

# goodnews.

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Switzerland's terminal landscape – a capacity study  
New terminal project «Container Terminal Weil»  
New points for hybrid locomotives  
Registration priority  
Crosstalk with crane operator Marcel Slingerland

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Move.

**swissterminal**



**Roman Mayer**  
CEO, Swissterminal AG

# future designing.

Dear readers,

**We are all looking forward to the future!**

At the beginning of the year we took an important step for the long term development of Swissterminal. We presented the new terminal project «Container Terminal Weil» in Weil am Rhein together with our partners Ultra-Brag and Danser. The planned new trimodal terminal facility will enable us to replace the handling capacities in Basel's basin port number 1 that will be lost in 2029, and manage the increasing volume of container traffic on the Rhine. You can find more information about the «Container Terminal Weil» in the supplementary flyer and in an interview in this journal.

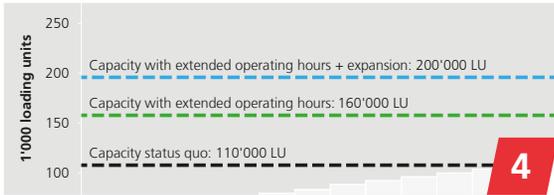
As the leading terminal operator in Switzerland, the future development of handling capacities is a key factor for the long term alignment of Swissterminal. This is why we - as part of the «IG Private Terminalbetreiber» lobby group in the Shippers' Association VAP - have commissioned a study on the current handling capacities and those that can be expected in the future.

Result: there are sufficient capacity reserves for the coming years. There is no reason to build terminal facilities prematurely. New capacities will be needed when our terminal at the port of Basel is closed. The study supports our endeavours to implement a new terminal facility at the most suitable site in Weil am Rhein so that we can offer handling services on the Rhine to our clients. You can find in-depth information about the capacity study on the next pages.

Relax - we are on the ball and wish you a stimulating read.

Roman Mayer

A handwritten signature in blue ink, which appears to be "Roman Mayer". The signature is stylized and cursive.



STUDY

Switzerland's terminal landscape – a capacity study



INTERVIEW

New terminal project in Weil am Rhein  
«Container Terminal Weil» supplement



INTERESTING FACTS

New points for hybrid locomotives in Frenkendorf



PROCESSES

«Registration priority» notification system



INTERVIEW

Crosstalk with crane operator Marcel Slingerland

MASTHEAD

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# capacitystudy.

## Development of container handling terminals in the greater Basel area

**According to VAP (the Association of Shippers), the existing terminal for handling maritime containers will cope with the expected growth in the greater Basel area until 2029. Operational improvements must be made in advance to achieve this. This is indicated in a recent study by the logistics consulting company TransCare. It is only because of the intended closure of the Westquai terminal in 2029 that it is necessary to construct a new terminal over and above the expansion projects planned for existing terminals. This allows for enough time to make a detailed assessment of the existing terminals in Switzerland and to plan any expansions to or new construction of more terminals that may be required as part of the overall concept for transporting goods by rail in accordance with the new Swiss Carriage of Goods Act (GüTG).**

«In many cases, a new terminal is not necessary to expand the handling capacity.»

Ralf Jahncke, study author

The ports of Rotterdam and Antwerp are expanding their capacities. Industry and the authorities therefore expect the container volumes on the Rhine to increase considerably. Furthermore, as of 2029, the sector will no longer have access to Westquai (port 1) in the Basel Rhine harbour, which has to give way to urban development.

A working group of the Association of Shippers (VAP) therefore instructed the logistics consulting company TransCare to investigate the current and expected future handling capacities of the central terminals in Switzerland, and to indicate what measures are required to meet future capacity needs.

### Adequate spare capacity for the time being

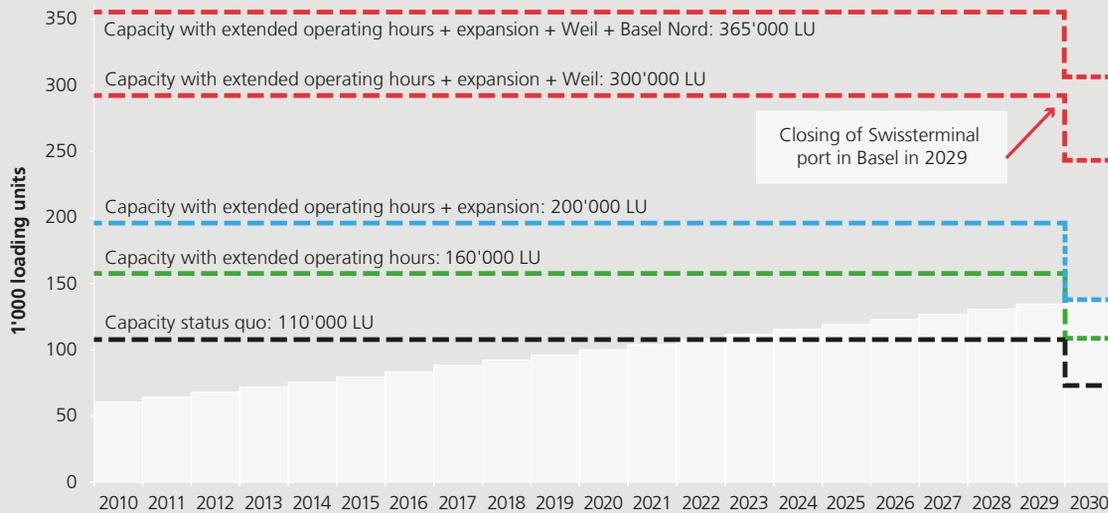
The surveys conducted by TransCare show that the terminals investigated currently handle 264'000 loading units (LU) per year, while they have an annual handling capacity of 360'000 (LU). This translates to a current occupancy rate of 73%; at 80% occupancy, usage of the trimodal terminals is higher. There are thus for the time being sufficient capacity reserves available.

According to forecasts, the existing capacity is sufficient to enable handling up to 2022. Thereafter, both the bimodal (road/rail) and the trimodal (water/rail/road) terminals run the risk of overloading, which necessitates the first expansions. The forecast is based on the assumption of an annual growth of 4.0% in the demand for trimodal transshipment, and 2.8% for bimodal.

### Utilised capacity of considered terminals

	Handling volume 2014	Estimated handling capacity	Utilised capacity
Basel port Contargo	40'000 LU	50'000 LU	80%
Basel port Swissterminal	29'000 LU	30'000 LU	97%
Birsfelden Swissterminal	19'000 LU	30'000 LU	63%
Frenkendorf Swissterminal	40'000 LU	60'000 LU	67%
Rekingen Swissterminal	33'000 LU	60'000 LU	55%
Basel Wolf	50'000 LU	70'000 LU	71%
Aarau	53'000 LU	60'000 LU	88%
Total	264'000 LU	360'000 LU	73%

**Development of turnover demand import/export inland barges assuming 4.0% growth p.a. based on base year 2010 and comparison with capacity assumptions for considered trimodal terminals.**



**Efficient capacity expansion possible**

The study investigated further measures for the most cost-effective and flexible means to ensure the future capacity required. As study author Ralf Jahncke explains:

«In many cases, a new terminal is not necessary to expand the handling capacity. For instance, our analysis has indicated that trimodal transshipment can already be guaranteed up to 2029 through extended operating hours and the planned expansion projects for existing terminals». Increasing operating time to 14 hours per day results in the capacity of the trimodal terminals increasing from 110'000 to 160'000 LU. These handling volumes would only be reached in 2029 and will coincide with the closure of the terminal at Westquai.

According to the TransCare study, there would be a risk of overcapacity if all expansions and new construction projects currently planned were to be implemented. According to Jahncke, it is necessary «to pursue the projects with the best cost-benefit ratio». What is particularly important to consider is an efficient layout of the facility, ensuring flexible expansion options and an optimal price-performance ratio.

**Transferring the results of the 2013 Terminal Conference to the concept for transport of goods in accordance with the Swiss Carriage of Goods Act.**

The Terminal Conference in December 2013 called for the inclusion of existing terminals in the development of the terminal landscape of the future. The authors of the study submitted their findings to the Federal Office for Transport (BAV), which is responsible for the de-

velopment of the terminal landscape. The BAV has undertaken to review the results of the study in the context of further work on a concept for transporting of goods by rail being planned by the cantons and industry players.

«It is necessary to pursue the projects with the best cost-benefit ratio».

Ralf Jahncke, study author

**TransCare**

Trans Care GmbH is a consulting company specialising in transport and logistics with headquarters in Wiesbaden, Germany. The company has subsidiaries and representatives in Russia, Georgia, Spain and Switzerland. [www.transcare.de](http://www.transcare.de)

**VAP – the association of shippers**

The VAP represents around 300 businesses in the shipping and logistics sector in Switzerland, Germany, Italy, Poland, Austria and France that transport goods by train, lorry, ship, pipeline and any combination of these, and to this end make significant investments in sidings, terminals, handling facilities, lorries, goods wagons and traction equipment. They are the clients of transporters (rail transport companies, forwarding companies, road hauliers etc.) and therefore the real players in the freight transport industry and in the Swiss policy of shifting freight from road to rail. They are the ones who ultimately pay the related costs and charges, such as the distance-related heavy vehicle fee (LSVA) of over 900 million Swiss francs per year. The complete study on container handling capacity can be found at: [www.cargorail.ch](http://www.cargorail.ch) (only German)



Container Terminal Weil am Rhein



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ULTRA  BRAG

  
**danser**  
Switzerland

# evolution.

*Swissterminal, Ultra-Brag and Danser, three leading logistics companies in Basel, are endeavouring to actively help shape the future of container handling in the Basel region. They want to guarantee that the increasing amount of containers can be shipped on the Rhine by establishing a terminal in Weil am Rhein. They explain the reasons for their collaboration and give their views about the «Container Terminal Weil» project in the interview.*



**Mr Mayer, you and your two partners are planning a terminal in Weil am Rhein. Why are you migrating from Basel to Germany?**

**Mayer:** «The city of Basel is growing and needs more residential areas. This is why the city wants to convert the west quay in the Rhine ports and why the land lease agreement that runs up to 2029 will not be prolonged. These are the reasons why we had to search for alternatives at an early stage and came to a conclusion after comprehensive analyses. Weil am Rhein is the most suitable location for a replacement of our terminal facility in the port basin number 1 in Basel.»

**Mr Heydrich, Mr Amacker, what induced you to jump on board with Swissterminal and promote this project?**

**Heydrich:** «With Swissterminal, the Weil am Rhein facility will be managed by a transport mode-neutral company. That is to say, Swissterminal would be responsible solely for shipping and would not have its own ships, trains or HGVs. Swissterminal is the only provider that is able to offer a neutral container handling service.»

**Amacker:** «Everyone knows that the volume of containers on the Rhine will increase. This is due to expansion measures at the ports of Rotterdam and Antwerp. As an inland shipping company we depend on having terminals with sufficient handling capacities and an efficient layout next to the Rhine in the Basel region.»

**Heydrich:** «The location of the «Container Terminal Weil» facility is right on the bank of the Rhine and access is thus simple and direct for shipside traffic. The railway connection guarantees the terminal's trimodality.»

**How will goods for Switzerland be cleared through customs?**

**Mayer:** «There are innovative customs clearance solutions that are already being tested in Koblenz. A shipment can be cleared directly at the new terminal in Weil am Rhein. An electronic timer ensures that HGVs can drive straight across the Swiss border.»

**Heydrich:** «I would like to add that the HGVs can be diverted straight to Rheinfelden thanks to the new A98 motorway access road that is



**Beat Heydrich**  
CEO, Ultra-Brag AG

**Roman Mayer**  
CEO, Swissterminal AG

**Heinz Amacker**  
CEO, Danser Switzerland AG

being planned. In future, we will provide massive relief for Basel's eastern tangential motorway.»

#### **Will Switzerland's federal government subsidise a terminal project on foreign soil?**

**Amacker:** «The federal government commonly supports terminals abroad, providing they serve Swiss interests. For example, there are several terminals in Northern Italy and Belgium that were built with federal funding. The quality of a location is of paramount importance - not state borders.»

**Heydrich:** «This applies even more so when solutions already exist for customs clearance problems, as Roman Mayer has pointed out. The fact is that in Weil am Rhein we have found the best possible location which allows an efficient layout. This, in turn, helps to keep costs as low as possible. At EUR 40 million, the investment volume is very low.»

#### **When is the new «Container Terminal Weil» port project slated for completion?**

**Mayer:** «The planned terminal in Weil am Rhein could be completed by 2027. We can operate the terminal on Basel's west quay until 2029. Accordingly, we could start operations at the Weil am Rhein terminal on time, and would actually have two more years for a transitional phase.»

**Heydrich:** «Up until then all the requisite handling capacities in Switzerland can be guaranteed by adjusting the hours of operation and enlarging the existing facilities. The «Container Terminal Weil» will be ready for the time after the closure of the terminal on the west quay.»

The supplementary flyer comes with the magazine



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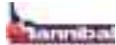
Frenkendorf - Melzo(Milan)

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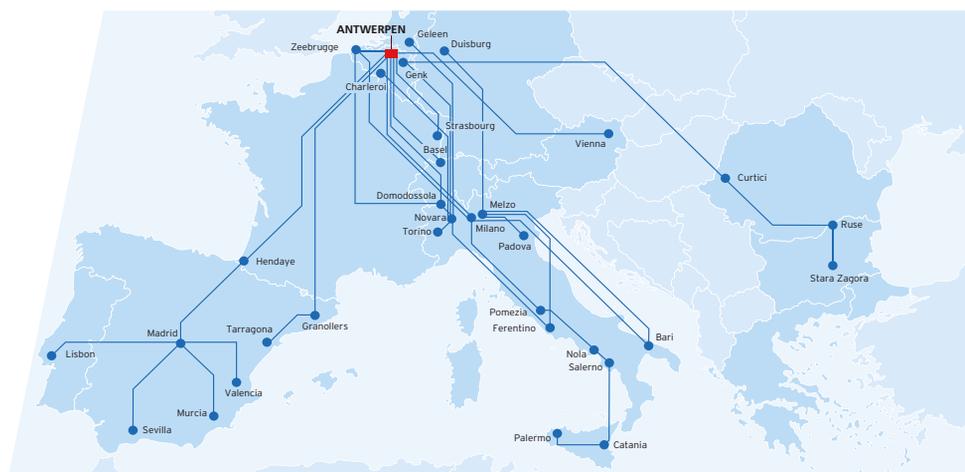
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# westconnection.

A thrice-weekly shuttle train service between the Swissterminal branches in Switzerland and the Belgian port city of Antwerp began in April this year. The city in northern Belgium has one of the world's largest seaports and one of Europe's largest marshalling yards, making it an important international transport hub. The new shuttle offer, which Swissterminal launched last month in collaboration with the Belgian rail operator IFB, connects Switzerland, and Swissterminal in particular, even more closely to international transport corridors, and enables the company to provide clients with tailor-made transport solutions. In addition, the shuttle train augments Swissterminal's service portfolio. Inland shipping on the Rhine and the links it provides to the ports of Rotterdam, Antwerp and Amsterdam is now complemented

by the shuttle trains that run three times per week - a new connection that creates more flexibility.



# southconnection.

The Hannibal terminal in Melzo has already been linked to Swissterminal in Frenkendorf for two years. A suitable freight train runs three times per week on the north-south axis. The North Italian terminal that covers around 260'000 sqm forms the core of the Contship Group's intermodal services and is renowned

for reliability and excellent transit times. Imports from Hong Kong, for example, take 21 days, whilst exports to Jebel Ali/Dubai require 20 days - remarkable transit times, which are facilitated by a collaboration with the Ligurian seaports in La Spezia and Genoa. The two Italian ports either receive weekly calls from all major shipping companies or they are served as part of a Mediterranean service. This enables important Swiss shippers such as Migros and Nestlé to rely on the route and benefit from a transit time that is up to six days shorter. Since Swissterminal began operations on this route, many large shippers have discovered the direct link between Frenkendorf and Melzo and consistently bank on the north-south transit corridor. The steadily increasing demand clearly illustrates the marked advantages of this connection in both ecological and economic terms. This is the reason why Swissterminal is striving to further optimise and expand the link.



# hybridconversion.



## Hybrid

BLS Cargo, a corridor provider on the central north-south axis through Switzerland, has been deploying several of the newly developed Bombardier BR 187 locomotives since 2014. The units are basically powered by electricity, but they can also switch over to diesel. Thanks to these locomotives' flexibility, BLS Cargo is now able to run trains directly into non-electrified sidings. This means that no additional shunting engine is needed at the site - and it dispenses with the time-consuming coupling and uncoupling of the operator's own locomotive. The hybrid locomotive therefore contributes towards raising the efficiency and speed of handling operations. This, in turn, generates economic and environmental benefits.

## Conversion

In order to use this time and cost-saving innovation on Frenkendorf's rail track system, two additional points had to be installed in the terminal area so that the locomotives could bypass the trains. The track construction company SERSA installed the points in time for the change in schedule in December 2014. Since then trains up to 600 metres long can be completely assembled in the siding and then sent to the main line in any direction without having to be shunted from the siding to Frenkendorf station. This method has proved its worth: nowadays, the new BLS Cargo hybrid locomotives successfully handle the shuttle trains without additional use of shunting locomotives in Frenkendorf and dispatch them to and from Italy, the Netherlands, Austria and Switzerland.



# hometerminal.

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# registration *priority.*



Swissterminal introduced the «Priority Registration» system a year ago as part of the company's efforts to make its operations as efficient as possible. Road haulage firms were given the opportunity to register their shipments via an IT interface or an online platform. The data is automatically checked and container availability confirmed. «Registration Priority» has stood its test: 60% of all shipments are already registered through the system.

Priority clients benefit from:

- Longer opening hours
- Swifter gate handling
- Preferential lane use

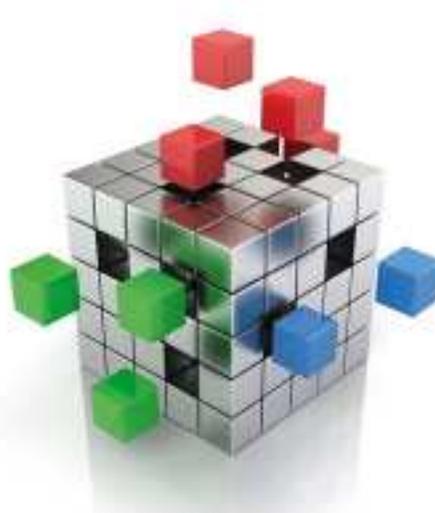
Swissterminal remains committed to the goal of shortening downtimes and transit times at the terminals, as well as to adjusting opening times to the volume of traffic, and to the optimum use of resources.

### Introduction of a flexible slot management scheme

The challenges to make these plans as realistic as possible, as well as flexible and transparent, are connected to the arrival and departure predictability of all the modes of transport at terminals. The railway has fixed routes and timetables so planning accuracy is already relatively high. This precision can only be achieved in inland shipping on the Rhine by introducing a flexible slot management concept to cope with high/low water levels, as well as delays at seaports, Rhine ports and others. To this end, appropriate projects, such as the Rhine Ports Information System (RPIS), are already at the implementation stage.

Organizational measures, such as the introduction of centralized scheduling for all transport modes and support for planning tasks through a slot management system, are currently being evaluated. Swissterminal is convinced that it will be able to offer efficient and therefore attractive services to its clients with the measures to further develop the service portfolio that are now in the pipeline.

### The composition of distribution paths



-  Terminal
-  Registration
-  Rhineports
-  CIS

In addition, registration forms an important part of our three-pronged strategy of offering our clients a rate structure that is tailored to their needs. This is to ensure that the client chooses from the breadth and depth of the services offered and receives a transparent rate structure for the said services.

#### Data Excellency



#### Joining forces



#### Tailor-made pricing



#### Three-pronged approach

Swissterminal is thus laying another foundation stone that will enable it to offer customized services to all terminal users, as well as act as a horizontal interface that optimally coordinates information and processes.

### RheinPorts Information System (RPIS)

The RheinPorts Basel - Mulhouse - Weil working group presented the RheinPorts Information System (RPIS) at the transport trade fair in Munich in May this year. The RPIS is an innovative web-based IT platform for container traffic planning at the seven RheinPorts container terminals that have a booking system for inland barges, a container data exchange in real time and an electronic customs clearance system. The RPIS is gradually being introduced in close collaboration with the terminal operators and inland waterway shipping companies. The first slot management module for inland barges will soon go into operation.



### **Migros relies on the railway**

In addition to container handling and storage services, Swissterminal leases and sells made-to-measure containers. A suitable container for every need can be found in the product range. Migros, the largest retailer in Switzerland, also relies on Swissterminal containers.

Migros is steadily shifting its transports to the railway. More than 150 million tonne-kilometres per year are conveyed by rail. Over 400 freight wagons are in service every day. This saves in excess of 10'000 tonnes of CO<sup>2</sup> compared to road transport.

# The **cool**tainer from Swissterminal chills everything – even hotheads!

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# reefercontainer.

As part of the Swissterminal employees' campaign «you count initiative», the team at the Birsfelden terminal launched and implemented the «special reefer container handling» project. The aim of the employees was to optimize work processes when handling reefer containers so that efficiency and customer satisfaction could be boosted even further. The employees attained their goal with great commitment and under their own steam - the newly designed process regulates a new workflow, resulting in a significant increase in efficiency.

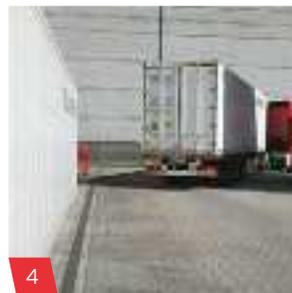
## The new process procedure:

Up to 80 reefers per day are unloaded and immediately sorted in the stacking area and put into intermediate storage. This relieves the crane track and minimises the truck queue in front of the office building. Even outside the depot, there is obviously much less congestion in the HGV lane.



The reefer temperature is set directly in the stacking yard. The crane is thus relieved.

The reefers that are in intermediate storage in the stacking yard are loaded straight onto HGVs for onward transport.



These immediately leave the depot via a second exit. Use of the second exit creates a one-way system that keeps traffic moving and minimalizes potential dangers.

The result: sorted containers, less traffic on site which leads to shorter handling times.



# inhouse.



## Promotion

### **Pedro Pereira Froufe**

An employee at our Frenkendorf terminal, he was promoted to operations manager Frenkendorf on January 1<sup>st</sup> 2015. Hearty congratulations. We wish Pedro Pereira Froufe continued success and great satisfaction in his new role.

## Promotion

### **Jean-Claude Auchli**

He was promoted to head of terminals on May 1<sup>st</sup> 2015. After spending several years as operations manager in Rekingen, he is now able to contribute his skills at a higher level. We extend our warm congratulations to Jean-Claude Auchli and wish him great success in his role.



## Newcomer to the family

### **A hearty welcome to Diego,**

Diego, son of Roman Mayer and his wife Tatiana, first saw the light of day on February 12, 2015. We wish the happy parents and the earth's new citizen all the best for the future and many enjoyable hours together.



# crosstalk.

**Marcel Slingerland, are you a down-to-earth sort of person?**

**Slingerland:** Absolutely. Except at work - that's where I take off.

**How do you get from the ground to the operating cabin of the 25 metre-high crane**

**Slingerland:** I use a ladder to reach the operator's cabin. The ascent and descent each take approximately two minutes. There isn't a lift, that's why I am so fit (laughs).

**And how do you get to the coffee machine and the toilet?**

**Slingerland:** I lower the so-called spreader - the arms that are used to grip containers - and get my partner on the ground to supply me with coffee and croissants, as well as plans. Unfortunately, the operator cannot do the toilet trip for me - therefore there is nothing I can do except climb down the ladder.

**What was the most beautiful thing that you could observe because of the height of your work station?**

**Slingerland:** I like looking at the hustle and bustle in the port, particularly in summer because that is when an especially large number of ships berth and depart. But I would be telling a lie if I said I didn't notice the pretty women on the Rhine in summer (laughs).

**How do you manage to find the right container among the thousands of boxes and then shift it exactly to the correct place?**

**Slingerland:** I can only manage this with my colleague (operator) on the ground. We are in constant radio contact. The number that is written on the top of containers shows me which container has to be transported and to what destination. We have detailed loading plans at our disposal for loading ships, trucks and trains.

**Do you enjoy the peace high up in the driver's cabin?**

**Slingerland:** Yes, I enjoy the peace a lot. I can also relax and watch the hustle and bustle on the ground from a distance.

**Are there less pleasant things that are connected to working at this height?**

**Slingerland:** When I have loaded ships for several hours without a break, I really look forward to stretching my legs a bit when I am on the ground. In weeks like this one when double as many ships enter the port basin because the Rhine was closed to shipping the previous week, I really look forward to a short break on the ground.