With logistics, you have to listen to the beat.

When it comes to supply chain management, smart shippers and carriers are good at all the moves. There’s a rhythm to the process and working closely together, they keep in step with it. The smooth orchestration of timely equipment positioning, road and rail transportation, port throughput and ocean transportation is a big conceptual and practical challenge — and you have to be creative. With logistics, it’s upstairs for thinking and downstairs for dancing.

Logistics all comes together at the interface. And on the East Coast, nobody does it better than Charleston — which is where we headed with Michelin North America whose headquarters are in nearby Greenville, South Carolina. One of our cleverest customers, the famous French company wanted to see how the port works. So, on Wednesday, June 20 we went there together.

Michelin’s Greenville plants produce car, truck, and bus tires. But they also make earthmover tires, which can stand up to 13 feet tall and weigh as much as 11,900 lbs. They’re in constant demand in many South American countries where mining is big business. For example, via our services to Chile through Charleston, Hamburg Süd carries over 1350 of these massive units every year.

During the tour, Michelin personnel found out just how we handle this challenge. They watched big rigs moving through the port gates and huge gantry cranes in operation. They saw the security employed to protect their cargo. By boarding a berthed vessel and visiting the bridge, they learned about the ship’s command systems and protocols while watching the port’s pilots at work.
And down below deck they enjoyed the hum & the thrum of the engine room. They saw all these synchronized intermodal, port operation and vessel systems working in tandem. Hamburg Süd, Michelin and The Port of Charleston. We’ve got rhythm.

Let’s hear it for Mike!

Hamburg Süd North America is delighted to share the news that following an industry-wide poll, our senior vice president of business operations Mike Wilson has received the 2018 Containerization and Intermodal Institute’s ‘Connie Award’.

Announcing the Award on July 18, CII President Michael J. DiVirgilio said that, “Mike joins a stellar list of Connie recipients who have made significant contributions to the containerization industry. In addition, we are honoring Mike for his voluntary leadership in organizations that help the industry navigate through changes.”

A resident of Sparta, N.J. and based in our nearby Morristown head office, Mike heads up our marine and terminal operations, equipment and intermodal, finance and accounting, information technology, human resources, quality management and administration operations. With 39 years of experience in international shipping, he has occupied senior positions in logistics, operations and customer service working with major lines operating throughout the Americas and in Europe.

Mike is a board member and past chairman of the Intermodal Association of North America, vice chairman and a member of the executive committee of the Ocean Carriers Equipment Management and chairman of its Consolidated Chassis Management subsidiary. He is also a past board member of the New York Shipping Association and an active participant on the NYNJ Council on Port Performance.

Mike’s award will be presented on December 10 during a special luncheon at the Renaissance Newark Airport Hotel in Elizabeth, N.J. A non-profit organization, the CII was founded in 1960 to promote industry awareness, preserve the history of intermodal transport and organize educational conferences and seminars.
Our AgTC ‘Top Ranked Carrier’ Award

Three is nice!

Hamburg Süd has also been honored by the Agriculture Transportation Coalition for our across-the-board performance excellence. The AgTC is the largest association of exporters of agricultural and forestry products in the United States.

Held in mid-June, the ceremony announcing the 2018 ‘Top Ranked Carrier’ Award marked the third year in a row that the honor has been bestowed on Hamburg Süd. Receiving the Award, Senior VP Juergen Pump commented that, “Our success is gratifying but we won’t become complacent. We are consistently working to improve the services we offer to meet the industry-specific requirements of our customers. In this way, we forge long-term and sustainable business relationships.”

Member companies of the AgTC vote to determine the annual award winners. In the Ocean Carrier Performance Survey, Hamburg Süd achieved top marks in categories including Documentation Accuracy and Timeliness, Quote Responsiveness, Rate Competitiveness, Claims Service, Freight Billing Accuracy, On-time Performance, Ease of Doing Business, Canceling or Rolling Bookings, Equipment and Space Allocation, Problem Resolution and Customer Service Practices.

Global Freight Awards

Vote 1 for performance!

Maritime Intelligence has nominated Hamburg Süd as a Global Freight Awards finalist in the Container Line of the Year category. Voting closes soon, so if you appreciate our service and our across-the-board performance simply follow this link below and have your say. Your vote might carry the day!

Vote for us here: https://maritimeintelligence.informa.com/events/awards/global-freight-awards/readers-vote

Bits and pieces.

Ironing out the bugs.

The Australian Department of Agriculture and Water Resources has issued fumigation guidelines and instructions for the 2018/2019 high risk season (September 1, 2018 to April 30, 2019) to prevent brown marmorated stink bug infestations.

The ports we call.

New York

GCT is spreading the news.

New York City is the beating heart of the tri-state area of New York, New Jersey and Connecticut – the largest consumer market on the East Coast. And for shippers, with the benefit of the two major port facilities operated by Global Container Terminals (GCT) and their direct connections to the region’s network of pulsing intermodal arteries, the City’s crown as ‘king of the hill’ is still firmly in place.

GCT operates two facilities in the Port of New York and New Jersey. Located on Staten Island, GCT New York is the state’s premier terminal – and neighboring GCT Bayonne (upper New York Bay in Jersey City) is thriving.

Having achieved the harbor’s highest crane rates and sub 30-minute truck turn times, GCT New York has won the Bi-State Truck Award for Best Terminal Operator six times. (Other honors have included the Silver Helmet award for safety from the New York Shipping Association.)

Other service features include the CES (Comprehensive Examination Station) which reduces customer costs and provides sophisticated warehouse and container yard security. And GCT’s 68,000 square foot on-terminal refrigerated warehouse offers full crossdock and distribution capabilities.

Served by major truck routes and by CSX and Norfolk Southern, GCT’s on-dock Express Rail intermodal yard can deliver containers within 24-48 hours from time of vessel discharge. The new heavy weight Goethals Bridge provides terminal access for vehicles up to 90,000 pounds.

Sustainability is a core GCT focus, and environmentally it’s a winner. Having joined voluntary environmental certification program Green Marine in 2014, GCT New York earned among the highest air, land, and water emissions marks awarded to any participant at 92% overall, placing it at the “Excellence & Leadership” level for nearly every category.

The Port of New York and New Jersey offers seamless port operations and unmatchable delivery convenience. And like us, GCT says ‘be a part of it!’
The ports we call.

Chicago

Let us show you around!

With over $3 trillion worth of goods moving through the metropolitan area each year, Chicago is North America’s premier intermodal distribution hub. In fact, according to the Illinois Department of Transportation, it’s the third largest intermodal container port in the world after Hong Kong and Singapore.

Chicago’s intermodal terminals connect with seven interstate highways as well as six of the seven Class 1 railroads. These railroads operate a combined total of 18 rail yards in the Chicago area, with approximately 50 percent of all intermodal trains in the U.S. passing through. The Chicago Metropolitan Agency for Planning (CMAP) claims that in 2016 the number of intermodal container lifts neared 7.9 Million – a 16% increase over the past five years.

Employing a combined workforce of 200, BNSF Railway’s Logistics Park and CSX’s Bedford Park handle the largest cargo volumes, recording 964,492 and 930,720 lifts respectively in 2016. Bedford Park – at 280 acres the largest Intermodal facility in the CSX network – nineteen lift machines service thousands of trucks and an average of over twenty trains every day.

Some of the major commodities shipped by rail to/from and through the area include electronics, coal, agricultural products, plastics & rubber, and chemicals – whose volumes and values underline the area’s status as a major mover in world commerce. Go Chicago!
How are we doing?

Back up there!

After a couple of months in the doldrums (don’t ask – it’s complicated) SealIntel’s August Schedule Performance Report records much better news for Hamburg Süd in relation to our on-time sailings for July 2018. Having made a major effort to turn the ship around, Hamburg Süd has achieved third place (among 15 lines surveyed) with an average score of 80.2%. This is a notable improvement of 5.3% over the average May/June score.

The realignment of capacity in some of our key trades and the unpredictability of its effects means that the recently volatile schedule reliability pattern may repeat itself. And there may be more ‘unknown unknowns’ to contend with. However, as formerly, we are now better able to manage most of the inherently controllable factors and we expect a gradual return to a more stable reliability environment – one in which, with our usual positivity, we expect to excel.

Global Top 15 carrier ranking - July 2018

Source: SealIntel - Global Liner Performance report
Welcome aboard.

Melanie Jenner
Melanie joined us in June 2018 and has been appointed as an Inside Sales Coordinator. She is based in the Schaumburg, Illinois office.

Melanie graduated from Carthage College in 2018 with a Bachelor’s Degree in Marketing. Prior to joining Hamburg Süd she was a Sales and Client Database Manager at Velocity Consulting.

Changing tides.

Updates on Rates and Surcharges

General Rate Increase (GRI):

• Effective September 1, 2018

Asia to United States East Coast
A GRI of $480/20’ and $600/40’ will be applied

Asia to United States and Canada West Coast
A GRI of $480/20’ and $600/40’ will be applied

• Effective September 15, 2018

Asia to United States East Coast and Gulf Coast
A GRI of $480/20’ and $600/40’ will be applied

Asia to United States and Canada West Coast
A GRI of $480/20’ and $600/40’ will be applied

Australian Import Terminal Handling Charge (THC) Increase

Effective August 20, 2018 (cargo receipt date), the Terminal Handling Charge (THC) for all import cargo to Australia will be as follows:

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<tr>
<th></th>
<th>20’ DRY</th>
<th>40’ std/HC</th>
<th>20’RF</th>
<th>40’RF</th>
</tr>
</thead>
<tbody>
<tr>
<td>To Melbourne and Tasmania port via Melbourne</td>
<td>AUD 470</td>
<td>AUD 635</td>
<td>AUD 555</td>
<td>AUD 700</td>
</tr>
<tr>
<td>All Other Ports</td>
<td>AUD 440</td>
<td>AUD 575</td>
<td>AUD 525</td>
<td>AUD 640</td>
</tr>
</tbody>
</table>

Tariff cargo as well as existing service contracts will be subject to this revised THC
Chassis provider changes.

Our primary provider in the locations below is now Direct ChassisLink, Inc. (DCLI). To procure chassis, shippers or their agents/consignees should contact DCLI using the following information.

Since August 1, 2018

**Memphis & Nashville**
Our primary provider is no longer NACP – it is now DCLI, operating out of their DCLP pool. Servicing the Memphis & Nashville areas, this will not affect current operations and chassis may be procured from the same locations. New contact details:

- **Logistics contacts**
  Kazzie Cooper, Senior Logistics Manager
  Office: (657) 594-3754
  Email: kazzie.cooper@dcli.com

  Kristy Powell – Logistics Manager
  Office: (704) 594-3726
  Email: kristy.powell@dcli.com

- **M&R contact**
  Ron Filiault – M&R Manager
  Cell: (901) 553-1895
  Email: ron.filiault@dcli.com

**Kansas City & St. Louis**
Our primary provider is no longer NACP – it is now DCLI, operating out of their DCLP pool. Servicing the Kansas City & St. Louis areas, this will not affect current operations and chassis may be procured from the same locations. New contact details:

- **Logistics contacts**
  Kazzie Cooper, Senior Logistics Manager
  Office: (657) 594-3754
  Email: kazzie.cooper@dcli.com

  Jarrod Pafford – Logistics Manager
  Office: (704) 594-3749
  Email: jarrod.pafford@dcli.com

- **M&R contact**
  Jerry Ostrander – M&R Manager
  Cell: (630) 461-4997
  Email: jerry.ostrander@dcli.com

**Omaha**
Our primary provider is no longer NACP – it is now DCLI, operating out of our current MWCP pool. Servicing the Omaha area, this will not affect current operations and chassis may be procured from the same locations. New contact details:

- **Logistics Contacts**
  Kalen McClanahan – Logistics Manager
  Office: (913) 384-8904
  Email: kmclanahan@ccmpool.com

  Lisa Willmann – Logistics Manager
  Office: (913) 384-8904
  Email: lwillman@ccmpool.com

  Bob Kline – Senior Pool Manager
  Office: (913) 384-8904
  Email: rkleine@ccmpool.com

- **M&R Contact**
  Colby Burle – M&R Manager
  Office: (913) 384-8904
  Email: cburle@ccmpool.com

We welcome your input suggestions, questions or comments, please contact Mayra Ortiz at mayra.ortiz@hamburgsud.com

To remove your name from our mailing list, please reply to the email received and write ‘unsubscribe’ in the reference.