

ITJ

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Hello Tomorrow





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RALpin CEO René Dancet takes the opportunity of an interview with the ITJ to point out the continued role of the ro-mo in intermodal transport and his expectations for 2013.



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Cover: A freighter aircraft

Photo: thinkstock

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Consistency and change

Dear readers,

2013 has only just started, but it has already provided us with the first very surprising news item of the year – Big Brown has lost interest in taking over TNT, now that the EU's directorate general for competition has made its rejection of the move clear. That is not only a massive strategic surprise, but will simultaneously represent a strong pointer for many a corporation. Quite a few major mergers will probably be re-analysed in the light of this decision. The oft-criticised politicians will prove to have set quite a marker with this move, as they already did several times in 2012, imposing fines on logistics corporations for illegal price collusion. Some may well see this political decision as an impediment to entrepreneurship, but it will nevertheless remain an important guide rail for the economic system, within whose ambit we will have to remain. The extent to which politicians should get involved in entrepreneurial-operational matters is another issue altogether. Of course, the hope that the new airport in Berlin will open its runways sooner rather than later remains.

It is a great pleasure to note that, after a rather worried end to last year, 2013 is now proving to be characterised more by cautious optimism, and that the delicate little flower is growing. If you look closely, however, then many a voice would appear to have a rather resigned attitude to the economic crisis, with the tenor being that «we hope to be able to repeat our performance from last year.» A little more confidence would not go amiss, but despite numerous

positive indicators in the USA and in China, nobody making predictions concerning the future trend wants to be the first to say anything too positive. Let's hope that confidence will soon bloom a little more.

Our in-house news, in turn, promises renewal. Jutta Iten, our long-serving sea freight expert, is set to pay tribute to her age from March onwards and take it a little easier. We are happy to welcome Antje Veregge, an experienced journalist, to succeed her. Thank you very much for all your reports over the years, Jutta, and welcome to the team, Antje!

I would like to wish you a good start to a happy and successful new year, as well as a pleasant read of the latest ITJ.



Christian Doepgen
Editor-in-chief



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Europe

Changes at BLG

BLG Logistics has nominated Andreas Wellbrock and Michael Blach to the board from 1 June. Wellbrock joined the BLG group in 1999 and will take charge of contract logistics, whilst Blach, a former A.P. Moller-Maersk group vice-president who looked after key client management, will head the automobile logistics division. The appointments will take effect on 1 June, when new chairman Frank Dreeke takes office.



Andreas Wellbrock, Michael Blach

Photo: BLG

New deputy director for AF Cargo

Air France Cargo has named Alain Malka as deputy director general. Malka, started with AF Cargo in 1985, was last director of the Caribbean and Indian Ocean regions and succeeded Florence Parly, who has become deputy managing director of passenger activities.

Waberer's new CFO to manage IPO

Erzsébet Antal has named CFO of Waberer's International. Her primary mission is to prepare Europe's sixth-largest roadfreight firm for its IPO. Her career began with Hungary's Malév, where she was last CEO, and she also worked for Tesco Global. Géza Czako, Waberer's previous CFO, has retained his seat on Waberer's board.

Allister Paterson senior Finnair VP

The Scandinavian carrier Finnair appointed Allister Paterson as a senior vice-president of its commercial division on 7 January, as well as making him member of its executive board. His predecessor Mika Perho left the firm. Paterson, who was CEO of Seaway Marine Transportation, also worked for Air New Zealand in his career.



Bruno Blin

Photo: Renault Trucks

New President

Renault Trucks has nominated Bruno Blin as president of Renault Trucks Commercial. He succeeds Heinz-Jürgen Löw, who left the company at the end of November. Blin has worked for Volvo since 1999, leading the global procurement division of Group Trucks Technology from 2004. Renault Truck's rejuvenated range of products will be presented in June.

Change at Zeeland Seaports

Hans van der Hart will resign as CEO of the Dutch authority Zeeland Seaports on 1 October. Under his guidance the authority promoted the Terneuzen ValuePark, constructed the Autrichehaven and Scaldiahaven and expanded the Kaloothaven. Van der Hart will continue to serve the body as a management advisor.

TFG Transfracht leadership reshuffle

At the start of 2013 Kerstin Corvers joined the management team of TFG Transfracht as director of operations, in place of Ralf-Günter Kloß. Rainer Gödde took charge of the financial and controlling unit at the same time. Christina Arndt, who headed Transfracht's marketing and sales unit from September 2012, took on the role of chairperson of the management board on 1 January.

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New Geodis Wilson COO

Geodis Wilson has named Eric Martin-Neuville as its new COO and freight board member. He took over from Fernando Gea, who has retired. Martin-Neuville joined Geodis in 1985. He has been managing director of Geodis Wilson France and worked in the Asia-Pacific region. He became deputy COO in July 2011.



Eric Martin-Neuville

Photo: Geodis Wilson

Deugro Projekt founded

Deugro (Switzerland) set up Deugro Projekt (Schweiz) in Basel early this year, to particularly serve the complex heavylift and project cargo business. Stefan Jutzi, who previously worked for DHL and Gondrand, is the new managing director.

New global sales director for Röhlig

The German service provider Röhlig appointed Niels Kjaer-Richardt as its new global sales director on 1 January. He will also be in charge of the company's global key account management. Prior to this appointment Kjaer-Richardt worked as a manager in Hong Kong and Denmark, and was most recently Scan Global Logistics' vice-president for corporate sales and development.

Sisa strengthens management

Roger Zingg, as head of services, and Remo Martinelli, as CFO, joined CEO Roland Schumacher on the board of Sisa on 1 January. They replaced Gian-Paolo Carmagnola, the last of the company's founders to retire.

Asia

New regional CEO for Asia-Pacific

Stefan Karlen has been named Panalpina's CEO for the Asia-Pacific region. His predecessor Marco Gadola left the Swiss forwarder to become CEO of Straumann. Karlen joined Panalpina in 1997 and held management positions in Europe and Asia. In his last position he was in charge of Panalpina's Southeast Asia region.

Middle East

Etihad reshapes freight team

Robert Fordree has been promoted to Etihad's head of cargo handling. Rory Black, who joined Etihad Cargo from Gulf Air, is now head of cargo commercial planning, whilst Roberto Casabianca has moved from BA to become head of cargo sales. The new managers will all be based in Abu Dhabi.



Mete Erna

Photo: Saudi Airlines Cargo

Saudia names Turkey manager

Saudi Airlines Cargo has appointed Mete Erna as cargo manager for Turkey. Erna has worked in the aviation industry in Turkey, Singapore and India, managing sales and marketing activities as well as the operation of ground handling, air cargo and GSA services for various companies. He will report to Amer Abu Obeid, the carrier's regional sales director for the Middle East, North Africa and Turkey.

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Americas

HR change for C.H. Robinson

C.H. Robinson Worldwide has named Angie Freeman as human resources VP. Freeman, who has been with C.H. Robinson since 1998, will oversee global HR functions, including employee relations, benefits, recruiting and learning and development. Prior to this appointment Freeman was vice-president for investor relations and public affairs. She was succeeded in this position by Tim Gagnon, who has been with C.H. Robinson since 1999 and who will continue to lead C.H. Robinson's analytical services. In other news Jim Butts, C.H. Robinson's senior vice-president, retired at the end of last year. Butts worked for the corporation from 1978, joined the board of directors in 2002 and the supervisory board in 2007.

New commissioners in New Orleans

Louisiana governor Bobby Jindal has appointed Michael W. Kearney to the port of New Orleans' board of commissioners. He succeeded John Fay, one of four Orleans parish members on the regional board, and will serve a five-year term of office. Kearney, president and owner of The Kearney Companies Inc, a New Orleans-based 3PL, previously managed Transocean Terminal Operators, amongst others. The board of commissioners simultaneously elected Joe Toomy as chairman, as successor to commissioner Valerie Cahill, whose term expired. The board also elected commissioners Dan Packer as vice-chair and Greg Rusovich as secretary-treasurer.

AA Cargo names sales manager

American Airlines Cargo has chosen Andy Cornwell to be its regional cargo sales manager in northern Europe. He will look after the airline's sales and commercial activities in the UK, Ireland, the Netherlands and Scandinavia and report to Tristan Koch, the cargo managing director for the Emea region. Prior to his promotion Cornwell managed AA Cargo's UK sales.



Angie Freeman, James Butts

Photos: C.H. Robinson

Australia

New manager

Combi Lift's team in Australia was strengthened by new operations manager Eike Hemp on 1 January. The Australian team already has project manager Micki Hellerup and supercargo Michael Warneke on board. Hemp will assist Hellerup on the Gorgon project and also manage Combi Lift activities in Western Australia.

Congratulations

Adjunct professor

Professor Armin F. Schwolgin of Baden-Württemberg's cooperative state university in Lörrach has been named adjunct professor of Beijing Wuzi university in China. Professor Wang Zhiming, vice-president of the university, presented Schwolgin with the charter, praising him for his cooperation with the Wuzi school of logistics and his guest lectures there since a partnership between the two seats of learning began in 2007.

Changes of address

Gezairi – corporate head office

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Joint recommendations for more safety in container storage facilities

Save lives, reduce costs

With an increase of more than 4,000 cases of damages amounting to a loss of EUR 256 million, three organisations – TT Club Mutual Insurance, the Port Equipment Manufacturers Association and the International Cargo Handling Coordination Association – analysed the most important risk factors in container storage facilities, and proposed a slew of safety measures to improve the situation.

A statistical analysis of accidents in container storage facilities and the costs associated with them has provided definitive insights. 53% of the claims resulting from accidents in operating conditions are clearly due to mechanical storage equipment. 75% of the costs resulting from work accidents are likewise due to inadequate equipment, as is also the case in the 67% of fires that break out in warehouses.

«There surely are focal points for risk, and naturally then, a concentration of avoidable accidents. We're talking about 1,600 cases of damages and costs of almost EUR 100 million in these areas,» commented Laurence Jones, TT Club's director of global risk assessment.

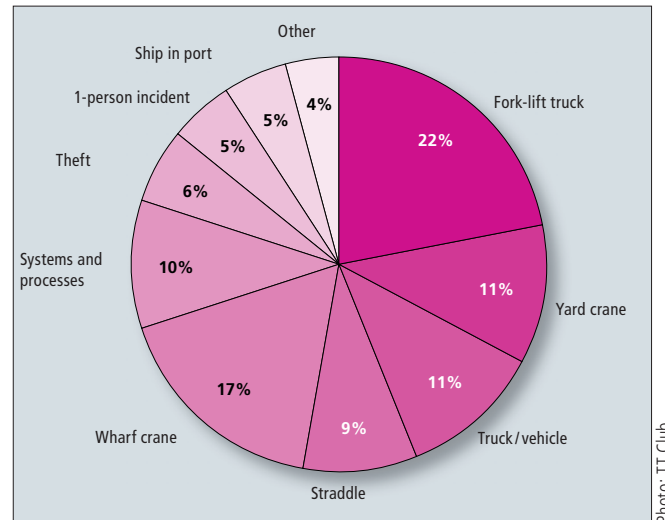
A mix of measures

The recipe for avoiding such risks and incidents is found in a mix of solutions, made up of improved work flows, additional training and appropriate safety equipment. But reliable technology is only part of the solution and must go hand in hand with the appropriate safety regulations in the warehouse area, in particular in regard to the routing of traffic and speed limits. But what specifically does that mean in the warehouse?

30% of accidents involving people alone could have been avoided if forklift trucks had been equipped with mechanical anti-collision devices. Even in the last six years, this would have spared the life and limb of 51 workers and saved EUR 22.5 million in costs due to accidents.

Fires are a further focal point for risk. 67% of the costs of fires, which are mostly due to leaks in hydraulics or fuel lines, mechanical equipment was likewise a factor in the background. They could be avoided with a fire-fighting system, according to the three organisations TT Club, Pema and ICHCA. Laurence Jones considered the cost-benefit analysis, and said that «investing between EUR 1,000 to 3,500 in an effective fire-fighting system must be considered in the light of reduced risks for personnel and the damages avoided, for example to a stacker truck valued at EUR 350,000.»

In contrast to international legislation, national and local laws allow businesses



Risk areas in container ports and terminals, by value of the damages.

to choose whether or not to implement the recommendations of the three organisations. Stephen Stiehler, chairperson of the Pema security committee, relies on the power of persuasion and what he calls the unique value of the recommendations. The expectations inherent in this minimal security standard are that both the suppliers in the equipment industry and the buyers in the container terminals will align themselves according to it.

www.ttclub.com

www.pema.org

www.ichca.com

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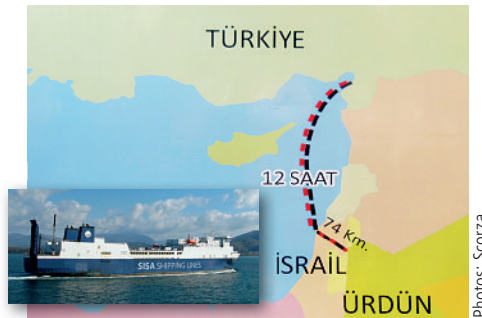
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Avoiding Syrian transit

Maritime bridge to the Middle East

Sisa Shipping Line recently started a ferry and ro-ro link between Iskenderun and Haifa. The connection represents the third option to bypass the overland route via Syria from Turkey for the shipping line. Other lines have had the same idea (see also page 10).

The Turkish transport company Sisa Shipping Line's new service is the first regular shipping connection between Turkey and Israel. The first voyage of the chartered Greek ro-ro unit *Ariadne* (which has a capacity to carry 110 trucks) from Iskenderun (Turkey) to Haifa (Israel), which offers a transit time of just twelve hours, sailed on 20 November. The service avoids the very difficult and dangerous overland trip to the Middle East across Syria for road haulage companies. After disembarking in Haifa, convoys are formed in order for the vehicles to make their way to Jordan. Sisa Shipping already started to operate a twice-weekly ferry service from Iskenderun to Damietta (near Port Said, Egypt) in



The route linking Turkey and Israel.

August 2012, with the ferry *Nissos Rodos* (capable of carrying 115 trucks) offering a 19 hour transit time. Another crossing offered by Sisa Shipping sees the ferry *Olympus* (capable of carrying 160 trucks)

sailing from Sokhna (Egypt) to Dhiba (Saudi Arabia).

Transcamion Central European agent

The German firm Transcamion Schifffahrtsagentur, a leading provider of ferry truck spaces, has been named as Sisa Shipping's agent in Central Europe. The company said that the transit times for the maritime alternatives to overland transit through Syria, including on-forwarding in a convoy if necessary, are comparable to the times attained transporting goods overland, and that they may, in some cases, even be shorter.

Angelo Scorza

www.transcamion.de

www.sisashipping.com

New attempt at Hapag-Lloyd/Hamburg Süd merger

Just before Christmas the shipping world was surprised by two very short and dry media releases from Hamburg. They were issued by two Hamburg-based container shipping lines – Hapag-Lloyd and Hamburg Süd – and they both contained the identical wording, which confirmed that «the executive boards of Hapag-Lloyd and of Hamburg Südamerikanische Dampfschiffahrts-Gesellschaft (Hamburg Süd), in agreement with their shareholders, are investigating if, and under what conditions, a merger of the companies would be of interest.» (See also the *ITJ* Daily of 19 December 2012).

Apparently secret meetings in Hamburg and Bielefeld have been taking place

for months, bringing important players from both sides to the table. One party apparently included Jürgen Weber, a former head of Lufthansa and a member of Hapag-Lloyd's supervisory board, and Klaus-Michael Kühne, a large Hapag-Lloyd shareholder (around 28%), whilst their opposite numbers were said to be made up largely of representatives of the Oetker family, which owns Hamburg Süd. As the firms have not made any further comments on the matter, one is tempted to speculate whether a leak may have been the reason to go public.

Be that as it may, a merger of the two companies – which was first discussed in the seventies and then again in the nine-

ties, but was rejected both times – would create a new shipping line with around 250 vessels and more than EUR 10 billion in sales. These figures would put a new entity in fourth place in the list of the world's largest container lines, behind Maersk, MSC and CMA CGM. Hapag-Lloyd is currently ranked sixth and Hamburg Süd twelfth.

Jutta Iten

www.hapag-lloyd.com

www.hamburgsud.com



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Scan Shipping

Haropa banking on the heavylift sector

Extraordinary freight

Haropa, a new alliance between the ports of Le Havre, Rouen and Paris, is also proving its heavylift credentials. The group's 300th heavylift consignment, coming from Gron (Bourgogne), left the port of Haropa-Le Havre, bound for the United Arab Emirates, early in December.

The Haropa port authority's 300th such shipment marks a symbolic achievement for the booming development of the segment. Out-of-gauge and heavylift cargo is a key sector on the Seine artery. To prove this 28 high-voltage electric cable reels, weighing from 30 to 50 t, were loaded in the port of Le Havre early in December. Didier Mercey, the port director and Logiyonne manager in the port of Gron, said that «this is the 300th exceptional load carried by inland waterway from Gron to Le Havre in two years,» adding that «the transport task represents great success for this river service, which was



Photo: Haropa

The high-voltage electric cable reels being transhipped in the port of Le Havre.

opened in 2010 and serves all Seine arteries.» In Gron a multimodal platform is being extended, thanks to EUR 3.1 million in investments, which will enable it to set up a bonded logistics warehouse which will come on stream early in 2013.

The new river service, which is considered cheaper than road transport, has enabled Haropa to capture part of the trade that transited other northern European ports, Mercey added. Daniel

Saurel, a logistics manager at Charlotte Réservoirs, said that «for a long time, we preferred to use road transport and ship our industrial tanks through the port of Antwerp. In 2010 we were among the first users of the new Gron-Le Havre connection, which we now use on a regular basis. River freight has numerous advantages, among which we can mention smooth administrative procedures and benefits to the environment. The services and infrastructure provided by the port of Le Havre also convinced us to develop in this direction, so that today, 90% of our exceptional loads pass through the port of Le Havre.»

New Turkey–Egypt ro-ro link

A ro-ro service between the port of Iskenderun (southern Turkey) and Port Said, on Egypt's Mediterranean coast, has officially been inaugurated in the presence of the Turkish ministers Hayati Yazici (customs and trade) and Sadullah Ergin (justice). It is thought that the new link has been set up to avoid having to

transit through Syria. The service will offer two sailings a week from Iskenderun. From Port Said, the trucks carried will drive on to destinations in the Middle East and Africa. To date, approximately 5,000 lorries and 3,000 people have already used the new link.

schlote

www.limakports.com

German ships under Romanian flag

The Romanian International Flag Administration (Rifa), Europe's only privately-managed shipping register, has received commitments to register ships under the Romanian flag from the Hamburg-based shipping lines Leonhardt & Blumberg, Peter Döhle, Carsten Rehder and Hamburger Lloyd. The registering of freighters began in mid-December 2012.

it

Ports of Bremen set new record

The ports of Bremen have set a new record by handling about 85 million t this year (compared to 80 million t in 2011). The management expects the figure for container throughput to come to around 6.3 million teu, which would be 6% more than in 2011. In addition, 2.2 million vehicles were loaded or discharged (compared to 2.1 million in 2011).

it

www.bremenports.de

An important link in the chain

According to Haropa's commercial director Hervé Cornède, Haropa has become an essential link in an exceptional logistics chain, owing above all to its handling capabilities, which offer tailor-made services. «Loads of between 25 and 1,000 t can be processed,» Cornède elaborated, adding that «the end-to-end solutions offered by Haropa in conjunction with specialised partners enable companies such as Alstom, Areva, Air Liquide, Ariane-space, Beneteau, Dresser-Rand, EDF, Jeanneau, Fouré Lagadec Group, Prosernat, Technip and Total, amongst others, to use the infrastructures of Haropa ports to export or import all kinds of cargo.»

The port of Rouen has also reported some success in the field, with 425 heavylift operations, including 129 weighing more than 100 t, having been handled at the port's specialised berths since early 2012.

Jutta Iten

www.haropaports.com



Photo: ITJ archives

Important ports will be served on a weekly basis by the CKYH lines (a Yang Ming freighter is pictured) in winter too.

Further streamlining of the winter schedule

A cautious start to 2013

The Green Alliance is continuing to rationalise its services. Having already announced a reduction of its winter options earlier on, it is now further tightening its Asia–Europe links.

Cosco, K Line, Yang Ming and Hanjin Shipping, the partner lines in CKYH – the Green Alliance, are set to implement additional service adjustments in the Asia–Mediterranean/Northern Europe

trade lanes, in line with seasonal market demand. This means that the lines will cancel more voyages in their Asia–Europe service loops between mid-January and the end of February 2013. The lines pointed out that «the overall quality of services will not be affected, and important ports will be served on a weekly basis». Customers visit the websites of CKYH members for further details. *it*

www.cosco.com; www.kline.co.jp
www.yml.com.tw; www.hanjin.com

In brief

First LNG bunkering in Antwerp. The «Argonon», a barge powered by liquid natural gas (LNG), was bunkered from an LNG truck in December – the first time that this has ever been done in a Belgian port. The «Argonon» is operated by Deen Shipping.

www.portofantwerp.be

NYK environment award. NYK, an international logistics service provider, has presented its Captain Eco 2012 environment prize to Container Maintenance Repair Hamburg, which specialises in maintaining and repairing reefer containers. www.nykline.com

Hapag-Lloyd recognised. Four leading international forwarders recently chose the Hamburg-based German shipping line Hapag-Lloyd as their best partner. Kuehne Nagel presented Hapag-Lloyd with its best carrier award, followed by DB Schenker's ocean carrier of the year honour. Hapag-Lloyd also received Hellmann Worldwide Logistics' global carrier distinction and came top in Panalpina's global ocean freight carrier survey. www.hapag-lloyd.com

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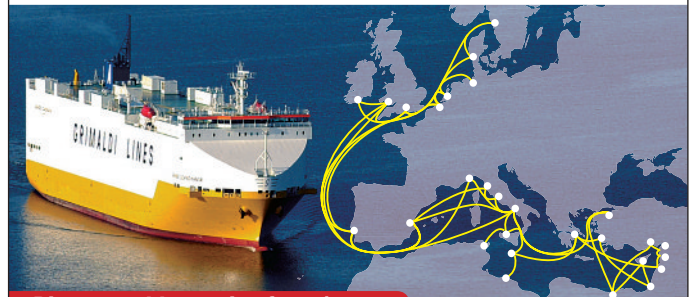
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Transfennica/P&O Ferries partnership

From the roads to the seas

The two ferry shipping companies P&O Ferries (based in Dover, UK) and Transfennica (from Amsterdam, Netherlands) have formed an alliance for traffic between Spain and the United Kingdom. This new constellation will be managed from Zeebrugge (Belgium).

Transfennica and P&O Ferries have joined forces to operate their services between Spain and the United Kingdom together with immediate effect. The move is designed to optimise the transport of unaccompanied trailers, containers and driver accompanied trucks and shift goods from the roads to the seas.

Zeebrugge is the hub for these new activities. More than 40 sailings per week will be available to and from the P&O terminal at the Belgian port once Transfennica starts calling there.

P&O to manage the stevedoring

In addition, the shipping companies have signed an operational agreement for terminal services in Zeebrugge. P&O will provide stevedoring services there and ensure that cargo is shipped out on the first available vessel. Consignments for Tilbury and Hull (both UK) will depart the same day or the following one, so that the transit time will be almost the same or faster than by road.

Transport companies can now book slots for voyages from Bilbao to Tilbury, Hull and Teesport and vice versa at Transfennica's offices in Bilbao, Zeebrugge and Tilbury. Clients will receive one invoice for the entire journey.



Photo: Transfennica

Transfennica has strengthened its Spain-UK traffic by collaborating with P&O Ferries.

Transfennica offers two departures in each direction per week (on Tuesdays and Fridays), with a crossing time of 38 hours. P&O Ferries has daily sailings connecting Teesport, Hull and Tilbury with Zeebrugge and therefore offers rapid transshipment to vessels to and from Bilbao.

Ronny Daelman, freight director of P&O Ferries, and Michael van den Heuvel, Transfennica's director, are convinced that the new alliance is a perfect alternative to road haulage, and that an increasing number of companies will benefit from being able to load unaccompanied trailers without having to make any substantial changes to their operations. The managers stated that «firms can start making savings from today onwards.» *it*

www.transfennica.com
www.poferries.com

New ships for Rickmers

The German carrier Rickmers-Linie is to take delivery of two 20,000 dwt newbuildings from Hudong-Zhonghua Shipbuilding in China in 2015. The 171 m long and 25 m wide PX-900 multipurpose vessels with a service speed of 16.5 knots will be equipped with two 450 t cranes and one 120 t crane. The two main cranes will enable the ships to hoist combined loads weighing up to 900 t in a single lift.

Construction supervision and technical management will be the responsibility of Rickmers Shipmanagement, whilst asset and commercial management activities will be undertaken by the company Rickmers Reederei.

Ulrich Ulrichs, managing director and chief operating officer of Rickmers-Linie, explained that his company is banking on increasing demand for hold space. The new units are slated for delivery between January and March 2015.

Ulrichs pointed out that the global order book for multipurpose and heavy lift ships shows that there will be very few deliveries from 2015 onwards. «This is why we're confident that there will be great demand from the industry for these excellent vessels.»

New presence in Singapore

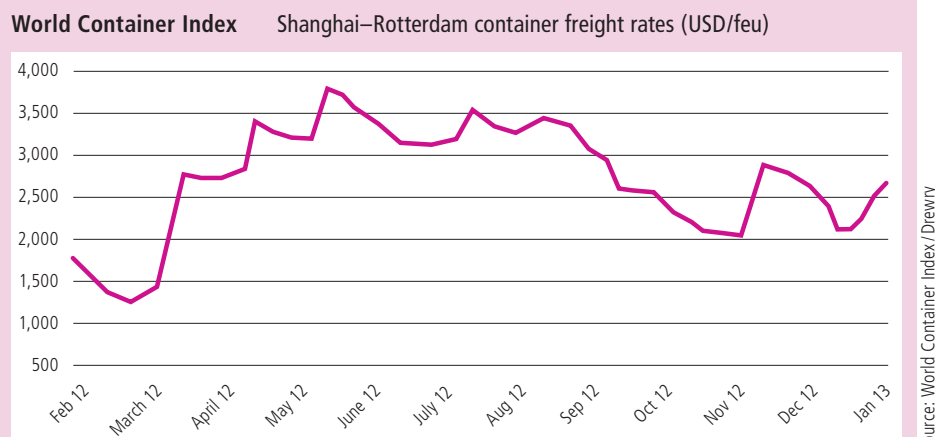
In order to strengthen its presence in Southeast Asia Rickmers-Linie has established Rickmers-Linie (Singapore) and taken over Rickmers-Linie activities from its former agent, Horizon Shipping. The new company will be based in Keppel Road, Singapore, together with Rickmers Shipmanagement (see also page 7). *it*

www.rickmers.com

Drewry predicts a rise in demand of 4.6% in 2013

According to Drewry Maritime Research carriers did not succeed in lifting freight rates for sustainable periods in 2012, despite pulling capacity from east-west routes and the overnight success of increases implemented by lines in March 2012. On a more optimistic level, Drewry has forecast that global demand will increase by 4.6% this year, albeit with several caveats attached. According to WCI the rates in the Shanghai-Rotterdam trade rose from USD 2,397/feu on 3 January to USD 2,727/feu on 10 January 2013. *it*

www.drewry.co.uk



Events of 2013

Gazing into my crystal ball

These seven events will shape the aviation year – or at least that's what I may murkily have seen in my crystal ball.

21 January – US president Barack Obama names Mitt Romney as his transport minister, as successor to fellow

Republican Ray LaHood. The White House believes that the losing presidential candidate proved his spurs in the election campaign. The most urgent problem now is to find a solution for closed aircraft windows.

12 March – At the World Cargo Symposium, which was supposed to take place in the shadow of brand new Doha airport in Qatar, the constructors bail out of the project, on which work has been going on since 2006. They then surprise the experts by announcing that a second new centre will be built on the desert sands.

Dubai (United Arab Emirates) does not want lag behind and on **1 April** announces the construction of a third airport. Projections for the coming years are so golden that this is the only way to keep up with the growth.

14 July – The storming of the building site of the new Notre-Dame-des-Landes airport in the western French city of Nantes.

13 August – Big excitement at a media conference in Berlin (Germany), when a spokesperson says that «nobody has any plans to open an airport.» The employee keeps his job, but the corporation decides to refrain from communicating precise opening dates. The only criterion that applies is that the capital city's airport commences operations before the new underground railway station in Stuttgart.

27 October – Having gathered positive experiences over the north pole, the first airlines have now commenced operations on the south pole route.

Panic on 20 December – The latest scientific analysis to be conducted has shown that the Mayan calendar was actually a year out. The correct date for the end of the world is actually 21 December... 2011.



Andreas Haug
ITJ editor

Review and outlook

Celebration or lament

This year, commercial aviation will remember the first flight on 13 May 1913 of a four-engined aircraft, the Sikorsky Russki Vityas. The review of the past twelve months gives some room for hope that 2013 will be a good year – at least for some.



Photo: Emirates

Emirates landed in Adelaide (Australia) for the first time on 1 November 2012. The Dubai-based airline started with a four-times-a-week link that will be upgraded to daily on 1 February.

The International Air Transport Association Iata estimated in December that the 240 airlines organised under its umbrella will have achieved a net profit of USD 6.7 billion in the whole of last year. In October profits of only USD 4.1 billion had been forecast.

The projection, which was corrected upwards, can be primarily attributed to airlines' strong showing during the second and third quarters of the year. The freight sector, however, barely contributed to this result, with that segment losing USD 3 billion compared to 2011, and returning, at USD 66 billion, to the levels registered in 2010. Its yield declined by about 2%.

For the year just started Iata assumes a slight increase in demand for freight. The +1.4% forecast will not, however, balance the prior-year losses. That's why yields will continue to fall, presumably by 1.5% is the prediction.

Regional idiosyncrasies

North American airlines should be able to get off lightly. Iata expects the US economy to recover, which should provide the carriers with the greatest increase (around USD 1 billion) and the highest net profit (USD 3.4 billion) among the world's regions.

This is countered by continued economic uncertainty on the other side of the Atlantic. «High fees and an inefficient infrastructure will continue to weigh on the industry in Europe,» Iata warned. Things look better for airlines in the Asia-Pacific region.

Their net profit should increase by USD 200 million compared to 2012 and reach USD 3.2 billion. Cargo, too, will get a piece of the pie. «The national economies in this region remain highly dynamic, which should cause air cargo to stabilise in 2013,» according to Iata.

Airlines in Latin America and the Middle East are expected to improve by USD 300 million each, for net profits of USD 700 million and USD 1.1 billion respectively. The players with the best long-term prospects hail from these areas.

Some large European companies with a storied tradition, such as Air France-KLM-Martinair Cargo and Cargolux, fly at a loss or only make a marginal profit, as Lufthansa Cargo does, for example, and they can but observe these developments and soberly appreciate them. Thus Lufthansa Cargo's chief executive Andreas Otto said early in December that there is a good chance that Emirates SkyCargo will ascend to the premier global position as early as next year.

If this prediction does not come to pass next year then it probably will by 2016. A look at the prospects for the development of the international airfreight market growth rate in the next five years, published in December, foresees a 4.9% rise for Middle Eastern airlines, making them the strongest regional power. At least the global business will recover overall, recording 3% annual improvement and bringing it from 29.6 million t in 2011 to 34.5 million t in 2016. Even Europe will grow by 2.2% then, according to Iata. meh/ah



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In conversation with IAG Cargo's Steve Gunning and Juan Ignacio Díez Barturen

Optimistic – despite the uncertainty

Last year was also pretty packed for IAG Cargo, the freight enterprise of the International Airlines Group (IAG), which was formed by Iberia and British Airways (with BMI). The two entities leading figures, managing director Steve Gunning and deputy managing director Juan Ignacio Díez Barturen, talked to the ITJ about the first few months in business together and their prospects and plans for 2013.

Last year was very eventful, gentlemen, so I'll start by asking you about the influence of global events such as the Olympic Games on your business.

Steve Gunning: For us as a freight firm the Olympics were practically irrelevant. They neither brought us a rise in the volume of goods transported, nor did we lose any business on account of them.

Another important global event was hurricane Sandy, which had a great effect on the air cargo industry – even though the overall impact was smaller in the end than had been expected. We were able to redirect goods to unaffected US hubs. We were very happy to be able to rely on one of the best networks in North America. I was also pleased with the excellent work of our ground-handling staff, who successfully managed to clear the backlog created by the chain of events in a very impressive two to three days.

What do you consider to be the biggest challenges facing airfreight?

Gunning: Well, putting it as succinctly as possible, I'd say uncertainty, including economic uncertainty. On the one hand we have the notorious fiscal cliff (*an expression that was recently voted the negative buzzword of the year in the USA, describing the compulsory budget cuts and simultaneous tax rises that would kick in if the national budget wasn't passed. The USA didn't fall off the cliff, as a compromise was arrived at in time. – ed.*), whilst Europe continues to reel under the debt crisis. We can try to plan in a tactical short-sighted or strategic long-sighted way, but things are more difficult because we don't yet know what effects various political decisions will actually have.

Juan Ignacio Díez Barturen: This uncertainty is counterbalanced by the achievement of having merged our businesses into IAG Cargo, which has enabled us to substantially improve our market position. Our market has grown, and we can plug holes as they arise, depending on requirements. The measures we can take to counter negative trends are now

substantially more diverse. This also gives us a certain degree of security.

Gunning: Yes, that is a very important point. Our network is now much more robust. We've already observed this in the last 20 months, in which one market may have been a little weaker, whilst another one was flying high. We're now in a better position to balance things out.

To what extent is collaboration between two long-standing airlines a better answer to prevailing challenges than an airline alliance?

Gunning: I think our joint business provides precisely that what partners and alliances will never have, which is the requisite infrastructure, especially in the cargo segment. We've got a single network and a unified booking system. The path to where we are now wasn't easy, it's true, and necessitated learning processes from all involved. Now we're ready for growth takeoff, however. The revenue management system which we've taken over from Iberia, in particular, will allow us to take on new members in IAG.

Are there any names in the pipeline?

Gunning: I can only confirm that we're currently conducting exploratory talks.

Barturen: Let me take this opportunity of reminding you of the «G» in IAG...

Gunning: It's been a fantastic experience, bringing Iberia and British Airways together and thus forming the seventh-largest freight airline in the world. But naturally enough, our strategy goes well beyond this. The integration of BMI was a successful test run, but now we want to go further!

Chengdu a new Chinese destination

IAG Cargo will start offering a thrice-weekly connection between London and Chengdu, the capital of the southwestern Chinese province of Sichuan, on 22 September, deploying a Boeing B777.

www.iagcargo.com



Steve Gunning, managing director.



Juan Ignacio Díez Barturen, deputy MD.

Critical voices, saying that the creation of IAG wasn't a merger of equals, are being raised in Spain. They say that Iberia was taken over by BA. What is your reaction to these opinions?

Barturen (laughing): You first, Steve – I was brought up to be polite!

Gunning: Thanks. Actually, we believe that this criticism is unwarranted. Equal representation of both companies on the IAG board negates it, for example. But BA was also thrice the size of Iberia in the freight segment, that can't be argued away. We're now trying to make the best possible use of each partner's strengths.

Barturen: Size is an aspect that can't be ignored, of course. But as we from Iberia are also contributing to IAG Cargo with our strongest suits, I too would call it a situation that's in equilibrium.

In brief

State takes pilot's seat. The Grand Duchy of Luxembourg has taken over the 35% stake in Cargolux previously held by Qatar Airways, after the latter's disinvestment from Cargolux (see ITJ 49-52/2012, page 17). The arrangement applies until a new investor in the full-freighter operator can be found. The Middle Eastern airline's involvement only lasted one and a half years. The transaction was worth USD 118 million, same as 18 months ago.

www.cargolux.com

Order for Boeing. The US express service provider FedEx Express has plans to order four B767-300Fs. They will replace its older MD-10F aircraft.

www.boeing.com
www.fedex.com

Stronger in Africa. Turkish Cargo added weekly links to Nairobi, Khartoum, Lagos and Johannesburg to its African network in December, bringing its global network to 40 destinations.

www.turkishcargo.com.tr

Cooperation approved. The Australian competition commission has given the planned Qantas/Emirates cooperation deal the green light.

www.accc.gov.au



Space equipment being loaded on board an AN-124.

Volga-Dnepr now serves outer space

Russia's freighter operator Volga-Dnepr Airlines has been awarded a licence to transport rockets, space equipment and rocket fuel by Roscosmos, Russia's federal space agency. To gain the unlimited official space cargo carrier licence, Volga-Dnepr Airlines provided the federal space agency with the required information confirming the framework of contracts for space cargo transportation, as well as confirming the capabilities of its highly-trained and qualified personnel.

Transporting aerospace cargo is one of the key areas of Volga-Dnepr Airlines' outsize and heavyweight air cargo business. Over the last 20 years, Volga-Dnepr has successfully completed more than 3,300 aerospace flights for customers from Germany, Kazakhstan, Canada (see also page 43), China, Russia, USA and France, to all of the world's leading space centres. The total weight carried on these flights comes to more than 107,000 t.

www.volga-dnepr.com

The recession at European airports is not over by a long shot

Freight throughput at leading European airports in November 2012

Rank	November 2011	Airport	Country	Airfreight in t	±%
1	(2)	Frankfurt	DE	178,814	+2.8
2	(1)	Paris (CDG)	FR	164,300	-6.8
3	(3)	Amsterdam	NL	127,763	-0.9
4	(4)	London (LHR)	GB	124,084	+1.1
5	(5)	Leipzig Halle	DE	76,877	+17.5
6	(6)	Cologne Bonn	DE	62,618	-2.2
7	(8)	Luxembourg	LU	53,513	-4.2
8	(9)	Istanbul (IST)	TR	47,199	+16.7
9	(7)	Liège	BE	47,147	-20.2
10	(10)	Milan (MXP)	IT	35,339	-6.2

Source: ACI Europe, EAP

Freight throughput at leading European airports in October 2012

Rank	November 2011	Airport	Country	Airfreight in t	±%
1	(1)	Paris (CDG)	FR	172,000	-5.0
2	(2)	Frankfurt	DE	170,828	-7.1
3	(3)	Amsterdam	NL	126,760	-6.7
4	(4)	London (LHR)	GB	125,367	-2.3
5	(5)	Leipzig Halle	DE	73,934	+11.7
6	(6)	Cologne Bonn	DE	66,648	+8.8
7	(8)	Luxembourg	LU	51,237	-7.8
8	(9)	Istanbul (IST)	TR	45,379	+0.8
9	(7)	Liège	BE	44,114	-24.6
10	(12)	Brussels	BE	39,641	+13.9

Source: ACI Europe, EAP

Olivier Jankovec, the director general of ACI Europe, responded to the development of airfreight volumes in October by saying that «there is no escaping the deepening impact of the European debt crisis on the real economy.» Overall, freight traffic at European airports continued to decline, recording a fall of 2.2% in October, while aircraft movements also decreased by 1.5%. The four leading air hubs saw figures deteriorate, and the booming centre at the Bosphorus (see ITJ 45-46/2012, page 55) also remained far below full-capacity operations.

The result in November (-0.5%) was not quite as bad as that for October, nor was it as bad as some other poor results registered in the past 18 months. Whilst Istanbul gained again, as before, (as did Leipzig), the very strong figures recorded in Cologne Bonn and Brussels in the previous month dove again significantly, with Brussels hammered by a 30% drop to 25,065 t.

www.aci-europe.org

Big acquisition on the Iberian Peninsula

Azkar now belongs to Dachser

The German logistics service provider Dachser, which manages international activities, has acquired the Spanish transport and logistics service provider Azkar with effect from 15 January 2013 – subject to the approval by the anti-trust authorities. Dachser has held a 10% stake in its Iberian logistics partner since 2008.

The Spanish transport and logistics market has been thoroughly shaken up by powerful forces for some time now. The reason: the miserable financial and economic situation of this Southern European country is also hitting several domestic transport and logistics service providers hard, and is partly threatening their very existence.

In the middle of last year, for example, the Spanish transport, parcel and logistics company Transportes Ochoa, one of Azkar's competitors, was forced to declare bankruptcy in a Zaragoza commercial court (see *ITJ 27-30/2012*, page 39). Because many Ochoa customers could not pay their bills the service provider had to put many of its approximately 750 employees on the street and suspend business in the meantime.

Azkar brand to remain

Though Azkar is also feeling the drastic consequences of the financial and economic crisis in Spain, the company, headquartered in Coslada near Madrid, is nonetheless still in the black. The German family-owned business Dachser, which has held a 10% stake in Azkar since 2008, has now seized the moment and taken over its longtime Spanish partner completely.



Photo: Azkar

The Spanish transport and logistics provider Azkar operates a fleet of 2,650 vehicles from no less than 91 branch offices on the Iberian Peninsula.

Azkar is one of the largest logistics companies on the Iberian peninsula and is the leader in the industrial general cargo segment in Spain. The company, which recorded a turnover of EUR 367 million in 2011, employs more than 3,000 people in 91 locations. In addition, around 2,000 external drivers are regularly hired. The firm has 2,650 vehicles and 500,000 sqm of logistics space. After the acquisition the company will remain under the direction of José Antonio Orozco and the current management team. The company name

too will remain unchanged until further notice. Ever since the partnership began in 2007 and the acquisition by Dachser of the 10% stake in Azkar in 2008 there have been talks between Dachser and Luis Fernández Somoza, Azkar's majority shareholder. The Somoza family has now decided that the ideal solution for the future of the company lies in this transfer to the Dachser family enterprise.

ra

www.dachser.com
www.azkar.com



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In brief

FedEx profits down. The US CEP logistics service provider and integrator FedEx has improved its sales by 5% in comparison with the same quarter last year, recording a figure of USD 11.1 billion in the second quarter of the current business year 2012/2013. The corporation's operating result declined, however, by 8% to USD 718 million.

www.fedex.com

SDV in Norway. The French logistics service provider with international activities has founded a subsidiary in Norway. SDV Norway is headquartered in Oslo.

www.sdv.com

Acquisition. The New Orleans-based US service provider W.R. Zanes & Co recently acquired the Houston-based enterprise Feinstein & Norris Inc. The takeover strengthens W.R. Zanes & Co's international forwarding and customs brokerage business and expands its operations in the Houston and Gulf of Mexico region.

www.wrzan.es.com
www.fninc.com

Gruber in Verona. Gruber Logistics, an Italian transport and freight forwarding enterprise based in Ora, near Bolzano (South Tyrol), is opening a new branch office – its second hub – in Verona this month. The facility will be used primarily to coordinate and reinforce full loads to Russia and all Mediterranean littoral states. Four new employees will work at the office initially. Gruber plans to boost this number to nine in the course of the year.

www.gruber-logistics.com

Higher prices. The express delivery provider trans-o-flex has raised its prices by around 5.5%. The company said that this price hike was prompted by a substantial rise in personnel costs in the new year – a development that the entire transport and logistics sector is experiencing. Trans-o-flex expects costs to continue to rise this year on account of a lack of drivers and qualified staff.

www.trans-o-flex.com

One Express. The Italian pallet distributor One Express recently phased in a new hub in Inverunon, near Milan. The new facility is operated by Sogedim, a One Express partner. The two firms expect the hub to substantially improve logistics processes for northern Italy's transport volumes, which have been steadily growing for years.

www.oneexpress.it

Forwarders' and logistics companies' cartels

Freight forwarders now fined millions in Switzerland too

Enterprises based in Switzerland have now been fined for breaking the competition laws too, after 14 international service providers were punished by the EU early in 2012.



Photo: Panalpina

Switzerland's competition commission has heavily fined various freight forwarders in Switzerland now too, on account of illegal price-fixing arrangements in the airfreight segment.

Switzerland's competition commission has fined the logistics enterprises Panalpina and Kuehne+Nagel millions. The companies were part of an international cartel that colluded on the setting of airfreight forwarding prices.

The commission fined a total of four firms. Panalpina has to pay approximately CHF 3.1 million and Kuehne+Nagel CHF 1.2 million, whilst Agility Logistics was fined CHF 900,000 and the Deutsche Bahn subsidiary DB Schenker's punishment came to CHF 1 million. All the

fines together came to CHF 6.2 million, according to the commission.

It has been proved that the companies concerned fixed and coordinated certain fees and surcharges in the international airfreight forwarding segment between 2003 and 2007. The competition commission pointed out that such so-called horizontal price-fixing arrangements, which means collusion between competitors, represent serious infringements of the competition laws.

www.weko.admin.ch

Deugro establishes new subsidiary in Switzerland

Deugro, a Kelsterbach-based German forwarding company founded in 1924, set up a new firm called Deugro Projekt (Switzerland) at the beginning of this year. The company will be based in Basel and will focus on providing its customers from the entire range of industries working in the country with services in the overland, ocean and airfreight sectors, with a particular emphasis on complex heavylift and project cargo activities.

www.deugro.com

BNSF Logistics acquires Albacor Shipping Inc

The US 3PL service provider BNSF Logistics has acquired Albacor Shipping Inc, a Toronto-based Canadian forwarding group which was established in 1998. Albacor, which specialises in global project and heavylift transportation activities, expanded from North America into Europe in 2003. BNSF Logistics is a 100% subsidiary of the US railway enterprise Burlington Northern Santa Fe (BNSF).

www.bnsflogistics.com

www.albacorshipping.com

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An interview with Manuel Knöpfli, managing director of Würth Logistics

«We've put transport prices on a diet»

Würth Logistics, based in Chur in Switzerland, has been providing cost-effective transport solutions for many of the more than 400 firms in the Würth Group since 2002, as well as for numerous external customers too. Its secret? «A neutral perspective, consolidation and central coordination, with a high degree of automation,» managing director Manuel Knöpfli explained in an interview with the ITJ.

According to its own figures, Würth Logistics has recorded impressive growth in the double-digit percentage range every year since its inception, thanks to its successful business strategy. The *ITJ* recently talked to Manuel Knöpfli, Würth Logistics' managing director.

More and more companies are trying to take control of and consolidate their own transport operations. Aldi, for instance, recently reported that it wants to reduce the cost of its procurement logistics. What do you think of this development?

That's exactly what we've been doing in the Würth Group for more than ten years now, whilst also successfully offering external customers these services. It's great that this idea is now gaining more support. It simply makes sense to view and oversee transport logistics at all levels. Fuel is becoming more expensive and traffic is becoming increasingly congested, which is constantly driving up the price of transport. Optimising logistics processes is therefore becoming increasingly important, that is consolidating and centrally coordinating shipments – even beyond corporate boundaries.

«It simply makes sense to view and oversee transport logistics at all levels.»

We've consistently achieved growth in the double-digit percentage range. Ten years ago we started out with just three people, and now almost 50 people work in our team. In the past two years alone, we've successfully demonstrated how to address the issue of transport costs in more than 40 projects for companies in



Photos: Würth Logistics

Manuel Knöpfli, managing director of Würth Logistics.

the Würth Group, as well as for external customers. Firstly, we always think outside the box and question accepted habits when developing our concepts.

Secondly, we have developed a highly sophisticated IT system over the years, which allows both us and our customers to automate all our routines. This is available to our customers free of charge. And thirdly, we also have rather a lot of purchasing power, of course, as we assign several million shipments per year. Taken together, these three factors bring significant savings to every single project we've tackled – sometimes just a couple of percent, but sometimes almost one third of logistics costs. Our involvement is always financed from the savings achieved. This means that it is always cheaper for our customers, which is an unbeatable argument.

We've put transport prices on a diet. In the Würth Group, we're currently get-

ting a great deal of support from senior management and from Professor Würth himself. And normal customers are also becoming more aware of us, even beyond the Swiss borders. For instance, we've been coordinating procurement transport for the firm Office Depot in Germany for about a year now.

How big does a company need to be to make such optimisation concepts worthwhile?

There is no lower limit. Optimisation concepts can benefit any company which regularly buys or distributes goods. Our smallest customer has two employees. It is mainly small and medium-sized customers who benefit from our status as a high volume shipper, however.

Does Würth Logistics oversee its activities from its office in Switzerland?

The majority of our employees are based at a single site in Chur, yes. This enables them to communicate with each other instantly and share knowledge. Brief conversations at the coffee machine or over lunch are very valuable. However, at key points in the processes we manage, we rely on having our own offices there.

«Würth Logistics is a very attractive employer for ambitious people.»

In terms of global procurement, the China–Europe route is one of our focal points, which is why we've had a team of employees coordinating transport activities in Shanghai for many years. In 2010, we founded an own company in Bremen. During certain project phases our specialists also work directly at customers' sites.

We're experiencing strong growth on



Transport optimisation is just one division of Würth Logistics, of course. How are your other services progressing?

I'm very pleased with their progress too. Our loading equipment business, for instance, is progressing very nicely. We will have sold around 700,000 pallets in 2012 – all only premium goods for discerning customers. We take particular pleasure in providing good services. We managed to solve an annoying problem with transport damage, for example, which had been on-going for years, by developing a special pallet for a customer. That's what I mean by thinking outside the box. We're also increasingly organising complete loading equipment cycles. We provide solutions – that's our mission.

In terms of courier and parcel shipments, our group agreements with leading parcel services, such as UPS and DPD, are having a greater impact. We make sure that the parcels are consolidated, and smoothly integrated into the service provider's systems. We are therefore able to secure excellent prices which we pass on to our customers – minus our margin.

«There are more opportunities for advancement in a global firm.»

the transpacific route, where we oversee an increasing number of shipments between Asia and North America. We want to further reinforce this. That's why Würth Logistics USA will be opened in spring. It will be based in the offices of Würth Service Supply in Indianapolis IN. The new US team will initially focus on transport optimisation. But in the medium-term we also want to offer our full range of services in North America.

«In terms of global procurement, the China–Europe route is one of our focal points.»

Many logistics companies are saying it is becoming increasingly difficult to recruit good employees. What's your view?

I'm quite relaxed about that. Würth Logistics is an exceptionally attractive employer – at least for ambitious people. We offer good development opportunities and a great deal of scope at all levels.

There are simply more opportunities for advancement in a global firm. Of course our staff do have to go that extra mile. But we logistics service provider are used to that in the meantime, aren't we?

Würth Logistics at a glance

Würth Logistics, whose headquarters are in Chur, was founded in 2002 and is part of Switzerland's Würth Group. The neutral and global company provides complete logistics solutions. Its team optimises and organises transport, be it overland transport, air and sea freight or parcels. Würth Logistics provides customers with intralogistics and customs advice and support, and also sells loading equipment. Würth Logistics handles several million shipments per year. 75% of these are distributed to 80 countries for the more than 400 companies in the Würth Group, with the remaining 25% destined for external customers. The Würth Group employs around 1,700 people and generated a turnover of EUR 794 million in 2011.

www.wurth-logistics.com

Our consulting team has also been very busy. In recent months, our intralogistics, customs and international trade experts have put together some new, clearly-defined consulting packages – such as our quick intralogistics audit. For EUR 6,000 our specialist staff will provide a quick analysis of your business with clear recommendations for action, including an estimate of the costs and the potential savings involved. Our consultants are in great demand.

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Rolling motorways are here to stay

Back on track after an extreme year

Last year was not an easy one for RAlpin, as it brought a pan-European fall of about 7% in the volume of railfreight, with cutbacks in railway services and calamities such as the spell of freezing temperatures in the early months. RAlpin CEO René Dancet outlined his view of the present situation and the outlook for the years ahead in conversation with the ITJ's editor-in-chief Christian Doeppen.

Mr Dancet, RAlpin's 2012 transport figures of 95,750 consignments carried on 5,470 trains are lower than last year's total of 104,233 consignments.

Dancet: For reasons of which you are aware the year 2012 was challenging for all rail operators. We have the advantage of a long-term outlook. Our mandate from the government is valid until 2018 and beyond. The opening of the Gotthard base tunnel, scheduled for September 2016, will also bring an enormous step forward.

That is not the case everywhere, if one considers intermodal transport in other European countries such as Austria (see ITJ 49-52/2012, pages 27-29).

Dancet: Despite positive growth rates intermodal transport no longer occupies as prominent a position as before, as a result of the integration of the company Ökombi into the RCA corporation. In Switzerland, however, with the transport ministry's targets, the situation is stable.

There is evidence of a return to road transport in the economic crisis.

Dancet: Total transport volumes have fallen and competition has become correspondingly keener. The railways are also feeling the effects of the price war more strongly than road carriers.

On the other hand rail transport does not suffer from the classic problems that face road hauliers, such as tolls, night driving bans, drivers' rest periods or limits on capacity.

In view of the current trend, are the days of the ro-mo numbered?

Dancet: No, ro-mos are here to stay! In addition to the 100,000 trucks that we shift from road to rail, ro-mos are still a simple way for every goods transporter to make a start with intermodal transport. This step can quickly be taken without a great effort or risk – the barriers to entry are low. Furthermore, in a best-case scenario, transporters who obtain good results with ro-mo services may subsequently be induced to adopt unaccompanied intermodal transport (UIT).

At present, a contest is in progress between rival systems to create more capacity for the shift from road to rail on the Gotthard route (see ITJ 45-46/2012, page 34).

Dancet: You are no doubt referring to the concept of the Modalohr low-floor pocket wagons. These would involve big investments in terminals and rolling stock, and for that reason we should prefer the enlargement of the Gotthard route to a 4 m corridor. Otherwise there could be a repeat of the Acts model in



Photos: RAlpin

The availability of René Dancet's RAlpin rolling stock will improve when it has its own wheelset refurbishing shop in 2013.

bulk transport, which has become an island solution. We need extra track capacity in an international network.

What improvements do you plan to implement in your business model in 2013?

Dancet: With our decision to establish our own wheelset refurbishing shops we have taken an important step to improving the availability of our rolling stock. This insourcing measure will also benefit our customers. For 2013 we expect a stable level of business, despite the persistently difficult economic situation.

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New Danish partner for German cargo alliance 24plus

Alpi replaces Leman

The 24plus logistics network named Alpi Danmark as its new national representative for Denmark from the start of the year. The firm believes the move will offer it a more systematic approach in its general cargo activities.

Alpi Danmark, which is based in Herning (Jutland), has replaced 24plus's former Danish partner Leman International, which left the alliance and its 68 members in all of Europe, on 31 December 2012. Alpi Danmark will serve the whole of Denmark at fixed times and be a gateway to northern Scandinavia. The new Danish partner is linked to the central 24plus hub in Hauneck (Germany) by daily connections. Further direct links to the system's regional hub for northern Germany in Hanover as well as to other 24plus partners are being prepared.

Alpi Danmark is a subsidiary of Italy's Alpi group. The parent company is the largest owner-operated forwarder in Italy and has branch offices worldwide. The Danish firm was founded in 1992 and has become a pan-European general cargo and less-than-truckload specialist, with a natural focus on Scandinavia.

Peter Baumann, the managing director of 24plus, was happy to welcome Alpi Danmark, stating that «it has been a key player in the general cargo segment, especially in northern Europe and Scandinavia, for 20 years. Our network and customers will benefit from their knowledge.» Alpi Danmark has already gathered some experience of the international general cargo collaboration as practiced in the network, as it had already processed

Long and heavy lorries under criticism

The maximum weight for lorries with four or more axles on French roads was raised from 40 to 44 t on 1 January. The national road haulage association Otre (Organisation des Transporteurs Routiers Européens), which represents small firms and driver-owners, has turned against the decree, however, as it stipulates that engine-powered axles may only have a 12 t axle load, and that three-axled tractor-trailers may only weigh a total of 27 t. In October the transport association TLF (Union des Entreprises de Transport et de Logistique de France) had suggested postponing the measure by two years, citing current road haulage overcapacities as the reason.

In Germany, in turn, the pro-rail alliance (Allianz pro Schiene) has criticised the country's gigaliner field tests on the first anniversary of the assessments. It called the participation figure of 400 vehicles, which Berlin had originally aimed for, a «transport policy non-starter». The latest figures show that 20 forwarders have registered just 36 trucks for the tests, and that only 28 have actually been deployed.

klmg/ab



Photo: Alpi Danmark

Alpi Danmark has 25,000 sqm of warehousing and handling areas in Herning, Greven (Copenhagen), Odense and Aarhus, from where its 100 trucks operate.

transport jobs to and from Germany together with the German logistician Navis and the Alpi subsidiary Trans-Bavaria before this latest contract was signed. Alpi Danmark hopes to introduce a more systematic approach to its European general cargo activities by joining 24plus.

Baumann said that departing partner Leman International was a good collaborator over the years. «Leman joined us in 2006 and did some excellent work for the network in these seven years. Leman itself also underwent extraordinary development with 24plus.»

www.alpi.dk; www.24plus.de

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New chemical goods hub in Singapore

Yang Kee banking on size

In December the Yang Kee Group opened the largest chemical goods warehouse ever seen in the port of Singapore, in which it said it has invested USD 120 million.

Yang Kee's five-storey chemical storage facility, which was officially opened on 12 December, is located on Jurong Pier road. Senior trade and industry minister Lee Yi Shyan, who attended the opening ceremony, said that he was very proud of the largest centre of its type in Singapore. The facility covers an area of approximately 4 ha and is equipped to handle the interim storage of around 20,000 t of chemical products. It also has oil and gas tanks. The operator Yang Kee's said that the warehouse is completely up to date in terms of technology, managing with the minimum possible resources and thus also helping to minimise the impact on the environment.

The Yang Kee Group launched business in 1990 as a classical overland transport operator in Singapore. Since 2009 the

corporation has responded to increasing demand for chemical logistics solutions in Asia by adding the latter to its extensive activities in the international freight forwarding segment and in the warehousing and project cargo business. Japanese customers such as Mitsui Chemicals and Tejin contribute to the Yang Kee Group's current annual sales of approximately USD 100 million.

Spring Singapore, the government's enterprise development agency, also participated in the USD 120 million investment in the facility. Spring assistant CEO Choy Sau Kook said that Spring's support was designed to promote the country's medium-sized enterprises and strengthen Singapore's role as an important global logistics location.

www.yangkee.com

Pharma industry courier service changes hands

Axanta, a German mergers and acquisitions consultancy, was instrumental in the new owner Romeo Bartsch acquiring the pharmaceuticals division of the German company KD Kurierdienst in November 2012.

KD Kurierdienst's activities are concentrated in the southern German city of Freiburg im Breisgau. The firm specialises mainly in transporting medicines for chemist's shops. Handling spare car parts has also developed into a lucrative additional sphere of business activities.

Good long-term prospects

KD Kurierdienst was founded in 1998 and steadily established its strong presence over the entire region of Baden (Germany) over the years. The company has six courier vehicles on the roads in Freiburg and 12 employees. The contracts with the firm's pharmaceutical industry customers are long-term in nature.

www.axanta.com



DUNKERQUE-PORT

The fresh produce hub

In the heart of the main consumer area between London, Brussels and Paris, the port of Dunkirk offers more than 120,000 m² of storage facilities near the short-sea and deep-sea terminals.

Of this warehouse space, 35,000 m² is dedicated to fresh produce and 40,000 m³ to frozen foods.

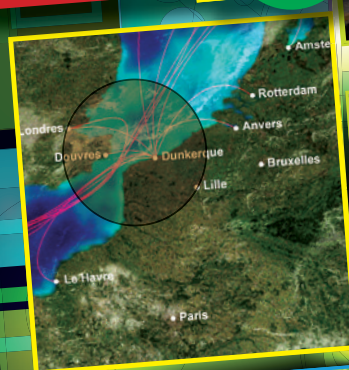
With the many shipping services to and from the Far East, the West and East coasts of Africa, Central and South America, the Pacific, the Indian Ocean, the UK, Russia and elsewhere, the port of Dunkirk handles cargoes that include bananas from the Caribbean and South America, citrus fruits from Morocco, grapes, apples and kiwis from Chile, apples from Brazil, and apples, pears and oranges to Russia.

The private companies located a few hundred meters from the water's edge are specialised in the storage and distribution of all kinds of refrigerated products between -20°C and +13°C.

The Port of Dunkirk will be present at



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Frigo-Trans adheres to EU rules in advance

Compliance with EU GDP guidelines

Frigo-Trans has been awarded permission for the wholesale transport of temperature-controlled pharmaceutical goods, as laid down in German and EU laws and guidelines.

Germany's Rhineland-Palatinate state inspected Frigo-Trans's pharmaceutical goods warehouse in Frankenthal (Germany) recently and issued it with a wholesaler's authorisation, in line with the national medicine law (Arzneimittelgesetz). Thus Frigo-Trans already fulfils the conditions of the EU's new good distribution practice guidelines (EU GDP), which are only expected to enter into force on 30 June 2013. The guidelines have raised the requirements in the field of transporting temperature-controlled medicines, test sera, test antigens and blood plasma. The new guidelines and paragraph 52a of Germany's medicine law require the operator of a refrigerated facility to be in possession of a wholesaler's authorisation whenever cooled pharmaceutical products are put in interim storage.

Interim storage at various monitored temperatures is an important precondition for economic transport operations, especially of smaller quantities. Peter Norheimer, managing director of Frigo-Trans, pointed out that «this authorisation allows us to consolidate various manufacturers' products with the same specifications and destinations and distribute them across Europe, in adherence with all GDP rules.»

The Frigo-Trans fleet of 80 trailers, designed and standardised by the firm itself, guarantees the continuous online availability of all the necessary reefer chain information. Each vehicle has two temperature zones. Frigo-Trans subsidiaries enable the group to offer pan-European coverage in all of the continent's most important markets. www.frigo-trans.eu

FedEx expands reach of SenseAware

FedEx, which introduced its SenseAware temperature-controlled information system in November 2009, now provides its customers with greater international availability of the service. It was initially only available for shipments in the USA, but has now been extended to help customers monitor shipments and inventory in Canada, the UK, Australia and Singapore. The SenseAware platform allows customers to access temperature, humidity or barometric data as well as a parcel's location, to plan routes or to adjust the destination in transit. The new SenseAware 2000 system additionally offers higher battery capacities and improved GPS positioning vis-à-vis the prototype. It has a temperature probe which has a temperature measurement range of -80° to $+60^{\circ}\text{C}$ (-112° to $+140^{\circ}\text{F}$).



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Photo: thinkstock

Swiss logistics market study 2013

Industry upswing continues

The 6th logistics market study by St Gallen University, conducted with GS1 Schweiz, confirms a further boost in the Swiss logistics market in 2011. In summary the volume of the Swiss logistics market volume continues to increase and the entire industry is also growing.

The Swiss logistics market was examined during 2011 and compared to its achievements in the previous year. It showed a 3.3% growth on a moderate total market volume worth approximately CHF 37 billion. Despite the Swiss transport transfer policy, which aims to shift more freight transportation to the railways, road haulage still plays the dominant role as regards the volume of goods transported, with a share of around 78%.

After the roads, the railways command a share of approximately 14% and form the second most important mode of transport. When looking at transalpine freight traffic, rail has a better share than road transport, registering 64%. Rail traffic is particularly important when considering the high tonnage of transported goods.

Pipeline and ship borne freight transport follow with 3.5% and 3.3% respectively. Airfreight only has a share of 0.1%



Photo: SBB Cargo

The railways are the second-most important mode of transport in Switzerland, after road haulage.

of total revenues, but it is particularly important for high-value goods and Switzerland's foreign trade. Around 17% of the value of imported goods and 36% of goods are exported by airfreight.

Although the number of people employed in Switzerland increased by 2.5%

in 2011 (with growth in 2010 amounting to 0.7%), the number of people employed in logistics rose by 2.7%. This means that in 2011 around 172,600 people were employed in the logistics industry, whose

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continued from page 27

growth significantly exceeded that of the previous year (1.3%).

The increase in the number of employees in the year under review is basically lower than that of the entire logistics industry, which is due amongst other things to long-term contracts of employment and collective wage agreements. Compared to 2010, the total amount of goods transported increased relatively equally across all modes of transport, namely by 1.8% to 454 million t. The development of the Swiss logistics market is in

line with gross domestic product growth (GDP), but it is more volatile. This development is not surprising, according to the authors, which included Professor Wolfgang Stölzle of the university of St Gallen's logistics management chair, as demand for logistics services is a derived demand.

The logistics market grew by 3.3% in 2011, having grown by 4.1% in the previous year. This figure was attained despite the fact that GDP increased by «only» 2.8% in 2011, compared to a GDP increased of 3.6% in the previous year. Imports (51.5 million t) significantly ex-

ceeded exports (16.3 million t), in terms of volume, the value of the exports (which came to CHF 201 billion) compared to imports (registering CHF 178 billion) is of greater importance to the Swiss economy, however.

In terms of overall value, the most important goods, both in the export and import segments, continue to be from the machinery and plant construction as well as the pharmaceutical and chemical industries.

www.logistikmarkt.ch

www.logistik.unisg.ch

www.gs1.ch

SDV acquires a majority stake in Safcomar

SDV, an internationally-active French logistics company which is part of the Bollore group, has acquired a majority share in Safcomar Overseas – a freight forwarding and logistics firm based in Meyrin, near Geneva (Switzerland). In the future it will operate under the name of SDV Suisse. As a result of this acquisition the SDV group is now represented by more than 20 employees in Switzerland, with locations in Geneva and Zurich.

Henri Le Gouis, SDV's director for Western Europe, said that «Switzerland is a strategically important market for us, especially in terms of achieving our policy aim of winning more large customer in Europe. Swiss companies are market leaders in various industrial sectors. Switzerland is also home to numerous decision-makers of various multinational firms, as well as of many international organisations.»

Safcomar looks after customers in fast-growing industries such as the pharmaceuticals and biotechnology sectors, as well as producers of fragrances and flavourings and luxury goods manufacturers, amongst other things. Hugo Roppel, the newly-appointed managing director of SDV Suisse, added that «SDV will benefit from the many years of experience Safco-



Photo: SDV

SDV has a worldwide network.

mar has gathered in the area of high-value supply chain solutions through this participation.» Safcomar's integration into the SDV group will be simplified thanks to long-term cooperation with the French service provider's international network. In addition, the new firm in Switzerland complements the group strategy for development in industrial sectors, Roppel explained.

SDV is a subsidiary of the Bollore group and a leading player in the global supply chain management segment. With a network of 540 offices in 93 countries worldwide, it ranks in the top ten of global transport and logistics companies.

ra

www.sdv.com

www.safcomar.com

Streck now compliant with BRC standard

The forwarder Streck Transport, which is based in the village of Möhlin, near Basel (Switzerland), was recently certified as compliant with the standards of the British Retail Consortium (BRC). The logistics service provider implemented the measure in order to fulfil the needs of a renowned foodstuffs industry supplier. Consumers and authorities set high standards in connection with food quality, with requirements in the field becoming ever more stringent, and all parties involved also call for greater transparency and traceability. These requirements are usually directed at retailers. However, responsibility also rests on the shoulders of earlier links in the foodstuffs supply chain, including producers of raw materials, food processors, and transporters. The BRC standard was initiated by a group of British retailers. It defines regulations for suppliers in the foodstuffs industry, and has now been established as binding by the initiators. Regulations include the so-called BRC global standard, BRC IoP (for packaging materials manufacturers for primary foodstuffs) and BRC consumer product regulations.

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The latest news from Mat Transport

From A(EO) to B(ritain)

Mat Transport began business with services to England. Now the firm is collaborating with a new partner in the UK's Midlands. In December 2012 Mat Transport obtained an AEO certificate, which simplifies customs procedures in the EU.

Great Britain is in the top five of Switzerland's most important trade partners in the European Union. Mat Transport began its business activities with traffic to and from England in 1945 and today offers 10–20 truck runs a week in both directions.

For many years, exports to the major British industrial regions (London, Birmingham, Manchester, Wales and Scotland) dominated the connections. However, the volume of imports has risen because of the strength of the Swiss franc compared to the British pound, so that the balance of Mat's groupage services has improved. The firm recently began to collaborate with the firm IFB in the UK's

Midlands region. This alliance takes the form of two weekly departures to Stoke-on-Trent, a city ideally located to act as a hub for Manchester, Birmingham, Leicester, Liverpool, Oxford and Sheffield.

Mat Transport became an authorised economic operator (AEO) on 4 December 2012, becoming one of the first 20 Swiss firms to be granted this status. The company fulfils the requisite international standards and is able to make use of simplified customs procedures for import, export and transit goods. The EU's AEO certificate has been in existence since 2009, and Swiss firms have been able to obtain it since 2011. *cd*

www.viamat.com

Grünenfelder for Hiag

The Swiss company Hiag Handel, headquartered in Kleindöttingen, has a 350-strong work force at eleven locations and styles itself as Switzerland's largest timber and wood-based products dealer in terms of turnover. The firm has now purchased six new trailer bodies from GK Grünenfelder. Four of the bodies are two-axle models; the others are three-axle models and all have been built on Volvo chassis. Hiag's order underlines the confidence it has in GK Grünenfelder.

The Rhine valley-based body builder already produced six trailer bodies for Hiag in January 2012. The width of one of those twin-axle vehicles was reduced to 2.42 m, so that the unit can be loaded onto rail transport services operated by the Bernese railway services provider BLS. One of the three-axle vehicles was fitted with a mounting bracket so it can carry a fork lift. All the truck bodies were hot-dip galvanised and built by a modular production system. *ab*

www.gk-gruenenfelder.com



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Interrail acquires Azerrail stake in Azerbaijan

Tying a Caucasian knot

Interrail Holding, a railway logistics enterprise from eastern Switzerland, has taken over half of the Azerbaijani railway service provider Azerrail. The aim of this measure, which underlines Interrail's commitment to the region, is the establishment of a strong strategic position in a new corridor linking Central Asia and Europe.

The Interrail Holding, which is headquartered in St Gallen (Switzerland), acquired 50% of the shares in the railway service provider Azerrail, based in the Azerbaijani capital Baku, on 1 January 2013. The remaining 50% are owned by Azarbaycan Damir Yollars (ADY), the closed joint-stock Azerbaijani railway company. The enterprises are already closely linked through long-term collaboration.

The move enables the Interrail group to secure a strategic position for itself in a new railway corridor linking Europe with Baku and the rest of Central Asia, via Turkey and Georgia. There will be a seamless normal-gauge railway line from Europe to Asia for the first time in 2013, when the new railway tunnel under the Bosphorus commences operations – expected to be this year – and a Kars–Akhalkalaki–Tbilisi–Baku (Turkey–Georgia–Azerbaijan) rail

project is completed. The Georgian railway company is planning to set up a logistics centre with the requisite capacities to transfer freight from normal to broad-gauge lines and vice-versa in Akhalkalaki on the Turkish–Georgian border, where the interface between the normal and the broad-gauge railway systems is located, as well as additional logistics services. The construction of the missing link between Kars and Akhalkalaki has largely been completed. The building and modernisation of the remaining stretches is on schedule.

Favourable opportunity

Hans Reinhard, the president of the Interrail Holding, is of the opinion that «the overall route will handle approximately 6 million t of goods once it is opened, which we expect to be no later than 2014.

This will rise 2.5 fold by 2030. Whatever the developments, Azerbaijan will definitely play an increasingly important role in Euro–Asian railfreight operations as a result of the realisation of this major and very important rail project.» Interrail will constructively support these developments in the Europe–Caucasus–Asia (Traceca) transport corridor through its active railway services.

For the Interrail group the Caucasus region, and Azerbaijan in particular, represent key and growing markets for both east–west as well as north–south railway connections. «It's not only the east–west railway corridor that's being developed,» Reinhard elaborated. «A new north–south Russia–Azerbaijan–Iran/Persian Gulf corridor is also being established along the western shore of the Caspian Sea.» The countries involved have signed an agreement to this end. Plans have largely been completed. The route from Baku to Astara, on the border with Iran, is being rejuvenated, a new bridge is being built across the river Astara, and connectivity to the Iranian railway network at Resht is being assured. Interrail's president closed by stating that «this also opens far-reaching opportunities for increasing railfreight activities – providing the region experiences stable political developments.» www.interrail.ag

E-pioneer Swiss WorldCargo

In December Swiss WorldCargo became the first airline to sign a contract that provides a legal framework for the International Air Transport Association's multilateral electronic air waybill agreement (e-AWB). The contract, drafted by Iata and Fiata and the Global Air Cargo Advisory Group (Gacag, which was founded by the two world bodies two years ago), offers inter-company applicability, which should help the paper-free processing of international airfreight consignments achieve a breakthrough. Christine Barden, Swiss WorldCargo's head of transportation processes and the manager in charge of implementing the e-AWB project at Swiss WorldCargo, said that «the benefit of the agreement will be an increase in the volume of e-air waybill shipments, with a consequent increase in productivity, reliability of information and customer service.»

www.swissworldcargo.com

Airfreight developments in October and November

Airports planning for the future

Whilst Zurich airport developed similarly to the way most European hubs did in the period under review (see page 16), registering a weaker October and a stronger November in the airfreight seg-

ment, the trend recorded in Geneva and Basel, in contrast, pointed largely downwards in November, following on from a strong October performance. The three largest Swiss airports are also preparing

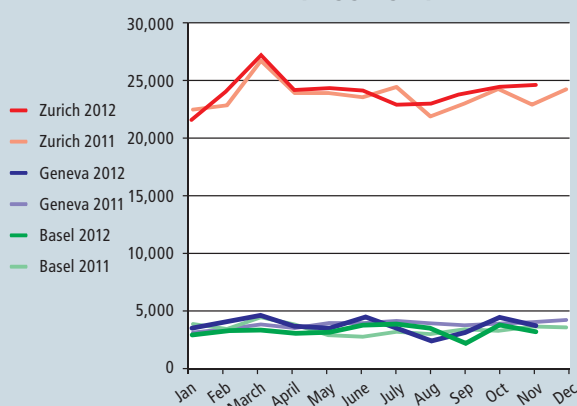
for the future, with Zurich seeking to recruit an engineering firm to plan its runway expansion, due for completion by 2020, Basel laying the foundation stone of a new freight terminal (scheduled for completion in H2/2014) and Geneva preparing its freight facilities for expansion by Swiss. *ab*

www.gva.ch

www.euroairport.com

www.flughafen-zuerich.ch

Basel and Geneva level pegging up and down



Source: ACI Europe

Changing hands: Philippe Ziegler takes over 100% of the firm Nauta

Change for a classic forwarder

A harsh wind is blowing in the face of medium-sized freight forwarders like Nauta, as the Swiss market feels the impact of an economic downturn, continuing structural changes and the weak euro. Nauta CEO Werner Thüring, who has worked for the company for 48 years, explained its business strategy in an interview with the ITJ's editor-in-chief Christian Doepgen.

Shareholder Philippe Ziegler has taken over 100% of the Basel-based freight forwarder Nauta, which means that Nauta has left the Ziegler Group. The change of ownership came into effect on 1 January 2012, but was made public only shortly before the end of last year. Werner Thüring is pleased with this new development. «Within a large conglomerate, a unit of about 50 employees can easily become a negligible quantity. Now we have new options.»

The accounting department and the human resources unit have already moved back to Florenzstrasse in Basel's Dreispitz

industrial area, and preparations are under way for a new IT system. Until its implementation, the company will rely on the IT infrastructure already in place.

A deliberate focus on niche products

In the freight forwarding business Nauta is an allrounder of the old school. Daily truck runs to the United Kingdom and Ireland, Germany, France, Italy, Belgium, the Netherlands and Luxembourg («where we're looking for new partners», Ziegler said) and other parts of the EU are its speciality. In the road haulage business, as in other sectors, Swiss export companies are suffering from falling cargo volumes and an increasing imbalance between inbound and outbound runs. Nauta also offers weekly worldwide container services, as a member of international networks.

Warehouse logistics, on the other hand, are doing quite well. «Here we've expanded our business», Thüring said, expressing his satis-

faction with the capacity utilisation and the services offered by the company's 6,500 sqm warehouse, where Nauta offers its clients tailor-made picking and packing solutions. There is certainly demand for differentiated services in this segment.

One of Nauta's greatest assets are the 22 customs brokers employed in the company's eight border customs offices in Switzerland. Most of them were trained in the company itself. «With our offer, which includes opening hours from 06.00 to 20.00 every working day, we have made a name for ourselves», Thüring pointed out, implying that with this service Nauta has acquired many new customers. Nauta generates half of its turnover with its customs agencies.

Stable development

Thüring, whose father founded Nauta for the former BLG as an inland shipping unit in 1947, will remain in the company until a suitable successor at the helm has been found. Nauta will take all the time it needs for this search. According to Thüring, the conditions for success in the freight forwarding business are timeless. «Sound knowledge and personal commitment, which are difficult to describe but can always be felt.»

www.nauta.ch



Photo: Christoph Merian Stiftung

Nauta's headquarters, with its 6500 sqm warehouse, are located in the Dreispitz commercial and industrial zone in Basel (Switzerland).

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Contargo, Rhinecontainer and Transbox becoming Contargo Waterway Logistics

The truth about multimodal costs

Contargo's trimodal network has plenty of water under its keel. The firm is currently consolidating its takeover of Wincanton, the Basel multimodal express to the Benelux states is expanding and the Basel–Geneva shuttle has passed its test. Managing director Holger Bochow spoke to the ITJ's editor-in-chief, Christian Doepgen, about the challenges facing his company and the industry.

Mr Bochow, how has Contargo's development been influenced by the takeover of Wincanton's business?

Holger Bochow: We were able to boost our annual handling volume from nearly 1 million to 1.6 million teu and our turnover to today's EUR 380 million. Our own location network expanded to 22 terminals in all. Such a complex integration process is naturally not a short term task.

You are based in Kleinhüningen on the banks of the River Rhine in Basel. Just recently we saw that inland shipping is vulnerable – the Waldhof accident is but one example.

We passed that test with flying colours, by our consistent use of the railways. The Basel multimodal express, which provides a multimodal connection to the ports of Rotterdam and Antwerp via the Emmerich terminal, has proved its worth, so that we're registering increasing and satisfactory interest therein.

Approximately 13,500 teu were transported in the twelve months to March 2012, and we now expect this volume to grow to 15,000 teu and to 18,000 teu in the medium term.

So did the Waldhof incident actually help Contargo?



Photo: Contargo

Basel will be a key hub, according to Bochow.

Quite the opposite, in fact, but such incidents support new solutions and reveal the true costs. The question is, which mode of transport is profitable and where? Take our Basel–Geneva shuttle as an example. We have been offering this link for six months now. This route really can be operated profitably – and I'm of the opinion that it is currently the only one of this type in Switzerland.

Isn't your view diametrically opposite to the plans for the new Basel and North Limmattal gateways?

We expressly welcome any infrastructure improvement! The recognition that an increase in traffic flows cannot be evaluated in a linear manner is growing everywhere.

How do you think Contargo will develop in Switzerland?

Basel will steadily turn into a decisive hub for Switzerland. We will certainly expand there. We have a vision of creating an intelligent connection with economically-sustainable concepts with our network, for example to the German ports in the northern range. This, however, is currently a future dream, given the unprofitable direct services.

How can the Basel location improve its position?

The intensive regional exchange with Weil and Ottmarsheim is a pointer in the right direction. It makes sense to promote IT development for simplified data handling in a joint collaboration.

What are Contargo's overall aims?

Across the entire network, the Pöhländ takeover shows that we are putting out feelers to Eastern Germany and Central Europe. In Basel, we are interested in work-sharing partnerships – for instance in the railway sector – in order to improve our offers. Given our integrated services, we want clients to realise that we are the no. 1 for hinterland connections.

www.contargo.net

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Basel regional logistics cluster

Logistics industry cramped for space

Following the festive launch of the Basel regional logistics cluster in November 2011, major figures in the association met for the first time at the Pack & Move trade fair to discuss the progress of the project so far. The key conclusion was that, even as demand for logistics services in the Basel region rises, space for transport and logistics companies is in extremely short supply.

The Basel regional logistics cluster has a very busy year under its belt. Since November 2011 the association has formulated clear goals for training, environment, infrastructure and land use. Some of these have already been implemented.

When the association presented a review of its activities at its second Basel regional logistics cluster forum at Pack & Move, the Swiss trade fair for logistics solutions and packaging technology, the much too small room used was bursting at the seams. For more than 200 visitors the event was a must, an indication that the Basel regional logistics cluster has now gained broad acceptance.



Photo: Basel regional logistics cluster

Impressions of the discussion held at Basel regional logistic cluster's second forum. The event was held at the Pack & Move trade fair for logistics solutions in Basel.

Effort to find logistics locations

Martin Dätwyler, the director of business policy at the Basel chamber of commerce (HKBB), together with Markus Breisinger, the project leader for the logistics cluster, acted as moderators for the event and outlined the conditions necessary for a logistics policy characterised by numerous requirements.

Last year, the company Rapp Trans produced a working paper at the request of the Basel regional logistics cluster on the topic of «Securing logistics space in the Basel area through spatial planning».

Dätwyler explained that demand for logistics services in the Basel region has been steady and continues to grow, and yet the available space for the settlement of new transport and logistics facilities is

modest. Put plainly, he said that there is currently scarcely any room for logistics companies to expand or establish new locations.

«An analysis of the cantonal zoning plans has shown that logistics facilities are being squeezed out and that the industry is expending ever more effort to find suitable locations,» Dätwyler said.

Clear criteria formulated

Dätwyler said that federal land use plans are not required to identify specific areas for development as logistics areas as such. This is particularly true, he said, with regard to the Basel's agglomeration programme. Dätwyler said that the Basel

logistics cluster had already sketched out some initial solutions to address this issue.

Clear criteria required

Dätwyler explained that «our goal is to identify preferred areas for logistics use in the industrial and commercial zones in the cantonal zoning plan. It is unanimously agreed that this will take time. After all, such an undertaking cannot be accomplished overnight. It is also important in this regard to formulate clear criteria for the elimination of certain areas and that the logistics industry and shippers have a voice in this process.»

Robert Altermatt

www.logistikcluster-regionbasel.ch



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Expansion in Germany

DPD opens giant hub

The parcel and express service provider DPD phased in a gigantic new parcel-handling centre in Erfstadt (Germany) at the end of 2012.

The brand new depot in Erfstadt has replaced DPD's former location in Frechen, which the service provider had rented. The new premises are used to serve the Cologne conurbation, among other areas. More than 300 employees and up to 350 delivery staff work at the new depot. The company invested around EUR 42 million in this facility, which has the highest capacity of all the sites in DPD's international network. The depot has been built on an 8 ha plot of land.

The 13,000 sqm sorting hall has 320 loading gates and can serve up to 120 line-haul operations. DPD now has a total of 84,000 sqm of logistics space in Erfstadt.



Photo: DPD

DPD's new parcel handling centre in Erfstadt, in greater Cologne, is the parcel service provider's largest depot to date.

The conveyor installation at the heart of the sorting hall can process more than 18,000 parcels per hour. Shipments, which travel at a speed of 2.5 m per second along the conveyor belts, are automatically weighed, scanned and measured – after which they are directed to the relevant loading gate. More than 100 t of steel and over 1,000 photoelectric barriers went into the construction of the sorting installation, which is more than 8,000 m long. The conveyor belts are driven by a total of 600 motors.

ra

www.dpd.com

Zufall Logistics Group and Sartorius build logistics centre

The technology corporation Sartorius and the German logistics group Zufall want to continue and simultaneously step up their successful ten-year partnership. The two companies recently decided to build a new state-of-the-art centre in the Siekanger logistics park in Göttingen (Germany). Construction is set to start in Q3/2013 and the centre is expected to be ready for use just over a year later.

The Zufall Logistics Group, the owner of the facility, is investing approximately EUR 10 million in the building and the concomitant technology. Plans have been forged for 15,000 sqm of logistics space and a fully automatic small parts warehouse.

Ten-year old partnership

Sartorius and the Zufall Logistics Group have been partners in the logistics sector for around ten years. The two companies founded a joint venture called Distribio, which is 74% owned by the Zufall Logistics Group and 26% by Sartorius. Distribio currently has 55 employees on its payroll and is located on the Zufall Logistics Group's site in Göttingen (Germany). A smaller proportion of the firm's logistics activities, particularly storage, take place at three other facilities in the neighbourhood.

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www.zufall.de




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Investing in Spain and Portugal

OPDR spots potential

The shortsea shipping company Oldenburg-Portugiesische Dampfschiff-Rhederei (OPDR) is opening seven new offices in Spain and Portugal.

OPDR has announced that more than 60 new employees started working in its five new Spanish offices in Madrid, Sevilla, Cadiz, Santa Cruz de Tenerife and Las Palmas de Gran Canaria on 8 January 2013. The Portuguese offices in Lisbon and Porto were opened at the beginning of the year. Further investment in Spain and Portugal is in the pipeline, the company added.

«It's the right time to invest in our core markets in Spain and Portugal,» OPDR's managing director Till Ole Barrelet explained. «Despite the extremely difficult current business climate in both countries we expect to observe some consolidation of the Spanish and Portuguese markets in the medium term. Shortsea shipping in particular is a very reliable, cost-effective and seasonally independent alternative to truck transportation.»

Even closer to its customers

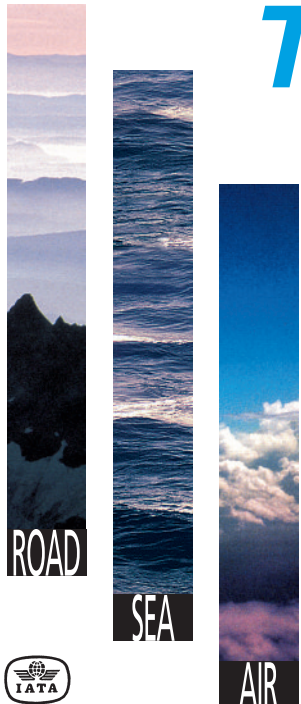
In addition to deliveries of goods in pallet-wide containers that make full use of the available storage space, OPDR sees particular potential in the transport of temperature-controlled goods in specialised refrigerated containers, which can be conveyed from Spain and Portugal to Northern Europe, Scandinavia and Russia in just a few days.



Photo: OPDR







An OPDR ship steaming towards Spain and Portugal.



«Our new teams in Spain and Portugal bring us even closer to our customers, which enables us to improve our range of logistic services in accordance with their individual needs. We'll concentrate even more on door-to-door deliveries and add local services on request,» OPDR's director of business development Simon Uhrlau said. All seven new offices belong to OPDR Iberia, founded in mid-2012 as a 100 % subsidiary of Hamburg-based OPDR, which is part of the Bernhard Schulte Group. *it* www.opdr.com



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In brief

Sinergy Cargo opens new Italian terminal. The Italian freight forwarder Sinergy Cargo recently opened a new multimodal container and bulk cargo handling and storage centre in Arquata Scrivia, 40 km from the port of Genoa. The Sinergy terminal covers 105,000 sqm and has 20,000 sqm of warehousing. www.sinergy-italy.com

GLS in Zaragoza. The parcel service provider GLS has opened a new branch office in San Juan de Mozarrifar near Zaragoza (Spain). It includes a 2,000 sqm warehouse with 13 docking gates, amongst other facilities. www.gls-group.eu

FCC wants to shed logistics subsidiary. The Spanish construction conglomerate Grupo Fomento de Construcciones y Contratas (FCC) has plans to divest itself of its logistics subsidiary FCC Logística. The latter has been battling declining revenues for many years now. The latest figures show that the company, which has 4,000 employees, generated sales of EUR 273 million. www.fcclogistica.com

Privatisation in Portugal I. The highly-indebted airline TAP Portugal will not be sold to Avianca after all. The South American airline was the last remaining bidder in a privatisation process (see ITJ 47-48/2012, page 52) that was suspended by the government in December. www.tapcargo.com

Privatisation in Portugal II. France's Vinci Group, the highest bidder in the process, has won the competition to take over airport operator ANA. Competitors from Zurich and Frankfurt were left empty-handed. www.ana.pt

Port of Gothenburg investing

New logistics centre

The port of Gothenburg will be building a new warehouse and logistics park this year. The complex will be mainly used for Swedish imports. Planning and construction work has been entrusted to the Nordic Construction Company (NCC). Schenker Logistics will lease the park when it is completed.

The port of Gothenburg, which has entrusted planning the new logistics site to NCC Property Development over the last few years, is investing EUR 17.3 million in its new platform. It will have 24,000 sqm of storage space, mainly to store Swedish imports. The capacity has been geared to manage the 5,000 teu per annum that will be generated in addition to the port's current volume. At present around 65% of all Sweden's containers and 25% of the its exports flow through Gothenburg.

Work on the project should start this month and end in December this year. NCC representative Henrik Bergman said that his company will construct the facility according to the so-called «green

building» international ecological standards. The logistics centre will be leased and operated by Schenker Logistics.

Since the takeover of BTL in Gothenburg in 1999, Schenker Logistics has confidence in the Nordic market. The size of an existing warehouse in Arlandastadt in Stockholm is currently being almost doubled to 63,000 sqm of hall space by the addition of a second building, to be finished by autumn this year. In December 2012 Schenker Germany began to emulate the example set by the company Schenker Dedicated Services, which has been providing 4PL services for the last 15 years.

www.portofgothenburg.com

In brief

Port of Turku. The new ownership status of the port of Turku, which is now fully owned by the Finnish city of the same name, became legally effective at the beginning of this year. Christian Ramberg is the port authority's old and new managing director.

www.port.turku.fi

DNV GL Group. The two ship classification and risk analysis companies Det Norske Veritas (Norway) and Germanischer Lloyd (Germany) joined together effective from the start of the new year, becoming the DNV GL Group. The Norwegians own 63.5% of the entity, with the remaining 36.5% held by GL. The group is headquartered in the Norwegian city of Høvik. www.dnv.com

Port of Klaipeda. The largest Lithuanian port, with the Butinge terminal, handled 35.2 million t of freight in 2012, 3.7% less than the record in 2011. The hub's container throughput of 381,278 teu was almost unchanged vis-à-vis 2011 (-0.2%). This was the centre's second-highest annual cargo volume ever. www.portofklaipeda.lt

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Busan swimming against the tide

The Busan Port Authority, operator of the fifth-largest container port worldwide, reported growing throughput figures recently – in the middle of a global recession. According to the unaudited figures, growth may have amounted to more than 5% in 2012.



Photo: Port of Busan

The port of Busan is set to bank more heavily on transshipment cargo.

Transshipment volumes are the most important engine driving growth in the South Korean port of Busan. The Busan Port Authority (BPA) has said that it has strong expansion plans for the segment, in order to establish a role as the most important transit centre in northeastern Asia. But the hub's regional competition is not resting on its laurels either. The northern Chinese ports of Qingdao, Tianjin and Dalian are also concentrating on transshipment activities.

Over and above this Shanghai – the largest container port in the world when measured by throughput volumes – is also relatively close. According to Drewry, the London-based English maritime research company, Chinese ports handled around 30% of total worldwide container volumes in 2011.

PSA on board

The BPA has garnered the support of terminal operator PSA International, which is based in Singapore, one of the world's largest transshipment hubs. Early in December the firms signed a declaration that they intend to enter into a long-term strategic collaboration agreement.

In cooperation with the Hanjin Transportation Corporation PSA already operates a terminal in Busan New Port, Busan's container centre, located next to the old port. The BPA plans to expand the capacity of the two parts of the port to about 20 million teu by 2019. It also has plans for an expansive logistics and distri-

bution centre and a free trade zone. The authorities in Busan believe that this will enable them to make even better use of the centre's excellent geographic position between China and Japan. Busan additionally wants to offer transpacific services to the USA via Japan. Its position as an eastern gateway to Russia is also gaining in significance. Busan already plays an important role for many services linking the Far East with the Mediterranean and northern Europe. The BPA is planning to implement financial incentives that will attract more ships to a call there.

At a first glance the latest figures seem to justify the BPA's optimism. Though the official data on the volume of throughput in 2012 was not yet available by our editorial deadline, the BPA's estimates indicate that it could end the year with record volumes of around 17 million teu. This

would represent growth of more than 5% in comparison with last year – very impressive in the light of the prevailing global economic climate. Approximately 8 million of the 17 million teu were transshipment cargo, which in turn represents an increase of around 10% in this segment in comparison with 2011.

Record volumes in 2012

The figures do not look quite so rosy when compared to previous years, however. Growth in the transshipment segment stood at 17% both in 2011 and 2010. The slowing is due mainly to increasing transshipment activities in Chinese ports. Competition for these boxes amongst northeast Asia's ports has not been decided yet by a long chalk.

Antje Hanna Veregge

www.busanpa.com

The «Ever Leader» named

The *Ever Leader*, the Evergreen Line's eighth L-type containership, was named recently by Bronson Hsieh, the Evergreen Group's second group vice-chairman, at the Samsung Heavy Industries shipyard in South Korea. The new 8,452 teu L-class unit is 334 m long and 45.8 m wide, and has a draught of 14.2 m and 942 reefer plugs. The vessel is fitted with alternative marine power and a ballast water treatment system, as well as other environ-

ment-friendly equipment. The Evergreen Group commenced a fleet rejuvenation project in 2010 and ordered 20 new L-type vessels from Samsung Heavy Industries. In 2011, it placed an order for another ten vessels of the same specifications with the Taiwan Shipbuilding Corp. Seven of the 30 newbuildings were delivered in 2012, and eleven are scheduled for delivery this year.

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www.evergreen-marine.com



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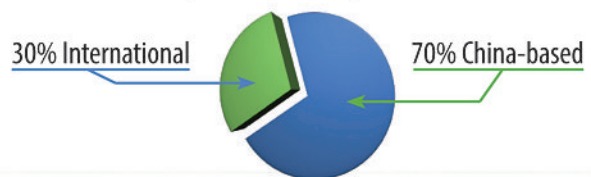
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New joint venture

Fiege investing in India

The Greven-based contract logistics specialist Fiege expanded its market focus to include India towards the end of last year, by signing a joint venture with Apollo LogiSolutions, part of India's Apollo Group.

As an integrated logistics provider, the new Fiege/Apollo joint venture, called Apollo Fiege Integrated Logistics and headquartered in Gurgaon, near Delhi, will provide a comprehensive range of services, including air and sea cargo, customs clearance, transport services plus warehousing and value added services.

Fiege said that this step accommodates the needs of many existing clients seeking supply solutions for their products in the growing Indian market, in addition to also supplying strong concepts that cater to procurement logistics from India. Fiege believes that it can see a vast potential there, especially in the low level of outsourcing



Photo: Fiege

Fiege is expanding its presence and network in India too now.

in the complex realm of contract logistics. The new accounts acquired right from the start of the joint venture, including clients in the pharmaceutical, renewable energy and e-commerce industries, have already confirmed this trend.

The venture is expected to establish more than 20 offices covering all of India's main economic areas by March. Apollo Fiege Integrated Logistics intends to invest more than USD 10 million in India over the next two to three years, after which it will have its own pan-Indian network of warehouses. The long-term goal is to become one of India's top five providers of integrated supply chain services.

www.fiege.com

www.apollologisolutions.com

Logwin expanding in southern China

Logwin, a Luxembourg-based international logistics service provider, has expanded its network in southern China. The group is now represented with an office of its own in the coastal city of Shantou, thus enabling it to link the centres of economic activity in and around Shenzhen and Hong Kong with Xiamen. In Shantou Logwin handles global air and sea freight transport services to and from every continent for international corporations. The new branch office will also enable pre and post-feeding in the region to be processed more rapidly, Logwin said in a media release.

www.logwin-logistics.com

Simba now part of Ziegler China

The Hong Kong-based Chinese service provider Simba Logistics became part of Ziegler in China at the beginning of January, and is now called Ziegler Logistics China. The Ziegler Group, a Brussels-based Belgian forwarding and logistics company, began to deepen its presence in China by investing in Simba Logistics in 2007. Thus it now has eleven Chinese offices, namely in Hong Kong, Chongqing, Dalian, Fuzhou, Nanjing, Ningbo, Qingdao, Shanghai, Shenzhen, Tianjin and Xiamen.

www.ziegler.com

www.simbalogistics.com



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The new government gets down to business

Japan plans to privatise airports

Rumours in Tokyo have it that the new liberal democratic government, led by prime minister Shinzo Abe, may be open to an initiative launched by the New Kansai International Airport Company (Nkiac) to find private investors domestically and abroad for the management of two airports in Osaka for a period of 40 to 50 years.

With the first airport privatisation in the country expected to be concluded by 2015, the Japanese government is hoping to make between USD 7 and 15 billion. Both airports in Osaka, Kansai international and Osaka international, were merged into the New Kansai International Airport Company (Nkiac) in May 2011. They now form the sixth-largest airport group in Asia in terms of turnover.

With this project the Japanese government hopes to initiate a series of new infrastructure privatisation measures around the country. «This is the first large infrastructure transaction in Japan. If it is successful, the government will also consider the privatisation of additional regional airports,» Nkiac president Keiichi Ando explained recently.

Renouncing protectionism

The privatisation of 29 airports is under consideration, as is that of other large infrastructure units, such as toll roads. Some passenger terminals are already privately run, but this is the first project in which the management of an entire



Photo: Kantei

Japan's former and new prime minister **Shinzo Abe** (on the right) inaugurated a new general secretariat for economic rejuvenation early in January.

airport is going to private investors – even if ownership of all Nkiac shares will be retained by the Japanese government.

The larger issue is the about-face by the government from the previously long-held protectionist policy of keeping key infrastructure facilities in its own hands. The Japanese government has been plunged into debt in the meantime too,

and is under strong pressure to reduce expenditure. In addition, new sources of income need to be found in order to cover rapidly-increasing social expenditure, resulting from the rapid ageing of the population.

Improving the ability to compete

The privatisation of airports lends itself to this, as the country has more than 98 airports, some of which have incurred substantial losses, due amongst other things to exaggerated forecasts for demand and high construction costs. As the result of the latter at Kansai airport, which was built on backfilled land in Osaka Bay, Nkiac was saddled with debts of USD 14.7 billion. This also led to high landing fees at the airport, which have caused many airlines to avoid the location.

The corporation's great hope is not least to entice more new customers with decreases in landing fees, and to compete with airports like Incheon in South Korea, which in recent years has grown to be the largest north Asian air transportation hub.

Barbara Odrich

In brief

Private Initiative. Work on the first privately-owned and managed airport in India, namely KGS Aranmula international airport in the southern state of Kerala, began in mid-January. The Chennai-based KGS Group wants to start operating the airport, which has a 3.1 km runway which can also handle long-haul aircraft, in December 2014.

www.kgsaranmulaairport.com

Free delivery. Philippine Airlines (PAL) and its subsidiary Airphil Express used empty capacity to transport emergency relief goods free of charge to the victims of typhoon Pablo. The strongest tropical storm ever to hit the country's southern region caused chaos and destruction in Mindanao early in December.

www.philippineairlines.com

Licence not renewed. After the operating licence of India's Kingfisher Airlines was revoked in October (see ITJ 43-44/2012, page 33), its founder attempted to get it back in the air in December. The move has now been rejected by the country's directorate general of civil aviation. www.flykingfisher.com

Finnair with a first in Xi'an. Finnair will become the first provider to link the central Chinese city of Xi'an to Europe in March. Xi'an is Finnair's fifth destination in China and its 14th overall in Asia, where Hong Kong and Mumbai (India) are also served with full-freighters. www.finnaircargo.com

Pakistan to Riyadh. The Karachi-based carrier Shaheen Air launched services from Lahore, Peshawar and Islamabad to Riyadh on 1 January. www.shaheenair.com

Port of Le Havre hailed in China

The China Automotive Logistics Association (Cala), which represents all Chinese logistics companies in the sector, has given two awards to the port of Le Havre, which is one of the three members of the new Haropa port alliance in France, together with Rouen and Paris. The first prize praised the performance of Le Havre's ro-ro terminal, and the second Haropa's contribution to the development of the Chinese automotive logistics sector. Le Havre is the leading platform for car logistics in France, with more than 1,000 vehicles processed there every day.

it

www.haropaports.com

Volga-Dnepr Montreal to Krasnoyarsk

The Russian freighter operator Volga-Dnepr Airlines, which was recently awarded a licence to transport rockets, space equipment and rocket fuel by Russia's national space agency Roscosmos (see page 16), flew two communication satellites from Montreal (Canada) to Krasnoyarsk (Siberia, Russia) at the end of last year. The sensitive Express AM5 and AM6 satellites were carried on board two Ilyushin IL-76TD-90VD freighters operated by Volga-Dnepr Airlines.

The container for the satellites was equipped with a special temperature-control system to ensure the valuable satellites were protected throughout the transportation process. A diesel generator was connected to the boxes to keep the cargo at the required constant temperature during a scheduled technical stop at Frankfurt Hahn airport in Germany.

Air, sea and roads all involved

Following the first IL-76 flight, Volga-Dnepr organised the logistics for the special satellite container back to Canada, to carry the second satellite. Volga-Dnepr arranged for the container to be trucked to St Petersburg, from where it continued its journey to Canada by sea. Despite severe weather conditions, caused by storm Sandy raging on the North American coast, and extremely low visibility in Krasnoyarsk during the second flight, the project was successfully completed, thanks not least to the professionalism of the Volga-Dnepr staff involved.

The Russian and Canadian joint production satellites weigh more than 8 t each and are scheduled for launch this year. They will be used for digital television and radio broadcasting in Russia, as well as for mobile presidential and governmental communications, with a package of services including telephony, video conferencing, data transmission and internet access. www.mdacorporation.com

Latin American long-haul activities



Photo: Airbus

The first A330 full-freighter was handed over to a client from the Americas on 20 December 2012.

Several Latin American airlines hit the headlines with their long-haul aircraft plans recently. At the end of December 2012 Aeromexico completed an order for six Boeing B787-9s (with an option for four more units) it had announced in July. The transaction, whose list price came in at USD 1.46 billion, means that the largest Mexican carrier will have a fleet of 19 Dreamliners.

First Boliviana long-haul service

The Central American airline Taca reintroduced wide-body services for the first time since 1999 in mid-December, operating an Airbus A330-200 on the

Lima-Buenos Aires route between Peru and Argentina. At the same time its sister airline in the AviancaTaca Holding, the full-freighter operator Tampa Cargo, based in Colombia, took over its first of four new A330-200 full-freighters.

Earlier in December Boliviana de Aviacion inaugurated a Santa Cruz-Madrid link – the first-ever long-haul service it has operated – with a leased Airbus A330-200. The flag carrier, founded in 2007, will serve the Spanish capital from its hub four times a week.

www.tampacargo.com
www.aeromexicocargo.com
www.boa.bo

UTi Worldwide facing a stiff challenge

The US freight forwarding and logistics corporation UTi Worldwide, which is headquartered in Long Beach CA, registered a 10.7% decline in sales in the third quarter of the 2012/2013 financial year, in comparison with the like-for-like period last year, with the figure slipping from USD 1.27 to 1.13 billion. Net sales fell by 9% to USD 404 million. Net profits fell by a massive 63%, from USD 28.5 to 10.5 million.

www.go2uti.com

Gloomy outlook for the US Postal Service

The USA's post service provider USPS is continuing to fight for its life. Having made a loss of USD 5.1 billion in financial 2011, the corporation has now made another even more dramatic loss of USD 15.9 billion in financial 2012. Sales dropped slightly vis-à-vis 2011, namely by 0.7% to USD 65.2 billion. The ever shrinking letters market remains the main problem for USPS. In the parcel segment the company has to do battle with the two giants UPS and FedEx.

www.usps.com



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Airfreight in the service of humanity

An alligator tooth and wheelchairs

IAG Cargo and a Miami airport BA employee recently stood in the limelight, showing that doing good deeds does not have to be limited to that best-known season of charity.

Little did Randy Waggoner, a British Airways employee at Miami airport (USA), realise what a story would develop when he saw Armand, a nine-year-old boy, crying on his way to his aeroplane in January 2012. His mother explained that her son had lost his alligator tooth souvenir in the car rental centre just before boarding their plane for London. Waggoner assured Armand that he would try to find it. He did, and sent the tooth to the UK the next day.

The parcel arrived safely, but Waggoner only received a thank-you letter from the boy's mother in August, explaining that Armand had died of cancer in April. She was very grateful that the alligator tooth had brought him joy before he died. The letter had a stamp of a flowering tree on it, so Waggoner and his co-workers suggested planting a pink

cherry tree in honour of Armand on the family's land in the UK this spring. For this act of kindness Waggoner received the Miami airport employee of the year award in December, which comes with a three-day summer getaway package for two at a luxury hotel in Coral Gables FL.

Paralympian's wheelchairs fly south

The slightly more voluminous airfreight consignment which IAG Cargo, the single business created by the merger of British Airways World Cargo and Iberia Cargo, flew to Zambia recently also brought joy. It was a shipment of wheelchairs from Swiss Paralympic champion Heinz Frei, for the mobility needs of patients and orphans in St Luke's Mission Hospital in Mpanshya (Zambia). IAG Cargo coordinated the logistics, working with a trucking partner to



Photo: IAG Cargo

Big-hearted wheelchair racer **Heinz Frei** collected wheelchairs and IAG Cargo sent them to St Luke's Mission Hospital in Zambia.

collect the wheelchairs in Switzerland and deliver them to Zurich airport and with a forwarding agency for the documentation, customs clearance, packaging and airway bill. IAG Cargo's ground handling agent sponsored the security checks and handled the wheelchairs free of charge in Lusaka, where they arrived in the country before being delivered to the hospital, about 200 km east of the capital. *ab*

www.miami-airport.com
www.stlukesmissionhospital.com

Masthead

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Listen to me!

«The best helmsmen are always found on the shore.»
A Dutch saying.

« I'm perfectly aware of the fact that people who detect conspiracy in everything are quickly assumed to have a screw or two loose. And the truth is – mostly they have. But I nevertheless have to risk being taken for one of these people myself and take this opportunity of telling you – there is a conspiracy going on! A worldwide conspiracy, no less. The plot I am referring to has been insufficiently examined so far. As a result, I can't yet give you any precise details about its effects. But there is the danger that the dimensions of the affair will turn any ebony-haired youth grey at a stroke if he were to become aware of the extent of the story.

The plot I'm referring to concerns know-alls and nincompoops. The symbiotic relationship between these two groups of people is one of the driving forces behind every civilised society. The bad news concerning these know-alls is the fact that there are always more than enough idiots at hand to admire them. This of course is grist to the mill for such people. Those who are genuinely in the

know additionally support this process by politely remaining silent.

The most embarrassing spectacle takes place, however, when one of these smart alec clever clogs encounters a genuinely clever, but simultaneously good-natured person. The concept of cringing takes on a whole new meaning once you've witnessed such a numbskull cutting a thoughtful and experienced person short – in the full awareness that applause from the crowd will be forthcoming. Whoever is too lazy to form his own opinion usually listens to whichever person is talking loudest. Of course it is the worst when several people know that they share a preconceived opinion. Then they feel powerful. And when they then also notice that their victim is much too thoughtful to hoist them with the petard of their own cleverness, then they start to celebrate. But let's be honest – this isn't really on.

There is no hope of converting a know-it-all. Experience has shown that they're wont to defend their own ignorance to the last drop of blood. But at least we don't have to

applaud them as they do so. It is better to keep your critical judgement to yourself and listen to those people who really have something to say. And if you take a clear stance in such situations, then at least you have made a contribution to a healthier equilibrium and encouraged the more thoughtful amongst us to form our own opinion.

But the most important aspect of all this is to stay alert – for there's probably a smart alec lurking in the dark recesses of every one of us. Or who's never felt tempted to explain to someone how he could have done something just that little bit better? How easily it happens, that judgement is swiftly felled and the speaker feels so very clever. The only antidote is systematic self-criticism. As is the fine art of listening. The latter is actually a rather wonderful tool all round, because you can learn so very much in the process. As the journalist Peter E. Schumacher says, «listening to others is the best medicine against loneliness.»

Iris Martin

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Trade Fairs & Conferences

When	What/Where	Information	Contact
23–25 January 2013	20th SSC Airfreight Seminar Interlaken Switzerland	The global economy's airfreight barometer	Swiss Shippers' Council Tel +41 21 320 32 39 www.swiss-shippers.ch
28–30 January 2013	Cool Chain Logistics Europe Basel Switzerland	Delivering quality and the right cost balance for your cold and ambient supply chain	IQPC Tel +44 20 73 68 93 00 www.coolchaineurope.com
30–31 January 2013	7th Philippine Ports & Shipping 2013 Manila, Philippines	The biggest biennial ports, shipping and logistics event in the Brunei Indonesia Malaysia Philippines East ASEAN growth area	Transport Events Management Tel +60 87 426 022 www.transportevents.com
30–31 January 2013	Emerging Airports 2013 Dubai United Arab Emirates	2nd annual conference and exhibition	Arabian Reach Tel +971 44 47 28 11 www.emergingairports.com
5–7 February 2013	Middle East Rail 2013 Dubai United Arab Emirates	The Middle East's largest rail show	Terrapinn Middle East Tel +971 44 40 25 00 www.terrapinn.com
6–8 February 2013	Fruit Logistica Berlin Germany	The world of fresh produce	Messe Berlin Tel +49 303 03 80 www.fruitlogistica.de
19–21 February 2013	Logimat 2013 Stuttgart Germany	Seize opportunities – ensure success	Euroexpo Tel +49 89 32 39 12 53 www.logimat-messe.de
20–22 February 2013	Air Cargo Africa 2013 Johannesburg South Africa	A plethora of opportunities	The Stat Trade Times Tel +91 22 27 57 05 50 www.stattimes.com
6–8 March 2013	Transport & Logistics Sofia Bulgaria	6th edition	Bulgarreklama Agency Tel +359 29 65 52 20 www.iec.bg
12–14 March 2013	World Cargo Symposium Doha Qatar	Action for sustainability	Iata Tel +1 45 07 15 13 13 www.iata.org
12–14 March 2013	TOC Asia 2013 Hong Kong	The port-centred container supply chain event	Informa Tel +44 20 70 17 43 91 www.tocevents-asia.com
12–15 March 2013	Breakbulk China 2013 Shanghai China	Targeting sustainable growth	Breakbulk Events Tel +852 25 85 91 99 www.breakbulkevents.com
13–14 March 2013	Transport & Logistics Rotterdam Netherlands	Showcasing solutions for the effective control of goods flows	Easy Fairs Netherlands Tel +31 1 62 40 89 99 www.easyfairs.com
14–17 March 2013	Fiata HQ Session 2013 Zurich Switzerland		Fiata Tel +41 43 211 65 65 www.fiata.com
26–28 March 2013	SITL Solutions Logistiques Paris France	30th edition	Reed Expositions Tel +33 1 47 56 67 74 www.sitl.eu
2–4 April 2013	Intermodal South America São Paulo Brazil	The second-largest exhibition in the world for logistics, cargo transport and international trade	UBM Brazil Tel +55 11 46 89 19 35 www.intermodal.com
9–11 April 2013	Sea Asia 2013 Singapore	Asia's fastest growing maritime event	Seatrade Singapore Tel +65 62 94 22 80 www.sea-asia.com
17–18 April 2013	Verpackung Schweiz 2013 Zurich Switzerland	The event for packaging solutions, processes and design	Easy Fairs Switzerland GmbH Tel. +41 61 228 10 00 www.easyfairs.com

See www.transportjournal.com for further fairs and conferences

Mergers expected

Accenture has looked ahead – not just to next year, but has risked a look at the next three years. Its results are based on the HPB study, in which the consultancy analysed the profitability, revenue growth and the return on shares of 19 multinational logistics corporations reporting an annual income of more than EUR 1 billion between 2008 and 2011.

Volumes re-established, despite low margins

The declines in the air and sea freight business will end, and the segments will return in the next two years to the levels seen before the crisis. Though the logistics industry will continue to grow more strongly than global GDP, it will be at the price of lower margins, namely of approximately 1.5% vis-à-vis the about 2.5% seen in the previous few years. So the industry will remain under pressure, despite good prospects. Competition for the most interesting routes will get stronger, and cargo space supply will continue to exceed demand.

Further wave of mergers likely

As it will thus be difficult to realise organic growth in the future, there will be more mergers and takeovers. The number of takeovers and mergers, which in 2010/2011 were significantly above the rates seen in 2006/2007, will further speed up, and above all shift to emerging economies, where the search for market opportunities promises better results.

Additional services sought

The Accenture study believes that those logisticians will stay in front who can transform themselves «from a handyman’s shop into a processing factory», according to Michael Sturm, managing director of Accenture Switzerland, Austria and Germany. Services should include returns management or taking on light manufacturing tasks for large clients, as well as a high degree of price transparency and standardised IT processes.

www.accenture.com

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