

# goodnews.

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Greater efficiency thanks to improved information flow  
Why a "Container Terminal Weil"?  
Integrated, zero maintenance tracking  
Terminal in Rekingen receives an award  
Crosstalk with Head of Technology Jean Luc Stemmelen

Combine.  
Move.

**swissterminal** 



Roman Mayer  
CEO, Swissterminal AG

# innovationdrivers.

Dear readers,

We have been continuously scrutinising and where necessary reinventing our operations, processes and offering in the terminals for more than 40 years now. At the moment we are once again in the process of equipping Swissterminal for the digital transformation, Industry 4.0 and the Internet of Things.

Through a practical study conducted by FHNW (University of Applied Sciences and Arts Northwestern Switzerland) we have explored how we can in future achieve greater efficiency in handling thanks to an improved flow of information. With the introduction of a new registration system for our customers in the spring of 2016, we can prevent waiting times and significantly reduce lead times.

We would like to take this opportunity to thank you for the experiences we shared with you in 2015 and wish you and your family a great start to the new year. We look forward to taking on 2016 together with you.

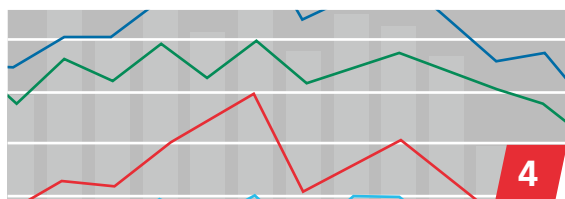
In the long term we must actively work towards our terminal connection to the Rhine. Our port terminal in Basel must give way to urban development in 2029. It is for this reason that we are using this newsletter to explain why we believe our terminal project "Container Terminal Weil" in Weil am Rhein is an ideal new port location.

In 2015 Swissterminal acquired shares in Nexiot, an ETH spin-off company and producer of Globehopper. Globehopper is a maintenance-free container management and tracking system that can be installed in less than a minute and remains in operation throughout the entire life of a container. We believe in the potential of this unrivalled technology and the highly innovative start-up Nexiot.

Now sit back and enjoy reading your newsletter while we bring you up to speed with everything.

Roman Mayer





STUDY

Greater efficiency in combined transport through improved information flow in the hinterland



PROJECTS

Why a "Container Terminal Weil"?



PRODUCTS

Integrated, zero maintenance tracking with Globehopper



INTERESTING FACTS

Terminal in Rekingen awarded for natural design



INTERVIEW

Crosstalk with Head of Technology  
Jean Luc Stemmelen

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# informationflow.

## Greater efficiency in combined transport through improved information flow in the hinterland

*Swissterminal joined two European hinterland terminals in participating in studies conducted by the University of Applied Sciences of Northwestern Switzerland (FHNW). The studies brought to light the complex coordination that exists among different stakeholders in the intermodal transport chain, and the potential results of an improved flow of information were demonstrated.*

A continuous flow of information between the stakeholders is essential for increased productivity.

The intermodal transport chain is characterized by a pronounced division of labour with a correspondingly high number of specialized stakeholders. The extent to which data are exchanged between these stakeholders is critical to the efficiency of the intermodal transport chain. A continuous flow of information between the stakeholders is essential for company-wide process integration and thus increased productivity. The FHNW studies show that information exchange is still largely carried out with conventional and simple means of communication.

### Reducing uncertainties

FHNW demonstrates that uncertainties can be reduced through intensified cooperation within

the transport chain. This leads to the possibility of finding better solutions and increasing the overall productivity.

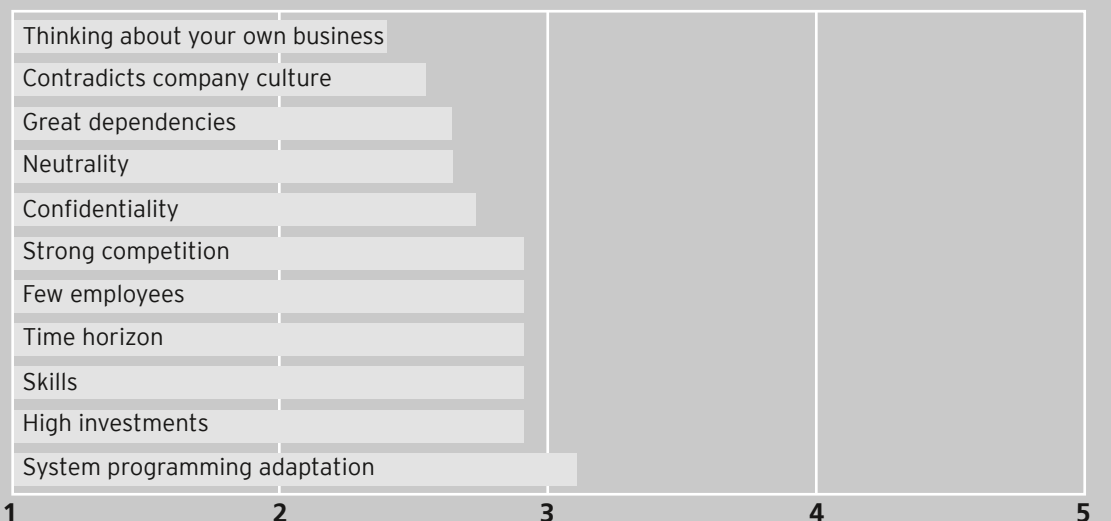
The greatest uncertainties are:

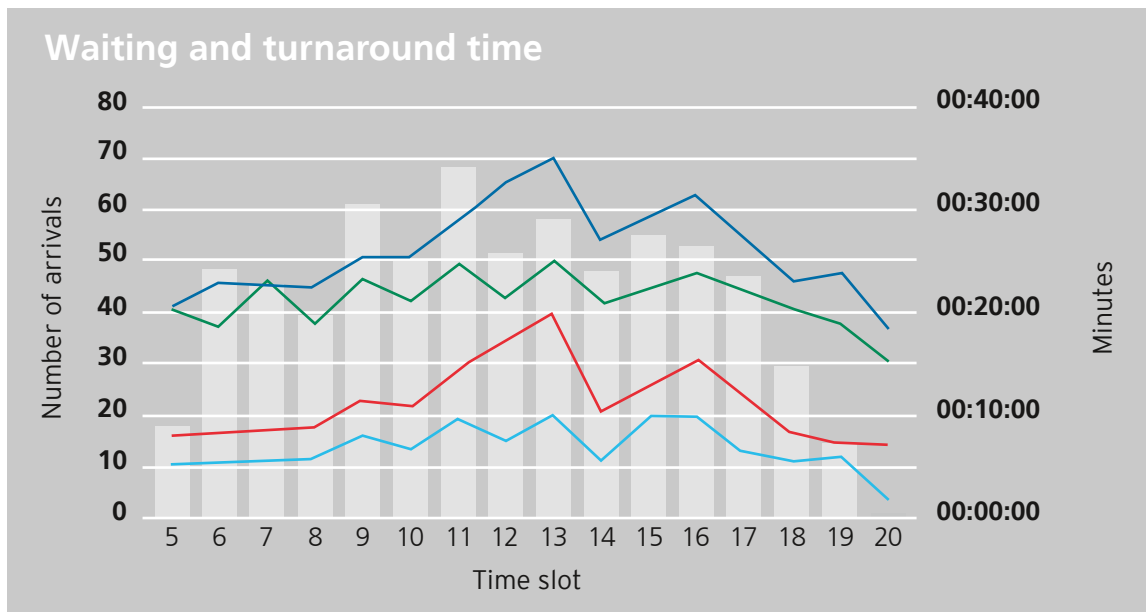
- Hardly any pre-registration, often unannounced delivery.
- Unknown condition of the container.
- Inaccurate determination of quality and importance of orders.
- Documentation generated by service.

### Planning is the main issue

Timely and reliable planning is the dominant theme in cooperation. The analysis done by FHNW sees the core areas of cooperation as being pre-registration, an increased use of technology and improved knowledge transfer.

## Resistance to cooperation and obstacles





The simulation showed a massive reduction in lead and waiting times with a pre-registration rate of 100%.

### Pre-registrations increase productivity

FHNW used a simulation to study the influence pre-registration has on turnaround and waiting times. The simulation showed a massive reduction in turnaround and waiting times with a pre-registration rate of 100%.

If the arrival of the container is pre-registered, the transporter can save several minutes at the terminal. For its part, the terminal can operate efficiently and improve its capacity. The simulation shows that even with a pre-registration rate of 10%, there is a noticeable reduction in turnaround and waiting time for all containers.

support during the implementation period. Thanks to the existing “registration priority” service, Swissterminal has already successfully gained experience in this field. All terminals will also be equipped with wireless and handheld devices, making it possible for us to offer a simplistic and efficient turnaround.

For detailed information on the study, please visit our website at [www.swissterminal.com](http://www.swissterminal.com).

Thanks to the FHNW studies, Swissterminal will introduce a new pre-registration system for its customers in the spring of 2016.

### We take action!

Swissterminal is always working at improving its services for its customers. The aim is to constantly increase efficiency and quality. Thanks to the FHNW studies, Swissterminal will introduce a new pre-registration system for its customers in the spring of 2016 that should prevent waiting times and reduce lead times. Swissterminal will inform its customers of these adjustments in good time and provide intensive

# evolution.





## Why a “Container Terminal Weil”?

### 1. Building rights agreements in Westquai expire in 2029

Building rights agreements for Swissterminal's terminal location in Westquai in the Swiss Rhine ports expire in 2029. Harbour Basin 1 must give way to planned urban development.

### 2. Conditions for participation at Basel Nord are unacceptable

From the outset, Swissterminal, Ultra-Brag and Danser have participated in and worked on the Basel Nord project. However, due to the conditions imposed, participation in Basel Nord is not acceptable to the three partners.

### 3. Weil am Rhein is an ideal port location



Easily and directly accessible, no complicated manoeuvres required



Rail connection already exists and is connected to transshipment station



Access to highways A5 and A98, bypassing the Basel bottleneck

### 4. Sufficient capacity for future development

The “Container Terminal Weil” capacities as foreseen in the project will replace not only the discontinued capacities in Harbour Basin 1 as of 2029, they will also be able to absorb the estimated growth in container traffic.

### 5. Terminal is economical

The investment costs for the “Container Terminal Weil” are very low, with the costs for the planned project in Weil am Rhein amounting to a maximum of 35 to 45 million euros.

### 6. Terminal is outside the city

Terminal operations are noisy and involve heavy truck traffic. This is why these days new port terminals are always planned outside the city. The “Container Terminal Weil” is located outside the town of Weil am Rhein in the middle of the industrial area.



# zeromaintenance.

Integrated, zero maintenance tracking with Globehopper  
Nexiot, a Swiss company based in Zurich, is reducing barriers  
in intermodal shipping.

With the Globehopper, an integrated, zero maintenance tracking device, Nexiot is on the verge of revolutionizing the standard containers that have existed for decades. Attaching the Globehopper device makes every container smart and connected.

## Barriers to remove

Nexiot removes the following barriers for shipping companies and clears the way for effective tracking:

### ■ Maintenance logistics and battery care

Other products on the market only have power to last for a certain number of messages or have low and static update frequencies. Batteries run out quickly and battery maintenance, including its logistics, is an expensive problem in a complex global transport chain.

### ■ Installation and on-boarding process

Other devices on the market take an average of 10 to 30 minutes to attach and on-board to its custom IT system. Expertise is needed for setup, meaning that additional investment in hiring and training is required.

### ■ Technology risk and proprietary software

Other devices come with specific proprietary software and user interfaces, but customers don't want to add further risk, information silos or another software package. They prefer to use what is already in place and operational.

### ■ System integration and obsolete technology

Existing products demand investment to integrate into the business. The result is long lead times and more risk. Customers fear their needs will change or technology will advance, resulting in wasted money.

## Unrivalled technology

Globehopper is a zero maintenance container management and tracking device that takes less than a minute to install and functions for the lifetime of the container. It provides visibility of fleets of any size. With special bi-directional technology and low-power approach, it is also future-proof. This means unique services such as remote firmware updates can be provided, as well as access to essential freight documents and container information that are used throughout the transport chain.

### ■ Zero maintenance

Peace of mind with energy harvesting, "over-the-air" firmware updates and future-proof design to add new services easily at any time.

### ■ No battery management

The device is power-independent due to its ultra-low power approach, dynamic adaptive update rates, powerful battery buffer and integrated on-board energy harvesting.







■ **Digital freight documents (DFD)**

Easy to access and update digital COC, CSC, freight documents, maintenance reports and pictures directly from the device itself or the internet.

■ **Competition-killing price**

Its optimised technology and leasing model makes the price so low it is just no longer an issue. The best results with no cost surprises.

■ **Up to 5 minute sending interval**

Get updates every 5 minutes for the best possible visibility on container assets, covering over 85% of the world's land with +740 network partners.

■ **Less than 1 minute to on-board**

Fix the device on any standard or special container with its integrated adhesive strips and magnets and simply pair it to the data centre with a standard smartphone.

■ **Super easy to integrate**

A special integration layer allows all devices to speak directly to the control systems you are already using. SAP, Oracle, Amazon EC2 etc.

■ **Future-proof**

Functionality evolves with business objectives. With connections via NFC, Bluetooth or internet, users can update firmware and documents or implement and automate processes as required.

Nexiot, a spin-off of ETH Zurich, specializes in ultra-low power technologies. Swissterminal believes in its great potential for transportation and logistics, which is the reason for our investment in Nexiot. If you are interested in Globehopper, its technology and how it functions, please do not hesitate to contact us.

**Container weight verification as per 1 July 2016:**

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

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

moreno.krattiger@swissterminal.com  
+41 (0)61 906 45 01



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# natureharmony.

## Terminal in Rekingen awarded for natural design

The Swiss Foundation Nature & Economy has awarded Hochrhein Terminal AG and the terminal operator Swissterminal a quality label for the exemplary and natural appearance of their site. Approximately 4.4 hectares of the grounds are dedicated to open spaces that have been created to look natural and provide a haven for animals and plants, as well as for employees.

Sustainability is a top priority in the Rekingen area. The green space concept favours meadows full of flowers rather than lawns, natural hedges rather than ornamental shrubs and fences, dry stone walls rather than concrete barriers, and plenty of natural habitat for amphibians, birds and butterflies. The Foundation Nature & Economy has awarded a certificate for the biodiversity created.



Roman Mayer, Swissterminal AG and Werner Indermühle, Hochrhein Terminal AG receive the certificate from Stefanie von Ah, Schweizerische Stiftung Natur & Wirtschaft.  
Photo: Christian Roth, «Die Botschaft»

**digitale (R)evolution**

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# soccerfestival.

## 5<sup>th</sup> Swissterminal Cup at the Aesch Soccer Club

The Swissterminal Cup took place for the fifth time at the soccer school of the Aesch Soccer Club. Once again the weather gods did not come to the party and the brave players on the soccer field had to give it their all. Not a single person showed any weakness, no-one quit, nobody wanted to lose - and in the end, everybody walked away a winner. The same spirit went into the food and drinks served in the marquee.

The Swissterminal young talent team ended up crowned as the winner amongst a big field. With their young spirit - and especially legs - the team successfully tackled their older opponents and won the Cup. Swissterminal would like to thank all those involved for a wonderfully fair competition day and exciting interaction during the evening - we can't wait for the next event in 2016.

Save the date today - August 12, 2016!



# graduationevent.

## Swissterminal celebrates graduation day with DHL apprentices in Basel

It was with great pride that Swissterminal had the opportunity to host the nationwide graduation event of 24 newly qualified DHL apprentices in Harbour Basin 1 in Basel - for the third time. On July 3, 2015, the graduates were taken on an informational tour of the premises, the Swissterminal grounds and the Rhine, with one-on-one practical demonstrations. Swissterminal is always delighted to explain the specialities of the business to interested and motivated young logistics professionals. Together we looked back on their exciting training program and toasted their successful graduation.

Swissterminal extends its warmest congratulations to all the newly qualified graduates and wishes them an interesting, promising future and much happiness in the freight forwarding industry.





# merryment.

## The Propeller Club, Port of Basel, a guest at Swissterminal in Frenkendorf

In August 2015, Swissterminal played host to the Propeller Club, Port of Basel, in Frenkendorf. Together with BLS Cargo, we had the opportunity to organize and join in an exciting summer event for members of the Propeller Club.

First on the program was an aperitif trip with the new BLS hybrid locomotive, followed by a short presentation by Dirk Stahl, CEO of BLS Cargo and member of the Propeller Club. Following this, a wonderful barbecue was held on the premises of Swissterminal in Frenkendorf. The Steppin Stompers kept up an exuberant atmosphere with their jazzy blues. Finally, Roman Mayer gave a belated birthday gift on

behalf of the entire board of the Propeller Club to their President, Thomas Wickli.

The employees of Swissterminal manned the barbecue and served the most pleasant guests, thus contributing to a successful summer event. Swissterminal would like to extend heartfelt thanks to all its employees for the wonderful cooperation with BLS Cargo and for their hard work.



# obituary.

**Alex Mayer**, founder of  
Swissterminal and pioneer of  
the Swiss container industry  
**12.7.1935 – 16.8.2015**



Swissterminal suffered a heavy loss last summer. Alex Mayer, founder of Swissterminal AG, passed away at the age of 80.

Over 40 years ago Alex Mayer founded a small family business, Container Depot AG, thereby laying the foundation for Swissterminal. What began with one small coal crane and a single container in the Swiss Rhine ports in Basel is today the Swiss market leader in container terminal operation and employer of more than 70 people.

His wife Jeanette and two sons Mark and Roman have for years been heading Swissterminal with great pride and much passion, and they will be writing the next chapter in the history of the family business.

*"We cannot stop time,  
but we can pause at any time."*

Kurt Haberstich, Swiss author

# training.

Swissterminal offers interns professional experience and gains new ideas

From November 2014 to August 2015, our two interns Lisa Attinger and Lavina Luke brought a breath of fresh air into the Swissterminal family. Swissterminal had an excellent experience with these two FHNW students. Both were extremely interested and receptive and very soon jumped in to help, with the result that they could then add practical experience to their studies. Thanks again to Lisa Attinger and Lavina Luke, and good luck for their forthcoming studies and future career.

Here is a short excerpt from each of their internship reports at the end of their time with us.



**Lisa Attinger:**

I have received a lot of input in the past 10 months - not only on a social level by working in a team and through contact with customers, but also on a thematic level. I am pleased to say that I have achieved my goals of getting an insight into all the processes and overcoming all the challenges I faced.

**Lavina Luke:**

At the beginning of the internship, I was sceptical and did not think that there could be so much to a transshipment terminal. The ten months passed by in a flash. Looking back, I am amazed at how much I learned about the processes and work of a transshipment terminal.



# wedding.

As of March 21, 2015 our co-worker Fabio Piraino has a better half.

We wish the newlyweds much joy as well as the necessary pinch of luck, humour and serenity.



# crosstalk.

## Terminal technology under the magnifying glass

Technology at Swissterminal - what lies behind it? We ask the Head of Technology, Jean Luc Stemmelen.

**Jean Luc Stemmelen, the function "Head of Technology" does not really mean anything to the layman. What do you do all day?**

**Jean Luc Stemmelen:** *In a nutshell, everything that moves on the terminal must be kept running. As Head of Technology, I am responsible for ensuring that primarily the cranes but also the forklift trucks are kept working on all Swiss-terminal sites - in Basel, Birsfelden, Frenkendorf and Rekingen.*

**What happens when a crane is out of order?**

**JLS:** *If the crane is not working, operation stands still. This is fortunately - and of course thanks to the work of our team - extremely rare. An outage naturally incurs great costs, and we are challenged accordingly.*

**What has been the longest outage of a crane at Swissterminal?**

**JLS:** *A whole month. The energy chain fell off a new crane in Frenkendorf - luckily at a terminal with 2 cranes. An energy chain is responsible*

*for moving the container between the individual load carriers. In this case, however, our hands were tied, and the manufacturer was requested to install a new energy chain as soon as possible.*

**What do you and your team do in order to ensure that such events won't happen again?**

**JLS:** *Our task is to keep optimizing the cranes and all the terminal equipment. In this case we mounted retaining brackets along the course of the energy chain so that it can no longer fall off. The manufacturer has also installed a winter mode, so that the maximum speed of the energy chain is limited in cold weather.*

**Are you a kind of trouble-shooter?**

**JLS:** *This is correct to some extent. However, we are primarily engaged in maintenance work, which is preventive, so that an outage does not even occur. We measure the electronics for early detection of problems and fix it. We repair small cracks in the crane immediately, thereby ensuring a low failure rate.*