

# M&M<sup>®</sup> NEWS

Nachrichten – News – Nouvelles – Новости

For our clients, partners and employees

April 2006

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## Welcome to M&M News

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Dear Reader,

the current issue of M&M News takes you on a journey of interesting sites in Brasil, China, Russia and Poland.

One of our destinations is the almost completed M&M logistics terminal in Tianjin/China, about 140 km south of Beijing.

We will also visit the 25th FFSI World conference in Rio de Janeiro/Brasil and stop at the TransRussia fair 2006 in Moscow/Russia. Read more . .

We thank all authors for their contributions and hope you enjoy reading this issue.

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## Construction of M&M logistics terminal in Tianjin almost completed

by Dieter Buchinger

For a few days now, the new M&M Asia Pacific Logistic Center (M&M APLC) in Tianjin/Xingang, China has featured the M&M logo (M&M News/November 2005).

Construction work progressed very fast in the last few weeks. While the finishing touches are being put on the facade, interior work is still under way. The entire project will be completed by the end of May 2006.



Building this terminal was a major step that M&M Militzer & Münch Tianbao International Forwarding Co. Ltd. took in its logistics activities in China in response to the constantly growing demand in logistics service. The Beijing / Tianjin region has enormous potential, and gains more and more attraction. It is a major centre of the automobile industry. With support from a very effective network of sister companies in more than 30 countries in Eastern Europe and Asia, the Chinese subsidiary focuses on an active enhancement of their logistics competence.

Lance Wang and Jack Zhao will be pleased to respond to your questions.

Email:

[Lance.Wang@mumnet.com](mailto:Lance.Wang@mumnet.com)

[Jack.Zhao@mumnet.com](mailto:Jack.Zhao@mumnet.com)



The M&M APLC is being equipped with sophisticated storage and IT-technology. Its ideal location in the „bonded logistics park“ of the special economic zone TEDA (Tianjin Economic and Technological Development Area) provides preferential customs and tax policies and connection to an excellent infrastructure.

You can request an English brochure with basic information on the new logistics terminal from [redaktion@mumnet.com](mailto:redaktion@mumnet.com) or directly from M&M Tianbao [mumcnbe@mumnet.com](mailto:mumcnbe@mumnet.com).

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**New address M&M Shanghai**


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**M&M Militzer & Münch Tianbao International Forwarding Co. Ltd., Shanghai**, has moved on 22. April 2006. The new address:

#1807, Shuangge Mansion  
438 Pudian Road, Pudong  
Shanghai 200122  
P.R. of China  
phone: +86 21 6105 0722,  
5081 6707  
fax +86 21 6105 0733,  
5081 6593  
[Markus.Benz@mumnet.com](mailto:Markus.Benz@mumnet.com)

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**M&M Moskau at TransRussia 2006**


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M&M Militzer & Münch Moscow proudly reviews its appearance at this year's „TransRussia“ transport and logistics fair which took place in Moscow from March 20<sup>th</sup> to 23<sup>rd</sup>.

In Russia and neighbouring states, TransRussia is rated the top event in the transport sector. It is held under the auspices of the Russian Federation's Ministries of Transport and of Trade and Economic Development, as well as of the Russian Federal Customs Board. This year, more than 400 companies from 22 countries had their stands on 10,000 square metres. Haulage companies, freight forwarders and logistics providers, operators of railway lines and ports, insurance experts and others gave an overview of their range of services.

The „TransRussia“ conference on transport and logistics held on the fringe of the fair was attended by over 300 experts.

M&M Moscow and their colleagues from M&M



Kazakhstan, Turkmenistan and the Baltic region used the opportunity to meet potential new partners and to boost already existing business contacts. As a result, they brushed up the existing address data base with new information and added more than 400 entries, quite a few of which represent actual service inquiries.

A major reason for M&M to attend this fair is the opportunity to present attractive services in the transport sector and new logistic solutions to expert visitors. Besides, its a good chance to boost the global image of the M&M group and to demonstrate that cooperation within the M&M network is efficient.

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**New address EMEX Ekaterinburg**


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EMEX Ekaterinburg has moved. The new address is:

Soni Morozovoy Str.190,  
Office 102  
Russia, Yekaterinburg City  
phone: +7 343 262 32 76,  
217 90 41  
fax: +7 343 217 90 41  
[ekaterinburg@emexnet.com](mailto:ekaterinburg@emexnet.com)

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**M&M kick off their Russia marketing team**


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Over the past decades, M&M has become specialized in

Eastern countries – from Central and Eastern Europe to Central Asia, the Middle and Far East, with Russia playing a major role. The first Russian M&M company was established as early as in 1992 and since, three more companies were founded. In order to boost the presence in the Russian market and to extend cooperation between M&M companies in Russia, but also within the entire M&M group, the executive board of M&M Militzer & Münch International Holding AG, St. Gallen / Switzerland decided to set up a „Marketing Team Russia“.



A kick off meeting of this newly founded alliance took place in Moscow on March 29th and 30th, 2006. Some 13 delegates from 10 countries with M&M offices and 9 representatives of the four Russian M&M companies met in the office of EMEX Moscow.

In particular since 1998, the market and clients' demands have drastically changed. As professor Wojciech Paprocki, member of the executive board of M&M International Holding, underlined, there are two major goals in the focus: an increase in the volume of shipments and an increase in the efficiency of the services offered.

Prior to the event, participants had analysed the current situation in the market and business. At the meetings each M&M company mapped out developments in their home country, activities, the current position on the market, cooperation with partners and

short- and medium-term goals. These presentations were the basis for discussions and the establishment of a guideline for the next few months. The next meeting is planned for October 2006.

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#### **New COO at M&M Militzer & Münch Polska Sp.z o. o.**

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Grzegorz Kaczor Ph.D. (42) is the new chief operating officer of M&M Militzer & Münch Polska Sp.z o.o., Warsaw / Poland.



He has long standing experience in the logistics management sector. Mr. Kaczor had been managing director of Spedpol Sp.z o.o. and of C. Hartwig Warszawa S.A.

In his new position as COO of M&M Militzer & Münch Polska Sp.z o.o. he will be responsible in particular for the development of international road and rail transport and of multimodal shipments.

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#### **M&M at the 25th FFSI Worldwide Conference**

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From March 30<sup>th</sup> to April 1<sup>st</sup>, 2006, Feta Freight Systems International (FFSI) held their 25<sup>th</sup> FFSI Worldwide Conference in Rio de Janeiro (Brasil). Among the participating 74 FFSI members from 54 countries were four representatives of the M&M group who gave a joint presentation. Attending were

Harald Mazarin, member of the executive board of M&M Militzer & Münch International Holding AG (St. Gallen / Switzerland), Christian Köppel from M&M Germany, Gerard Bertolini of M&M France and Marek Ziemniewicz of M&M Poland, who acted as representative of all Central- and Eastern European M&M companies which are members of FFSI. They held 70 talks with FFSI partners in three days.

The annual conference provides an opportunity to gain information on current developments and news within the network and to strengthen cooperation. Besides, FFSI presented their annual awards. The laureates are chosen based on questionnaires filled in by FFSI members. The German M&M group, full member of Feta Freight Systems International (FFSI) since June 8<sup>th</sup>, 2005, took the second place in the „sales“ and „service“ categories and the third for „overall performance“. In the first two categories, the three best, and in the latter the ten best companies are honoured. As the M&M companies of France and the Central- and Eastern European countries became FFSI members only in the end of 2005, their performance was not assessed.

FFSI was established in 1982 as an alliance of independent forwarders who offer their

clients worldwide forwarding and logistics service at its best. (Please, visit [www.ffsi.info](http://www.ffsi.info))



(from left:) Harald Mazarin (member of the executive board of M&M Militzer & Münch International Holding AG, St. Gallen / Switzerland), Marek Ziemniewicz (M&M Poland), Christian Köppel (M&M Germany) and Gerard Bertolini (M&M France)

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#### **General**

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#### **Shanghai's new huge container port**

(collected/edited from several sources by Markus Benz, M&M Tianbao Shanghai)

End of last year China has opened the first phase of what could eventually become the world's largest container shipping port, a huge deep-water facility that sits on an island 32 km out at sea.

The facility, the Yangshan Deep Water Port, is Shanghai's bold effort to keep up with the



Photo: FFSI

explosive growth of exports in the Yangtze River Delta (Shanghai, Ningbo) which has grown into a strong rival to Pearl River Delta area (Guangzhou, Shenzhen, Hong-kong).

Experts say, the city of Shanghai may have to spend up to 18 Billion USD over the next 15 years to complete the full construction of the ambitious and complex deepwater port, which will be able to accommodate much bigger cargo ships and by 2020 could alone handle as much as 20 Million 20' Container.

The new port is 15 m deep, the existing ports along the Yangtze and Huangpu Rivers have about 7 meters.

For cargo to reach the Yangshan Deep Water port by land, the government constructed a six lane bridge 32 km long - one of the worlds largest bridges - to connect the coastal regions of Shanghai to a pair of islands that actually belong to a nearby province (Zhejiang). The bridge alone took more than two years to build with 6000 full time workers.

### The world's highest railway line

At the end of 2005, the Chinese government completed construction work at the world's highest railway line. Building the track from Golmund in the Chinese province of Qinghai to Tibet was a feat of engineering. Of the total 1,142 kilometres, 960 run above an altitude of 4,000 metres. The world's highest railstation at Tanggula lies at 5,068 metres. Currently the route is being tested. Transportation of goods is due to commence in the summer of 2006.

### Job offer

To increase our presence in Kazakhstan (Almaty), we are seeking a

### sales manager

for Western- and Central Europe.

Your profile:

- You have completed vocational training as a freight forwarder
- You have profound knowledge of written and spoken English
- Knowledge of Russian is an advantage, but not obligatory
- you are independent and ready to work in Kazakhstan for two years

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For the further expansion in the field of logistics within our Russian organisation we seek a

### logistics manager

for Moscow

You are required to:

- have experience in the fields of freight forwarding and logistics
- speak English and Russian fluently
- possibly have experience of the Russian market

If you are a good communicator, goal-oriented and like to face new challenges, please send your detailed application to M&M. Your contact partner is Engelbert Heiser.

### M&M Militzer & Münch International Holding AG

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