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## ASIAN SHIPPER

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Wednesday, January 17, 2007

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### **Kuehne + Nagel renews with Australia's Woodside Energy**

AUSTRALIAN energy exploration and production company, Woodside Energy, has renewed a long-term contract with Kuehne + Nagel in Australia, which will see the logistics provider continue to provide industry-specific international forwarding services for Woodside.

The extended five-year agreement, with the option to prolong for another two years, encompasses international sea and airfreight, charter shipments, project logistics and general transportation management.

The decision in favour of Kuehne + Nagel as the preferred partner was reportedly based on the company's dedication to safety, customer service and innovation, the

statement said.

"In addition, the logistics provider has demonstrated its expertise and flexibility in project-oriented business, particularly with respect to the effective handling of break-bulk shipments and large-scale consignments," the statement added.

"Through the affiliation with Woodside Energy, Kuehne + Nagel is enhancing its capabilities as one of the logistics providers in the oil and energy industry," said Kuehne + Nagel managing director Jens Pohlmann.



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### **Alliance of European forwarders link to widely used e-booking system**

A GROUP of European freight forwarders has selected INTTRA to standardise electronic booking, shipping instructions, bills of lading and track-and-trace information using a new portal called EURTEAM.

An INTTRA statement declared that its product is the largest e-commerce platform for the ocean industry with 22 of the world's largest carriers in its network, representing 61 per cent of the sea freight capacity.

Customers include Alianca, ANL, CMA CGM, CSAV, CSAV Norsia, DAL, Deutsche Afrika-Linien, Fanzl, Hamburg Sud, Hapag-Lloyd, "K" Line, Libra, Maersk Line, MCC Transport, MISC, MOL, MSC Mediterranean Shipping Company, NYK, Safmarine, Senator Lines and United Arab Shipping Company.

The five forwarders of EURTEAM - Asta Logistik Grupo (Spain), Daher (France), Leschaco, (Germany), The Warrant Group (United Kingdom) and, U.Del Corona Scardigli (Italy) - expect to streamline services through a single interface system.

Said Leschaco IT manager Susanne Lotz: "Using INTTRA has enabled us to reach the bigger part of our carrier network through one international portal." Warrant's IT manager, David Roff, said: "INTTRA has streamlined the process of sending shipping instructions and receiving web-based bills of lading and status reports."

INTTRA, founded in 2000, and based in New Jersey, offers a range of e-commerce tools, including: tender, sailing schedules, booking, shipping instructions, bills of lading, track-and-trace, as well as reports.



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### **TNT targets Brazil and emerging markets in global expansion**

TNT has acquired Brazil's largest package delivery company, Expresso Mercurio, as it turns to this rapidly emerging market and puts its expansion plans on hold in China and India.

TNT is expected to use this acquisition as a springboard to expand into South America. The transaction price has not been disclosed.

A report by the Dutch news agency APN said Mercurio now commands 15 per cent of the Brazilian market, being mainly active in the south and southeast with a presence in 3,300 towns and ambitions to achieve national coverage.

APN noted that in 12 months, TNT has made three large acquisitions in rapidly growing markets, after purchasing China's biggest freight and package delivery firm, Hoau, as well as India's Speedage.

The company is now believed to be setting its sights on establishing a foothold in South America, South Africa and possibly Russia. This means that for now further acquisitions in China and India will be on the backburner to allow TNT time to shape up the companies it has acquired there since 2004.

TNT forecasts that Brazil's domestic express market will grow 10 to 15 per cent in the coming years. TNT sales for the whole of 2006 are expected to be in the range of EUR190 million (US\$245.05 million).



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### **DHL launches new regional brand campaign**

GLOBAL express and logistics company, DHL, has unveiled its latest brand advertising campaign for the Asia Pacific region, "All the Way", that aims to promote the image of providing a personalised service in everyday situations.

The campaign intends to express the message of the company being: a good express provider, easy to deal with, a service innovator and global trade facilitator.

"For us, 'All the Way' means that at DHL we truly have our customers' best interests at heart and that we will go the 'extra mile' to fulfil what we have been tasked to do," said Dan McHugh, senior vice president commercial, DHL Express Asia Pacific.

"The campaign demonstrates different ways in which we are going 'All the Way' to achieve our goal of becoming their first choice for all express and logistics requirements."

A major inspiration for the brand campaign was said to have been the DHL employees themselves who go all the way for their customers, a company statement explained.

DHL's Asia Pacific brand campaign will be launched simultaneously across all countries in the region through print and television advertisements and outdoor placements in the first quarter.



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### **Savi signs 7 licences for its RFID container technology**

SAVI Technology, Lockheed Martin's provider of radio frequency identification (RFID) supply chain solutions for containers, says seven companies have licensed its technology package, signalling a maturing market.

"This establishes a sound baseline for interoperability and future implementation of RFID-based electronic seals and other container security devices," said Bob Kramer, chief executive officer of Savi Technology.

As participants in Savi's licensing programme, the companies will gain access to Savi's intellectual property for active RFID products, which are based on the ISO 18000-7 active RFID air protocol standard, a company statement said.

"Broad participation in our ISO 18000-7 licensing programme is a sign of a maturing market for active RFID, and a confirmation that standardisation will continue to turbo charge this market," said Mr Kramer.

The development follows the launch last August of Savi Technology's ISO 18000-7 RAND (Reasonable and Non-Discriminatory) programme.

Companies named as authorised licensees of Savi's RFID patents around ISO 18000-7 are: Apogee Total Solutions, formerly Active RFID Systems, Convergence Systems Limited, Evigia Systems, Graphic Industries, Hi-G-Tek, Identec Solutions, and Impeva Labs.



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### **OOIL completes sale of three of four US terminals to OTPP**

HONG KONG's Orient Overseas (International) Ltd (OOIL) says it has completed the sale of three of the four terminals to the Ontario Teachers' Pension Plan Board (OTPP), a company statement announced.

The company, the parent of Orient Overseas Container Line (OOCL), was still waiting for the consent of the New York and New Jersey Port Authority to complete the deal on the sale of the New York Container Terminal on Staten Island.

The sale of the other three terminals - Deltaport and Vanterm terminals in the Port of Vancouver and Global Terminal in Bayonne, New Jersey in the Port of New York and New Jersey - was completed on January 11.

"We are pleased to have completed the sale of three of the four terminals to the Ontario Teachers' Pension Plan Board," said Nicholas Sims, CFO of OOIL. "The board is an ideal acquirer for the terminals. They are a long-term investor who we believe can maintain a stable environment for growth and the continued success of the terminals."

OOIL announced in November that it entered into an agreement to sell the four container terminals to the OTPP for US\$2.35 billion in cash. Shareholders approved the transaction in December.



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### **Vandegrift Forwarding establishes presence in HK**

NEW JERSEY-BASED Vandegrift Forwarding Company, a provider of customs clearance and international supply chain management services to US importers and exporters, has recently opened a new regional office in Hong Kong.

The location is intended to better serve the company's client-base, with other office openings in Asia expected to follow.

"As part of our ongoing expansion, Vandegrift Forwarding Company is pleased to open its latest office in Hong Kong. The strategic location of the Hong Kong office, as well as our joint venture with Korman Shipping, allows us to better serve our extensive client base and demonstrate our commitment to the market," said Mitchel Scher, president and CEO, of Vandegrift Forwarding Company.

The new Hong Kong office for Vandegrift Logistics is located within Saxon Tower in Lai Chi Kok, Kowloon. Founded in 1951, Vandegrift's solutions have been designed to help clients manage the flow of merchandise throughout the world through enhanced visibility, velocity and flexibility.



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### **Tacoma becomes new US-Canada gateway for Mitsubishi Fuso trucks**

THE US west coast Port of Tacoma has taken delivery of its first Mitsubishi Fuso medium-duty truck from Japan.

The vehicle arrived onboard the Maersk Taiki and was sent directly into the adjacent 146-acre Marshall Avenue Auto Facility, a statement from port authority said.

"The addition of the Port of Tacoma to MFTA's logistical resources will shorten time to delivery for our dealers and customers in the Pacific Northwest, on both sides of the border," said Robert McDowell, president and CEO of Logan Township, New Jersey-based Mitsubishi Fuso Truck of America (MFTA).

Previously, the company had to move vehicles to the Pacific Northwest from San Diego or Baltimore.

"We are honoured to have Mitsubishi Fuso call Tacoma home," said Andre Elmaleh, director of the port's Auto Line of Business. "Through our alliance with Auto Warehousing Company (AWC), our labour and transportation partners, our port's

automotive and trucking customers are well-positioned to succeed in Tacoma."

He added that in 2006, more than 160,000 vehicles were processed through Tacoma.



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### **ProLogis leases 40pc of Lingang Park distribution area to DHL China**

THE world's largest owner, manager and developer of distribution facilities, ProLogis, is leasing 200,000 square feet of industrial space in China to DHL.

DHL will occupy a newly developed warehouse at ProLogis Park Lingang, located outside Shanghai near the Yangshan deepwater port complex which at full buildout will be able to handle 25 million TEU annually, making it the largest port in the world.

DHL will use the facility as a distribution point for goods leaving and entering China via ocean freight, a ProLogis statement said.

"ProLogis Park Lingang offers enormous advantages as a distribution hub, given the unique access it offers to Yangshan," said Victor Mok, senior vice president for DHL in China. "ProLogis is a trusted provider of distribution space to DHL all over the world, and we're very pleased to be working with them again."

ProLogis Park Lingang is being developed within the Lingang Industrial Area on the land-side end of the Yangshan Bridge that connects up to the deepwater port. The park consists of two distribution centres totalling 545,000 square feet. A third building totalling 110,000 square feet is under construction. Once all phases of the park have been developed it will be able to accommodate up to 10 million square feet of industrial space.

ProLogis entered the China market in 2004 and has since put 4.1 million square feet of distribution space into operation and another three million square feet under development. In addition to DHL, major customers in China include Adidas, L'Oreal, Menlo Worldwide, Nokia, NYK, Samsung and UPS.



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