

goodnews.

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Swissterminal renovates terminal Frenkendorf
Mandatory truck registration June 1, 2016

Bypass Basel thanks to "CTW"

50 years containers – Swissterminal right in the middle
Crosstalk with two interns

Combine.
Move.

swissterminal



Roman Mayer
CEO, Swissterminal AG

refreshmodernise.

Dear readers,

Our rail terminal in Frenkendorf connects Switzerland with the ARA ports to the north and the Italian ports in the south. With extensive refurbishment over the next few years we will put the terminal back on a healthy footing. We will take various structural measures to optimize the terminal for our rail and truck customers so that the safety of the cargo, including hazardous goods, is guaranteed at all times.

There are also plans to implement measures that will make it easier for our customers wishing to travel to our terminal in Birsfelden by ship. The Port of Switzerland plans to increase the depth of the waterway to Birsfelden and purchase a new pusher tug.

Finally, we are working intensively on the development of the newly planned "Container Terminal Weil am Rhein". A study conducted to investigate full access to the highway has shown that this is technically feasible. With this tailwind to provide momentum, we are now joining forces with the local authorities to take the project to its next phase.

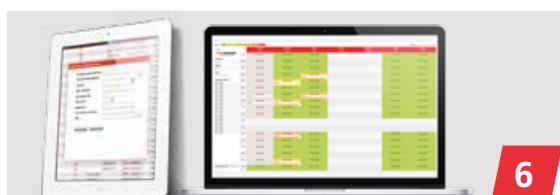
We are growing to serve you and hope you enjoy reading this edition of the goodnews!

A handwritten signature in blue ink, appearing to read "Roman Mayer".



RENOVATION

Swissterminal gets the Frenkendorf terminal in shipshape



REGISTRATION

Registration of trucks is mandatory as of June 1, 2016



PROJECTS

Bypass the city of Basel thanks to the "Container Terminal Weil am Rhein"



INTERESTING FACTS

Container conquers Europe – Swissterminal right in the middle of it all



INTERVIEW

Crosstalk with two interns at Swissterminal

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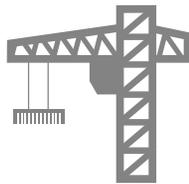
Contact www.swissterminal.com

newpaint.

Swissterminal gets the Frenkendorf terminal in shipshape

The terminal in Frenkendorf is of national importance: it is Switzerland's optimal rail link to the ports in the north and the south as well as the largest empty container depot for deep-sea shipping companies. If we are to continue offering Swiss container traffic in Frenkendorf the best possible service, the terminal will need a lick of paint. Swissterminal will start with renovations this summer and proceed with the individual construction works in phases over the next four years. It will be arranged to fit in with terminal operations to ensure that we can continue to carry out our customers' orders with no change in our high level of service quality.

Swissterminal is planning to do the renovation works in the following phases:



2016/2017: Renovation of the crane track

Because of land subsidence caused by operations, the Frenkendorf terminal crane track will be renovated in the second half of 2016.

During the first phase, the foundation will be widened and resin injected to raise and stabilize the ground. Thereafter the crane rail and wheels will be replaced.



2018: New fencing, monitoring and signalling

The entire terminal in Frenkendorf will be enclosed with a new fence system compliant with the international ISPS guidelines. Finally, the area will be equipped with thermal cameras so that our customers' cargo is permanently monitored. This phase will also include modernization of the terminal's signalling system for optimized traffic management.



2018: Renovation of traffic infrastructure and parking area

The road surfaces around the terminal has deteriorated badly, especially where there are bends in the roads. The top layer of asphalt will be replaced and an improved bonding with the deeper layers created to reduce the occurrence of cracking. At the same time, concrete foundations will be created at intervals in the parking area.



2018/2019: New hazardous materials tanks

The final phase in the renovation of the Frenkendorf terminal will involve building two new hazardous materials tanks.

For more information during the construction phase, please visit our website www.swissterminal.com.



The terminal in Frenkendorf will be renovated in four construction phases during four years.

The port terminal in Birsfelden will soon be more accessible

In February this year the Port of Switzerland presented a “Shipping industry action plan for development of southern ports”. It includes plans to increase the depth of the fairway up to Birsfelden, for the first time permitting a maximum loaded draft of 3.50 meters. This means that the port terminal in Birsfelden will in future also be more accessible for heavily loaded container ships. In addition, the Swiss Rhine ports are acquiring a new pusher tug, the “Wild Maa”, which will be used for unmanned pushed barge trains and other cargo en route to Basel’s southern ports.

For further information, please visit
<http://www.port-of-switzerland.ch>.

registrationduty.

Registration of trucks is mandatory as of June 1, 2016

Swissterminal has been offering truck companies the opportunity to register their collections and deliveries at the terminals since 2013. By now, 97% of all truck companies are registering digitally. In order to proceed with the process flow, Swissterminal is dependent on the registration of all containers that are delivered and picked up by trucks at our terminals. Compulsory registration of trucks was therefore introduced on June 1, 2016.

The registration can either be processed simple and fast via EDI-interface or the website www.swissterminal.com. Registration of all truck visits to the terminal not only has advantages for the truck drivers, but also offers development opportunities for Swissterminal, which in turn ultimately translates into further serving the truck drivers. There are three advantages for truck drivers:



- **Verification of data quality**
- **Confirmation of availability**
- **Accelerated gate processing – without having to check in at the counter**

Online-form for the registration of truck collections and deliveries via www.swissterminal.com

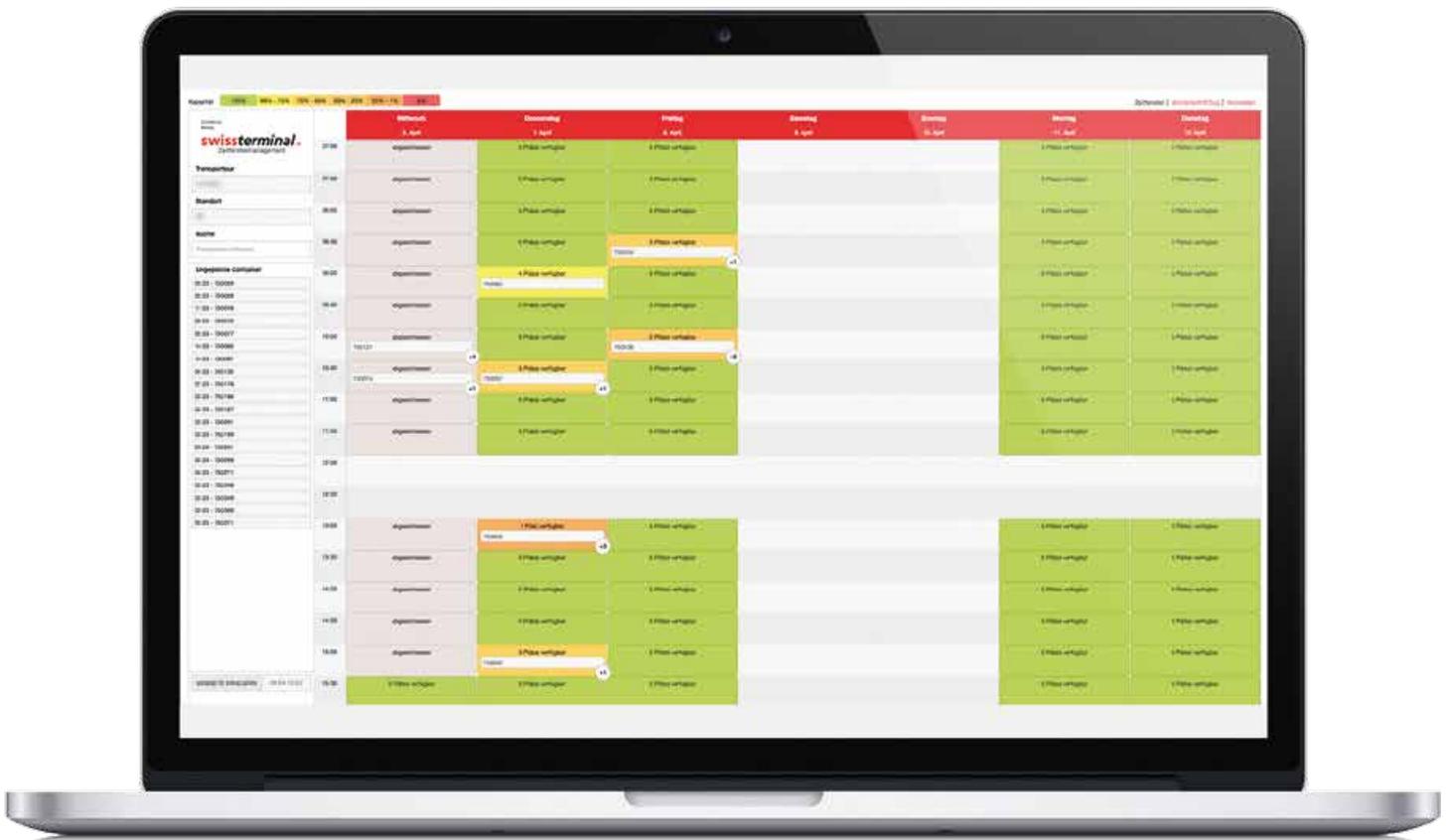
Development opportunities for Swissterminal – slot booking

A slot reservation system can only be introduced through registration of all visits to the terminals. Swissterminal will introduce this as soon as compulsory registration is widely accepted - expected to be in autumn 2016. It will then be possible to book a time slot in advance at all terminals and thus be guaranteed to be dispatched at the stipulated time. The terminals will then experience significantly less bottlenecking, and an optimized gate-processing.

The advantages of the future slot-booking are:

- Registration in advance
- Confirmed availability
- Fixed gate-processing time
- Faster gate-processing
- No waiting times
- Increased planning reliability

Swissterminal is convinced that compulsory registration and the planned slot reservation system will prepare the terminals for the future and make it possible to offer customers even more efficient handling.



In the future, authorized agents can fix, change and rebook slots according to their needs.

baselbypass.

Bypass the city of Basel thanks to the "Container Terminal Weil am Rhein"

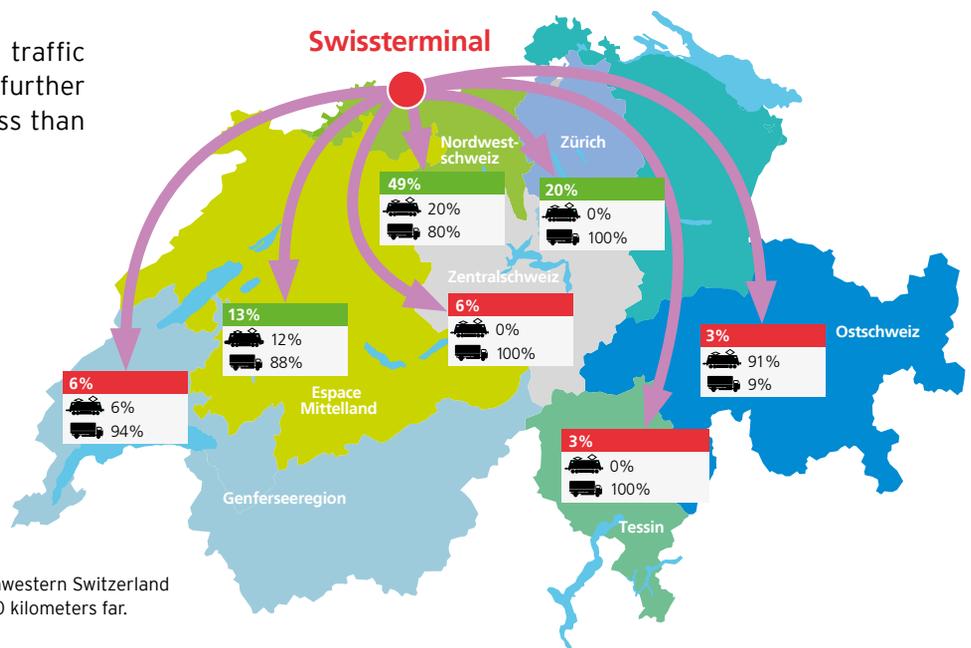
Together with two partners Ultra-Brag and Danser, Swissterminal is planning a new container terminal in Weil am Rhein to replace the terminal on the Westquai, which will be closed to make way for urban development. The numerous advantages of the new port terminals were highlighted in the last edition. The bypass of the city of Basel via the A98 over Rheinfelden is a central element in the "CTW" project. By comparison, the major project "Gateway Basel Nord" of SBB Cargo, Contargo and Hupac does not provide for a bypass of the city of Basel but "hopes" for a shift of 60% of all containers from road to rail.

Onward transport of containers by rail of the magnitude suggested by the stakeholders of Gateway Basel Nord is not feasible. This is the conclusion reached by economist Dr Rainer Füg* in an analysis of the current container traffic in Switzerland. The report, entitled "Development of container transport and the modal split in import traffic through the Rhine Valley railway" is based on figures from a traffic count at all Swissterminal terminals in 2012.

- Additional rail loading of containers only pays off from a distance of 200 kilometres.
- Due to demographic developments, the strategic decisions of many industrial companies in Switzerland, and the expected changes in traffic flows in Europe, the container traffic is expected to develop in the future at growth rates much lower than those of the past decade.

Shift of 60% of containers to rail "unrealistic"
The conclusion drawn by Dr. Füg is clear: **Even with significant efficiency improvements, a shift of 60% of all containers to rail is unrealistic.**

- Nearly half of the container import traffic goes to north-western Switzerland, a further 40% goes to the Midlands - thus less than 150 kilometres far.



Over 80% of containers going to northwestern Switzerland and to the Midlands - thus less than 150 kilometers far.

A daily avalanche of trucks over the city of Basel preprogrammed

The planned centralisation of all the local terminals (Basel Wolf, Aarau, Frenkendorf and Rekingen) in Gateway Basel Nord therefore inevitably entails the following consequences: **The city of Basel is overrun by an avalanche of trucks every day and the current bottleneck, the Osttangente (eastern bypass), will in the future be even more heavily affected.**

Swissterminal and its two partners, Ultra-Brag AG and Danser Switzerland AG, are extremely sceptical about these modal split "visions". We are convinced of the efficacy of today's decentralised terminal infrastructure in Switzerland and therefore see our project "Container Terminal Weil am Rhein" as a replacement location for the terminal in harbour basin 1 that will be discontinued in 2029.

*Dr. Rainer Füeg, Borisat GmbH, is an independent consultant who analyses business and economic issues. Before starting his own business, he worked for the Basel Chamber of Commerce for over 20 years and created the acclaimed annual Economic Survey of North West Switzerland.



Swissterminal plans with two partners the «Container Terminal Weil am Rhein» to replace the terminal on the Westquai 2029.

"Container Terminal Weil am Rhein" – Feasibility of the A98 motorway junction confirmed

The feasibility study commissioned by the City of Weil am Rhein at the beginning of 2016 has shown that the A98 motorway junction is feasible. The next step, planned for the second half of 2016, is to carry out a traffic survey as a basis for submitting an application with the state and federal authorities. The motorway junction is essential for the realisation of the project "CTW".

CTW TRIMODAL
CONTAINER
TERMINAL
WEIL AM RHEIN

50 years containers.

Container conquers Europe – Swissterminal right in the middle of it all

On 3 May 1966, the first container ship from overseas unloaded a container for the first time in the port of Rotterdam. At the time Alex Mayer († 2015), founder of Swissterminal, was working at the port in Rotterdam and immediately recognised the potential of the container. After a few years in Rotterdam, Alex Mayer returned to Switzerland and started an empty depot in the port of Basel with a single container and a caravan as an office. He is therefore considered one of the container pioneers, not only in Switzerland but in the entire European hinterland.



Alex Mayer,
(† 2015), container pioneer,
started 44 years ago a
container depot in today's
harbour basin 2.

The founder of the family business Swissterminal, today run by the second generation, discovered early on that there is a need for empty container depots in the hinterland. In the early years of the container the empty containers were always sent back to the sea-ports. In 1972 Alex Mayer started to store the empty containers at the port until a client needed the container for export from Switzerland. This saved the shipping companies high return-related costs and became the successful business model which it still is today.

Magic crate takes the world by storm

Before the invention of the container, goods arrived in the major ports in bags, small bales and crates. The goods were offloaded individually, making for some of the heaviest manual labour. Transport by container led to a massive increase in efficiency, not in faster handling but also with regard to storage, thanks to

stacking. For many the benefits of the container were apparent: entire warehouses were demolished, since the container itself served as a warehouse; container bridges were built and space was created for depots. The development of container transport was unstoppable.

Container sets global standard

After merely a few years, the international transport and logistics community agreed on standardising the container dimensions at 8 feet high, 8 feet wide and 20 feet long. The result was that ships, terminal areas, cranes and spreaders were designed and built throughout the world according to these specifications. Each container was labelled with a code, making it uniquely identifiable worldwide. This standard is still upheld and is regarded as the main driver of the globalisation of the past 50 years.

Containerisation is complete

Over time, more and more goods were containerised, so that the process of containerisation is now for the most part complete. This means that all goods that can theoretically be transported in containers are also in reality transported in containers. Switzerland imports mainly consumer goods for the retail trade in containers. These include raspberries from South America and tuna from Asia, but also blood products and organic wheat from abroad. Swiss companies export, among other, things ice cream, coffee capsules and various pharmaceutical products to the rest of the world.

Swissterminal writes the next chapter in the history of containers

It's 44 years later and Swissterminal is still the Swiss market leader in the field of empty depots and handles containers in combined transport at four locations in Switzerland.

With its container terminals in northwestern Switzerland, Swissterminal connects Swiss importers and exporters with the oceans. Swissterminal is set to continue co-writing the history of the container.



From Alex Mayer founded Containerdepot AG in harbour basin 2 (1975).



Invention of the container

Malcom McLean, an American freight forwarder, is considered to be the inventor of the container. It is said that he already had the idea of being able to transport goods more efficiently as early as the 1930s. He copied the concepts of stackability and thus the idea of a container from a cigarette dispenser: the containers in the ship should lie like the cigarettes packs in the machine.

Container weight verification as per 1 July 2016:

- Swissterminal is ready for the new SOLAS regulation.
- Swissterminal can already weigh your container at each location.
- Swissterminal has verified scales that are officially calibrated and tested at all locations in Basel, Birsfelden, Frenkendorf and Rekingen.

If you need any further information regarding our services, please do not hesitate to contact us!

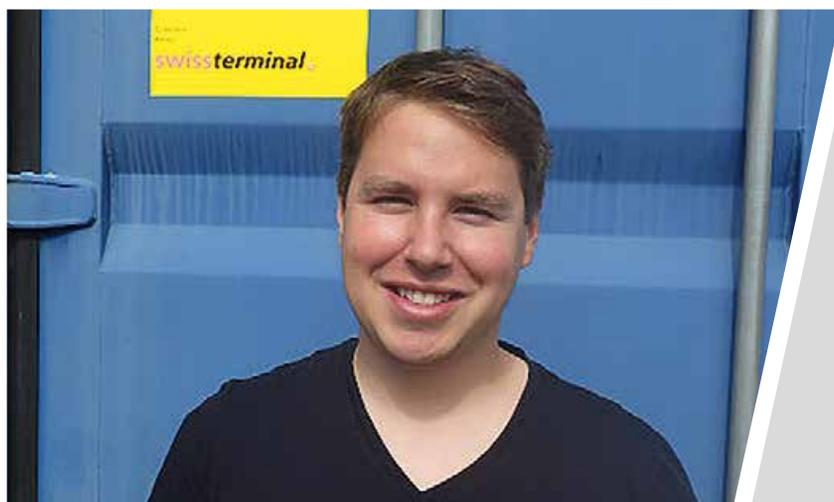
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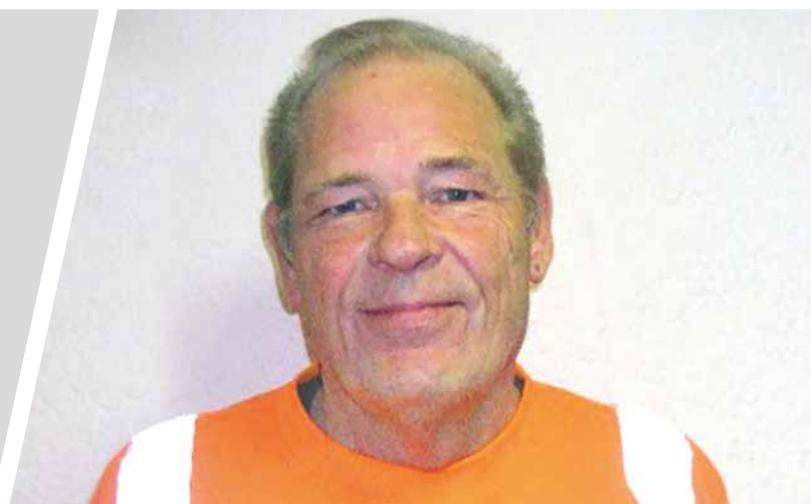


Promotion

Thorsten Mutter, employee/dispatcher at our terminal in Rekingen, was promoted to Rekingen Operations Manager on January 1, 2016. For this we offer him our warmest congratulations. We wish Thorsten Mutter continued success and great satisfaction in his new role.

Retirement

Hans-Peter Pörting, employed at our terminal in Rekingen, started his well-deserved retirement in April 2016. We thank him sincerely for his tremendous input and unwavering dedication. We wish him all the best, good health and exciting experiences in this new phase of his life.



Offspring

A hearty welcome to Ella Maxi!

On June 8, 2016, Ella Maxi, daughter of Kathrin Tschamber, was born. We wholeheartedly congratulate on the birth of the little one. She may grow and thrive, and lead a charmed life.

crosstalk.

Insight into the varied activities at Swissterminal

Swissterminal currently employs two interns. We checked in on Yamina Siegrist (20) and Roman Leber (21).

Do you look forward to returning to the University of Applied Sciences after the summer?

Roman Leber (RL): *I look forward to starting my studies in industrial engineering at the University of Applied Sciences of Northwestern Switzerland after the summer. However, I am not happy that the internship is over. I like it very much at Swissterminal.*

Yamina Siegrist (YS): *I'm going to study industrial engineering at the University of Lucerne. I am very grateful to Swissterminal for the opportunity to do an internship in this interim year.*

Which departments are you assigned to at Swissterminal?

RL: *In the first two months I was allowed to sniff around in all the departments, in other words in Repairing, at the terminals, in Purchasing, Accounting and Customer Service. During this time you get a good overview of the diverse activities of a terminal operator.*

YS: *I felt the same. This insight was very important because before starting my internship I could not really envision everything that is involved in operating a terminal. Now I use terms like reefer services, rail operators and handling on a daily basis.*

RL: *After this initial period, I received practical training in a specific area - from A-Z! In my case, it was scheduling of the ships in the terminals: from container import via the customer contact to unloading the container at our terminals.*



Yamina Siegrist dreams of reefer services and handlings.

YS: *At the moment I am responsible for the containers that travel by train to and from our terminals. I am already scheduling the entire import and export traffic of some trains on my own.*

So you're already right in the middle in the process flows?

YS & RL (laughing): ***If we are not there, the inbox overflows.***

YS: *Of course business goes on without us, but it's nice to know that the other employees are already relying on us.*

RL: We already have a great responsibility - not only toward the other employees, but also toward Swissterminal's customers. Sometimes we are already the first point of contact for certain customers.

What have you learned?

YS: I receive advice from my colleagues daily, such as how to go about something a simpler way to achieve the same objective. But I could also teach the other employees a few tricks with my computer skills.

RL: Especially with regard to Word and Excel skills I have learned a lot. I am convinced that this knowledge will continue to be useful to me in my forthcoming studies.

Did you experience anything during your internship that stands out in particular? A special experience?

RL: Once when the digital systems shut down for a short time, we partly replaced the system with a phone on each ear and did everything we could to ensure that our customers received

their container despite the system malfunction. This was an incredible team effort by the Customer Service department, our colleagues at the terminal as well as Repairing.

YS: For me, the teamwork, mutual support and the flexibility to work together to find a solution to a problem as quickly as possible are the most exciting moments at Swissterminal.

RL: You can tell that you are working in a long-standing family business.

Could you see yourselves working at Swissterminal after your studies?

YS & RL (as one): If there is a suitable position for an industrial engineer, certainly.

We asked Roman Mayer, CEO, about this

RM: Let's see where the road leads to for Swissterminal, but I would be pleased to receive an application from these two and would definitely consider it most carefully.



Roman Leber likes to have a phone on each ear.

mobilestorage.

Buy and rent containers from the pioneer

Need a simple transport box, a flexible storage facility, a garage for private use or a mobile workshop and a construction site storeroom?

A container is ideal for all these purposes and cost effective to either buy or rent from Swissterminal for a certain period. Options include new, used and cooling containers - delivered or ready for collection.

Our containers are often also used for events or warehouse bottlenecks as an additional refrigerated

warehouse or storage space for refrigerated and dry goods.

We have the newest and most modern reefer container fleet in Switzerland. Our containers operate with maximum energy efficiency and at a wide temperature range, from -25° to + 25°.

Ask us, we look forward to being of assistance!

Combine.
Move.

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CHOOSE YOUR CONTAINER!

With the container pioneer in Switzerland. New or used, for storing or transport, refrigerated or dry, buy or rent, we have the right container for your individual needs.

ASK US NOW – WE ARE HAPPY TO ADVISE YOU:

Phone: +41 (0)61 906 45 66

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