

# NEWSLETTER

## Schenker Saudi Arabia

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### With Spain-Tir, Schenker now leads the market in Spain and Portugal as well

**Network of 72 new locations for procurement and distribution on the Iberian Peninsula opens up new possibilities • Additional regular international services for the whole of Europe in the pipeline**

With the acquisition and integration of the Spanish logistics services provider Spain-Tir, Schenker is continuing to build on its market leadership in the field of European land transport. Customers now have access to a procurement and distribution network for land transport with area-wide coverage, comprising 72 new business locations on the Iberian Peninsula and offering numerous new international land transport operations. 350 nightly main haul shipments at national level provide up-to-the-minute services for this market.



"By linking Spain-Tir's strong national network and its international transport operations with the closely linked transport network of Schenker, we are giving our customers a clear competitive advantage," emphasizes Hans-Jörg Hager, Schenker's Member of the Board with responsibility for European land transport. "Our customers can now benefit from improved end-to-end services in Europe, from Portugal right through to Siberia and from Finland to Sicily, all from a single source. This means we are continuing to expand our leading position in European land transport even further."



Commercial and industrial companies in Spain and Portugal can now make use of Schenker's concentrated European network to serve their customers in Scandinavia and Eastern Europe still more effectively on the basis of a regular schedule. So new markets are being opened up at the same time. For this purpose, additional regular international services are already being

### Schenker receives award for best reputation and highest brand recognition

**Trade magazine LOGISTIK inside presents its Image Award 2007**

The SCHENKER brand received the LOGISTIK inside Image Award 2007 in Berlin as Germany's most well-known freight forwarder and contract services provider. The award was presented by the German trade magazine LOGISTIK inside on the basis of a survey of 300 logistics managers in trade and industry, which was conducted by the market research institute TNS Emnid on its behalf.



f.l.t.r: Anita Würmser, Editor in Chief "LOGISTIK inside", Hans-Jörg Hager, Chief Executive Officer Schenker Deutschland AG, and Dr. Hanspeter Stabenau, Honorary Chairman of the Bundesvereinigung Logistik (BVL, German Logistics Association) at the ceremony of the "LOGISTIK inside Image-Award 2007" to Schenker.

The Deutsche Bahn subsidiary Schenker achieved 100 per cent brand recognition in the image ranking for 2007. In the assessment of its image, Schenker was also way ahead of its competitors. In his presentation speech, Dr. Hanspeter Stabenau, Honorary Chairman of the German Logistics Association (BVL), said: "It is not without reason that Schenker is regarded as the flagship company among Germany's leading logistics services providers."

Hans-Jörg Hager, Chairman of the Management Board of Schenker Deutschland AG: "We are very proud of the fact that the German logistics

developed. The French market is one of the most important markets for the Spanish economy, and it will also benefit from the integration of Spain-Tir. Schenker and Spain-Tir have already enjoyed a successful partnership on this route for many years.

The integration of Spain-Tir with Schenker and further development of the Spanish organization, which has more than 1,500 employees, will be directed by a board of managers drawn from both companies. This is presided over by Lluís Gay i Mundó, who combines the roles of Chairman of Spain-Tir and President of the new company Schenker Iberica SA. Other members are Jaume Ballester (Spain-Tir), Joël Moebel (Regional Director Europe West, Schenker AG), Dr. Hans-Jörg Rodi (Regional CFO Europe West, Schenker AG) and Hans-Jörg Hager.



The Management Board consists of Jaume Ballester (Managing Director) and Gert Lehmann (CFO Schenker / Integration Finance and Controlling). The company's air and ocean freight business will be handled by Rafael Lopez-Chapi, while Juan Martin will be responsible for sales. In the land transport area Lluís Gay Jr. is responsible for international transport, and Ernest Obach for the national network, with sales being managed by Paco Gay. Frank Gutzeit remains managing director with responsibility for Portugal, where the Spain-Tir subsidiary Pantrans is being integrated. An officer will shortly be appointed to manage the area of Contract Logistics / SCM.

The essential task facing the management team is to integrate the powerful service company Spain-Tir with Schenker's European and worldwide network, while maintaining its high standards of quality service. Besides this, the objective is to make the entire range of Schenker's services available to customers in Spain and Portugal.

## Schenker/BAX Earns High Marks in "Top 100 3PL" Award

**Duo Ranked Number 5; BAX in top 10 for second year in a row**

The new joint organization of Schenker and BAX Global earned a Top 5 rating in Inbound Logistics' annual "Top 100 3PL" listing. Last year, BAX was in the top ten companies recognized as a leading 3PL provider. BAX has been named a "Top 100 3PL" for six out of the last seven years.



Inbound Logistics (IL) is a leading trade magazine targeted toward business logistics and supply

community sees us as the main pillar of the freight forwarding and contract logistics business. To achieve 100 per cent brand recognition and be top of the popularity rankings in a market that has such a large number of strong competitors is recognition indeed."

## Around the world on human power

**Jason Lewis, the 38-year old British globetrotter, now achieved his aim "Around the world on human power". He travelled about 74,000 km and finished his expedition on October 6, 2007 in London. Jason has been supported in this by Schenker in Singapore.**

For thirteen years, Lewis travelled without wind or



motor assistance, only by pedaling, hiking and cycling. For instance, he used a one-of-a-kind pedal boat to cross the Pacific Ocean and

managed the challenging distance of 8,000 nautical miles in 178 days. At the last leg of this expedition Schenker in Singapore provided logistics solutions support, including shipping the pedal boat from Singapore to Mumbai ready for Jason Lewis to pedal to Djibouti in East Africa early next year. "Schenker have the same 'can-do' attitude", said the globetrotter.

it is impressive to see Schenker/BAX Global providing the kinds of solutions that companies large and small rely on to solve tactical logistics issues. It is equally impressive that Schenker/BAX Global is responsive and continues to anticipate evolving needs by offering the strategic solutions needed to drive business process improvement and change for customers. For those reasons, Inbound Logistics editors are proud to recognize Schenker/BAX Global as a 2007 Top 100 3PL."

Dr. Detlef Trefzger, member of the board of management of Schenker AG and responsible of global Contract Logistics/SCM says, "The size and scale of our logistics and



chain managers in the USA. Each year, IL editors select the best logistics solutions providers by evaluating submitted information, and comparing it to the burgeoning global supply and logistics challenges of their readers. The editors whittled this year's list from more than 400 companies through a comprehensive process of evaluating questionnaires, conducting research, and soliciting reader feedback.

"World-class logistics performance is crucial for companies of all sizes, from the Fortune 500 to SMBs," says Felecia Stratton, Editor, Inbound Logistics. "Given the scope and scale of the challenge,

transportation networks, our knowledge of our target industries, and our customer-centric solution designs enable us to provide integrated logistics solutions for our global customers. We are particularly proud of the integration of Schenker and BAX Global, in which we have combined our strengths and harmonized our solutions and quality program. We consider our ranking in the Top 100 list to be a validation of these activities and the excellent teams we have assembled to meet the requirements of our customers."

## More security technology for containers

### First test phase between Hamburg and Hong Kong successfully concluded • Now also fitted with GPS sensors

Schenker's ocean freight containers that are used all over the world can now for the first time be continuously monitored, thanks to a special new security technique. For test purposes the company has fitted out ten of its containers, also known as SCHENKER *smartbox*, with special sensors in addition to RFID technology. These 'GPS Security Devices' communicate the current GPS coordinates, temperature levels and security parameters (like door activities). The transport units are in regular use between Hamburg and Hong Kong.

The first test phase for the RFID technology has been successfully completed. RFID status notifications communicate the most important points where liability changes hands, when the containers are loaded and unloaded at the packing stations in Hamburg and Hong Kong, as well as the time of arrival at the terminal. This gives a clear view of when and where the load is being transhipped.



"It is becoming clear that this technology will be ripe for serial production in the near future. At least the RFID technology promises to be suitable for use on a wide scale, from the economic point of view as well," comments Dr. Wolfgang Dräger, Senior Vice President, PM Ocean Freight, Schenker AG.

The new GPS sensors give information at regular intervals about conditions in the container: is it cold or hot, are there any sudden temperature changes? Does the container get shaken up in the course of the journey? Does it deviate from the planned route? These and other data are compiled in a report, which Schenker can then consult. "As soon as this technology is ready for serial production, it will open up new possibilities of service to our particularly demanding industrial customers," explains Dr. Wolfgang Dräger. For example, the

temperature of pharmaceutical products and other sensitive goods can be continuously monitored, which could come out cheaper in the long term than transporting them in refrigerated containers, provided that the appropriate temperature tolerances can be guaranteed.



It is a similar situation with goods that are vulnerable to shock, like laptops and other valuable articles. Even if it is not possible to prevent the goods from being shaken about at all, at least you can determine in retrospect when and where they have been exposed to shock and what has occurred. Finally it is possible to determine when and where the door of the container has been opened. If this happens unexpectedly or the door is forced, an alarm is triggered and at the same time appropriate security

measures will be initiated.

## Schenker of Canada to Launch New Courier Services Division

**Kathy Kropf, former Managing Director, Canadian World Wide Sales at FedEx to lead the charge for Schenker**

Schenker of Canada Limited announced the coming launch of its new Courier Division with Kathy Kropf at the helm as Director. The Courier Division will officially launch later in Q4 of this year.

Ms. Kropf brings many years of logistics and transportation expertise to her new role. Most recently, she was Managing Director, Canadian World Wide Sales at FedEx Canada. As Director of Schenker's new Courier Division, Ms. Kropf will plan and oversee the completion of the company's offering in this critical part of the market.

Schenker's Courier Division compliments the company's growing suite of solutions for its customers. Combined with its strong credentials and partnership with Canada's leading courier companies, which facilitate end-delivery, Schenker will provide a complete door to door transportation and logistics service. With the recent integration of BAX Global now complete, Schenker provides solutions for skid and package shipments. In fact, Schenker is the only company offering trans-border, domestic and international service with both heavy weight and courier integrated services.

From 1995 to 2007, Ms. Kropf held progressively more responsible positions with FedEx Canada,

culminating in her Managing Director role which she held for over four years. Working with many Fortune 500 customers, Ms. Kropf was directly responsible for the strategic planning, execution and performance of the Canadian World Wide division. Prior to that role, Ms. Kropf was employed with FedEx Ground and Roadway Express.

"We are very fortunate to be able to bring someone on board with Kathy's expertise and years of experience," says Dwayne Hihn, Senior Vice President - Air Products, at Schenker of Canada. "I know that she will embody the tradition of Schenker's top-notch service for all of our customers."

"This is an extremely exciting time for Schenker," adds Kathy Kropf, Director, Courier Services, Schenker of Canada. "Schenker is expanding its services in many ways and I'm proud to be part of its future successes."

### About Schenker of Canada

Schenker is the 2nd largest Logistics Service Provider in Canada, with sales of approximately \$1Billion and operating from over 40 sites across the country. Schenker Canada spans a coast-to-coast network that extends to all major harbours, airports and border crossings. In just over half a century, the business has grown to include 2,000 Schenker employees. Schenker of Canada has a portfolio of supply chain services in Canada that include: Contract Warehousing/Distribution, Ocean Freight, Air Freight, Land Transportation, and Customs Brokerage and Consulting; as well as services for Global Sports Events and Dedicated Freight Management.

## Narita International Airport

Narita International Airport is an international airport located in Narita, Chiba, Japan, in the eastern portion of the Greater Tokyo Area and was world's 5th busiest airport in 2006.

Narita handles the majority of international passenger traffic to and from Japan, and is also a major connecting point for air traffic between Asia and the Americas. It is the second-busiest passenger airport in Japan, busiest air freight hub in Japan, and third-busiest air freight hub in the world. It serves as the main international hub of Japan Airlines and All Nippon Airways. It is also a major hub for Northwest Airlines and a focus city for United Airlines. Under Japanese law, it is classified as a first class airport.

The airport was known as New Tokyo International Airport until 2004. While Tokyo is the source of much of Narita Airport's traffic, the airport is located far from the 23 Special Wards (1 hour by the fastest train) and in a different prefecture. Tokyo International Airport (Haneda Airport), located in Tokyo proper, is the busiest airport in Japan and the fourth-busiest in the world, even though it handles very little international traffic.



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