed to promote internationalisation

The Registro Italiano Navale (Rina), the Italian ship registration society that was founded in Genoa in 1861, is set to sell a stake in the parent company of the Rina Group to the investment company VEI Capital and to Intesa Sanpaolo, an Italian bank that was created by the merger of the financial institutions Banca Intesa and Sanpaolo IMI. The Rina Group op-

erates in the naval engineering, testing, inspection and certification sector.

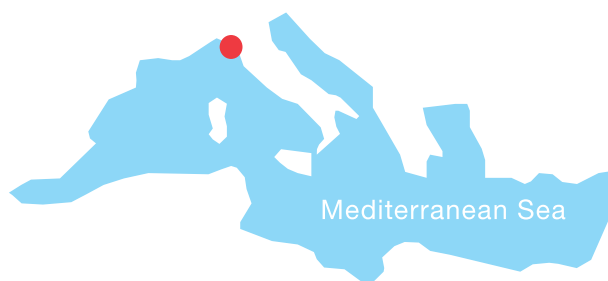
The initial investment, which amounts to a total of EUR 25 million but which could be quadrupled at a later point in time, is intended to further promote the process of growth and internationalisation at Rina, enabling the company to extend its market position, particularly

in terms of its classification and engineering activities. In this context, a stock market flotation could be possible in the medium-term.

Rina runs a network of 163 offices in 57 countries. The firm employs a total of more than 2,500 people and generates an annual turnover of more than EUR 320 million. av



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Expanding a Campanian port

Salerno takes a slice of the EU cake

The Italian port of Salerno is set to receive state aid. The European Commission has authorised the allocation of EUR 71 million for modernisation works in the region of Campania's important centre of trade and industry.

The European Commission has concluded that the funding of a EUR 71.1 million investment project in the Italian port of Salerno, in the Campania region, is in line with EU state-aid rules. The body said that its European regional development initiative, a fund designed to promote member states' transport projects, may contribute to the undertaking. This specific project will further the EU's objective of helping to preserve integrated maritime connections in Europe, without unduly distorting competition in the single market in the process.

In February Italy had sought approval, under EU state-aid rules, for its plans to fund a port enterprise to improve facilities in the port of Salerno with the use of grants from the European Union's regional fund. The freight hub in the southern Italian city on the Amalfi coast represents the most substantial sector of economic activity in Salerno. The most important industrial products in the city, in turn, are machines, foodstuffs and textiles. Approximately 7 million t of goods are shipped through the port of Salerno every year, with about two thirds thereof handled in containers.

Now the gateway is set to be expanded with the aid of funds from a EU regional development fund. The investments will enable the port authority to ensure safer entry for larger vessels by expanding the port's entrance, and by dredging the seabed and the access canal to the port. It will simultaneously consolidate parts of a dock.

EU funds necessary

The EU's top commission has concluded that public funding is necessary to provide an incentive to the authority to carry out the project. It believes that the project would not be viable without financial support from the public sector, as the net revenues that it may generate are not expected to cover the investment costs. The amount of funding has been limited to the minimum necessary to make the investment possible, however. As the port of Salerno is a relatively minor regional hub, whose activities primarily serve the region of Campania, the EU has concluded that the project will result in limited competitive distortions.

The Commission also looked into whether subsequent port operators will receive an undue economic advantage from this measure. It decided that future hub operators will not benefit from the aid, as concession contracts for the use of the port's facilities are awarded by public, open and non-discriminatory tenders, in com-



Photo: ITI archives

The port of Salerno will be allowed to receive EU funds for improvements.

pliance with public procurement laws. The body said that the decisions it has previously taken allow investment aid to port infrastructure to be approved if «it meets a clearly-defined common interest objective, if it is necessary and proportional to achieve this objective and lastly, if it does not affect competition and trade between member states to an extent contrary to the EU's common interest.»

Antje Veregge



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Diversification the name of the game

In Italy many transport companies are struggling with the adverse economic conditions. Ambrogio Trasporti has invested substantially in containers and facilities for its international activities and won a hauliers' award for the second year in succession.

Riccardo Ambrogio, the sales manager of the Italian forwarder Ambrogio Trasporti, a national combined transport leader, announced recently that his firm has «just purchased another 50 45-ft high-cube containers from Sicom, which is based in Cherasco, in the province of Cuneo. This move will substantially strengthen and diversify our intermodal fleet.»

The measure also reinforced relations between the specialist supplier Cherasco and Ambrogio, with its strong base in the Lombardy and Piedmont regions. Ambrogio's headquarters are in Candiolo, near Turin, and it runs a hub in Gallarate, near Varese. The latest move brings its orders for such boxes to 100. The first lot was purchased for EUR 500,000 a year ago.

Ambrogio was once again named haulier of the year for 2013, on the occasion of the Sabic forwarder's day in Gelsenkirchen (Germany) in March. Sabic is one of the world's largest manufacturers of polypropylene and polyethylene. The group had already named Ambrogio as its haulier of the year in 2012, rewarding its services between Belgium, the Netherlands, Luxembourg, Germany, Italy and Eastern European countries. «This is the first time a carrier has retained the trophy,» said Michael Klöpper, sales manager for Germany. He said that Ambrogio will be going for the triple next year.

In other news, the company has announced plans for the construction of a new dedicated rail spur at its terminal in



Photo: Angelo Scorza/Ambrogio Trasporti

Demand for containers is rising in Italy.

Le Boulou (France). The extra option will see 1,500 m of tracks added. This project is linked to the launching of new trains to and from Belgium and Germany.

In Neuss (Germany), Ambrogio moved into its own freight forwarding centre last summer. After a six-month refurbishment phase the facility, adjacent to the Hessentor trimodal terminal, now provides services to Ambrogio's clients. It offers about 10,000 sqm of logistics areas, 750 sqm of offices and 1,200 sqm of warehouses, thus giving Ambrogio new options in Germany. *Angelo Scorza*

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In conversation with Massimo Roccasecca, business development manager with SDA

«A very particular country»

Massimo Roccasecca, who previously worked as an ACMI manager for an Abu Dhabi airline, has been in charge of the institutional, commercial and marketing activities of SDA's new freight division since April 2013. His unit is a part of SDA Express Courier, which is a subsidiary of the Poste Italiane Group. ITJ editor Andreas Haug talked to him about Italy, Vietnam – and about 13 July 2014.

Mr Roccasecca, you joined SDA in April 2013, but have known this 30-year-old company for quite a while already. How has freight business evolved in these three decades?

During my ten years in the express industry, SDA was always a key point of reference in the Italian domestic market. Our freight options in SDA are but one year old, introduced because the company needed to expand its portfolio and provide new solutions and competitive advantages for its clients.

Generally speaking, the freight market in my opinion is still undergoing important transformations. Our industry still faces the most adverse conditions, including high production costs, low rates and margins, a worldwide economic crisis and a complete lack of commercial regulation. In addition, I believe that the short-term strategies applied so frequently are outdated in today's world. I foresee ever more mergers, with consolidation into big groups and/or alliances, leaving very little space for healthy competition. The end user in the logistics chain is the only

one getting any benefit from this situation, whilst we, the operators – and this includes airlines, forwarders, agents; whoever is involved in the process – suffer. All too often we're in business agony.

Could you please illustrate what you mean?

OK, let me give you a quick example. In 1989 the average price for 1 kg of freight transported from Europe to Japan cost the equivalent of EUR 1.6–2. A domestic delivery in Italy weighing 5 kg cost EUR 7–10, depending on the destination. Today, 25 years later, those prices are – in the best case – still exactly the same! Production costs, meanwhile, are quite different from those in 1989. The end result is that customers are getting the benefits, whilst the industry has lost many skilled resources, players and operators over the years.

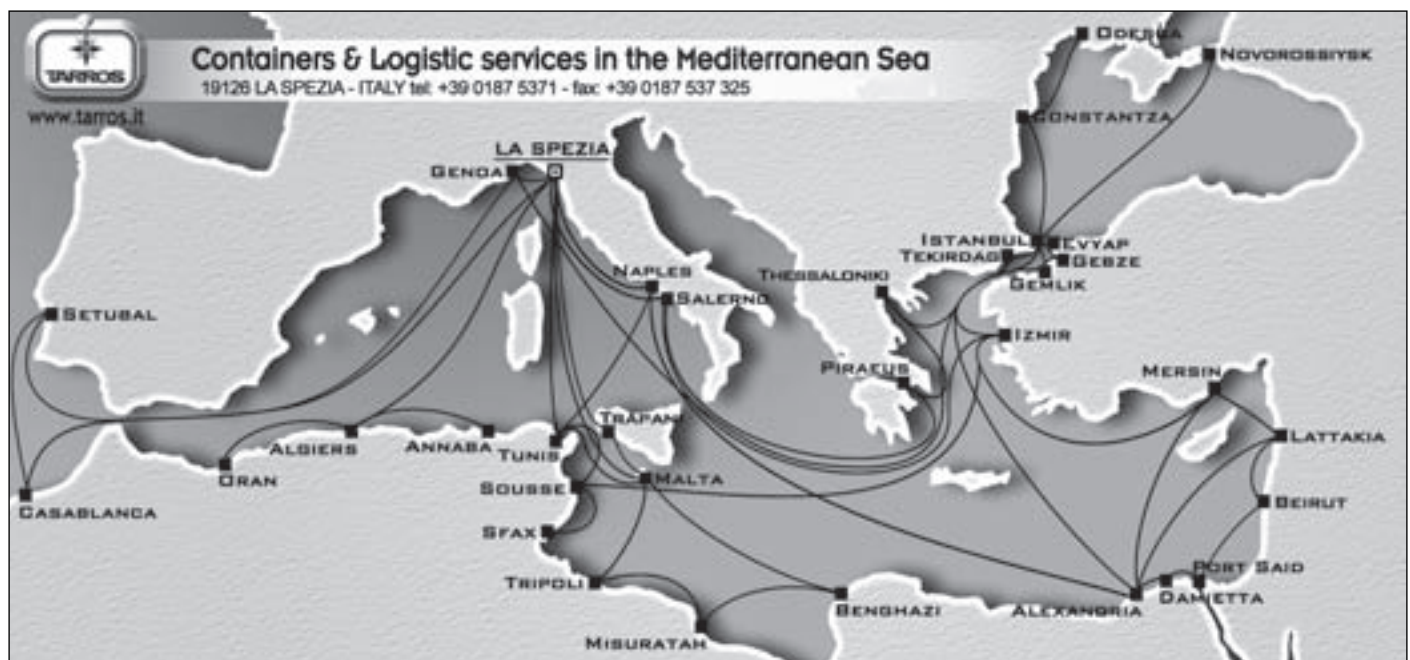
I appreciate all the efforts that have been made to help the industry, such as e-freight, value-adding services and the like, but I still believe that some serious thinking has to be given to general strate-

gies. One such move could be the creation of a single international governing body, rather than a dozen organisations, all with diverse goals and interests.

How has your company been coping in this rather difficult business environment?

SDA Express Courier has been a part of the Poste Italiane Group since 1998, which is the most important national enterprise in the Italian logistics services sector. SDA is an ideal partner to manage logistics, distribution for e-commerce as well as distance sales. Our goal is to improve and add value to our client's business activities, contributing to their success thanks to our experience in the B2B and B2C distribution segments. Our broad network, covering the entire country, and our versatile and complete offers are part of the answer to the needs of our clients in the private delivery business.

What are your specific advantages compared to your national and international competitors?





Massimo Roccasacca (inset) and one of SDA's 4,000 employees in action.

Nationally we're the largest operator by far. No one else can offer such a network and such a level of service, which is why SDA was first selected by FedEx to provide its distribution and pick-up services in Italy. More recently we've also been active for UPS, in those regions which it doesn't serve directly. The latest agreement saw SDA take over 13 UPS centres in Italy, including their workforce.

In international terms, we're present with our freight services in the USA, Brazil, Vietnam and the Middle East, and can reach every continent and destination. Thanks to our agreement with UPS

we're a part of a worldwide network, so we don't see the need to open offices everywhere, as long as we have an established cooperation deal with a reliable partner, we can offer the same level of services, with less headaches.

If you compare our strategy to that of players such as DHL Global Forwarding, Panalpina or K+N, then some people might say that they have better control over their activities and flows, because they have their own offices. This is correct – on paper – but leads to standardisation. We aim to offer a more personalised and flexible approach.

How is the Italian economy evolving?
It's still very stagnant, unfortunately.

Italy has had a new government for a few weeks now. What can it do to improve domestic market conditions? This answer would require a book... Italy is a particular – a very particular – country, and though I honestly don't want to sound too harsh, I have some ideas on the subject that would require strong changes at every level, not only at the institutional level. The main thing that is needed is a new mentality in the citizens themselves.

I don't expect the new government to solve the present issues as if with a magic wand. As far as I can see, though, the pace seems quite different, compared to previous governments, and this is already a success.

What is the outlook for 2014?

We're focusing on the trade lanes mentioned (USA, Vietnam, Brazil, Middle East) and expect a big leap in our international services.

continued on page 36

 The advertisement features a large background image of the Colosseum in Rome. In the foreground, a worker in a blue uniform is sitting on a yellow pallet, holding a steering wheel. A large white sign is overlaid on the bottom right of the image. The sign contains the following text:

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Where do you see your business's potential to grow? Only organically, or also through acquisitions?

It's a matter of opportunities. We're part of Poste Italiane, present in every country. SDA is the express and freight arm with global services. Our plans aren't shouted out – we just move ahead. I've returned from Vietnam, for example, where SDA is investing because we believe Vietnam will really boom for the next five years.

On a more personal note, to you as an Italian and a tifoso – will the Azurri lift the football World Cup on 13 July? Knock on wood...

SDA Express Courier – the figures

Turnover (2013): EUR 452 million
Employees/collaborators: 4,000
Branches/agencies: 85
Automated hubs: 3
Transit and mini-hubs: 6
Vehicles: approximately 4,900

Number of thefts rises

2,530 trucks were stolen in Italy in 2013, an estimate that was recently published by the interior ministry in Rome. The figure stood at 2,438 in 2012 and at 2,416 in the year before that. Most of the cases of theft – about seven a day – occurred in the regions of Lombardy, Apulia, Sicily, Campania and Latium. According to a study conducted by Lojack, a US provider of tracking solutions to find stolen vehicles, the criminal methods used indicate a trend to more hi-tech means employed.

Targeting pharmaceutical products

The loads stolen mostly also involve high-quality and high-value goods. According to information provided by the transport safety association Tapa, as many as 40 of the 48 major pharmaceuticals thefts recorded throughout Europe over the past two years took place in the Mediterranean state. Around the turn of last year, for example, armed men took possession of medication worth nearly EUR 3 million in two separate hold-ups. *ab*

Truckers spending freely



Photo: Ford

20% more vans (10,550 units) were sold in Italy in March, compared to the previous month.

March was the seventh month in a row in which more commercial vehicles were bought in the European Union than in the previous month. As the industry association Acea said at the end of April, new registrations rose by about 11% to 185,520 units. The figure for the first quarter rose by nearly 10% to 443,038 units. With growth of 16% in March (11,660 units) and 14% from January to March (32,607 units) the Italian market was particularly lively. Lighter models (up to 3.5 t) sold very well, while medium-sized (up to 16 t) and heavy (more than 16 t) trucks found fewer customers. *ab*

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New initiatives at home and abroad

Fercam close to its customers

The Italian logistics service provider Fercam recently opened a new branch office in Rimini. In other news, a company train that successfully shuttles between Verona and Cologne demonstrates the enterprise's willingness to not only provide efficient transport services, but to simultaneously offer as environment-friendly solutions as possible.

The Italian logistics firm Fercam has strengthened its presence in the Emilia Romagna region of the country by opening a new branch office in Rimini, which offers coverage of the three provinces of Ravenna, Forlì-Cesena and Rimini, as well as of the independent Republic of San Marino. Fercam's opening of this new branch will enable it to increase its daily connections from the Romagna region to all of the main national and European centres of trade and industry, thanks also to its European and Italian network.

Antonino Sarra, the director of its branch in Bologna, said that Fercam had «planned this opening for some time. It's important for the region, given that there

are many companies with specific needs there. These firms work in the area of lighting, mechanical products and food, particularly, and we're also pursuing our business strategy here, which has always been to be as close as possible to our customers.» Fercam manages a modern logistics centre that opened last year in the Interporto Bologna.

Large warehouse

Fercam's Rimini office is well-located, strategically speaking, just a few miles away from the A14 motorway. It includes a 3,500 sqm warehouse dedicated to national and international cross-docking activities provided by the Fercam divisions



Photo: Fercam

Added frequencies for Fercam's green train.

Distribution Italy (DIT) and Distribution International (DIN).

Another promising Fercam project, one that is founded solidly on the principles of sustainability, is offered by Fercam's hub in Sassuolo. The innovative and environment-friendly transportation

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alternative, a train that runs between Verona and Cologne, is aimed at tile manufacturers based in Sassuolo.

Fercam train on track

It has shuttled to and fro thrice a week since 2008. Growing demand for tile logistics has resulted in the company increasing frequencies on the route to six runs a week. The tiles are picked up from the tile plants, consolidated and loaded onto Fercam swap bodies for transportation by railway to Cologne. The company's Cologne branch receives the goods and manages distribution to recipients in the German market, mainly do-it-yourself centres and tile retailers.

The average weight of a consignment amounts to 2.3 t. Every swap body can handle 28 t, so a fair amount of tiles can be transported per unit and thus by the

train too. Though the option was designed with Sassuolo's tile manufacturers in mind, it is not exclusively suited to their needs and requirements.

Optimised transport solutions

The train carries clay in the opposite direction. The product is loaded on board in Westerwald and destined for the tile production of the ceramic goods makers in Sassuolo. The transport option is thus optimally balanced and utilised. The train transports 14,000 trucks a year, each of which carries an average loaded weight of 28 t, which thus makes a substantial contribution in shifting transport from the roads to the railways.

The corporation said that its train reduces CO₂ emissions by 82% vis-à-vis road haulage operations, or by 25,000 t of CO₂ annually. Over and above this it also contributes to substantially cutting congestion on the Brenner motorway.

Award for Fercam Florence

Fercam Florence has won a Lufthansa Cargo Award for 2013, with the prize presented on 18 March of this year. The presentation ceremony took place in the presence of Thomas Egenolf, Lufthansa Cargo's director for Italy and Malta. The coveted award recognises companies that process at least 15% of their total airfreight in collaboration with Lufthansa. Fercam easily exceeded that figure in 2013.

Dominic Lopriore, the air and ocean manager of Fercam's Prato branch, said that «the recognition is a reward for all of our employees. Together with our partners we aim to ensure top-quality services. Lufthansa Cargo's award makes us proud, confirms that we're on the right track and simultaneously encourages us to work hard to achieve our goals.» Lopriore added that «in Tuscany, the commodities delivered by airfreight come mainly from the automotive market, and the renewable energy and fashion industries. The United States and Mexico are the primary destinations.» Fercam's Prato branch employs 50 office workers, of whom ten are busy in the air and ocean department. Another ten people manage a 8,000 sqm warehouse.

The air and ocean unit, which started operations in 2004, is the most recent addition to Fercam. Today, Fercam's air and ocean sector focuses mainly on the Far East, in particular Shanghai, Hong Kong, Tokyo and India. «This year, we'll begin to look to the other side of the world too, namely North and South America,» Marco Larocca, Fercam's air and ocean director, added. He travelled to Florence especially for the conferral of the Lufthansa Cargo prize.

About Fercam

Fercam is one of the leading Italian logistics operators. The family-owned enterprise, which has a total of 1,500 employees on its books, generates an annual turnover of EUR 500 million.

Fercam has a strong presence throughout Europe and its specialised divisions operate in various sectors. It offers full truck-load (both pure road and intermodal options), international distribution with daily departures throughout Europe, distribution in Italy and air and sea freight solutions.

Fercam currently has 44 branches in Italy, 19 European offices and two subsidiaries in North Africa, with one in Tangier (Morocco) and the other one in Radès (Tunisia). The corporation deploys an extensive and efficient global network of agents and partners to provide its services. In May 2013 the firm commenced operations in the field of removals, art and fairs logistics.



Photo: Fercam

T. Egenolf, Lufthansa Cargo's director for Italy, and **D. Lopriore**, of Fercam's Prato branch.

Transitex opens a Genoa office, expands activities in Italy

The Portuguese-owned Spanish logistics group Transitex has opened a new branch office in Genoa (Italy). Tiago Martins will be in charge of the centre as the Transitex Italia country manager. Martins introduced his work and his company, which offers its clients a global presence, with the words «we're already one of the major players in the reefer cargo trade between Spain and Portugal, on the one hand, and Brazil and the rest of South America, on the other.»

Transitex has also founded a project cargo division, which was a logical consequence of its presence in Mozambique, where the Eni Group, an Italian oil and energy corporation, is continuously strengthening its investment in the oil industry.

The majority stakeholder in Transitex is Tertir, a subsidiary of the Mota-Engil group, which in turn is one of the 30 largest European construction companies. 80% of its sales are generated in Africa and South America.

Transitex is already active in the Italian fruit logistics market through its agents. It manages forwarding services, runs terminals and has stakes in entities offering services in the perishables supply chain. Over and above this the undertaking also transports and delivers plant machinery and project cargo from Italy to Africa.

Martins has noticed that «investment in sub-Saharan Africa is growing steadily, with quite a few Italian entities involved there too.»

sco



Scandlines operates services on ferry routes between Germany, Denmark and Sweden.

Difficult economic conditions in Baltic Sea ferry traffic

Facing strong headwinds

Ferry operations in the Baltic Sea were rather difficult in 2013. The shipping company Scandlines' freight volumes nevertheless developed positively.

The German-Danish shipping firm Scandlines achieved sales of EUR 505 million last year, thus maintaining overall sales at the previous year's level. The results are mainly due to strong growth in the catering and on-board retail sectors, and in the border shops segment. They are also down to an increase in the number

of freight units transported, as well as the various operational optimisation measures that have been introduced.

A teachers' strike in Denmark in April 2013 and December's intense low pressure system called Xaver had a negative impact on sales and the result, however. Additionally there has recently been a general decline in the market for car crossings on northern European ferry routes. Overall, Scandlines managed to maintain levels on its Puttgarden-Rødby and on its Helsingør-Helsingborg routes, but not on the Rostock-Gedser link. This was due to «bad

weather and technical challenges with the two ferries operating on that line,» according to the company press release.

Scandlines' operating margin declined by two percentage points to 34%, compared to 2012. The operating results before amortisation and special effects came to EUR 172 million, representing a decline of 5.5% compared to 2012. Scandlines is planning to replace the two ferries *Prins Joachim* and *Kronprins Frederik*, which currently operate on the Rostock-Gedser route, with two new ones early in 2015. With this in mind the company took over two ferries that have been specially designed for the route. Each ferry has a capacity to carry 1,300 passengers plus 96 trucks and 480 cars.

The new ferries will also be equipped with a hybrid drive system that reduces the CO₂ emissions by up to 15% – just as Scandlines' hybrid ferry *Prinsesse Bendikte*. The hybrid drive system is equipped with a scrubber that cleans the pollutants emitted by the engine, including sulphur and particulate matter. The system is designed to reduce overall emissions by approximately 90%. *av*

Greencarrier reorganised

The Swedish logistics and transport firm Greencarrier has restructured its businesses in Norway. The enterprise ran its forwarding and logistics activities in Norway in two separate organisations so far, but has now decided to merge them into one entity, with the combined organisation, called Greencarrier Shipping & Logistics, forming a part of the Greencarrier Freight Services division.

Managing director Kåre Thuesen says that «this development represents a logical step for us. In the past, the two entities offered complementary and similar services and products, but operated in different geographical regions. The merger paves the way for a more unified approach.»

Greencarrier Shipping & Logistics has offices in Bergen, Drammen, Kristiansand, Larvik, Moss, Oslo and Stavanger. Greencarrier Freight Services, in turn, operates in Estonia, Latvia, Lithuania, Poland, Czechia, Ukraine, Slovakia, the United Kingdom, Belarus and China, employing about 600 people to run its services. *av*



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Zufall's success is no coincidence

In fiscal 2013 the Zufall Logistics group, from Göttingen (Germany), managed to boost its total revenues by around 1% compared with 2012, bringing the figure to almost EUR 272 million. Over the same period, the total number of packages the company transported also grew, from 3.8 million shipments in 2012 to 4.1 million last year. The group's annual operating results also improved over the previous year's. The company has not made this figure public, however.

Zufall was much less tight-lipped when it came to development in its individual business units. With its work of delivering overnight express packages through its Night Star Express network, Zufall racked up earnings of EUR 24.3 million, almost 34% more than the business earned over the same period in the prior year. The number of packages delivered in this segment increased from 1.2 to 1.6 million, for a jump of 32%. This growth in its express business, says the corporation, was due in large part to the favourable development of its branch office in Unna (Germany), which opened in the spring of 2012. In its logistics unit the company managed to boost revenues by 9.5%, to EUR 34.8 million. The overland transport unit performed less well. Although revenue from European traffic increased by 0.4% to EUR 71 million, earnings from national overland transport dropped off by 3.7%, to EUR 103.6 million. The air and sea freight segment took an even steeper dive and saw revenues drop by 11.4% to EUR 25 million.

For the newly-formed management the tone for the fiscal year was set by a cross-generational development in the leadership team. The baton was passed to Peter Müller-Kronberg, a member of the family that owns the firm, who was appointed as managing director. *ab*

Sievert on course for more growth

Despite a difficult situation the cross-industry transport and logistics provider Sievert Handel Transporte managed to increase revenues from its core business in 2013, while achieving a positive operating result. In the medium term the company, which is based in the Westphalian town of Lengerich (Germany), is striving to boost its annual revenues from the 2013 level of EUR 90 million to EUR 150 million by 2019. To achieve this goal in time for the 100th birthday of its parent company, the Sievert Building Materials Group, the logistics company will expand its customer and product portfolios in the course of the fiscal year and take over more companies in the transport and logistics sector.

«Only by embracing the demands of the market as an opportunity will we be able to offer our customers added value,» Sievert's managing director Rui Macedo commented on the development of the company. The entry into the intermodal business, for instance, expanded the firm's service spectrum by adding a range of new logistics solutions aimed at environment-conscious industrial customers. In addition, corporate buy-outs, such as the recent takeover of Adolf Schuck Transport+Logistik, have enabled the continuous expansion of Sievert's logistics network in Germany, where the firm now has 17 locations, strengthening its position amongst its various customers. *ab*



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Düsseldorf services in flux

This spring, the North Rhine Road Hauliers' Association (Strassenverkehrsgenossenschaft Nordrhein, or SVG) can look back contentedly on its eventful history. On 13 March 1939 the organisation was founded by 27 local transportation businessmen as the SVG Düsseldorf Regional Association of the German Haulier and Trucking Industry. The aim was to promote the interests of the members and associated members. Among the services it offered at the time of its founding were large contract referrals and debt-collection services. Since then, the organisation in Düsseldorf has made a name for itself as a consultant and service provider for the road haulage industry, offering a wide range of services for road hauliers in North Rhine-Westphalia.

During the war years, billing for cargo in military shipments was one of the association's main services, but soon the SVG became a watchdog of the statutory wage scale and was granted cargo inspection authority. Around the same time – from the 1950s – the body established facilities and services which have come to be fixed components for the supply of drivers and vehicles on the road. Fuelling cards and pan-European toll services, as well as SVG rest areas and petrol stations, insurance services, and trucking accessories, are just a few of the goods and services the organisation offers. Another of the association's core activities is basic training and professional education. Around 10,000 people a year take part in the association's training programmes. *ab*

Vienna to become hub for rail traffic from Eastern Europe and China

From Russia with broad gauge

The difficulties of rail transport from China to Europe include the different gauges. While for railways in China and nearly all countries of the European Union the 1,435 mm gauge has become standard, Russia, Kazakhstan and Ukraine, amongst others, use the broad 1,520 mm gauge. Austria wants to close a part of the gap that arises on account of this situation.

Work has started on a feasibility study in Vienna for an ambitious broad-gauge railway project from eastern Slovakia to Austria. Last year a pan-European invitation of tenders was issued, and in the second quarter of this year the contract will be awarded to a consultancy to develop a meaningful feasibility study for the broad-gauge projects from the Ukrainian-Slovakian border to Vienna, on behalf of four railway enterprises from Russia, Ukraine, Slovakia and Austria.

«This feasibility study should evaluate the optimum route for an entirely new main railway thoroughfare with a gauge width of 1,520 mm in both Slovakia and Austria and the site of a central handling terminal in the metropolitan area of Vienna,» is how Michael Braun, the spokesperson of the holding of Österreichische Bundesbahnen (ÖBB), Austria's state railway enterprise, explained the procedure.

Technology and business

The company Breitspur Planungsgesellschaft, which is based in Vienna, will oversee the coordination of the project. In parallel to the creation of the feasibility study, preparations are also underway for the subsequent examination of a business model, including the financing of the plans to be proposed. This preliminary work will also start from the second quarter of this year.

ÖBB is closely involved in the work that is currently commencing and is focusing on objectifiable criteria, such as costs, existing network structures, environmental questions, commercial effectiveness, route definition in Slovakia and management amongst many other things. The interest of the Russian railways RZD in the project was already confirmed by its president Vladimir Yakunin many years ago.

Replying to a question concerning the extent to which a new Inzersdorf terminal will be involved in the project evaluation, the ÖBB give an unclear yes and no an-



Photo: Josef Müller

Different railway gauges meet at the Ukrainian-Hungarian border, amongst other places.

swer. «Inzersdorf will be involved in the project in that the effects and capacities of the existing ÖBB network will be examined in greater detail in the coming project phase,» is the rather enigmatic answer from ÖBB.

At the intersection of east and west

«Inzersdorf will play a key role,» is the hope expressed by ÖBB, particularly for production concepts such as the continuation of the traffic from the end terminal to destinations in Central and Eastern Europe. However, for technology and capacity reasons, «the Inzersdorf terminal is not earmarked for a direct link as an end terminal for the handling of containers between broad and normal gauge.»

ÖBB has great expectations for this project, in particular as the possible site of the end terminal is located in the twin city region, where three European TEN-T corridors intersect, namely the TEN 17, TEN 22, TEN 23 corridors.

ÖBB senses an opportunity to establish Vienna as a central hub for Eurasian overland traffic, which should benefit ÖBB as a company, but also the country's infrastructure. Braun pointed out that «Russia's state railway enterprise is considered a strategic partner in the long

term,» and that the two railway companies will come closer as a result of the project. Economic expectations also play a role in the undertaking. If it is implemented, 3,000 new jobs are expected to be created, along with an annual value added to the economy of approximately EUR 120 million.

Steal Hamburg's maritime trade?

If things develop according to the plans of Christian Kern, the head of ÖBB's holding, then landlocked Vienna could soon be diverting substantial amounts of trade away from the maritime port of Hamburg, as soon as RZD links up Vienna with a broad-gauge line. Goods from the Far East would then no longer be shipped by sea and take 30 days for the journey to Hamburg, but reach Vienna in 15 days on a broad-gauge route from Russia's far east.

The Eurasian broad-gauge route would be an interesting alternative to the sea route, is Yakunin's confident assessment. But he is not expected in Vienna for cooperation negotiations in the coming months, as his name is on a list of personae non gratae in the EU. Yakunin is subject to a travel ban for Austria and all other EU countries.

Josef Müller

Jetblue and Airbus support Luftfahrt ohne Grenzen/Wings of Help

Humanitarian flight to Haiti

The republic of Haiti in the western part of the island of Hispaniola was regarded as one of the Caribbean's richest states in post-colonial times. Now it is having difficulties getting back on its feet. Three partners linked forces to deliver 10 t of relief aid.

Haiti used to be subject to devastating outbreaks of cholera in the past, and the disease is once again spreading uncontrollably. According to estimates from the NGO International Medical Corps, more than 800,000 people are already suffering and between 8,000 and 15,000 have died from the infection. Haiti, the poorest country in the western hemisphere, has not enough resources to fight the deadly disease. Only about 0.4% of the state budget is earmarked for the population's medical care.

In 2012, the German charitable association Luftfahrt ohne Grenzen/Wings of Help already shipped 140,000 units of urgently needed cholera medication to the Caribbean state. As a result, the

death rate for cholera victims plunged from 18.8% to 0.08%.

Hi-tech for the needy

The latest aid delivery was the result of collaboration between Luftfahrt ohne Grenzen/Wings of Help, Airbus and the US carrier Jetblue, which was due to have a new Airbus 321 delivered. The flight went from Hamburg (Germany) via Portland ME (USA) and thence straight to the Haitian capital Port-au-Prince.

The brand-new aircraft conveyed around 40 cbm of humanitarian goods. In addition to anti-cholera medication, 10 t of urgently-needed supplies, such as bed linen, shoes, laptops and books, were transported to three orphanages.



Photo: Airbus

Beneficial airfreight for Haiti's needy.

Wings of Help president Frank Franke explained the background to the latest donation by saying, «top priority was given to our latest aid shipment for the country that is still massively affected by the 2010 earthquake. It was especially important to help the cholera victims who did not have the relevant medication or antibiotics at their disposal.» *ab*

Masthead

A publication of
swissprofessionalmedia AG

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Printing and dispatch:

Printec Offset, DE 34123 Kassel

Bank details:

Credit Suisse, Basel, Swift CRES CH 22 80A
IBAN: CH23 0483 5030 8286 3100 0 CHF
IBAN: CH75 0483 5030 8286 3200 4 EUR

Place of jurisdiction and applicable law:

Basel, Switzerland
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75th year ISSN 1420-5688

Published fortnightly/Subscription: CHF 220 + postage

Swissprofessionalmedia AG is an associated member of Fiata and Tiaca.





Our brother USA – a stranger

«A journey is like marriage. The certain way to be wrong is to think you control it.»
John Steinbeck (1902–1968), US writer and journalist

«Businessmen are thorough people. They prepare carefully for stays abroad. This is especially true if they are being asked to move to more exotic places – a transfer to China, for example, a spell conducting negotiations in Bahrain, a promotion to establish a new liaison office in India.

Compared to these kinds of tours many European businessmen consider a job in the USA to be the proverbial peanuts. The idea of the US feels comfortable and familiar – they know about the country from books, films, music and private trips. They understand and speak the language. The American way of life, admired and maligned in equal measure, has long become a part of everyday life in Europe. Many people think, in short, that Americans and Europeans are quite similar. Almost like brothers.

But it is not so. The cross-cultural misunderstandings between Europeans and Americans lurk in the grey areas of the supposedly familiar. In the language, for example. Europeans may have the vocabulary, but they may not understand its meaning in context – because Americans communicate differently. In many European countries, scepticism or a request for a change, is communicated directly.

This kind of behaviour is unusual in the US. There criticism usually comes in the form of faint praise. «What an interesting idea» can also mean «what nonsense».

Another source of misunderstanding is the casual conversational tone of Americans, the fact that they are generally on first-name terms with their boss. Because of this, many Europeans miss that Americans are just the same as what is said of Germans – hierarchical and obsessed with rules and titles. A person who lives and works in the USA soon realises that the bureaucratic hurdles when opening an account or trying to obtain a construction permit are greater there than in Europe, the rules more complex.

A look at American business cards is revealing. Everyone is a manager, director, president or vice-president – of some subdivision or the other. Not only academic titles, but cryptic acronyms of qualifications of any kind, be they licenses or diplomas or certificates, line up behind a name.

The boss may be called Bob and he may casually pat his subordinates on their shoulder. But Bob decides, and his subordinates expect him to do just that. Someone coming from Europe, who expects the boss to take his decisions in a democratic process of consultation with his subordinates after

weighing all the arguments, including the negative ones, is irked when his expectations are proved unfulfilled.

A similar trap also lurks in the seemingly casual dress habits of Americans. Casual Friday, the corporate American rule that allows people to wear jeans on Fridays, is already considered outdated. In corporate America, employees wear suits and ties, in muted colours, as conservative as possible, every day of the week. It does not matter if the suit fits well or badly, whether the skirt is tight or the shirt wrinkled. What matters is that you are complying with the dress code. A European who comes to work in designer jeans and a cashmere jacket on a normal working day in America will do so precisely once.

«When I went to China I expected huge cultural differences,» a German manager who had been transferred from Beijing to Atlanta told me some time ago. «When I was then moved to the USA I thought I was sort of coming home. I was totally wrong.» It took him some time but he has now overcome his culture shock and feels comfortable in this strange brother country.

Katja Ridderbusch

► Issue 21-22/2014 of the ITJ, containing an Asia Special and an Iberia Special, will be published on 23 May 2014. The deadline for printing data is on 16 May 2014.

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