

September 2016

news and more

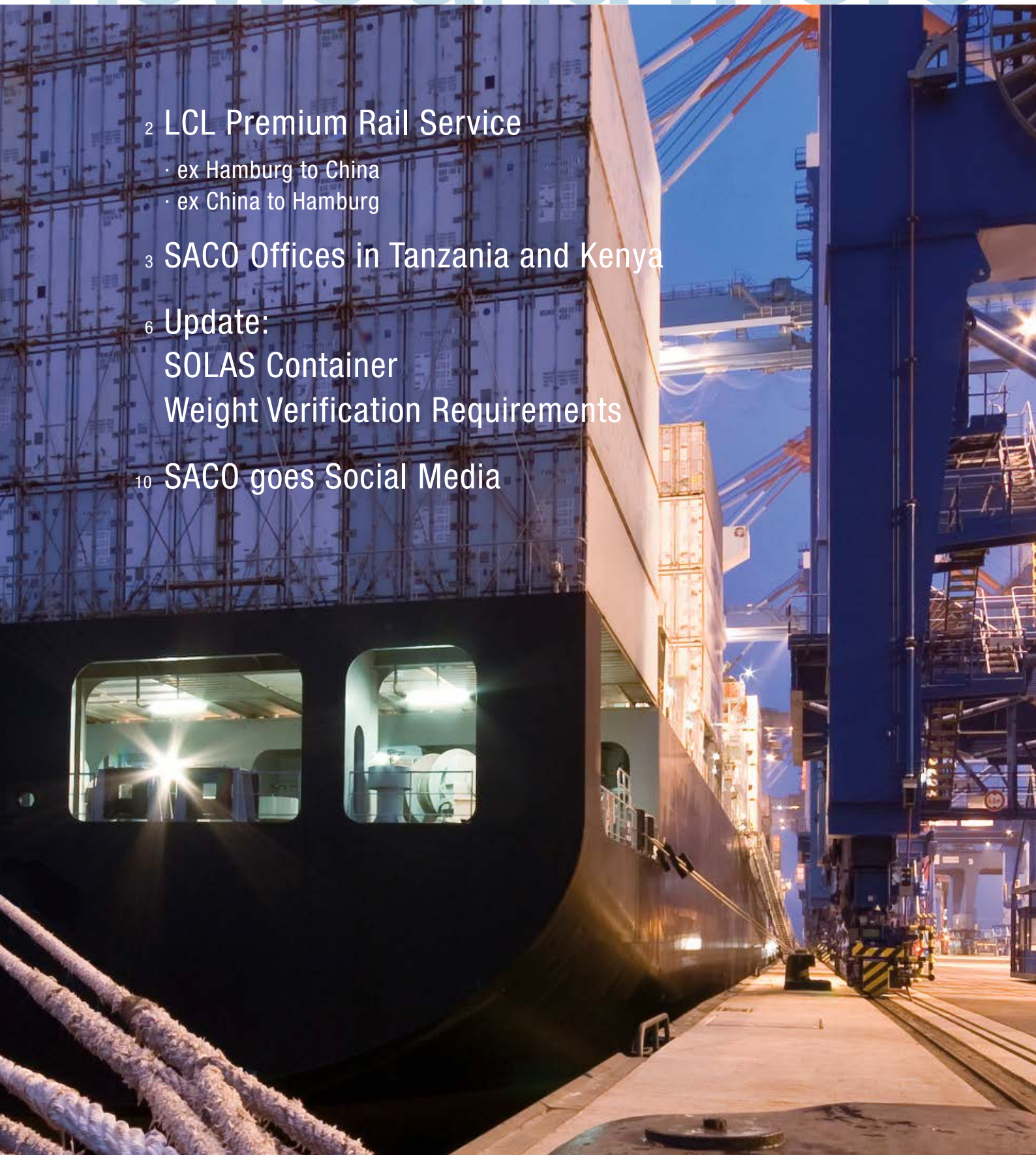
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LCL premium rail service ex Hamburg to China

→ For more information please contact
 Hamburg
 Marc Wagnitz
 marc.wagnitz@saco.de
 T +49 40 311 706 307

Felix von Wedel
 felix.vonwedel@saco.de
 T +49 40 311 706 306

Bremen
 Daniel Leuters
 daniel.leuters@saco.de
 T +49 421 520 16 135

Since August SACO Shipping is the first NVOCC to offer the freight forwarding industry a strictly neutral premium rail service from Hamburg and Bremen to Suzhou in the Yangtze delta.

Compared with sea freight the transit time is much shorter and price-wise the rail service is an alternative to airfreight worth looking at. We can provide pre-carriages from EU countries and on-carriages in China, e.g. to Ningbo, Wenzhou, Nanjing, Wuhan, Chengdu and Shanghai; other Chinese cities are available on request. Delivery warehouses are PCG in Bremen and PCH in Hamburg.

Key dates:

- Gate-in Hamburg cut off: Tuesdays
- Gate-in Bremen cut off: Mondays
- Documents cut off: Tuesdays
- ETD Hamburg: Fridays

Transit times:

- Suzhou 21 days
- Ningbo 23 days
- Wenzhou 23 days
- Wuhan 25 days
- Chengdu 26 days

LCL premium rail service ex China to Hamburg

→ For more information please contact
 Hamburg
 Pit Becker
 pit.becker@saco.de
 T +49 40 311 706 468

With immediate effect SACO Shipping has launched a weekly strictly neutral LCL rail service from Shanghai, Suzhou and Shenyang to Hamburg. This service is up to 60% cheaper than airfreight and up to 50% faster than sea freight. We can also provide pre-carriages and cross-border door delivery services. To protect high-value goods GPS devices are available allowing online cargo tracking and tracing.

Suzhou key dates:

- Gate-in Shanghai cut off: Wednesdays
- Gate-in Suzhou cut off: Thursdays
- Customs cut off: Fridays
- ETD Suzhou: Sundays
- Transit time: 16 days

Shenyang key dates:

- Gate-in Shenyang cut off: Tuesdays
- ETD Shenyang: Thursdays
- Transit time: 19 days

SACO offices in Tanzania and Kenya

We are proud to announce the opening of SACO Shipping offices in the biggest ports of the neighbouring states Tanzania and Kenya. Since July you can take advantage of our reliable services in Eastern Africa as well.

Our office in Tanzania is located in Dar es Salaam, the nation's capital and its biggest city with some 4.5 million inhabitants.



SACO Shipping Ltd.
 PO box No. 178
 2nd Floor, Harbour View Towers
 Samora Avenue, Dar Es Salaam
 United Republic of Tanzania
 T +255 22 212 87 54
 F +255 22 212 87 51
 barkat.khan@tz.sacoshipping.com

In Kenya our office is located in Mombasa, the most important port in Eastern Africa.



SACO Shipping Ltd.
 PO box No. 4009 80107
 Olemonana House, 2nd Floor
 Moi Avenue, Mombasa
 Republic of Kenya
 T +254 4123 18042
 F +254 4123 18033
 operations@ke.sacoshipping.com

→ For more information please contact

Hamburg
 Katherina Endrukat
 katherina.endrukat@saco.de
 T +49 40 311 706 224

Bremen
 Dennis de Meijer
 dennis.demeijer@saco.de
 T +49 421 520 16 128

Duisburg
 Marcus Brackmann
 marcus.brackmann@saco.de
 T +49 203 500 63 18

Direct services ex China and Korea to Vienna and Bratislava

In July we started groupage container services ex Shanghai, Shenzhen, Ningbo and Hong Kong plus ex Busan in Korea to Austria and Slovakia – heading directly for Vienna and Bratislava without transshipments in Hamburg or Koper. The fastest transit time is 26 days and the rates are competitive.

→ For more information please contact

Vienna
 Eva Hejda
 eva.hejda@at.sacoshipping.com
 T +43 1 890 44 55 18

Bratislava
 Martin Turcan
 martin.turcan@sk.sacoshipping.com
 T +421 2 622 50 153



Just 21 days to Port-au-Prince, Haiti

→ Ihre Ansprechpartner

Hamburg

Carsten Geiser

Carsten.geiser@saco.de

T +49 40 311 706 151

Bremen

Dennis de Meijer

dennis.demeijer@saco.de

T +49 421 520 16 128

Rotterdam

Angelita van Klinken

avanklinken@sscconsolidation.com

T + 31 10 263 0029

Antwerpen

Lesley Gevers

lgevers@sscconsolidation.com

T +32 3 609 40 61

With immediate effect SACO Shipping offers a biweekly service at competitive rates to Port-au-Prince, Haiti. Transit time is just 21 days.

The service leaves from Hamburg, Bremen, Rotterdam and Antwerp and heads for Rio Haina, Dominican Republic. From there the goods will be forwarded without delay by van to Port-au-Prince, the point of customs clearance.

Strict neutrality is guaranteed.

Direct calls to Dallas, Texas

→ For more information please contact

Hamburg

Monika Hundert

monika.hundert@saco.de

T +49 40 311 706 134

Bremen

Canan Kaplan

canan.kaplan@saco.de

T +421 52016 142

Duisburg

Marcus Brackmann

marcus.brackmann@saco.de

T +49 203 500 63 18



To make shipments to the United States easier and more comfortable for you, we have added Dallas, Texas as a direct service to our schedule, making it our 21st destination in the USA that is served this way.

SACO Shipping offers you bi-weekly direct calls from Bremerhaven to Dallas. Deliveries can be made both to Hamburg and Bremen. Transit time will be 20 days.

The new service also offers transshipments via Dallas CFS to:

- Little Rock, AR +2 business days
- Oklahoma City, OK +1 business day
- Shreveport, LA +2 business days
- Tulsa, OK +2 business days

In addition we can offer you door-deliveries to Louisiana, Oklahoma and Arkansas from Dallas CFS. Our sailing schedule for this new service can be found online here: [Dallas](#)

Neutral groupage container services in Vienna



→ For more information
please contact
Christian Fanta
christian.fanta@at.sacoshipping.com
T +43 1 890 445 514

Austrian forwarding companies can now take advantage of our enhanced range of services in Vienna. Being the only neutral NVOCC in Austria operating its own warehouse we offer to load and unload groupage containers according to CTU-regulations – at attractive rates.

Additional services include warehouse pre- and on-carriages, picking, palletising, foiling etc. We take care of picking up and delivering the shipments at/to your premises on your account, we arrange customs clearance and you also can register for self-clearance at our premises.

Our high-rack facilities with a working space of 1,000 m² are equipped with alarm devices and are video-monitored 24/7. Heavy items can be moved around with a 5-ton forklift. SACO is AEO-F certified and registered for SOLAS Method 2.

European Tarifs FOT and CFS

For shipments within the EU and neighbouring countries SACO Shipping can offer the forwarding industry two attractive tariffs: FOT and CFS. Depending on the desired transit time short sea, a combination of sea freight and road or trucks only will be deployed.

In addition to existing schedules individual arrangements can be made – also for costs. Our quotes can be based on mass/weight instead of 1:333/loading meter. In case SACO containers are used for imports no extra costs or loading charges will be levied.

Upon request we will send you the tariff sheets.

→ For more information
please contact
Dirk Wolter
dirk.wolter@saco.de
T +49 40 311 706 410



Free Zone Bogotá

In co-operation with our Colombian agent Mahé Neutral Shipping we can offer you in bond shipments (OTM) to Bogotá. Goods will be shipped to Cartagena and then forwarded by bonded trucking to Zona Franca, Calle 13 in Bogotá.

For many importers this procedure makes clearings easier and can result in savings. As we also revised our rates you should take a closer look at this new service and inform your clients and partners in Colombia accordingly.

→ For more information please contact

Hamburg

Philipp Oeding

philipp.oeding@saco.de

T +49 40 311 706 133

Bremen

Dennis de Meijer

dennis.demeijer@saco.de

T +49 421 520 16 128

Duisburg

Marcus Brackmann

marcus.brackmann@saco.de

T +49 203 500 63 18

Update: SOLAS Container Weight Verification Requirements

Implementing the SOLAS Container Weight Verification Requirements did not cause any problems at SACO Shipping. “We applied weighing equipment to the twist locks of our reach-stackers and within four seconds the container weight is transmitted to the ship owner via WLAN”, Mike Kleutsch explains. “As a back-up we also purchased special scales to weigh single LCL-shipments. SACO Shipping is certified for both methods so all requirements are met.”

→ For more information please contact

Mike Kleutsch

mike.kleutsch@saco.de

T +49 40 311 706 261



Fit and relaxed

SACO's exercising – not for competitions like the Olympics rather for one's own well-being. Sitting at the desk for hours, talking on the phone and only getting up to refill the coffee mug surely is not enough physical exercise. To prevent tenseness and cricking one's back SACO offers its team members yoga lessons and training the back muscles. Who wants to do more for stamina, strength and flexibility is welcomed in the Crossfit-team.



„Gone fishing“ with SACO

At the end of May it was time to go fishing again – for the seventh year running. As usual the fun started already on the bus trip to Heikendorf at the Baltic Sea – not knowing whether wind and waves would be on our side. But it remained dry and the sea was calm so no one became sea-sick. On board of our trawler MS Forelle we left the Kiel Fjord, headed for the open sea and caught many plaice so everybody could take home tasty souvenirs.

SPC-Themed night with SACO Shipping

Nearly 400 participants, more than 40 speakers and panellists met at the end of June in Lübeck where the second ShortSeaShipping-Days were held. Uwe Beckmeyer, Maritime Coordinator of the German Government, pointed out how important it is to further stimulate short sea traffic to meet climate protection targets. Greenhouse gases are supposed to be reduced by 60 per cent as of 2050.

“To achieve this 30 per cent of road freight should be transferred to waterways”, Beckmeyer said. “Again short sea traffic can lead the way, in particular when it comes to developing new technologies.”

Save the Date

On 27 September at 5:00 pm SPC Multimodal Transport Solution and SACO Shipping will host a themed night to discuss LCL shipments in short sea traffic. You will receive your invitation in due course.

Building bridges with music

Some months ago SACO Shipping loaded a container with musical instruments donated by many people.

In early April MSC shipped the container to South Africa where the instruments were handed over officially to a school in Township Alexandria near Johannesburg. The delegation accompanying the shipment included members of charity organisations One Child One Instrument, Brücken für Kinder, Container Art Project and Hamburg Hoch 11 as well as German actor Jan-Gregor Kemp and his wife Johanna Gastorf. As the school hardly had any instruments so far the donation was highly appreciated.



Union Customs Code/UCC

The Union Customs Code – aimed to streamline the customs processes and procedures across the Customs Union – entered into force on 1 May 2016. It will heavily impact the way in which logistics companies do their business.

One of its substantive provisions stipulates to get rid of paperwork and exchange and store information in future only electronically. This, however, requires both companies and customs authorities alike to develop new IT systems and/or to upgrade existing ones. To do so a transition period is granted lasting until 31 December 2020 at the latest.

To enable smooth transition current procedures, permits and simplifications shall be applied as long as possible the General Customs Office says.

Serious implications

Dockside operators and logistics companies using temporary custody and change of custody to move containers and shipments within the customs area of Hamburg’s port without customs proceedings will have to come to terms with a significant change of customs law says Holger Schumacher, customs expert and Authorized signatory of customs house broker Import Partners.

For temporary custody the UCC requires not only a customs authorisation but also a safety bond. According to Holger Schumacher these changes will cause a lot of problems – not with immediate effect but in the medium term. As soon as customs authorities have implemented their new IT-systems they will be in a position to levy the safety bonds.

How the safety bonds will be calculated and whether customs simplifications or reductions can be applied is not yet decided.

Introducing Mike Kleutsch

Although he is working at SACO Shipping for 17 years now every day has been different, Mike Kleutsch says with a smile. The management assistant in freight forwarding started in SACO's South America team, focussing on Brazil. In 2005 he was appointed the team's deputy head now being in charge of South America, Australia, New Zealand, the Levant – and Iceland. This allocation is due to company history, Mike explains.

Apart from that Iceland is one of the few countries he has not visited yet. To South America, Australia and New Zealand he travels regularly to meet clients, introduce SACO to potential clients and discuss business matters with agents.

Regarding Australia and New Zealand SACO is by far the biggest NVO in Northern Europe, he proudly states. The reason is a matter of quality: With

HAPAG LLOYD's Nemo SACO offers the fastest and most reliable liner service ex Germany. Leaving Hamburg the vessels only stop one more time in Le Havre before heading directly to Fremantle in Western Australia. Australian clients appreciate this kind of trouble-free service: Damage and loss of cargo risks are very low and transit times are much shorter compared with transshipments via Singapore.

Expert for special assignments

Apart from the export business Mike Kleutsch for many years was jointly responsible as a tutor for designing apprentice training programmes. Today he is the company's expert for all custom related matters, AEO F-Certification and SOLAS container weight verification requirements (see article on page 6).

Taxes and custom regulations are the most complex subjects in German law,

Mike states. Accordingly acquiring an additional qualification as licensed customs broker was a very challenging and intense matter although it only took four months. But this know-how is very helpful for SACO's financial well being as even minor mistakes in customs declarations can have serious consequences. It also helps – as his colleagues claim – that he knows every customs official in Hamburg personally.

Achieving the AEO F-Certification has been an important milestone. It took Mike Kleutsch several years to obtain the status of „Authorized Economic Operator“ both for SACO Shipping and SACO GROUPAIR. Now it proves helpful to attract new clients as they consider it a prerequisite to do business with SACO. Their logic is simple and straightforward: As they have to meet strict compliance regulations their suppliers must meet them as well.

Contactable around the clock

Handling exports both to South America and Australia requires to be contactable around the clock. “When we start working in the morning the Australians almost call it a day. And when we finish work the Brazilians go for lunch. That's why my smart phone is never switched off”, says Mike. Before leaving home in the morning he checks his mails. At the end of the day this is also the last thing he does before going to bed. So it's no wonder that every day holds new surprises, but that's what makes his job so fascinating.



SACO GROUPAIR celebrates silver anniversary

On August 15th 1991, for the sixth week in a row, Bryan Adams extended his number 1 in the Top 40 with his song “(Everything I do) I do it for you.” The British Labour Party threatened with an exit because of a dispute in national legislative amendments. The weather was sunny with an average temperature of 26 degrees Celsius. And last but not least, it was the day the Groupair BV Schiphol opened its doors at the Kruisweg in Rozenburg.

Inspired by the dedication of founder Mr. Rob Kerker, Groupair evolved and developed rapidly and soon became recognized as a highly respected international wholesaler, well known for its outstanding services both for neutral airfreight and consolidation services into Australia, New Zealand and South Africa. After the decease of Mr. Rob Kerker, it was Mr. Frans Brinck who followed into his footsteps and took the lead in the further development and professionalism of Groupair. We remember them both.

Aimed to organizational growth, expansion of our products – services and quality, all focused on customer requirements, an acquisition was accomplished in 2013. As a result the company name changed into SACO GROUPAIR BV. Encouraged by the inspiring leadership of Mr. Harald Pahl, we are now much better placed to complete our worldwide neutral airfreight and consolidation services.

Due to the efforts and dedication of many but mostly because of you, we have reached this momentous milestone. Enough reason to thank you for your support, confidence and co-operation during the past 25 years. We are looking forward to continue our relationship with you and to assist and serve you wherever possible.

Until today, the number one hit of Bryan Adams is synonym for our products and services: “**Everything we do, we do it for you.**”

SACO goes social media

In addition to our website saco.de you will find our news now also on



Keep up-to-date with information about new services, changes in regulations and what we can do for you and your clients.



Public holidays September–December 2016

Please take note of the national holidays in Germany between September and December:

- 3. Oktober** Day of Unity
- 26. Dezember** St. Stephen's Day

We kindly ask you to ensure delivery in time as per your booking confirmation, if possible even earlier to ensure smooth operations. Late deliveries may not be considered for the booked departure.

