

## 1. MARKET – COMPETITION – POLITICS


### Outcome of Ever Given accident

- congestion of 400 vessels was dissolved beginning last week,
- wave of vessels to the seaports will cause next issues
- global ocean transport is heavily challenged with no improvement until this summer

**Our chance:** SME customers are aware now that they cannot be considered for rail in challenging times for spot shipments- if they are not regular customers. **It's a good moment for Sales!**

- crucial point: capacity makes additional acquisition difficult and have to be forced according CRCT rules
  - 1: congestion situation at borders
  2. Performance ratio of train platform company

**Capacity planning** in April is going to be done as follows

- 1 Priorization with 3 different tiers is still valid: 
- 2 Customer priorization of regular customers will follow statistics of March (after CNY)
- 3 equipment costs may increase, even also for regular customers
- 4 additional EB volumes have to be aligned with MMS CN separately
- 5 departure delays with different rates to be considered according ATD
- 6 CRCT rules of capacity planning to be used for capacity management

## 5. PRODUCT DEVELOPMENT


### A) BD and VM China

- product development and strategy are to be discussed further in tomorrow's steering committee

### B) IT-development:

- ATOMS/MMOMS is online with Chinese STT-numbers reported in CTTS
- eSchenker programming work in progress

### C) Innovation

- GPS initiative of MMS China: all WB containers are equipped now with GPS (Manual: )
- Reefer project: progress with Thermoking to establish supply-chain security
- Double deck container project: next step painting with DB SCHENKER branding (incl. Ctr no inside)
- 80 ctr for SE are already painted and will be sent out soon



Gilbert Kistner  
Directeur Régional Overseas

SCHENKER FRANCE  
4, rue de Royan  
BP 60003  
67026 Strasbourg Cedex  
Port. +33 6 70 74 63 80  
Phone + 33 3 88 79 83 02