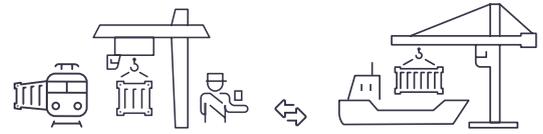
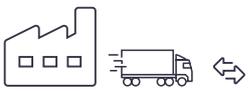


GOOD news

swissterminal  break & make bulk



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An eventful year

Dear Readers,

An eventful year lies behind us – one that brought a few challenges. The coronavirus pandemic had us, along with the rest of the world, in its grip. Nevertheless, 2020 was an overwhelmingly positive year for the Swissterminal Group, and I am very pleased to give you an overview of our developments. As always, you will find more details on the following pages.

For us, 2020 began with an exciting, fundamental change. In January, we welcomed DP World as a new strategic partner, and this partnership has already opened up many opportunities for our company. In April, we entered into another operational cooperation as Schweizerzug began a regular service to China together with RTSB. In May, Swissterminal started the new Break & Make Bulk warehousing service. And growth continued at a rapid pace: in June, we succeeded in expanding the Swissterminal network with a rail link to Wolfurt.

After all of these developments, we used the summer to take a short breather. In October, we again picked up speed, launching our new digital booking platform for Schweizerzug. In November, we expanded our intermodal offering with our new inland waterway service between Switzerland and the ports of Rotterdam and Antwerp.

By the time we publish this new issue of Goodnews, this eventful year – in every sense – will be drawing to a close. I hope that you and your family will have time to recover from the turbulence and enjoy a peaceful holiday season.

We will use the time to recharge our batteries. Because there's one thing I can already reveal: the Swissterminal Group will continue to develop in 2021 to create new opportunities for you, our employees, customers and partners. But first, on behalf of the entire Executive Board, I would like to offer a heartfelt thank you for your ongoing support and loyalty. We wish you all the best for 2021 and above all, good health. Enjoy this issue of Goodnews!

Best wishes from Frenkendorf,



Roman Mayer

Chairman of the Board and CEO Swissterminal



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A watertight transport system

Swissterminal AG is creating supplementary network connections to offer a flexible range of transport solutions. Beginning 1 January 2021, a regular inland waterway service will be introduced between Basel and the seaports of Rotterdam and Antwerp.



“The expansion of our service portfolio further strengthens Swissterminal’s position as a reliable multimodal transport provider in Switzerland.”

■ ■ To remain competitive, adding resilience into supply chains has never been more important than today. This is why Swissterminal is launching a regular inland waterway service for containers between one of Switzerland’s largest industrial regions and Europe’s biggest container ports in Rotterdam (Netherlands) and Antwerp (Belgium).

A joint product of Swissterminal and its partner DP World, this service includes two weekly roundtrips between Basel-Kleinhueningen / Basel-Birsfelden and the two western ports. Departures and arrivals in Switzerland will happen on Wednesdays and Saturdays. For greater flexibility, customers are able to deliver all day on Friday to meet the Saturday departure’s closing. All inland waterway services run via the German hub Germersheim, which is operated by DP World. Two feeder barges, each with a capacity of 96 TEU, run between the Swissterminal locations on the Upper Rhine and the German hub.

A seamless experience

Five barges regularly operate between the hub in Germersheim, DP World’s terminal with the highest throughput, and the Benelux ports. To ensure smooth handling at the hub, Swissterminal spent weeks testing a variety of timings and procedures. And in order to further provide a seamless experience, customers receive four free days of storage at any Swissterminal facility before or after departure.

In cross-border freight transport, customs clearance often creates bottlenecks. To resolve this issue, Swissterminal works closely with customs clearance experts. In Switzerland, import and export clearance is handled by VL Verzollung Logistik AG in Basel. All transport documentation in the seaports of Rotterdam and Antwerp is managed by Gaston Schul Customs GmbH, based in Emmerich on the German-Dutch border.

“The expansion of our service portfolio further strengthens Swissterminal’s position as a reliable multimodal transport provider in Switzerland,” stresses Roman Mayer, CEO of Swissterminal. After all, the company’s rail subsidiary, Schweizerzug, has continually increased its regular connections between its home country, Switzerland, and Rotterdam/Antwerp due to growing demand. **“Our additional services will give manufacturers and retailers even more options for intermodal transport. This will allow them to more flexibly structure their supply chains,”** says Mayer. Within Switzerland, Swissterminal offers door-to-door solutions.

Comprehensive transport network

Swissterminal’s comprehensive rail/barge transport system works to add resiliency to customers’ supply chains. **“At Schweizerzug, we offer services to Rotterdam, Antwerp and Neuss three times a week and China once a week,”** Mayer explains. **“The new inland waterway service now adds additional services to Rotterdam, Antwerp and Germersheim twice a week.”** As a group, Swissterminal has an even larger rail and barge network: in addition to Swissterminal’s own connections, there are eight weekly rail connections to Italy, two more to Rotterdam and one to Wolfurt (Austria), offered by third parties. The network also includes three other barge connections to Rotterdam and Antwerp respectively.

Running for over 1,233 km from its source in the Swiss Alps, the Rhine is one of the busiest waterways in the world. This is because the river, which is navigable for 884 km between Rheinfelden near Basel and the North Sea, offers an inexpensive transport alternative. The Rhine is particularly socially and economically significant for Germany. The Federal Association of German Inland Navigation estimates 175.6 million tons of goods were transported on the Rhine in 2019, which is 6.1 percent more than in the previous year.

More and more large shippers are searching for sustainable alternatives to trucking, and Swissterminal is receiving an increasing number of requests for these kinds of services. This was another deciding factor in the decision to offer both rail and inland waterway transport. **“With its low fuel consumption and a high carrying capacity, barge is one of the most environmentally friendly and economical modes of transport,”** Mayer emphasises.





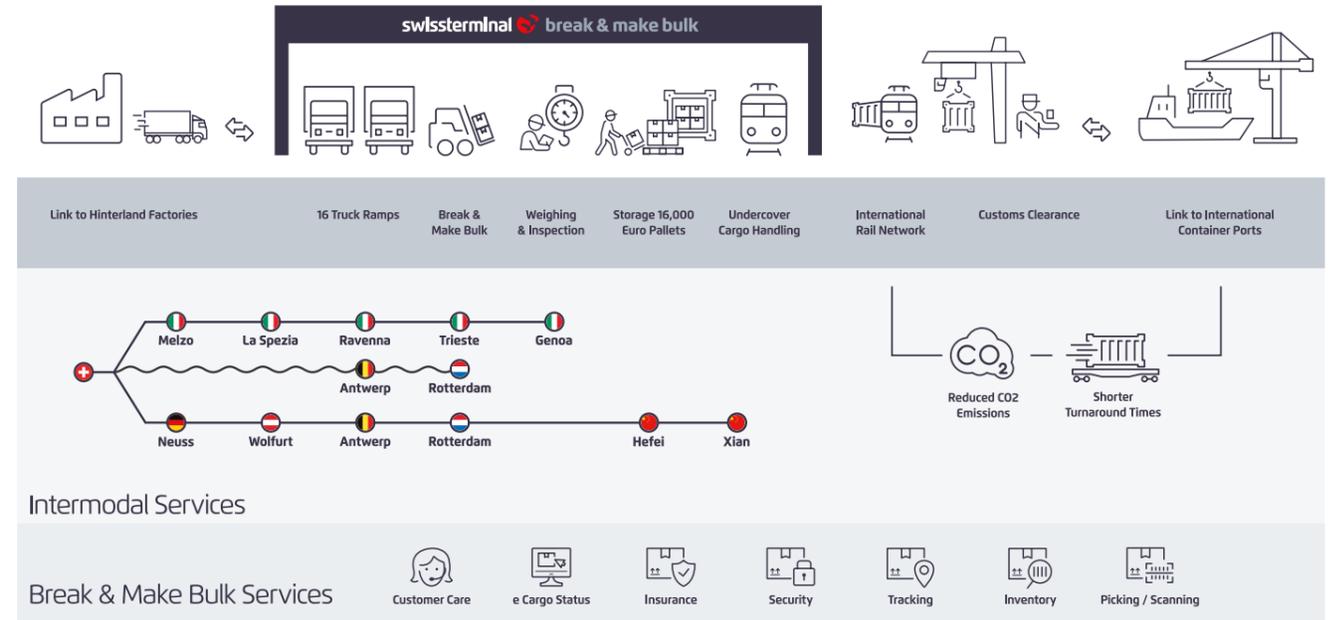
Swissterminal launches Break & Make Bulk

Swissterminal AG has a new core product: since July 2020, the logistics service provider has been offering customers the Break & Make Bulk warehousing solution at its main location in Frenkendorf near Basel. This extensive range of warehousing services is aimed at the retail and consumer goods industry. Here, depot, terminal and transport services are all closely interlinked.

- At the heart of Break & Make Bulk is a 22,000-square-metre warehouse, and this is where specialists from Swissterminal break up and assemble bulk ware. At the warehouse, 16 truck loading ramps are bustling with activity. In addition, the 100-metre-long integrated rail sidings, which extend deep into the belly of the hall, are equally action packed. Inside the building, neon lights give the facility's grey concrete a gleaming quality. Pallets and other containers are moved and stacked between mighty pillars. Food, beverages, household appliances, clothing or cosmetics are all secured beneath stretch wrap. Up to 16,000 Euro pallets can be stored here at a time, ensuring there is always room for customers' products.

All Break & Make Bulk processes are cleverly timed to make certain that logistical flows between the consumer goods industry and retail trade run like clockwork. This starts with receiving the goods in the warehouse and continues throughout customs clearance, palletising, X-docking or intermediate storage to dispatch via road or rail. While import goods arrive, export goods leave at the same time, putting multitasking into practice. This level of efficiency gives shippers a distinct competitive advantage and saves costs. They need less storage space, have no empty runs and can react flexibly to fluctuating flows of goods. **"The shipping process is significantly improved by extended cut-off times for distribution and picking in the warehouse,"** says Roman Mayer, CEO of Swissterminal.

The warehouse's bustling activity has a "natural" side effect that is becoming increasingly important: harmful emissions are reduced when consumer goods are collected centrally and then transported in bundles to their final destination by road or rail. This hub concept protects the environment because individual trips are reduced, shrinking the transport's CO₂ footprint significantly both within Switzerland as well as to and from European seaports. **"We take environmental responsibility seriously and are making**



an important contribution to the implementation of the Paris Climate Protection Agreement," notes Mayer. According to this agreement, Switzerland and the EU should be climate neutral by 2050.

With the launch of Break & Make Bulk, Swissterminal now also handles conventional freight trains. Although Mayer is a fan of standardised steel boxes, he explains: **"Compared to the standard container, the conventional freight wagon has a higher capacity, which can lead to synergistic benefits in the supply chain."** Swissterminal's experts developed the new offer in close collaboration with shippers. The shippers' capacity forecasts, peaks and normal fluctuations along the supply chain – the so-called bull-whip effect – were all taken into account. And in times of coronavirus, Swissterminal contributes all the more to securing the retail sector's supply chain.

The breakbulk warehouse is directly connected to ports in the North Range and in the Mediterranean via Schweizerzug services on the North-South rail corridor. There are daily train connections via the important railway junctions in Melzo near Milan (Italy) and Neuss in the Ruhr area (Germany) to Rotterdam (Netherlands), Antwerp (Belgium). And in Italy, connections run to Genoa, La Spezia, Ravenna and Trieste. Due to the trains' high frequency, the consumer goods industry can avoid expensive container parking fees in the port (detention). **"Empty containers return to the depot faster. Agreed unpacking and return delivery times are not exceeded, so customers will face no additional charges,"** explains Mayer.

The Chinese hubs Xi'an in the Shaanxi province and Hefei in the Anhui province are also served once a week. This gives shipper additional security in case the COVID-19 pandemic should restrict air and sea freight.

"The launch of operations went smoothly right from the start," acknowledges Mayer. **"We owe that to the great teamwork at Break & Make Bulk."**

"We take environmental responsibility seriously and are making an important contribution to the implementation of the Paris Climate Protection Agreement."

Connecting the world through partnership

The world is a big place. But for Swissterminal customers, it's becoming increasingly smaller, thanks to the company's strategic partnership with multinational logistics provider DP World.

■ ■ With a network that spans all five continents, DP World is a leading enabler of world trade, and as a Swissterminal customer, this leads to competitive advantage. Offering 73 terminal locations in 38 countries, DP World's global presence opens up endless possibilities for Swissterminal customers to flexibly design international supply chains and facilitate flows with greater efficiency.

Next year and beyond, Swissterminal and DP World are looking to further grow their shared network to power the future of global trade, together.

GLOBAL NETWORK, FLEXIBLE SUPPLY CHAINS



AMERICAS

- Argentina
- Brazil
- Canada
- Chile
- Dominican Rep.
- Ecuador
- Peru
- Suriname
- USA

ASIA PACIFIC

- China
- India
- Pakistan
- Philippines
- South Korea
- Thailand
- Vietnam

AUSTRALIA & NEW ZEALAND

- Australia

EUROPE

- Belgium
- Cyprus
- France
- Germany
- Netherlands
- Romania
- Serbia
- Spain
- Switzerland
- Turkey
- Ukraine
- United Kingdom

MIDDLE EAST & AFRICA

- Algeria
- Egypt
- Mozambique
- Rwanda
- Saudi Arabia
- Senegal
- Somalia
- South Africa
- United Arab Emirates



38
COUNTRIES



73
TERMINALS



Bringing logistics to life

Shipping containers are so much more than boxes made of steel. This is the surprising realisation that awaits visitors at the Swiss Museum of Transport in Lucerne, where the brand-new exhibition **'Experience Logistics!'** has been installed in partnership with Swissterminal.

- ■ Featuring interactive installations inside walk-in containers, virtual reality experiences plus a host of other exciting discoveries, this exhibit promises to bring logistics to life like never before.

Visitors take a deep dive into the world of logistics as they assume the role of logistics operator, managing scanning and picking stations, or board a pedal boat to adventure the pallet port, made from 1,834 EPAL wooden pallets. On the boat, they can set sail across a large pond to discover the world's largest container ports located in miniature containers on stylised, floating continents.

Swissterminal joins in the fun with its container park, comprising several stacked 40-foot containers, which house three exhibits.

"At the Swiss Museum of Transport, visitors not only brush up on their logistics knowledge with handy information points, but they can also actively participate in the exhibition," says Jean-Luc Rickenbacher, curator and project manager at the Swiss Museum of Transport. The historian and geographer has been part of the team for almost two years and notes that, for him, the exhibition

has highlighted the complexity of logistics: **"Each component of the entire supply chain must work so that the right goods are delivered to the right place, at the right price and at the right time."**

On the **'Logistics Theme Island'**, visitors will discover how an automated small-parts warehouse works. **"By using virtual reality technology, visitors will find out what role international standards, such as QR and barcodes, play in shipping a pineapple from South America to Europe,"** reports Rickenbacher. Visitors can also take a seat in the driver's cab of a 14-tonne heavy-duty forklift truck, where they can enjoy yet another tactile glimpse into the world of logistics.

Together with the Swiss Association for Vocational Training in Logistics ASFL SVBL, forklift courses are even offered, and, according to Rickenbacher, **"We've actively included broader logistics professions in our exhibition."**

"We have noticed there is a general lack of understanding of what has to be done every day to ensure that the flow of goods and information in Switzerland functions reliably," says Rickenbacher. While logistics is often associated with trucks and traffic jams, there is little public knowledge **"about the chain of events a simple order on the internet can trigger"**. But **'Experience Logistics!'** is about to change all that, with an interactive learning experience that brings the world of logistics up close and personal.

'Experience Logistics!' will be hosted at the Swiss Museum of Transport in Lucerne until the summer of 2022. Visitors can enjoy this open-air logistics and container world as well as other exciting events that will be held alongside the exhibition. For more information, visit www.verkehrshaus.ch.



Swiss Museum of Transport, Lucerne



Gateway Basel Nord: Complaint against COMCO

Swissterminal AG is fighting for fair competition in connection with the large terminal project Gateway Basel Nord. In mid-August 2020, the family-owned company filed an appeal against the Competition Commission (COMCO) with the Swiss Federal Administrative Court.

- ■ As Chairman of the Board at Swissterminal Group, Roman Mayer's entrepreneurial spirit is what guides his core belief that equal conditions should apply to all market participants. But when it comes to the controversial mega-terminal Gateway Basel Nord (GBN), he rubs his eyes in disbelief: **"First, COMCO approves a project which, according to its own assessment, is capable of eliminating competition. Then, it refuses us, as affected parties, to inspect the procedural documents and ignores the recommendation of the Federal Data Protection Commissioner."** For this committed entrepreneur in a family business, it is thus clear that COMCO is disregarding applicable law.

After a consortium pushed ahead with plans for the state-subsidised, large-scale trimodal terminal (rail/Rhine/road) GBN in June 2015, the people of Basel voted with a narrow "yes" to allow construction of the third port basin at the end of November 2020. However, the Swissterminal Group's concession for its highly efficient, trimodal terminal in Basel-

Kleinhueningen will expire in 2029. Swissterminal already successfully fought in court against this unlawful monopoly, financed with federal subsidies (see Goodnews issue 16, pages 14/15). The challenge is to now achieve transparency with COMCO's decisions as well.

A reminder: in June 2019, the competition authorities surprised the public by saying they had no objections to the GBN merger. COMCO itself was of the opinion that the large terminal would "eliminate effective competition in the handling of containers, swap bodies and semi-trailers in both import and export traffic". However, citing efficiency reasons, the Commission stated that GBN would improve conditions for rail transport. **"COMCO gave us no opportunity to comment on this alleged increase in efficiency,"** Mayer reports, shaking his head.

An appeal was filed against COMCO with the Federal Council of Germany. The goal was to create more transparency around COMCO's actions as well as provide access to the procedural documents. This appeal was rejected in June 2020 by the responsible Federal Department of Economics, Education and Research (EAER). However, Swissterminal did not give up, and COMCO ultimately shared the files. **"But so many lines in the papers were blacked out that we could not review the documents completely,"** complains Mayer. In March 2020, the Federal Data Protection Commissioner recommended that COMCO give Swissterminal full access.

This is exactly what Swissterminal wants to achieve now with its appeal to the Federal Administrative Court.



"First, COMCO approves a project which, according to its own assessment, is capable of eliminating competition. Then, it refuses us, as affected parties, to inspect the procedural documents and ignores the recommendation of the Federal Data Protection Commissioner."

Next stop: China.

While the COVID-19 pandemic has posed enormous challenges to economies and logistics all over the world, container transport by rail has proven to be reliable in these uncertain times. In 2020, Schweizerzug AG was able to expand its services to offer additional connections between Switzerland and China.

■ ■ Until recently, sea freight was the primary choice for container transport between China and Europe. But the advent of COVID-19 changed everything, with rail traffic on the new Silk Road increasing significantly. Whether by sea, air or rail, capacity for shipping goods is now extremely scarce, with frequent bottlenecks occurring, especially on many routes between China and Europe.

The joint product by Schweizerzug and the rail company RTSB Schweiz AG was thus a timely one, and since April of 2020, this joint venture has been offering container trains for transporting goods along the Iron Silk Road. Departure and arrival stations in Switzerland are Frenkendorf (Basel) and Niederglatt (Zurich) and in China, Xi'an (Shaanxi Province) and Hefei (Anhui Province). Customers benefit from complete door-to-door connections.

Transit time is approximately 15 days to Xi'an and 18 days to Hefei, and, according to Roman Mayer, CEO of Schweizerzug, **"This means that the joint offering by Schweizerzug and RTSB Schweiz is about twice as fast sea transport on the Rotterdam-Shanghai route."**

In this complementary partnership, Schweizerzug brings its proven connections in the western European ports of Rotterdam in the Netherlands and Antwerp in Belgium, which both run via the German hub of Neuss. From here, RTSB Schweiz takes over transportation along the Eurasian corridor, arranging short waiting times for relogging and customs clearance between Poland-Belarus and Kazakhstan-China. Via Xi'an and Hefei in China, connections are available to the important industrial centres of Shanghai, Hangzhou, Suzhou, Wenzhou, Taizhou, Ningbo, Nantong, Changzhou, Nanjing, Jinjing, Linyi and Qingdao.

Rail freight is pivotal to the Chinese government's "Belt and Road Initiative" (BRI), a global infrastructure development plan. In spring of 2019, then-President of the Swiss Confederation, Ueli Maurer, and China's President, Xi Jinping, signed a declaration of intent to this effect with sights set on closer cooperation. With the Swiss Federal Customs Administration (FCA) reporting cumulative foreign trade between Switzerland and China in both imports and exports for 2019 at CHF 36.49 billion, this places China firmly among Switzerland's most important international trading partners.

In Europe, too, the interim assessment of the COVID-19 pandemic and its impact on rail freight has proven to be positive for the Swissterminal Group, with Schweizerzug as its rail operator. **"When the borders were temporarily closed in March 2020, cross-border rail traffic was able to pass through without interruption. Since then, the demand for reliable rail connections for container transport within Europe has continued to grow,"** Mayer concludes.



Container booking in just a few clicks

To help customers keep track of the growing number of rail connections and make quick and easy bookings, Schweizerzug AG launched a fully integrated digital booking platform for container trains in early October 2020.

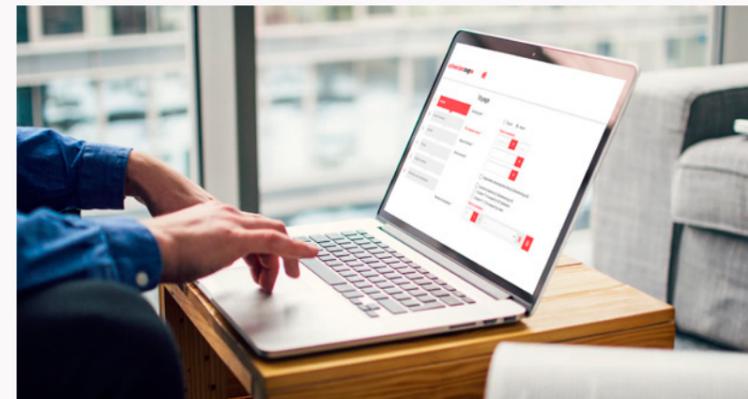
- ■ The intuitive interface gives the user an overview of the available transport capacities. Once the booking is made, a live confirmation is given within minutes, which avoids delays between sending and confirmation. The new booking system also provides direct feedback, such as pointing out missing data during entry, which helps to reduce booking errors. In addition, it automatically provides information on rebooking, delivery delays, cargo dispatch and delivery.

The new system currently accommodates import and export bookings between the western ports of Rotterdam/Antwerp and Switzerland in both directions, plus further connections within Switzerland by both train and truck. That said, China bookings are still made using the regular booking forms.

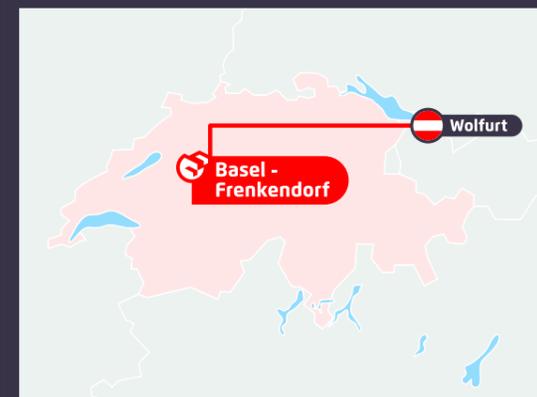
Schweizerzug's new online booking platform makes the administrative side of bookings much easier because it stores customer documents for the internet customs declaration or 'e-dec' with the Swiss Federal Customs Administration (FCA). Examples of this are e-dec for the creation of a T1 export document or a commercial invoice for the creation of e-dec import/customs clearance import or consignment note. Customers can download and save their booking overview and T1-documents directly after creation. In addition, they receive a warning notification if the PIN or any transport-relevant documents are missing. This simplifies the entry tremendously and streamlines the entire booking process.

Roman Mayer, CEO of Schweizerzug, says, **"Digitalisation is a key cornerstone in our Group's strategy, and with the launch of this booking platform, we are taking another step towards a digital future and making Schweizerzug fit for long-term success."** He concludes, **"We are firmly convinced that digitalisation will improve our customers' daily business, especially in today's uniquely challenging times."**

"Digitalisation is a key cornerstone in our Group's strategy."



Wolfurt integrated into the Swissterminal network



At the end of April, Swissterminal's network gained a new weekly rail connection to Austria. The Rail Cargo Group's (RCG) container trains run once a week via Frenkendorf on the route between Rotterdam, Europe's largest container port, and Wolfurt, Austria's westernmost rail freight terminal. In the future, the frequency of this service will be increased to two stops in Frenkendorf per week. RCG can transport goods loaded in Frenkendorf to Wolfurt, where it's possible to connect to RCG's dense intercontinental network. For example, to the Adriatic port of Koper (Slovenia) or the bimodal Bilk terminal in Budapest. Wolfurt serves as a hub for the strongly export-oriented economies of Vorarlberg and the Lake Constance region. The new connection to Frenkendorf is therefore another important step in connecting Swissterminal with important key regions around the world.

Growing together with customers



Semir Erovic,
Swissterminal, Break & Make Bulk

■■■ In mid-2020, Swissterminal AG made bold strides into the warehousing market with the launch of its Break & Make Bulk warehousing solution for a variety of general cargo types. To drive this project forward, the company has since hired specialists in the field, like Semir Erovic, a 24-year-old warehouse team leader in Frenkendorf near Basel. Erovic is responsible for ensuring customers in the consumer goods industry experience a seamless operation of warehousing services. In this interview, he highlights important aspects of his role and shares how the warehousing service has kicked off to a great start.

Mr Erovic, could you talk us through your warehousing experience?

Before I started working for Swissterminal on 1 June 2020, I had already been working in this warehouse for the previous owner, one of the leading retailers in Switzerland, for seven years. This experience and deep knowledge of the warehouse has given me an advantage in my current role. Following my three-year training as a logistics specialist, I trained further to attain federal certification.

What other specialists are there in your team?

I have eight other colleagues on my team who work directly in the warehouse or on the loading ramp, which is physically demanding work. The team includes a railway professional, a shunting specialist and a truck driver. My role is to coordinate operations from the office.

Has Swissterminal made any structural changes to the warehouse?

An important update to the warehouse, especially for us logisticians, is an improved floor area with new markings and special delineations for pedestrians. The whole building has been renovated, including the lifts and the staff rooms. The office complex, which can accommodate almost 60 employees, was completely renovated, too.

Logistical processes are more demanding for Break & Make Bulk than for container handling. What does this mean for your everyday working life?

Break & Make Bulk involves many more detailed tasks than container handling. For example, we have to check the article number and the condition of every box that goes through our warehouse, and when a container carrying 3,000 to 4,000 boxes arrives at the ramp, we unload these by hand. This takes two people half a working day. Another person then wraps the checked pallets with industrial stretch film and stores them with the forklift.

Are there any plans to make manual work easier through digitisation?

We are thinking about how we could optimise manual labour in the warehouse. In the future, for example, we would like to test to what extent a forklift could take over certain tasks or if there are alternatives to employees having to unload bulk loads by hand.

“With Break & Make Bulk, customers not only free up their own warehouse infrastructure, but they also enjoy lower transport costs and play a role in reducing harmful emissions.”

Compared to the standard container, the conventional freight wagon enhances the overall energy efficiency of the supply chain. How?

The conventional freight wagon has more than twice the capacity of the standard container. Where the standard container still has to be loaded onto transport before it can be moved, the freight wagon is already on the railway and ready to move. Our warehouse also has a direct rail connection, which brings added convenience to the journey of goods from production to distribution.

Do you have a concrete example of this?

We receive four freight wagons per day from a customer in the food industry. Each of the freight wagons carries about 200 pallets, which are unloaded at our premises. If we were to collect the goods directly from the customer, we would need eight standard containers for the outward and return journeys by truck.

What advantages does the warehouse offer this customer?

With Break & Make Bulk, customers not only free up their own warehouse infrastructure, but they also enjoy lower transport costs and play a role in reducing harmful emissions. In this customer's case, we save one empty run per freight wagon, which is not only a financial gain for them, but also a win for the environment, too.

What capacity has the warehouse reached since it opened?

We got off to a good start in July and have been increasing volumes continuously since then. It's important for us to be able to grow together with our customers.

Does the Break & Make Bulk team serve other customers?

Yes. The warehouse also has many individual discharges related to seaport transports, which are processed as spot business. This agility is exactly what makes Break & Make Bulk so special.

Will your team grow in 2021?

We will continue to keep our processes very lean and optimised, but depending on demand, we will grow our team accordingly.

Finally, a personal question: what is your favourite job at Break & Make Bulk?

I like to take responsibility and enjoy organising the day-to-day business, taking care of scheduling and making sure everything runs smoothly.

Thank you for talking to us, Mr Erovic.

Sustainable living – in a container

Mike Schütz, trained offset printer and founder of the container house start up, Trendlounge AG, has breathed new life into old refrigerated containers with his idea that reefer containers can offer a unique energy-efficient solution for home construction. Founded in January 2020, Trendlounge now offers ten different home and business container solutions and has built a show house in Stallikon out of three used reefer containers from Swissterminal AG.

■ ■ Emigrating to a lonely island in Canada at almost 50 years old might sound like a midlife crisis to some, but for Mike Schütz from Switzerland, this was the beginning of his big idea to build a 'Tiny House' from recycled reefer containers. Not wanting to give up the comforts of home, or deepen his environmental footprint by building a new house, Schütz decided upcycling used steel containers would be the smartest way to build a low-waste, energy efficient home away from home.

Self-sufficient, portable home

With Nova Scotia or Newfoundland in mind as the location for this new home, Schütz decided that the container house should be powered by solar cells and batteries and should retain the standard container dimensions of 6.1 x 2.4 x 2.6 metres, even after conversion, so it could still be transported by ocean vessel, rail or truck.

Schütz made plans to withdraw from his business of nearly 30 years, Druckzentrum AG Zürich-Süd, to found Trendlounge AG on 1 January 2020. In the spring of the same year, he bought three used reefer containers from Swissterminal to start building his dream.

The deep-sea containers were unloaded at his workplace in front of the Üetliberg mountain, where he soon began with the retrofit. Schütz drew and cut out windows, connected the containers, drained the coolant, dismantled and recycled the refrigeration units and fitted new front ends.

With a new lease of life, the container house received a fresh coat of exterior paint. However, the home would also have to meet the Swiss energy certification for compliance with energy regulations. **"What's important is insulation with a low U-value for thermal transmittance,"** explains Schütz, who ensured the floor, walls and ceilings were well insulated and even installed under-floor heating.

Know-how pays off

All of these renovations, including the water and electrical pipes, were installed accurately and hidden in the walls of the container. Thanks to nearly three decades as the owner and technical manager of his print shop, Schütz is no stranger to machinery, construction and renovation. This paid off when he installed plasterboards, broke through a ceiling to make way for a spiral staircase and "plastered and sanded a lot".

After starting from scratch with his own container house, Schütz soon expanded the 'Tiny House' idea to create a 120 square metre luxury container home and the impressive 'Square without end' model, built from no fewer than six 4-foot reefers. To date, Trendlounge AG has developed five different residential building models and as many business models, each one with superb attention to detail.

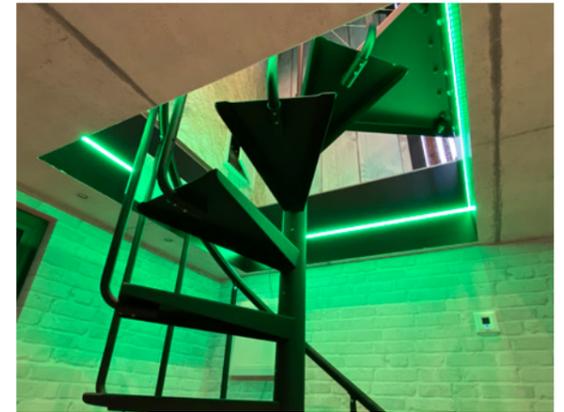
The company show house, dubbed 'Einfach doppelt hoch hinaus' or 'Simply aim twice as high', was created from three Swissterminal reefers, which,

The company show house, dubbed 'Einfach doppelt hoch hinaus' or 'Simply aim twice as high', was created from three Swissterminal reefers.

according to Schütz, are easier to work with than standard containers. It is important – and possible – for sustainable living to be attractive, too, so he chose a light green exterior, dark framed windows and wooden façade elements for the show house. Inside, guests experience high-quality fixtures and are transported to faraway places by digital wallpaper with beach sceneries and motifs.

"Building a house like this is an incredible challenge," says Schütz, summarising a back-breaking project into which he's poured his heart and soul. **"You really have to want to do a project like this to make it work, and a level of blind faith is necessary to make it happen."**

Trendlounge



650

hours to build the show house

170,000

CHF is the approximate selling price for the show house



Achieving ISO 9001:2005 certification across all business units

Quality in everything

Swissterminal is committed to the continuous improvement of all operations and is constantly looking for ways to incorporate industry best practices.

■ In June 2013, the company met the requirements to receive the ISO 9001 quality management certification and has since expanded its quality management step by step. In 2018, Schweizerzug AG was certified as an independent subsidiary, and the transition from ISO 9001:2008 to 9001:2015 was achieved for the entire Swissterminal company. Now, after only a few months in operation, the Break & Make Bulk warehouse with its cross-docking process will be added to the scope of the certification. Further processes such as in- and outbound storage and order picking will shortly follow. Through this quality certification, Swissterminal not only works to maintain the knowledge of its well-trained staff, but also develops a level of standardisation that enables easier employee onboarding or department transfers.



Green light for Swissterminal

As Switzerland's leading provider of logistics for container terminal handling, Swissterminal is committed to continuously reducing its ecological footprint. When two lighting points in the "GIK Industriegeleise im Kittler" rail track system in Frenkendorf had to be replaced at the same time as the entrance track was being lowered, Swissterminal saw this as an opportunity to upgrade the existing lighting system on the entire siding to LED. With many benefits, including a longer service life, superior energy efficiency and shock resistance, the LED lighting system is also kinder to the environment since LEDs contain no toxic pollutants. This is just one of the many ways Swissterminal considers the product life cycle in its value chain for a kinder, more considerate business approach to the environment.

stronger TOGETHER

Responding to COVID-19 as a team

The spread of COVID-19 continues to impact everyone around the world and every aspect of daily lives: our family life, our communities and, of course, how we work.

■ At Swissterminal, these challenging times have been a reminder of the importance of coming together as a team, and over the last few months, a strong atmosphere of support and collaboration has allowed the company to continue to meet the needs of employees, customers and partners.

Swissterminal's top priority now and always is its people. In that spirit, Swissterminal promises to continue to do its utmost to protect its employees and the well-being of their families. This is uncharted territory. Much is unknown. But one thing is for sure: together, Swissterminal will face the uncertainty of the future with the certainty of teamwork.



To stay up to date with all of the latest, like and follow Swissterminal on LinkedIn, Facebook and Twitter.



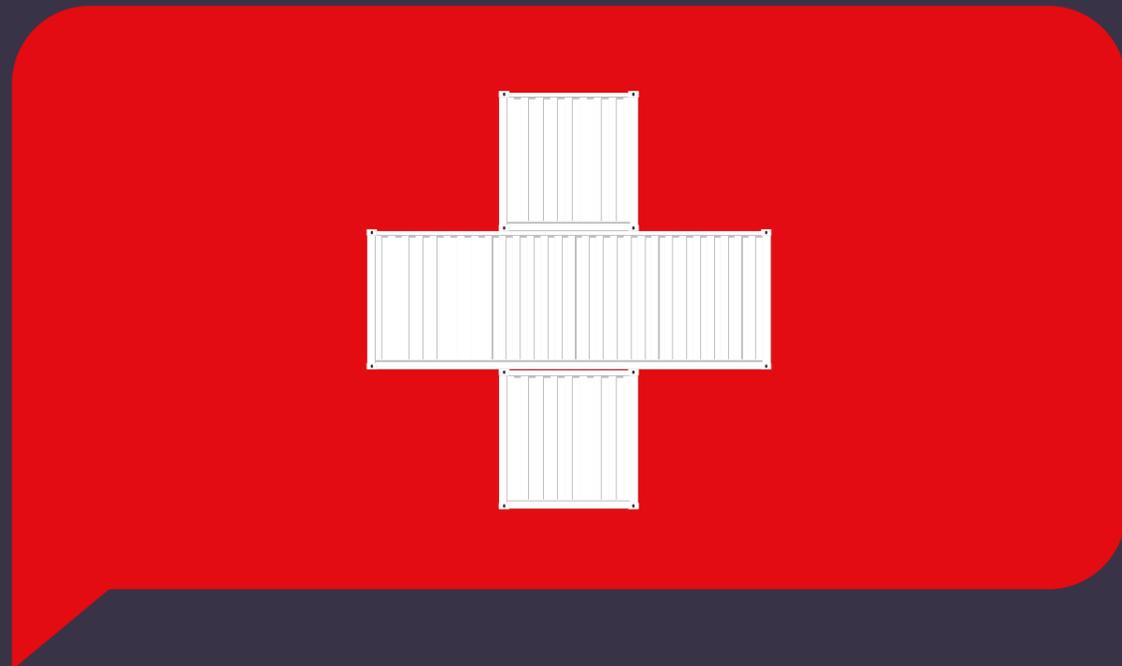
Throwback

SOCIAL MEDIA MEMORIES

Over the last few months, Swissterminal's social media profiles have been buzzing with captivating content. Here, you'll find a few of the most noteworthy posts.



Swissterminal announces strategic partnership with DP World (January)



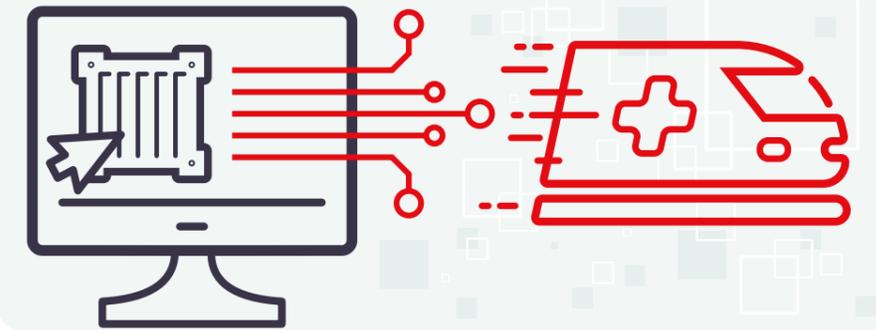
Swiss National Day celebration (August)

Discover our new warehousing offer



Launch of Break & Make Bulk product (May)

Schweizerzug goes digital!



Swissterminal sponsors retro drive-in cinema (July)

Launch of Schweizerzug online booking platform (October)



In House

New Entries / Births / Anniversaries /
Apprenticeships / Retirements

01

Max, welcome!

12 June 2020: Max, son of Damian Waldmeier (Business Analyst & Deputy Head of ICT) and his wife Susanne. We wish the proud parents and the little newcomer all the best and many happy hours together.



05

Apprentice

Leo Antunes started his apprenticeship as forwarding agent on 1 August 2020. We wish you a good start in your professional life and welcome you to the world of containers at Swissterminal.



02 - 03 - 04 - 05

02 - 10 years: **Kathrin Tschamber** (joined 01.09.2010)

03 - 10 years: **Jean-Claude Auchli** (joined 01.03.2010)

04 - 20 years: **Michel Bass** (joined 01.10.2000)

06 - 15 years: **Bujadin Ljatifi** (joined 01.04.2005) – left-hand side

06 - 10 years: **Avdullah Drvodeli** (joined 01.07.2010) – right-hand side

We would like to express heartfelt congratulations to all of our longstanding employees celebrating their anniversaries and would like to thank each and every one of them for their commitment, engagement and loyalty to Swissterminal Group.

A heartfelt thank you

to our employees, clients and partners for your cooperation throughout this past year. Although 2020 was full of uncertainties, your support was crucial in helping us navigate challenges and stay strong.

We wish you a happy,
healthy 2021!

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