

goodnews.

We move freight of all shapes and sizes

October 2017



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Niederglatt opens its doors

06. FIRST BIRTHDAY

The Swisstrain has new partners

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Inspector for maritime containers

Combine.
Move.

swissterminal

exercises.

Dear Readers,

The past months came with quite a few challenges for transport and logistics companies, and therefore for our customers as well. The handling delays of barges in Rotterdam and Antwerp were followed by the part-closure of the Rhine Valley rail line close to Rastatt.

Even though we had to face considerable impediments, our Swisstrain managed to maintain two thirds of its regular connections. This was a huge exercise, but due to the measures we took, we were able to avoid a massive backlog. However, we notice some capacities for export cargo, which results from a change in our customers' booking behavior since the incident.

We would like to express a heartfelt thank you for your trust in our service – and would like to stress that we would be delighted to accept your bookings as per usual. It is true, the disruption of the line caused a lot of trouble and led to many extra hours for our team. However, there is some good news, too. We managed to proof that our service works well, and that we stick to delivery dates, even in extreme situations.

We are delighted to share some other good news, too: As from 1.11.2017 we will re-start operations at our terminal in Niederglatt. This decision corresponds with an increasing market demand in the region. We are happy to cater to it and offer a com-



bined service product for greater Zurich, even with the lease in Rekingen coming to an end.

All good things come in threes – and so we are excited about celebrating the Swisstrain's first birthday this October. The market has accepted our product well, and we even expanded our service offering during the first year of operation. In addition to Rotterdam, you can now ship your cargo via Antwerp, too, leading to more flexibility and choice. On top of that, we further improved the transit times to the Netherlands.

We have included a picture of our train as a small birthday gift to you in this edition. It shows the Swisstrain running on a rather picturesque part of the alternative route that we used during the closed Rhine valley rail line. It is not so bad to change your perspective from time to time!

You will find more information about these developments and many more on the following pages. We hope you enjoy reading our good news!

Roman Mayer
Roman Mayer

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■ **IMPRINT**

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NIEDERGLATT OPENS ITS DOORS

The Swissterminal AG will resume operations at the container terminal Niederglatt, located in the municipal district of Niederhasli close to Zurich. As from the beginning of November, Swissterminal AG will operate with a feeder connection by train between its headquarters in Frenkendorf, close to Basel, and Niederglatt.

The terminal in Niederglatt has a capacity of up to 4,000 teu.



From 2012, Swissterminal has served the greater area of Zurich exclusively via the container terminal Rekingen. However, the lease for this site is coming to an end. The decision for Niederglatt is in line with an increased customer demand for rail freight solutions in one of the most important markets in Switzerland, and offers clients in greater Zurich a solution to move boxes via combined transport to and from the sea ports in an ecological manner at their doorstep.

Situated in the municipality of Niederhasli, the terminal features a direct rail link via the access point Niederglatt. On top of that, connections to the motorways A1 and A51 facilitate easy transit to adjacent areas.

CORNERSTONE OF TRANSPORT POLICIES

The Swisstrain will initially operate its feeder connection with three trains per week, boasting a capacity of 32 teu each. With a space of 34,000 m², the efficient container terminal Niederglatt has a capacity of 4,000 teu. This corresponds to an increase of 320% in comparison to Rekingen. The terminal features 12 reefer connections, a reach stacker that can lift up to 45 t, and a forklift for the handling of empty containers. The handling of hazardous cargo is not possible here.

The shift of freight transport from road to rail is a crucial cornerstone of both Swiss and European transport policies. With putting Niederglatt into service, Swissterminal contributes to relieving road congestion between the important industrial areas of Basel and Zurich.

CORRESPONDING TO MARKET DEMAND

Roman Mayer, President and Delegate of the Board at Swissterminal AG, explains the reasons behind the decision to shift terminal operations to Niederglatt: "Offering a container terminal in Niederglatt corresponds to market demand. The greater area of Zurich is a crucial market for many of our customers. Since a lot of roads in the vicinity are heavily congested, especially towards Basel, the cargo shift from road to rail is getting more and more important. Also, the ecological aspect with regard to reducing pollutant emissions plays a vital role. We have identified these requirements and are delighted to offer our clients a reasonable and efficient solution to transport their cargo."

KEY DATA:

- 3 trains per week
- 32 teu capacity per train
- 34,000 m² of space
- 4,000 teu capacity
- An increase in capacity of 320% compared with Rekingen
- 12 reefer connections
- 1 reachstacker / hoisting capacity of 45 t
- 1 forklift for empty containers

EVERYTHING IS NEW... IN JULY

The Swisstrain, the latest addition to Swissterminal's growing service portfolio, develops quickly. The first train with containers headed for Rotterdam left Frenkendorf on 3 October 2016. The market has adapted the new product swiftly, and demand is constantly growing. The company reacted promptly and expanded its service – even though the past few months came with quite a few challenges.

As of 10 July 2017, the Swisstrain connects Frenkendorf with the port of Antwerp in addition to the port of Rotterdam. In this context, Swissterminal has switched its service and now uses the hub Neuss, offering more reliable and efficient links to two of Europe's most important sea ports. Furthermore, Swissterminal has entered a partnership with the logistics service provider Optimodal Nederland B.V., who acts as an agency for the Swisstrain (please see also the interview with Optimodal's MD Karsten Scheidhauer, p.10). Customers benefit from this partnership in many ways, for example by many regular departures to different terminals by both train and barge.

A NUMBER OF CHALLENGES

The past few months highlighted the importance of having these alternatives available. Things really added up. Rotterdam and Antwerp are facing challenges to cater to the growing container volume that results from vessels increasing in size – and especially barges felt the impact. Terminals are struggling to load or discharge more and more containers at the same time, and this has caused many delays that came to a peak last summer. On top of that, there was a cyber-attack in June, lea-

ding to a complete shut-down of Maersk's terminals in Rotterdam.

Operations had just gone back to normal, when an incident during construction works for the Rhine valley rail line's new tunnel close to Rastatt led to serious consequences. On 12 August 2017, a shift of ground segments led to the entering of water and ground material into the tunnel, which caused a land slip at the construction site. From one minute to the other, the entire rail traffic came to a standstill. At first it was uncertain how long this disruption would last, but eventually it became clear that the line would remain closed until 2 October 2017. This affected rail freight traffic severely, as the line is part of the highly-frequented Rotterdam-Genoa corridor, which also connects Frenkendorf and Neuss.

TIME FOR A CONTINGENCY PLAN

The Swisstrain's team realised swiftly that this closure had potential to evolve into a worst-case scenario for freight traffic. They summoned a crisis meeting for the very weekend and worked out a contingency plan (please refer to good news compact from 20.09.17 for a view behind the scenes).



The team evaluated the options to keep up container transport as much as possible, despite the closed route. They quickly figured out that barge transport was the best way to keep the backlog of boxes at bay. On top of that, the Swisstrain was one of the first companies that was able to operate on an alternative routing via Singen. Combined with barge transport, the inconvenience for customers could be reduced to a minimum, even though the situation was far from ideal (see also the conversation with Markus Helg, Division Manager International Transport at Migros, p.8).

However, despite the closed line, the Swisstrain managed to further improve its transit times: For export cargo, the terminals APM2, RWG and EMX in Rotterdam are reached one to three days earlier than before, depending on the respective departure. And regarding the terminal EMX, the Swisstrain saves two days each on Mondays and Fridays. For imports, attractive connections for all vessels departing at Maasvlakte terminals are available.

TEAM-SPIRIT IS KEY

Every beginning is hard and a lot has changed since the Swisstrain first started. The team had to

face many challenges – but it was able to master every single one. Roman Mayer, President and Delegate of the Board at Swissterminal AG, appreciates the strong support of all parties involved: “I am speaking on behalf of the entire management by saying that we would like to thank all our customers for their ongoing support and trust in our services. The same applies to our partners BLS Cargo, Optimodal, Verzollung & Logistik AG and Gaston Schul. Thank you very much for your cooperation! A very special thank you goes to our team though. Without the huge commitment of our people, we would not have been able to establish the Swisstrain so firmly in the market, especially with Rastatt happening. I am proud that, together with our partners, we managed to develop the Swisstrain further and am looking forward to the future.”



„THE RIGHT SOLUTION“

Markus Helg,
Division Manager
International Transports
at Migros.



Migros, the cooperative association that is Switzerland's largest retail company, has been using the Swisstrain's services since it first started. We took this as an occasion to talk with Markus Helg, Division Manager International Transports.

Mr. Helg, how exactly and to what extent does Migros use the Swisstrain's service?

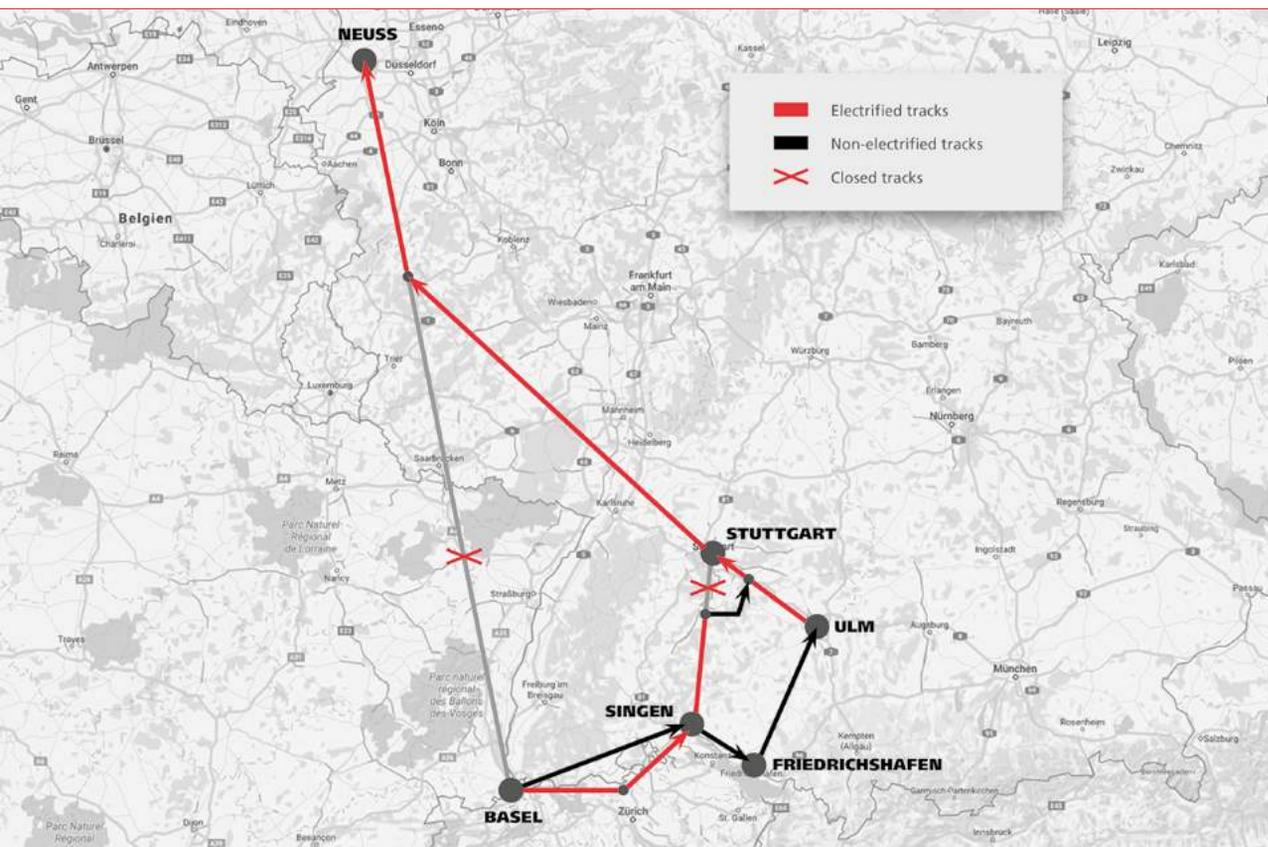
The Swisstrain carries a large part of containers arriving at the port of Rotterdam to the Swissterminal in Frenkendorf. Having arrived there, the onward transport to our distribution centres in Neuendorf with our rail shuttle and to Suhr and Volketswil via the Swiss Split begins. We route about 50% of boxes from overseas via ports in the north, primarily via Rotterdam. Since the Swisstrain has been using Neuss as a hub, we can rely on a quick on- carriage from Rotterdam, avoiding expensive demurrage costs. In Neuss, the boxes are being prioritised, meaning those ones that are urgently needed will arrive in Frenkendorf first. On top of that, the transport by barge on the River Rhine is possible from Neuss as well.

What aspect of your cooperation would you like to improve?

We would like to see a maximum of reliability, so delivery dates can be kept at all times. This would reduce the amount of coordination to a minimum for all parties involved. Electronic data transfer could be used as a fundament for this.

How did the disruption of the Rhine Valley rail corridor between Rastatt and Baden-Baden affect your operations?

We had barely weathered the effects of the cyber-attack towards APM's terminals in Rotterdam, and yet had to deal with new delays in delivery. About 200 of our boxes were affected by this disruption.



The Swisstrain used an alternative routing during the closure of the Rhine Valley rail line.

And how did the Swisstrain manage to assist in this situation?

The team at Swissterminal dealt with this crisis extraordinarily and I must compliment everyone involved. We were being informed about the current situation at all times. On top of that, we were offered useful alternatives to ship our cargo via barge very quickly. We took advantage of this offer and those containers stranded in Neuss arrived with a delay of just one or two weeks in Basel. The on-carriage per rail from the Rhine terminal was made possible as well.

Have you drawn any conclusions for your further business operations from this crisis?

We are happy that our decision to split the cargo flow between ports in the south and ports in the

north has proven to be right. Normally, we use a 50/50 split, but due to the chaotic situation in Rotterdam caused by the cyber-attack we had already slightly increased the volume that runs via Italian ports for the peak time between July and September. A good cooperation that builds on the experience of many years is helpful in situations like these as well.

The Swisstrain celebrates its first birthday in October. Do you have a word of advice for the future?

We would like the company to continue pushing the optimisation and digitisation of processes, so any given container's position is visible at all times. This would enable us to react to delays without any delay.

Mr. Helg, many thanks for this conversation.

COMBINED FORCES

Logistics service provider Optimodal has been on board the Swisstrain as an agency partner since July 2017. Karsten Scheidhauer, Managing Director at Optimodal Nederland B.V., talks about the background of this cooperation.

Mr Scheidhauer, a lot of things have changed for the Swisstrain as of early July. What role does Optimodal play in this context?

In Neuss, we take care of containers with destination Rotterdam or Antwerp. From there on, we transfer the boxes to the respective port, either via barge or rail. Depending on terminal and timing, we select the appropriate mode of transport. The same applies to imports from western ports to Frenkendorf.

What exactly is Optimodal's concept?

Optimodal is a synchromodal service provider, who connects the western ports with the entire European hinterland. Synchromodal means that we are able to choose between barge and own rail services at our facility in Neuss. From here we are connected to Rotterdam and Antwerp with seven rail and up to five barge departures per week. Also, we link Rotterdam and Dortmund with three weekly departures. On top of that, we benefit from using Kombiverkehr's services, Europe's largest operator for combined transport, via Neuss, Duisburg and Hamburg and are thus able to carry boxes throughout entire Europe. And last but not least, we offer depot as well as maintenance and repair services through our partner terminal Neuss Trimodal GmbH.

Is this your first cooperation with a Swiss partner? What does it mean for your business operations?

Yes, this is the first time that Optimodal works with a partner from Switzerland. With this cooperation, we have been able to increase and optimise the frequency of both barge and rail services. We have found very polite and competent people in Roman Mayer and his team. Together, we are able to combine our forces, as we complement each other very well.



Image copyright: Tanja Pickartz/Optimodal

Karsten Scheidhauer,
 Managing Director
 Optimodal Nederland B. V.

How did the disruption between Rastatt and Baden-Baden affect your operations?

We lost some cargo between Neuss and Rotterdam, even though this amount was only marginal. However, we could maintain the frequency of the departures, and therefore offer our partner Swisstrain the chance to keep up its own service on a high level, too.

How are you dealing with the barge delays in Rotterdam and Antwerp?

Because barges are facing massive handling delays in both western ports, we have increasingly turned to rail freight. Due to our attachment to Kombiverkehr, we were able to implement extra train departures on regular intervals. However, we have to pass on the additional costs attached to this.

It's the Swisstrain's first birthday in October. What kind of advice would you like to pass to the team for next year?

The Swisstrain's team does not need any kind of advice from our side, there is a wealth of expertise there. (Laughs) Or maybe there is one thing I would like to say: Please remain faithful to Optimodal, you might have found the best partner. But jokes aside: We would like to express our congratulations to Roman Mayer and the entire team for the pioneer spirit and the courage involved. Even during the most challenging times, the product managed to prove it is reliable – this performance is not easy to match! Keep going the way you are, you are doing it well. We are proud to have won the Swisstrain as a partner.

Mr. Scheidhauer, many thanks for talking with us.



LET'S MAKE IT HAPPEN!

The port of Rotterdam is the uncontested number one for container throughput in Europe. Switzerland relies heavily on the Dutch hub when it comes to the import and export of cargo. Matthijs van Doorn, Logistics Director at the Port of Rotterdam, illustrates, why efficient connections towards the south are crucial for the hub.



Mr. van Doorn, Rotterdam is Europe's largest port in terms of container throughput. The Swisstrain has been connecting the Netherlands with Switzerland since October 2016. What does your cooperation look like?

Inland connections in general obviously play a crucial role for our port. Traditionally, Switzerland has been an important part of our hinterland, and it is linked to Rotterdam via both barge and rail. This leads to plenty of options for shippers to transport their cargo via our hub, either quickly by train or more cost efficient by barge. However, both ways are a sustainable mode of transport. This is very important to us, and I am sure it is for our customers as well.

What role does the Swiss market play for you?

We are proud to have gained a high market share in Switzerland, as this proves the connections with Rotterdam are working well. However, to further strengthen the ties with the country, we are seeking direct exchange on the ground. This enables us to get in close contact with local players and sense what drives the market. On top of that, we just welcomed a group from the Propeller Club Basel at our port. Local contacts are key for us to further develop the corridor Rotterdam-Genoa. This requires both direct and indirect connections.

Why are these connections so important for you?

The market demand is for daily and sustainable connections between Switzerland and Rotterdam. The better and more competitive these links are, the higher the volume that goes via Rotterdam – obviously, this is in our interest. Rotterdam has a very important position in the service schedules of all the big shipping lines. No other hub acts as either first or last port of call for so many services as us. That means that import containers are available earlier and export boxes can be delivered at the terminal later. Furthermore, we feature an extensive shortsea network, for instance towards the United Kingdom, Ireland, Scandinavia, the Baltic or the Iberian Peninsula. The fact that we have a large chemical cluster here in Rotterdam is another advantage, as it generates a high transport volume as well.

“EARLY ADOPTERS SUCH AS THE SWISSTRAIN CAN MAKE HINTERLAND CONNECTIONS MORE TRANSPARENT.”

Is there anything that could boost the cooperation between you and the Swisstrain any further?

For instance, the team at the Swisstrain and us work together on implementing a “next step”



within our transport corridor. Working on our digital platform “navigate”, we evaluate possible measures to display container information in real time. On top of that, we would like to implement a pilot project, which is already in place in our port, at the Swissterminal as well. At the bottom line, this is about making the supply-chain run more efficiently and a transfer of know-how. The most important things here are time and focus. Both projects and opportunities are on hand – now it is all about “let’s make it happen”.

For you as a logistics provider, what is currently the biggest challenge in your business?

The challenge lies in the variety of issues. The consequences from the disrupted Rhine valley rail line was very testing for the market, for example. For us it is of utmost importance to learn from these incidents to make sure we will not experience a situation like that again. On top of that, the volumes being shipped via the Port of Rotterdam are growing rapidly, and this affects the handling of barges. We work together with market players to put long-term solutions into practice.

And in the short-term?

During the coming weeks and months, we will identify short-term actions to further improve the port’s performance. In general, we see many op-

portunities arising from the digitisation of our industry. We think that together with “early adopters” such as the Swisstrain, we can make both the port and the hinterland connections more transparent, efficient and competitive. And as a port, we would like to accelerate this process.

The Swisstrain celebrates its first birthday in October. Is there any piece of advice you would like to offer for the coming year?

At present, it is anything but easy for the rail freight industry. However, due to a high level of service quality and perseverance, there will be even more connections with Rotterdam in the coming year, I am sure!

Mr. van Doorn, many thanks for this conversation.

MORE THAN JUST A BOX

Containers are a crucial part of our industry. No matter if 20' or 40', high cube, flat rack or regular sized, they belong to our daily business just like the coffee in the morning. We all know boxes to facilitate the transport of goods from A to B. However, there is a lot more to it than that, as a recently completed sale has illustrated.

Earlier this year, Swissterminal's sales and purchase department sold a series of 20' high cube boxes to Quadrin, a company belonging to the Swiss Uffer AG. This alone is nothing special, but the boxes' deployment certainly was. Once converted into special open top containers and re-painted, they were used as an interim storage facility and for the transport for Quadrin's wooden construction elements. These elements can be turned into "stacked up rooms", for instance, put together from various pieces that can be integrated into a larger complex relatively easily. Standardised overseas containers as we know them have acted as a role model for this quick and easy way of construction – resulting in solid and standardised components.

OVERSEAS CONTAINERS AS A ROLE MODE

The respective modules are produced in Savognin in the Swiss canton of Grisons and afterwards shipped to their individual deployment place, where they can be easily assembled. All connections required such as electricity, water and internet are prepared in advance and merely have to be connected at site. There are plenty of opportunities for the elements to come into action. Bever (Grison) for instance, is home to Switzerland's first hotel entirely built by using wooden modular elements. And

for the popular music festival Moon & Stars that takes place at the Piazza Grande in Locarno (Tessin) every year, wooden modular elements designed after overseas containers were employed.

However, even original steel boxes are used for Quadrin's services, for instance for events. Rentable elements come in as pop-ups at the respective site in no time, with very little installation to be done. Electrical connections, heating and lighting are put in place already and facilitate an easy start-up of the box. The product can act in various ways, for example as a bar, showroom or VIP lounge – the box is always there.

FLEXIBILITY AND MOBILITY

When Malcom McLean in 1965 laid the foundations for the development of maritime containers, nobody expected the box to revolutionise world trade the way it did. Today, it is impossible to think about freight transport without thinking of the box. However, it seems to be a fair assumption that anyone would have guessed the container to come in as an inspiration for the construction of entire hotels, a flexible bar or a mobile office. Probably, this would have even surprised the great visionary McLean. Because one thing is clear: There is more to the box than commonly assumed.



From the outside, it might just be a box - but inside there are drinks.



Moon and stars in Locarno, the box is in the limelight, at least for VIPs.



A hotel is being constructed, using the box as an inspiration.



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WE HAVE CHECKED IT

“An investment in knowledge pays the best interest”, as the American all-rounder Benjamin Franklin realised as early as in the 18th century. Many things have changed since back then, but the saying remains just as valid today as it was yesterday. A solid and profound training of employees lays the best foundation for well-working operations, this applies to terminals, too.

Therefore, Swissterminal AG has teamed up with the Federal Association of Container Service Companies e.V. (Bundesverband der Container-Servicebetriebe e.V./BCSB) and welcomed the first certified “Inspector for Maritime Containers” as part of its team earlier in the year. The BCSB is a trade association comprising container depots in Germany, Austria, Switzerland and parts of France. In a joint effort with its members, the association developed a training programme for container checkers, which guarantees a high level of quality.

BASED ON INTERNATIONAL STANDARDS

The innovative programme is based on the International Convention for Safe Containers, 1972 (CSC). This standard for the safety of freight containers used in international maritime transport has been ratified by many countries around the world. However, Switzerland has not ratified the CSC so far, which is why there is a lack of specialist knowledge available in local organisations and associations. Swissterminal benefits from cooperating closely with the BCSB and is able to offer import and export companies a service that did not exist in Switzerland before.

The CSC sets out clear standards concerning the technical requirements for manufacturing and operating maritime containers. Due to the set of rules, container owners are responsible for using the boxes in a safe manner. However, duties arising

from this responsibility can be passed over to someone operating or storing these containers. According to the CSC, boxes are to be checked on a regular basis. This is where container depots come in handy, as they act as a link between the unloading and new deployment of a box. This makes even more sense, as depots offer value added services on top of the mere storage, such as maintenance and repair, for example.

DEVELOPED BY EXPERTS

The CSC states that national control authorities are supposed to ensure that container owners formulate clear guidelines for monitoring the condition of their boxes on a regular basis. This applies to the qualification of involved people and the documentation process, in particular. However, there is no standardised regulation for this. This is where the BCSB comes into play, since inspectors working at member companies are well qualified to carry out container checks according to the CSC.

It only makes sense that member companies were heavily involved in working out a catalogue of requirements for the “inspector for maritime containers”. The training consists of a three-tier model, which ensures that all members can train and examine its inspectors on a uniform basis. This ensures a high level of competence for participating companies with a proper documentation. After three months, candidates qualify as gate-checker, also called pre-checker. After a total of five months,



From left to right, Swissterminal's certified checkers: A. Olry, R. Altermatt, J. Paulicke, H. Bäuerle.

See also p.20
Mr Altermatt (pictured without a certificate) contributed to developing the programme and is Swissterminal's first fully certified Inspector for Maritime Containers.

they are able to get to the next stage, called "Reedereichecker", which roughly translates to shipping line-checker. After six months, the final exams take place. Passing these, candidates can call themselves leasing-checker as well. The training of the candidates is mainly undertaken by experienced inspectors in the member companies.

EVERYONE CAN QUALIFY

Since there are no particular requirements in terms of formal education, every company is free to choose those employees for training as they deem suitable.

The programme content is versatile. For instance, candidates learn about the history of containers and the legal foundation of the CSC. Furthermore, the manufacturing of boxes, the different types and sizes, insights about the securing of cargo, transportation loads as well as repair and standards for checking belong to the curriculum.

The training equips employees who work at a container depot with the required know-how to ensure the safe and qualified use of maritime containers. And by introducing this programme, Swissterminal has once again proven that it is driven by a high level of service – and by pioneer spirit as well.



Hannibal's Hub in Melzo.

A GOOD CONNECTION

Over the past years, the volume of transalpine rail freight has steadily increased. With a total of 71%, the share of rail freight peaked at an all-time high in 2015. For comparison: In 1981, this number was as low as 17%. One of the drivers for this development is Contship Italia's intermodal product Hannibal, which connects the integrated service provider's rail hub Milan-Melzo with Swissterminal's facility in Frenkendorf. We spoke with Franco Placa, Deputy General Manager at Hannibal S.p.A., about the company's service.

Mr. Placa, Hannibal offers an intermodal network linking the rail hub Milan-Melzo with plenty of destinations in Italy, and furthermore with some of Europe's most important industrial areas in Germany, the Netherlands and further beyond through its partners. Why did you choose Frenkendorf as your preferred gateway into Central and Northern Europe?

Frenkendorf offers a convenient location in the heart of Europe with fast links to the neighbouring countries Germany and France and further afield. Swissterminal is a family company, but it has implemented work processes usually seen at bigger corporations. That means we receive flexible yet reliable services. We have been using Swissterminal's hub since 2013 and are very happy with the service – and most importantly, so are our clients. The fact that more and more shippers are picking up on our alternative gateway solution via La Spezia clearly demonstrates this.

What is the current volume for Hannibal's Melzo-Frenkendorf connection?

At present, we offer three round trips per week and carry more than 10,000 teu per year. However,

we are planning to expand the service offering and increase the number of trips to five per week. On top of that, Hannibal will include additional destinations such as Lyon and Trieste in the near future. The latter will offer connections to Turkey.

Over the past months, European rail freight was hit hard by the closure of parts of the Rhine Valley rail corridor. Whilst Hannibal is not serving the route north of Switzerland directly, its partners were affected badly. What is your take of this incident?

This major disruption has highlighted the fact that numerous shippers are not balancing the risk management of their supply chain properly. The hinterland routing is a crucial part of this and the more reliable and competitive alternatives you have on hand, the better. Contship offers an effective tool for risk management, especially through our flagship terminal La Spezia that links directly to Switzerland.

Do you think the part closure has caused long lasting effects for the supply chain?

We managed to convince numerous clients to shift a large part of their traffic volume from road to rail



Franco Placa,
Deputy General Manager
Hannibal S.p.A.

during the past years, which is also in line with the transport policy of the European Union. However, with a major interruption like this one, we fear that some companies might consider turning back to road transport. This illustrates clearly that the European community has still a lot of work to do to push the European railway infrastructure. We need to build new rail lines that cater to the envisaged increase of rail freight traffic and allow for alternative routings to use in case of interruptions.

How do you see the development of transalpine rail freight for the foreseeable future?

I think that especially on the Rotterdam - Genoa corridor, we will experience a dramatic increase of freight volume. Look at the Swiss government's plan to limit the amount of trucks crossing the Swiss Alps to 650,000 per year after the opening of the Gotthard rail base tunnel in 2016. This "traffic transfer act" is to be implemented by the end of 2018 and is likely to lead to a huge shift from road to rail. And with the continuous service increase of Hannibal, we are already paving the way for this development.

Mr. Placa, many thanks for this conversation!



newarrival.



A hearty welcome to Elia! Elia, son of Fabrice Marti and his partner Noémi Holstein, first saw the light of day on 22 May 2017. **We wish the happy parents and of course also the new arrival all the best for the future and many enjoyable hours together.**

retirement.



Christa Renz, commercial clerk and planner at our terminal in Birsfelden, has stepped into well-deserved retirement in July. She joined Swissterminal on 01.10.2006 and served the company for almost 11 years. **We would like to thank her for her valuable contribution and many achievements over the past years, and wish her all the best for this next chapter in her life. May it bring lots of interesting experiences and good health.**

internship.



Mr Marco Aebi has completed an internship at the Swissterminal AG between 1 October 2016 and 31 August 2017 in preparation to taking a degree at the Fachhochschule Nordwestschweiz (FHNW). **We would like to thank Mr Aebi for his commitment and the excellent work and wish him all the best and success for his studies.**

anniversaries.



15 years
Fred Bans
joined 05.08.2002



10 years
Jean Luc Stemmelen
joined 01.01.2007



10 years
Marc Waldmeier
joined 01.05.2007



10 years
Paulo Froufe Ferreira
joined 01.06.2007



10 years
Alexandre Olry
joined 01.09.2007

We would like to express our heartfelt congratulations to all jubilarians and would like to thank every one of them for their commitment, engagement and loyalty to Swissterminal AG.

SPECIALISTS IN THEIR FIELD

Since the beginning of this year, Ruedi Altermatt may call himself "Inspector for Maritime Container". He is one of the professionals who brought this innovative course into life (see also page 16), which Swissterminal developed jointly with the industry organisation for container service companies (Bundesverband der Seecontainer-Servicebetriebe/ BCSB). Mid-September saw the first official tests taking place. Alexandre Olry, Jörg Paulicke and Hartmut Bäuerle have passed the second stage of this course, which earns them the title "Certified Checker". **We offer our hearty congratulations!**

WELL PREPARED

A total of 13 Swissterminal AG employees passed a company paramedics course this year. Hopefully this knowledge will never have to be applied in practice, but it is comforting to know that there are well prepared people ready to help in case of need at every one of Swissterminal's locations.



1 YEAR SWISSTRAIN

We would like to thank our customers for their trust in our services and our partners and employees for their support. We would not be able to operate the Swisstrain without a good cooperation between all parties involved. **We appreciate it and are looking forward to the coming years!**