

# GOOD news

04-05

## Swissterminal expands into the Alsace region

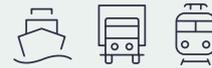
Swissterminal has been operating three French Rhine ports since 1 July 2021.



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 Ile Napoléon 

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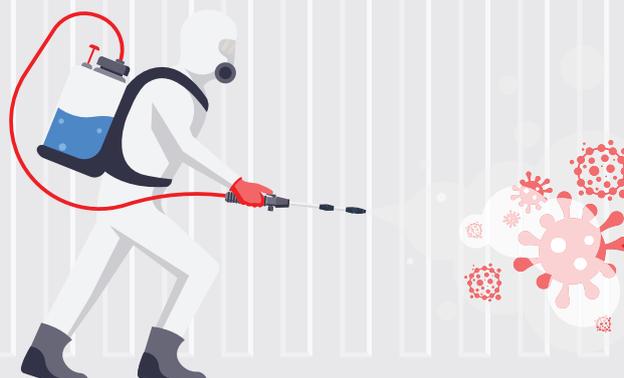
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# Swissterminal in France!

Dear readers,

**In this issue, I have the pleasure to announce some very special news: The Swissterminal Group is expanding into France! We are very pleased to have taken over port operations at Ottmarsheim, Huningue-Village-Neuf and Ile Napoléon on 1 July 2021. With this step, we are now able to offer additional services in the border triangle of Switzerland, France and Germany.**

This development marks another important milestone for our company. On the following pages, you will have the chance to learn about our three new locations and their advantages as well as peruse exciting discussions with two of our French partners.

Last year, we reached another key milestone: Our cooperation with DP World. We have been successfully working together with DP World for 1.5 years and are continuously expanding our joint network. You will also find an overview of our current offering in this issue.

Once again, we are in the midst of an exciting year. Nevertheless, the past months have been anything but easy, with the Corona crisis again taking the world in its grip. Therefore, my thanks go out to our employees, who have made our many developments possible under sometimes very difficult conditions. At the same time, I would like to warmly welcome all the new teams in France to the Swissterminal family. We are very much looking forward to our shared future and new business activities!

I would also like to express a heartfelt thank you to our customers and partners. Without your loyalty and faithfulness, we would not have been able to maintain our business activities throughout the challenges of Corona. We very much look forward to continuing to work with you!

I hope you enjoy reading this issue of Goodnews, and I wish you a wonderful summer.

With best regards from Frenkendorf,



**Roman Mayer**

Chairman of the Board and CEO Swissterminal



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# Swissterminal expands into the Alsace region

On the border triangle of Switzerland, France and Germany, Swissterminal has been operating three French Rhine ports since 1 July 2021.

**“The expansion into France will enable us to offer more handling and storage capacities in the future. For Swissterminal’s customers, this opens up additional opportunities for logistics growth.”**

■ ■ Roman Mayer’s vision for the Alsace region involves chocolate. In his mid-twenties, he worked in the pouring rain until after midnight reloading 12 tonnes of the cocoa product at the French Rhine port of Ottmarsheim. This due to a customer’s refrigerated container breaking down on a ship. **“At the time, I was particularly impressed by the large quantities of containers that were loaded via Ottmarsheim,”** recalls the CEO of Swissterminal. Since then, Roman Mayer’s idea of developing a port company in Alsace has matured. And on 1 July 2021, his vision finally became a reality: Swissterminal took over the operation of the three inland ports of Ottmarsheim, Huningue-Village-Neuf and Ile Napoléon in the Alsace region.

As with fine chocolate, the ingredients for the French Rhine ports’ new recipe for success were chosen very carefully. The concession for the ports is held by the public-private joint venture Euro Rhein Ports. Its commercial operator, Alsaceteam, is 90% owned by Swissterminal. The French seaports of Le Havre (Haropa) and Marseille-Fos each hold the remaining 5%. The wholly owned Swissterminal subsidiary, Alsaceterminal, has been entrusted with the operational management of the three French Rhine ports. As Chief Operating Officer Ports & Terminals France, Lionel Husser is responsible for Swissterminal’s operational activities in France.

**“One of the main drivers for this expansion was of course our need to find a solution for our site in Basel-Kleinhüningen,”** says Mayer. Here, Swissterminal’s concession for the highly efficient trimodal terminal conflicts with the controversial Gateway Basel Nord terminal project. Therefore, the concession for Basel-Kleinhüningen expires in 2029. The new location in Alsace provides a strong alternative because it ensures Swissterminal remains firmly anchored in the tri-national Upper Rhine Metropolitan Region with its approximately 6 million inhabitants.

It was this economically strong area in the middle of Europe that enabled Alex Mayer to lay the foundation for today’s Swissterminal Group in 1972. Alex Mayer’s son, Roman Mayer, grew up in the border triangle of Switzerland, France and Germany, and he believes in the region. While his French may not be perfect, he knows exactly how the neighbours in Alsace tick. A centuries-old history of collaboration unites the area and carries it into a common future. Mayer’s prime example of this principle is the EuroAirport Basel-Mulhouse-Freiburg, which has been in operation since 1953. **“If each country had built its own small airport here, our region would not be as strong,”** he notes. And he would now like to continue this success story on the waterways and the rails with the other partners of Euro Rhein Ports.

The joint venture’s ambitious investment programme supports an operational project with concrete goals. Huningue-Village-Neuf is to be expanded into a tri-national container terminal. Meanwhile, Ottmarsheim is getting a rail terminal. Both Rhine ports will also receive tri-national empty container depots and a rail connection to the two most important French seaports: Marseille-Fos and Le Havre. **“The expansion into France will enable us to offer more handling and storage capacities in the future. For Swissterminal’s customers, this opens up additional opportunities for logistics growth,”** says Mayer. The wide range of services at all three ports in France includes bulk, breakbulk and project cargo solutions, commercial rental space and rail shunting services.

The president of Euro Rhein Ports and Alsaceteam, Gilbert Stimpflin, sees it as a significant advantage that Swissterminal not only loads and unloads ships, but also offers pre- and on-carriage solutions. **“In order to continue developing the ports, it was necessary to find a partner who is familiar with onshore shipping and handling,”** he says. He believes the French Rhine ports partners’ ambitious five-to-ten-year plan is important. And he also believes Swissterminal’s worldwide network with its strategic partner DP World is a key advantage in achieving these future goals by **“enabling us to export our products more effectively.”**

One thing is for certain: With Roman Mayer’s chocolate-inspired vision driving the business, Swissterminal will present its sweetest side in Alsace.

# Welcome to our new locations in France!

GET TO KNOW THE THREE TERMINALS IN THE TRI-BORDER AREA

Berth length	1,300 m
Cranes	2 excavator cranes for bulk
Storage	17,500 m <sup>2</sup> outdoor storage
Warehouses	1 x 7,000 m <sup>2</sup> 1 x 3,600 m <sup>2</sup>
Transport connections	Motorway A35
	Water access: River Rhine & Rhine-Rhône canal

## Ile Napoléon

The bulk/breakbulk hub

The terminal in Ile Napoléon is the ideal location for the handling and storage of bulk and breakbulk cargo. Just outside the Mulhouse city limits, this bimodal port is excellently positioned on the Rhine-Rhône Canal.

Surface area	175,000 m <sup>2</sup>
Storage capacity	6,500 TEU
Outdoor storage (bulk/breakbulk/project cargo)	3,000 m <sup>2</sup>
Reefer connections	12
2 tracks on the terminal, total length	1,440 m
Cranes	1 excavator crane for bulk (up to 50 tons) 1 crane for project cargo 2 container gantry cranes
Warehouses	1 x 4,000 m <sup>2</sup>
Transport connections	Motorway A36 (France) / A5 (Germany) Rail connection
	Water access: River Rhine

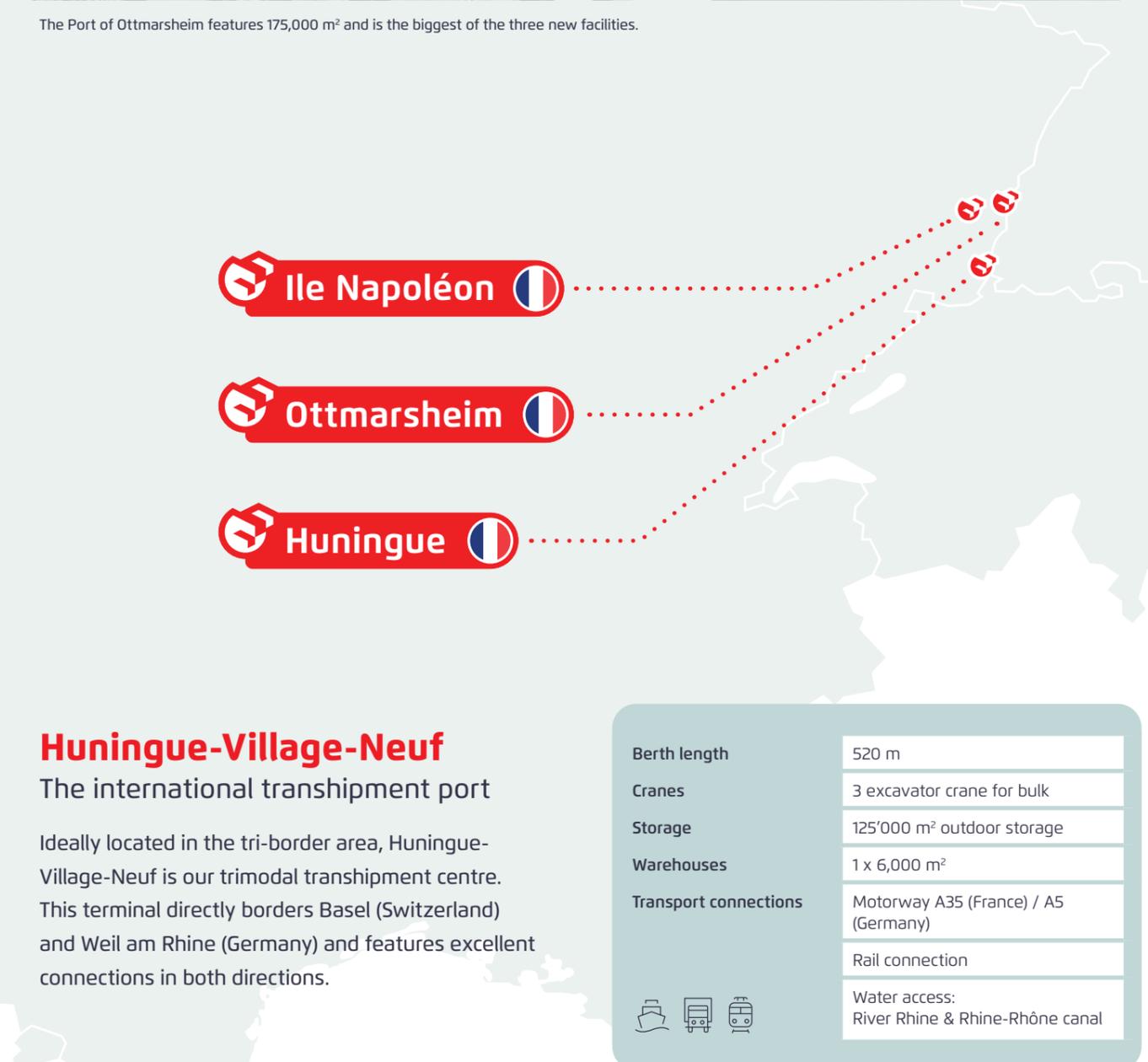
## Ottmarsheim

At the centre of the tri-border area

The trimodal terminal in Ottmarsheim is not only positioned for barge transport on the Rhine, but also offers excellent road and rail connections to locations across France, Switzerland and Germany. This location is well-equipped to handle containers as well as bulk, breakbulk and project cargo.



The Port of Ottmarsheim features 175,000 m<sup>2</sup> and is the biggest of the three new facilities.



**Ile Napoléon**

**Ottmarsheim**

**Huningue**

## Huningue-Village-Neuf

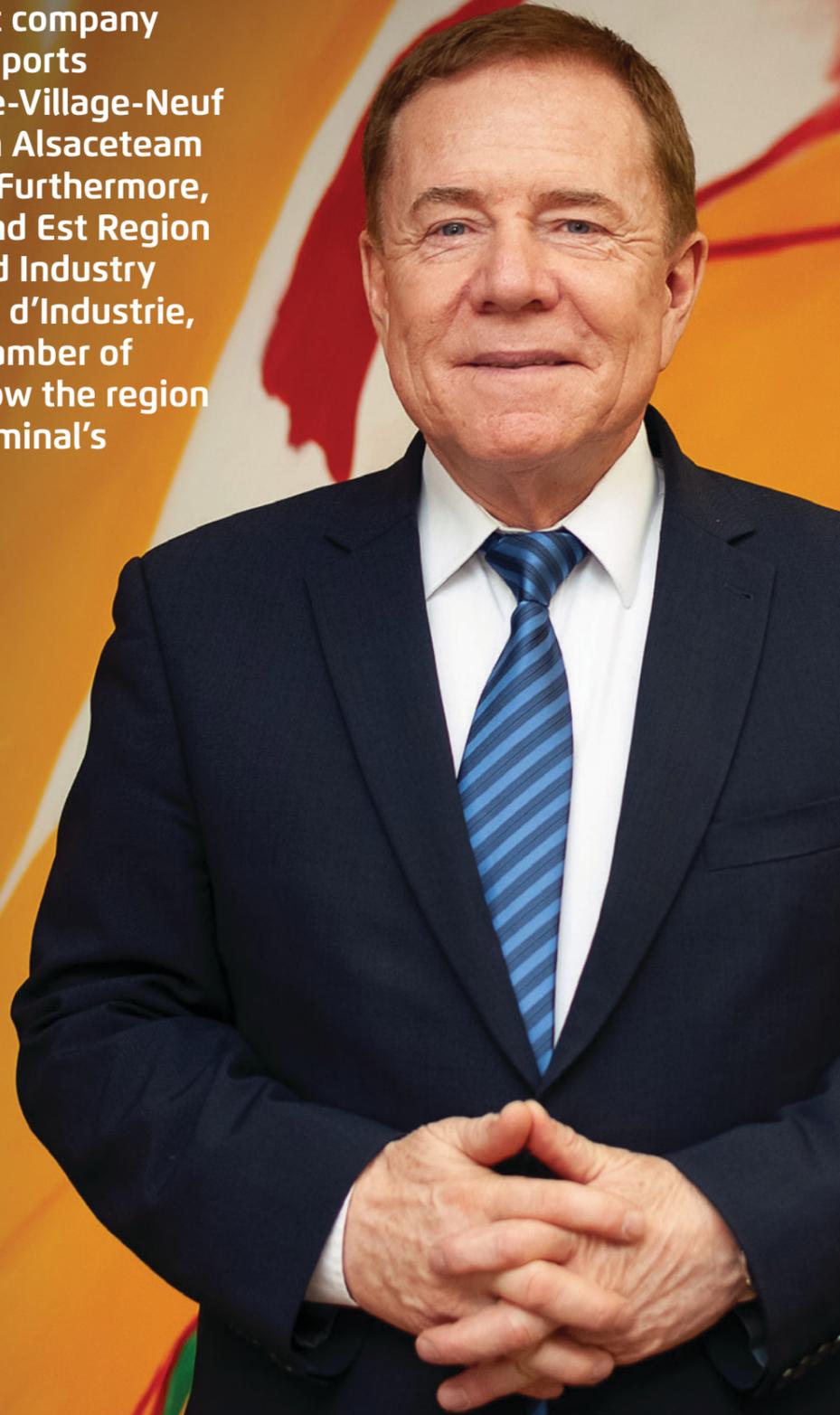
The international transshipment port

Ideally located in the tri-border area, Huningue-Village-Neuf is our trimodal transshipment centre. This terminal directly borders Basel (Switzerland) and Weil am Rhine (Germany) and features excellent connections in both directions.

Berth length	520 m
Cranes	3 excavator crane for bulk
Storage	125'000 m <sup>2</sup> outdoor storage
Warehouses	1 x 6,000 m <sup>2</sup>
Transport connections	Motorway A35 (France) / A5 (Germany) Rail connection
	Water access: River Rhine & Rhine-Rhône canal

# “Passion is the most important thing for me”

Gilbert Stimpflin has many roles: He is president of the port company Euro Rhein Ports with the ports of Ottmarsheim, Huningue-Village-Neuf and Ile Napoléon, in which Alsaceteam is a minority shareholder. Furthermore, he is president of the Grand Est Region Chamber of Commerce and Industry (Chambre de Commerce et d'Industrie, CCI) and the Mulhouse Chamber of Commerce. He explains how the region will benefit from Swissterminal's expansion in the future.



**“The whole Grand Est will benefit. The port is a development tool, not only for Mulhouse, but also for the Basel region and the adjacent area in Germany. Through international partners such as Swissterminal with DP World, the whole area will be in the global spotlight.”**

#### **Mr. Stimpflin, why was the operation of the three French Rhine ports put out to tender?**

Ottmarsheim, Huningue-Village-Neuf and Ile Napoléon are high-turnover inland ports. However, we realised that we needed a specialised partner for more pre-carriage and onward carriage. In the past, the French Rhine ports were only responsible for port transshipment, but that is not enough.

#### **Why was Swissterminal awarded the contract?**

To grow the port, ideas need to be aligned. Passion is the most important thing for me; everything else we can learn and build together. I am thrilled that Swissterminal and Roman Mayer, with whom I get along very well, became our partner. We have the same passion and drive to perform.

#### **What are your expectations and wishes for the new operator?**

First of all, as someone from Mulhouse, I am very happy that we have a Swiss partner. We can talk to each other locally and at eye level. After all, there are only 30 kilometres between us. Secondly, together we have a strong network between Basel and Karlsruhe or Berlin or Le Havre and Marseille. Thirdly, Swissterminal has access to a worldwide network via DP World. This is something we can build on.

#### **Swissterminal is a family business. What role does this play?**

Swissterminal is indeed a family business, just like the business I have with my sons in Mulhouse. The company not only identifies with our family on a personal level, but also on a business level, too.

#### **What do you do as an entrepreneur?**

Since the COVID-19 pandemic, I have been running a drive-in bakery with my son in Mulhouse in addition to our classic bakery. I sold my personal leasing companies in France in 2015, but my job as CCI president was not enough for me. I needed an everyday passion project, so in 2000, I bought two large companies in Montreal, Canada, each with 200 staff, and more recently, a third.

#### **You have an international outlook. Was it important that the new operator of the three French Rhine ports is a Swiss company?**

I know the working methods in Switzerland well. They are much the same as in Montreal. The Swiss work in a more Anglo-Saxon way compared to us French, and I enjoy working with a Swiss company at Euro Rhein Ports.

#### **How will the region benefit from the takeover?**

The whole Grand Est will benefit. The port is a development tool, not only for Mulhouse, but also for the Basel region and the adjacent area in Germany. Through international partners such as Swissterminal with DP World, the whole area will be in the global spotlight.

#### **What potential do you see for attracting industry locally?**

The Mulhouse Chamber of Commerce has reserved plots of land directly at the port for companies where they can get started right away. The chemical company BASF has settled directly at the port of Ottmarsheim and has its own berth.

#### **What industries do you expect to experience more opportunities through Swissterminal?**

We have been thinking about how we might equip our port for hydrogen. This is, after all, the key element for the energy transition worldwide. In Belfort, 50 kilometres southwest of Mulhouse, we already have industry that works with hydrogen. Not only is the Grand Est active in this field, but so is the Bourgogne-Franche-Comté. Both regions work together with our ports.

#### **What are the concrete plans for hydrogen?**

On one hand, we have hydrogen producers who want to produce, store and redistribute with us. On the other hand, we must have a hydrogen refuelling station for ships. We are in the process of realising that this year and next year at the latest.

#### **What is your vision for the future of Euro Rhein Ports?**

Our future is connections on the Rhine downstream and the New Silk Road as well as additional access to the French ports.

#### **Are the ports already connected to the New Silk Road?**

Yes, but we need to improve the intermodal connection. We already have the waterway, rail connections to Marseille or Le Havre as well as the EuroAirport Basel next door. The joint network of Swissterminal, DP World and the CCIs opens up a plethora of opportunities for us in the next ten years.

**Thank you very much for talking with us, Mr. Stimpflin.**

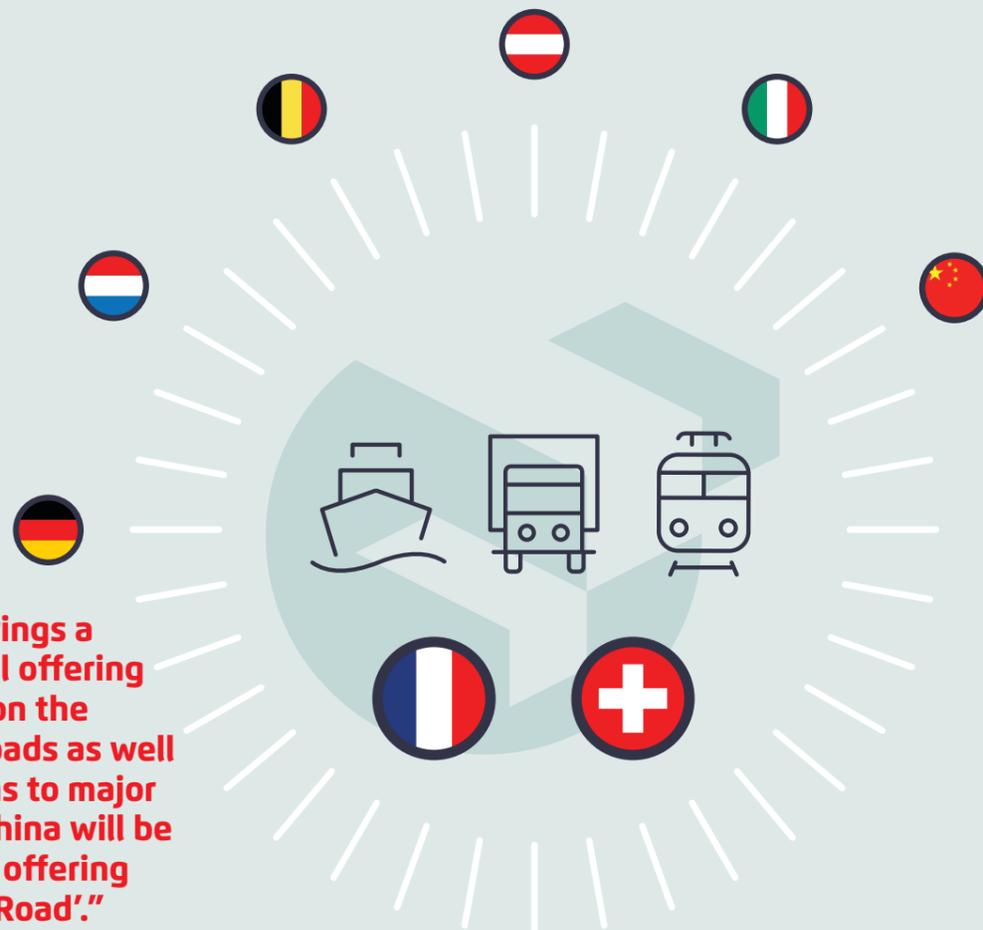
Since 2017, Marc Buchert has been Chairman of the Board of Directors of the “syndicat mixte ouvert” (SMO) – a type of French inter-municipal cooperation structure – that manages the ports of Mulhouse with sites in Ottmarsheim, Huningue-Village-Neuf and Ile Napoléon. In this interview, we get insights into his thoughts on Swissterminal’s recent acquisition and the opportunities he sees for the future.



**Marc Buchert**  
Chairman of the SMO Board of Directors

# Partners across borders

**“Swissterminal brings a strong multimodal offering with its services on the waterways and roads as well its rail connections to major seaports. Soon, China will be integrated in this offering through the ‘Silk Road’.”**



## Mr. Buchert, what exactly is a SMO?

A SMO is a joint venture possible under French law that is open not only to public partners, but also to private partners. Our SMO unites the inland navigation authority Voies Navigables de France (VNF), the Mulhouse Chamber of Commerce and Industry, the Grand Est region of north-eastern France as well as the Mulhouse and Saint-Louis municipal associations. Previously, the Chamber of Commerce and Industry held the necessary concession to operate the ports of Mulhouse. VNF represents the state as the owner of the land and the waterfront facilities, and it was also the institution that, at that time, granted the Chamber of Commerce and Industry its concession to operate the ports.

## How long has this SMO existed?

We created the SMO five years ago to improve the management of the ports, create more dynamism, open up the ports to the international market and boost activity. Since 2017, the SMO has taken over the ports’ operating concession, with the Chamber of Commerce and Industry still running the ports until the SEMOP (‘Société d’économie mixte à opération unique’ or ‘mixed economic enterprise for a single purpose’) was created. The SMO also acquired the state-owned land from VNF as well as the land from the Chamber of Commerce and Industry.

## How did the change of the port operator take place?

In view of the imminent end the Chamber of Commerce and Industry’s concession in 2017, we sought a professional operator for the ports, which took two years of preparation. The intention was to establish a SEMOP, which unites public and private partners. This SEMOP carries a capital of EUR 3.13 million, with the SMO holding the majority (51%) of the shares, while 39% were earmarked for the business partner (yet to be found) and the remaining 10% were offered to the state-owned investment bank, Caisse des Dépôts et Consignations, which finances operations like ours.

## What is the function of this SEMOP?

It has two functions. On one hand, it provides the port land, including buildings, technology and cranes. It also markets the adjoining plots of land, where economic zones have been formed for the settlement of companies that have a need for frequent connections to the ports.

## How did you select the new port operator?

We put this out to public tender and chose Alsaceteam from among the candidates, as it seemed particularly interesting to us. Alsaceteam’s partners are Swissterminal and its shareholder, DP World, which provides access to the international freight market and the seaports of Marseille and Le Havre. Together with its partners, Swissterminal brings added value to the ports, not only because its connections to major seaports brings us new freight, but also because of the interest in a transport link to the north-east of France.

## In your public tender, you were looking for a multimodal partner who could offer new freight flows as well as product lines and who had the necessary skills to develop the logistics of the ports and the neighbouring economic zones. Did you find all that in Swissterminal?

Yes, we found all of that. Swissterminal brings a strong multimodal offering with its services on the waterways and roads as well its rail connections to major seaports. Soon, China will be integrated in this offering through the ‘Silk Road’. With Swissterminal, we found a partner to help us acquire new freight flows. Swissterminal and its shareholder, DP World, not only bring us new activities, but they also know how to run ports well. Swissterminal has teamed up with partners that are very important to us, such as DP World and the ports of Marseille and Le Havre. We are happy to have found a strong partner who understands our needs, and together, we will achieve great things.

## What do you specifically expect for the ports, for the region and for the border triangle as a result of Swissterminal taking over the operational activities?

For the ports, we expect economic development, an increase in the flow of goods and diversification. For the region, we also expect economic development and the creation of new jobs. We are also willing to cooperate across borders with the other ports on the Rhine. There is already Rhine Port and the partner ports of Weil, Basel and Mulhouse. Over time, we expect to develop of a southern Alsace alliance involving Germany, Switzerland and France across the border. The ports of Mulhouse are already the third largest inland port in France. If we could more closely cooperate with Weil and Basel, that would give us more weight in Europe. We should think about that, it’s important.

**Thank you very much for the interview!**

# Fogging out coronavirus

Throughout the coronavirus pandemic, Swissterminal has been taking additional measures to ensure all containers put into circulation remain virus free. A new disinfection service has been introduced to safely eliminate SARS-Cov-2 and other contaminants. This modern process is also environmentally friendly, helping keep both people and the planet safe.

- Enter Swissterminal's container depot in Frenkendorf, and there's a whiff of science fiction in the air. A Swissterminal employee looks as if he's dressed in a space suit complete with a futuristic application device on his back. But he's not using his spray nozzle to attack alien civilisations. He wants to put an end to coronavirus.

The demand for additional hygiene and protection measures against SARS-Cov-2 has increased from customers across all industries, and as a result, Swissterminal has been offering a container disinfection service since the first part of 2021. This service makes a crucial contribution toward eliminating smear infections via contaminated surfaces.

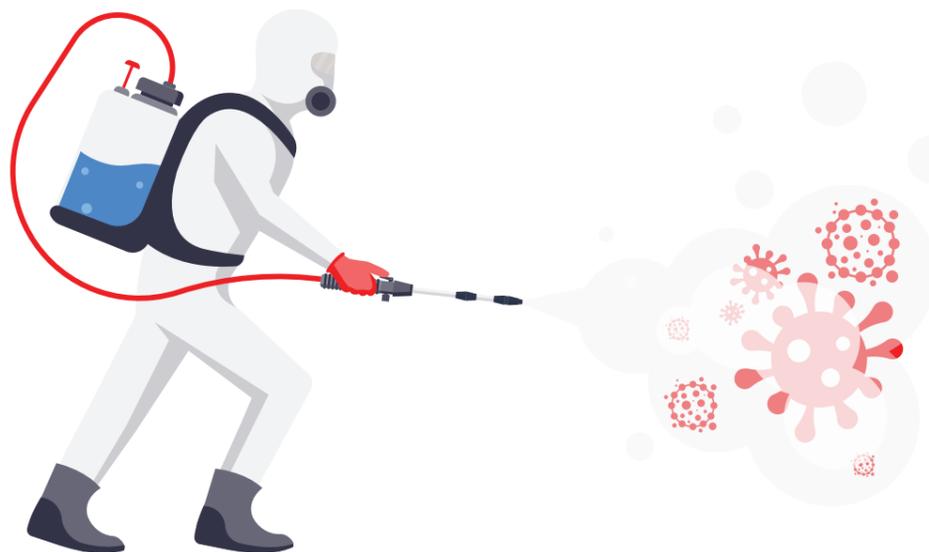
The employee completing the disinfection service evenly sprays the container walls with a hydrogen peroxide mixture that is enriched with silver ions. This modern, extensive disinfection process is known as 'cold fogging.' The procedure does not produce any flammable or malodorous vapours, and the virus-killing aerosol that is used is unable to escape through any cracks or grooves. The ready-to-use surface disinfectant is produced by the Swiss manufacturer Sanosil, and it is on the product reference list of the Swiss Federal Office of Public Health (FOPH).

After 10-15 minutes, the disinfectant agent is dry, and it dissolves into water and oxygen, leaving no residue behind. Traces of silver remain on the container's surfaces, which further prevents the reproduction of germs. Silver ions are odourless and harmless to health. As a result, these ions are used as an active ingredient by the food industry, for example, as well as in schools and kindergartens.

**"Cold fogging is a safe, efficient way to disinfect containers and protect the cargo transported inside them, without harming health or the environment,"** says Roman Mayer, CEO Swissterminal. In this way, Swissterminal makes an important contribution toward minimising the risk of coronavirus infection. This is because containers are shipped from Swissterminal facilities to France, Italy, Austria and China or via the southern and western ports to further locations all over the world. **"Our new value-added service not only enhances safety for all parties involved, but also enables a more seamless supply chain operation."**

On request, Swissterminal can also treat containers against other containments, such as bacteria or mould. The disinfection service is offered at the terminal locations in Frenkendorf, Basel, Birsfelden and Niederglatt. All staff completing the service have received extensive training, including the Frenkendorf employee in the spacy suit.

**"Cold fogging is a safe, efficient way to disinfect containers and protect the cargo transported inside them, without harming health or the environment."**



## Meet Alex



At the beginning of 2021, Swissterminal welcomed a new member to its team: Alex, a zero-emissions locomotive. Named after Alex Mayer, Swissterminal's founder, this locomotive may look small, but it helps lower the carbon footprint of Swissterminal's Break & Make Bulk warehouse in a mighty way.

- Alex Mayer was a champion of hard work. When he founded Container Depot AG – Swissterminal's predecessor – in 1972, he was determined to do whatever it took to make container shipping more successful for his customers. And he transferred this same attitude onto his team, motivating employees to go the extra mile.

**"My father was a real go-getter,"** says Roman Mayer, son of Alex Mayer and today's CEO of Swissterminal. **"I always thought of him as captain of the Swissterminal team because one of his many strengths was to encourage the other team members to give their all."**

Today, Alex Mayer's leadership is legendary for long-standing Swissterminal employees. So, when a Rotrac E4 locomotive with lots of power and endless determination was brought to serve at the helm of the Break & Make Bulk warehouse train, employees gave the machine the most appropriate nickname they could imagine: Alex.

Able to pull loads of up to 500 tons, Alex is 100% battery operated and produces zero emissions. The fully electric locomotive spends his days shunting cargo between the warehouse and the container yard, enabling more efficient, sustainable supply chain flows.

**"The addition of this electric Rotrac is part of our efforts to drive forward sustainable innovation in order to one day become a carbon-neutral logistics provider,"** says Roman Mayer. **"It's a big goal, and it's one that I think would make my father very proud. It warms my heart that our team chose to honour him with this nickname."**

Little Alex currently handles cargo shunting, moving hundreds of tons back and forth each day. It's a big job. But one he manages well. Since Swissterminal wants to offer its customers redundant services wherever it can, Alex has already recently been reinforced by another Rotrac. Because in the Swissterminal family, teamwork has always been the secret to success.

**"A modern locomotive that honours the past!"**



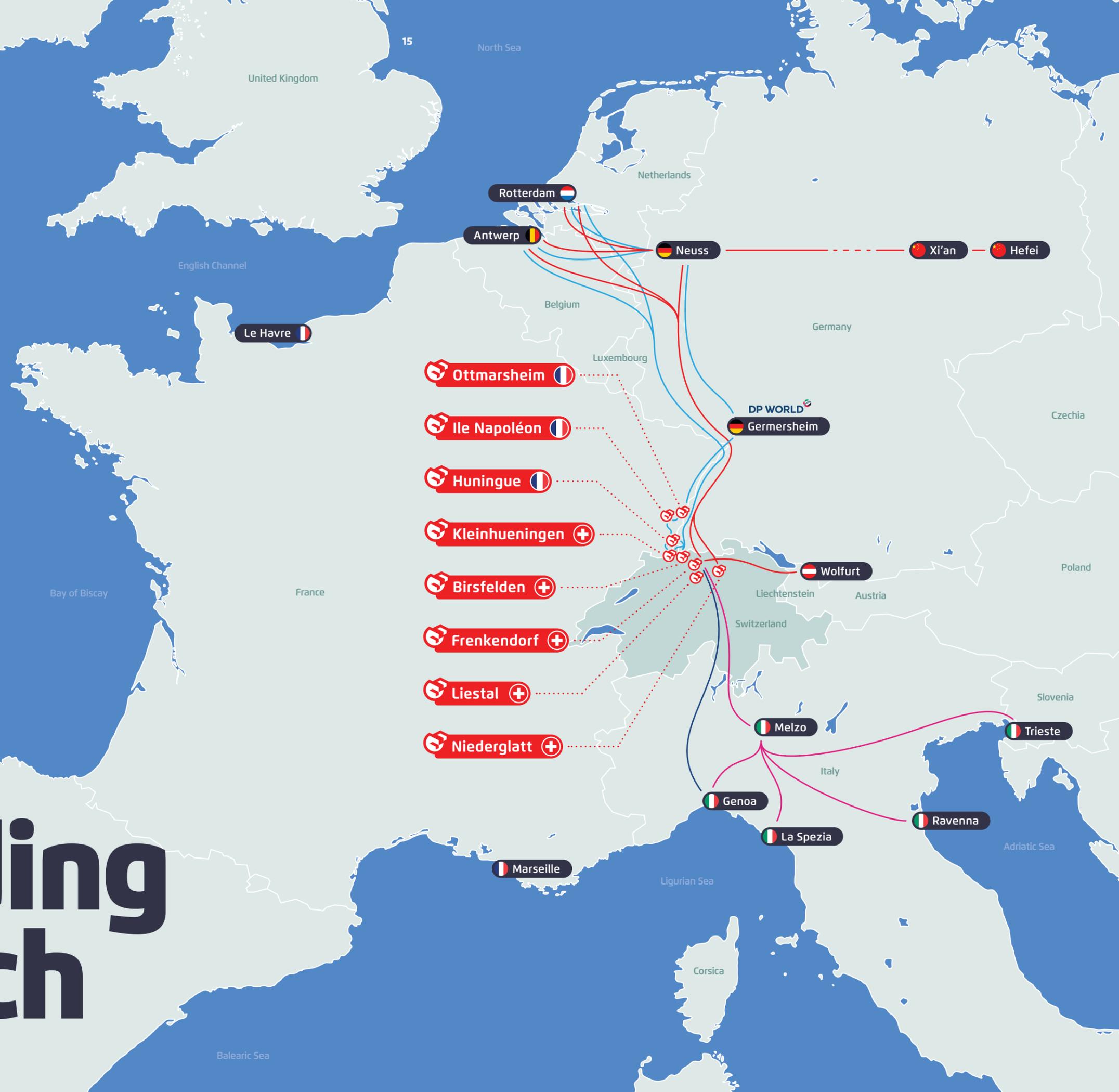
## From one terminal in Switzerland to today's international network

■ ■ When Alex Mayer founded Container Depot AG, the forerunner for today's Swissterminal Group, the business consisted of an empty depot in Basel, a single container and a caravan that served as an office. That was 1972. Fast forward to today, and Swissterminal's reach is continually expanding from the heart of Europe around the world.

The five terminals in Switzerland are now complemented by three locations in France. This network of well-placed terminal locations not only offers customers ample space for logistics growth, but also connections to the world's most important ports and economic centres.

From regular services to Rotterdam and Antwerp to efficient links to Germany, Austria, Italy and China, our ever-growing network ensures wherever our customers' cargo is headed, we'll be there.

# Expanding our reach



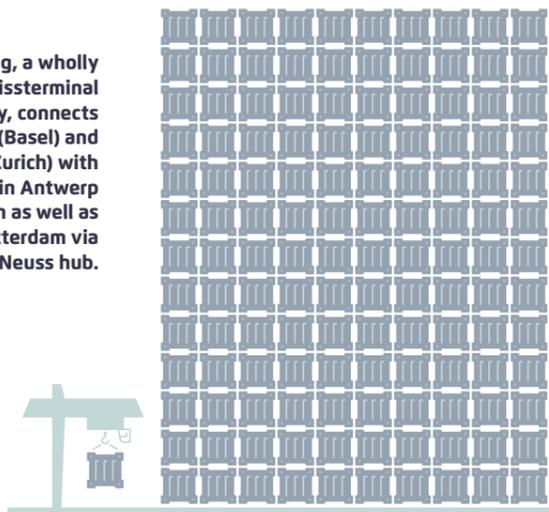
# A ROCK in the storm

Sea freight has been faced with many challenges for a long time, which is why Swissterminal AG offers redundant transport solutions by barge and rail to enable resilient supply chains. Switzerland is thus reliably connected to Rotterdam, Antwerp, the Italian ports and China.

■ ■ Patience is currently the order of the day for sea freight. First, the Suez Canal blockade by 'Ever Given', which was wrecked at the end of March 2021, threw shipping companies' schedules into disarray. No sooner had the container terminals in Rotterdam and Antwerp begun to relieve the backlog than there was a COVID-19 outbreak in the ports on the Pearl River Delta in southern China at the beginning of June, delaying the flow of goods once more. Shortly before this article's editorial deadline, the world's largest container shipping company, Maersk, made an announcement about the port of Yantian in Shenzhen: **"We are happy about the decreasing queue, but the reliability of operations remains affected."** The all-clear remains out of sight.

Swissterminal has been doubly committed to communicating updates and information from shipping companies to customers during this time. **"In view of the increasingly difficult conditions, especially for deliveries between China and Europe, many shippers are very unsettled,"** notes Roman Mayer, CEO of Swissterminal. How long will important shipments be delayed by backlogs in the ports and booking stops at many shipping companies? What additional costs will arise? Questions like these abound in the current climate, but Swissterminal remains a rock in the storm.

Schweizerzug, a wholly owned Swissterminal subsidiary, connects Frenkendorf (Basel) and Niederglatt (Zurich) with all terminals in Antwerp directly by train as well as terminals in Rotterdam via the Neuss hub.



**"We have not increased our prices to and from the container ports in Rotterdam and Antwerp, nor have we levied any delay surcharges,"** says Mayer. While maintaining this steady pricing, the integrated logistics service provider offers its usual reliable service, despite the difficult conditions. Together with its strategic partner, DP World, Swissterminal continues to provide flexible intermodal hinterland services.

**"Our redundant connections on the rails and Europe's most important inland waterway, the Rhine, enable planning reliability,"** says Mayer. With transport alternatives, the family-owned company can ensure that time-critical goods do not get stuck anywhere between the in- and outbound transport flows at Europe's two most important seaports. The Swissterminal Group is developing the hinterland connection into a race track, so to speak.

Swissterminal's regular, frequently scheduled barge service has been working like clockwork since 1 January 2021. Several times a week, the barge connects Basel-Kleinhüningen and Basel-Birsfelden with the deep-sea terminals via the German DP World hub in Germersheim. The barges depart and arrive in Switzerland on various working days, and two 96 TEU feeders are available for the Switzerland-Germersheim section. Five inland vessels regularly operate on the remaining section to the western ports.

Additionally, Schweizerzug, a wholly owned Swissterminal subsidiary, connects Frenkendorf (Basel) and Niederglatt (Zurich) with all terminals in Antwerp directly by train as well as terminals in Rotterdam via the Neuss hub. Swissterminal relies on long-standing partners such as the experienced rail operators, BLS Cargo and Optimodal Nederland.

Swissterminal's fully integrated digital booking platform for container trains circumvents waiting times and reduces supply chain interruptions because errors can be avoided from the outset. The functions include import/export bookings between Rotterdam/Antwerp and Switzerland in both directions as well as overland transports within Switzerland. However, monitoring the expected and actual time of departure (ETD/ATD) can feel especially tense at the moment due to sea freight delays.

Europe's economic engine, Germany, has already had to slow down due to massive supply chain problems. According to a survey conducted in the first half of June by the German Association of Materials Management, Purchasing and Logistics (BME), more than 62% of its members expect **"a medium-term shortage of raw materials until at least the end of 2022"**. Steel, semiconductors and plastics are particularly affected. **"This means that the shortages affect almost all companies either directly or indirectly,"** concludes the BME. There are also supply bottlenecks in Switzerland.

For resilient supply chains, the experts at Swissterminal are thinking even further ahead, beyond maritime quaysides. At the end of April 2021, the International Union of Railways (UIC), together with Roland Berger, certified further growth potential in a study on the Iron Silk Road, which **"could triple by 2030 if an optimistic forecast is made"**. And since April 2020, there has already been a joint offer from Schweizerzug and the rail transport company RTSB Switzerland: Container trains running between Frenkendorf/Niederglatt and Xi'an/Hefei in China, several times a week as continuous door-to-door connections. If realised, both of these developments are poised to build supply chain resilience in the face of uncertainty.

**"We have not increased our prices to and from the container ports in Rotterdam and Antwerp, nor have we levied any delay surcharges."**

**"Swissterminal's regular, frequently scheduled barge service has been working like clockwork since 1 January 2021."**



# Charting the future, together

**With operational takeover of the three French inland ports, Swissterminal is embarking on a journey that will strengthen its presence on a global scale. As the company enters into this new era international expansion, it is focused on developing a strong network of leaders to guide its growth across various divisions. Today, several new roles have already been added to Swissterminal's management team.**

When Roman Mayer entered his 28th year at the helm of Swissterminal in the beginning of 2021, his executive board consisted of three individuals who have served the company for well over a decade: Mark Mayer, Chief Financial Officer (CFO), Tatiana Mayer, Chief Commercial Officer (CCO), and Jürg Wiggli, Chief Operations Officer (COO). Together, this group of leaders has guided the business through structural changes, facility openings, numerous product introductions as well as countless service expansions.

But as Swissterminal prepared to reach beyond the borders of its home country and begin operations in France, the board recognised it was time to grow the leadership team as well.

While Roman Mayer, Mark Mayer and Tatiana Mayer will all remain in their respective current positions, several new roles have been added as part of Swissterminal's expansion efforts.



INTRODUCING SWISSTERMINAL'S EXPANDED LEADERSHIP TEAM



**Jürg Wiggli**

**Deputy CEO & Chief Operating Officer Terminals Switzerland**

Container terminal operations in Switzerland remain at the core of the Swissterminal's business. Across the Swiss locations, teams are responsible for managing everything from container handling and depot activities to repair and value-added services.

Having served as Swissterminal's COO for more than three decades, Wiggli will continue to guide terminal operations in Switzerland in the newly created role of Chief Operating Officer Terminals Switzerland. Wiggli will also act as Deputy CEO for the overall Swissterminal organisation, where he's closely involved in developing the corporate strategy.



**Lionel Husser**

**Chief Operating Officer Terminals France & Ports**

Lionel Husser, who brings ten years of experience managing the container terminals at the Port Autonome de Strasbourg and four years as General Deputy Manager of the Alsatian subsidiary of Group Charles Andre (GCA), will serve as Chief Operating Officer Terminals France & Ports. In this role, Husser will oversee all activities of the inland ports, Ottmarsheim, Huningue-Village-Neuf and Ile Napoléon. He will also guide the expansion of these locations, as the plan is to develop the ports into a logistics hub for the border triangle.



**Romain Stemmelen**

**Chief Technical Officer**

The terminal structure is at the heart of the Swissterminal Group. After almost eight years at Swissterminal, Romain Stemmelen has been appointed to the executive board in the newly created position of Chief Technical Officer. Stemmelen manages all technical matters at all locations. His primary goal is to guarantee optimal operations with as few interruptions as possible. The safety of employees and smooth operations are among Swissterminal's top priorities.



**Andreas Jeppesen**

**Chief Operating Officer Business & Warehousing Solutions**

Warehousing is one of Swissterminal's fastest growing areas of operations and a key driver for new customer acquisition. Andreas Jeppesen has joined the Swissterminal team to oversee storage and business services across all locations in the role of Chief Operating Officer Business & Warehousing solutions. After many years at DHL Supply Chain CH, Jeppesen is committed to utilising his knowledge of large-scale logistics processes to further expand Swissterminal's operations, both in Switzerland and in France.



**International Women's Day**

"Working in logistics is precisely the right job for me. I'm fascinated by the global supply chain process and rewarded by my contribution to delivering necessary goods. As a women, I am able to enrich the working atmosphere with different ideas and thoughts."

**swissterminal**  
DP World Affiliated Company

**Désirée Vogel**  
Logistics Specialist  
Warehousing

International Women's Day (March)

World Compliments Day (March)



**swissterminal**  
Superheroes

The first half of 2021 has been full of developments and celebrations at Swissterminal. From service expansions to holidays, our social media accounts have been brimming with exciting content. Explore a few of the highlights!



Transform your warehousing experience with our strategic location, efficient processes & value-added services.

**swissterminal**  
DP World Affiliated Company

Introducing the service offering of warehousing (May)

Swissterminal sponsors the badminton tournament YONEX Swiss Open 2021 (March)



Swissterminals 49<sup>th</sup> birthday (February)



**swissterminal**  
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Celebrate our birthday with us!

**SOCIAL MEDIA MEMORIES**

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

Takeover of operations in France (January)



# In House

More news from within our Group.

## Julian, welcome!

2 December 2021: Julian Onofrio, son of Maria Luisa Trovato (Trading). We wish the proud parents and the little newcomer all the best and many happy hours together.



## Commitment is something to celebrate

Meet a few of the longest-standing Swissterminal team members

Name	Anniversary
Zoran Dobric	20 years
Michel Bass	21 years
Dobrivoje Masic	22 years
Mohamed Zerouali	23 years
Mark Mayer	26 years
Roman Mayer	28 years
Jörg Paulicke	32 years
Jürg Wiggli	38 years



### A new look for many years of service

At Swissterminal, our people are the heart of our business. And now we have a fresh way to give our thanks: New employee anniversary certificates! Featuring a modern design, the new employee certificates will be presented in a frame to all employees celebrating milestone anniversaries.



## Cheers to employees' health!



drinkellyfit.de

### Building a prosperous future for Swissterminal and its employees:

This was one of the key themes at the semi-annual employee information meeting in June. At the event, Swissterminal kicked off its new partnership with ellyfit drinks. And to do so, Roman Mayer was joined by some very exciting guests: ellyfit's inventor as well as Swiss freestyle skier and ellyfit ambassador Sanna Luedi. Good for the heart, muscles and immune system, this beverage is now available in the Swissterminal office to promote healthy choices. Achieving all future goals depends on happy, healthy employees, and this partnership is just one small step to an even brighter future.



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