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TRANSPORT IS OUR BUSINESS



## Port & Shipping Tech

**Without an integrated e-freight System  
the efficiency of a smart port will vanish**

**Willem van der Schalk**



# Lose the paper or go bust

Only paper-free operations will be acceptable in the future warns German community system

**A**NYBODY who fails to embrace e-freight will lose their competitive edge, eventually putting their business at risk, warns the pioneering company behind the Port of Hamburg's flourishing and totally paperless communications system, writes *Thelma Etim*.

Dakosy was established in 1982 when the freight forwarding companies, shipping lines and container terminals at the busy German port of Hamburg formed a Port Community System (PCS).

It was born out of their frustration with a slow, outmoded opera-

tion that did not lend itself to any pre-planning, so documentation always arrived together with the freight container and couriers crowded the infrastructure.

The new concept was simple and effective: eradicate the 'paper mountain' and speed up the process by introducing an electronic network where data is exchanged between all the parties involved.

People within the sea freight industry had always exchanged such information but it was usually between just two entities. For

***Continued on page 3***





**What is my message and why am I starting my today's presentation with this headline?**

**We need smart ports together with integrated IT platforms in each port in the country, in each port in Europe and in the world to match the growing demand and request from the Shippers and Consignees.**

**Take it or leave this is how the cookie crumbles**  
**We as forwarders need to be in the lead before other outside the industry are taking the lead, let us as forwarder be the master of the supply chain.**



## Purpose and Target!

### What I do not want!

- To sell a product
- To convince you that the system I do present is the best
- To make you afraid
- To tell you what you should do

### What is my intention ?

- To re-think if the present system in your port is what you need to survive in difficult times.
- To start the dialog in the entire logistic sector
- To think out of the box and look for possible threats to the logistic chain
- To encourage you to become the leader in the supply chain



# Who am I and why am I speaking to you?

## Name:

Willem van der Schalk

## **In Company**

a.hartrodt ( GmbH & Co) KG

## **Responsible:**

Managing Director for  
Germany, Northern and  
Eastern Europe and Indian  
Subcontinent

## **Hobbies:**

Freight Forwarding and IT

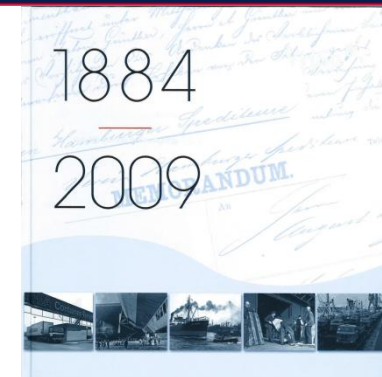
## **Function in professional organisations:**

- Vice President Hamburg Freight Forwarder Organisation
- Vice President German Freight Forwarders Organisation
- Chairman of the maritime board in CLECAT, Brussels



## VEREIN HAMBURGER SPEDITEURE e.V

- 1984 foundation of the Hamburg Freight forwarding organization by 22 members .
- 1919 already 152 members
- 1982 foundation of Dakosy the portal for data communication in Hamburg
- 1988 foundation of the academy of transport by the VHSp
- 2005 foundation of the Hamburg Port authority
- 2009 celebration of 125 years VHSP with 340 members
- 2012 first twining agreement ever with Spediporto in Genua



This agreement is formed between the Verein Hamburger Spediteure e.V. (hereinafter called VHSp) and the Associazione Speditore Confine e Trasporto e Ovevia (hereinafter called Spediporto). Its purpose is to promote, by means of various forms of cooperation specified in the agreement, the collaboration of the two local associations.

VHSp and Spediporto entered today, by signing this twinning agreement, to the following objectives:

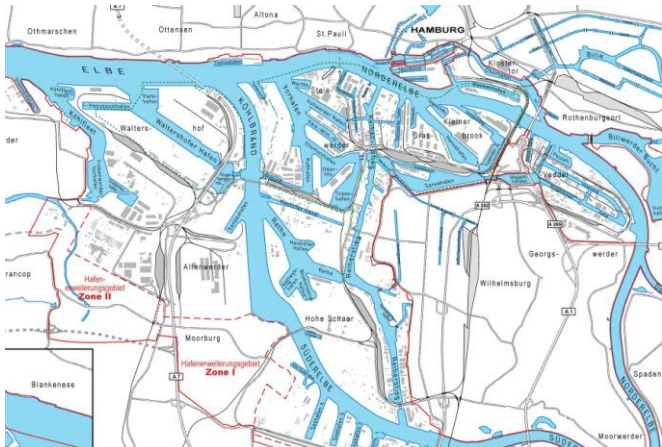
- Reciprocal availability for market researches and field studies, to be invested at purchasing cost (or even made free of charge, depending on the entity, evaluated on a time by time basis). The studies should be other purely trade related or relevant to specific cultural relations.
- Reciprocal legal assistance offered to the members of the associations at pure cost, including liaison activities, translation services, direct assistance. The necessary of professional fee fees, which have a corporate agreement signed with the local association.
- Reciprocal availability of "working desks" within the associations' premises for visiting officers or members. The desks shall be made available, free of charge, up to three units at a single time and up to 10 working days per annum, not necessarily consecutive. The service shall include the use of common areas, such as telephone, coffee rooms and meeting rooms (upon availability).
- Reciprocal provision for visibility and advertisement (such as the publication of the twinning agreement statement or of the local association logo on banners, brochures, etc.).
- Reciprocal availability for professional training and stages for the members of the local association, to be held also in cooperation with the local University and other institutions. The service shall include the provision for working data within the association's premises (one unit at a single time and up to 30 days per annum), the assignment of a "tutor", full assistance in the hotel booking (when the case).
- Reciprocal visits of association officers to be scheduled once a year, which shall include – on request – guided tours to accessible logistic facilities (such as port terminals, etc) and institutional meeting.



## Facts about Hamburg



- Port Area
  - Total port area 7,145 ha
    - Shore area 4,226 ha
    - Water area 2,919 ha
  - Utilised port area 6,347 ha
    - Shore area 3,416 ha
    - Water area 2,931 ha
  - Port extension area 840 ha
- Top 10 – Main Trading Partners
  - seaborne container traffic in million TEU
  - China, Russia, Singapore, USA, South Korea, Finland, Sweden, Poland, Malaysia, India
- Maritime Traffic
  - General Cargo Vessels 91,5 Million to
  - Container Vessel 89,4 Million to
  - Good for 8.9 Million TEU





Handling of 8,000 TEU at the  
Ocean-Going Vessel (13,000  
TEU Class)



One Ocean-Going Vessel



Feeder &  
Transhipment

2,955 TEU

**Prompt handling of hinterland traffic add up to 5,045 TEU:**

3,123 TEU via LKW  
→ 1,952 Trucks



1,826 TEU via Rail  
→ 25 Trains



96 TEU via IWT  
→ 2 Barges



## Assumptions

Share of the modes of transport according to Port of Hamburg's modal split (containerised cargo).

Assumed capacity by Mode of Transport:

- 90 TEU per Barge
- 75 TEU per Train
- 1.6 TEU per Truck





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# DAKOSY

Management Board:

- Mr. Dieter Spark,
- Mr. Ulrich Wrage

Established:

- 1982 in Hamburg

Internet:

- <http://www.dakosy.de>

Shareholder:

- Seaport Industry

Capital:

- 1,53 mio.

EuroTurnover 2012:

- 26 mio. Euro



## Shareholders of DAKOSY AG:

33,3 %

DIHLA GmbH - Hamburg Ship Agents



33,3 %

DIHS GmbH \_ Hamburg Freight Forwarder Association



33,3 %

DVHUB GmbH – Hamburg Port Agents





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## Dakosy is the integrated System for Germany

... besides its role as the

**Port Community System (PCS) for Hamburg**

**Dakosy offers services and solutions for the whole supply chain with the main focus on....**

### EDI

Solutions for international electronic business communication

### Customs Handling

Solutions for dangerous goods handling

### Freight Forwarding

Solutions for international forwarding (Sea & Air)

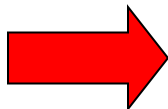




- ✓ provides standardised Interfaces and Processes and guarantees a high reutilisation grade of data
- ✓ provides good planning criteria for all parties involved (thanks to early available data, event-driven and process-controlled)
- ✓ offers optimised tracking & tracing services alongside the whole chain of transport
- ✓ opens a wide range of possible process automation



- **shortened times of transport**
- **optimised usage of ressources**
- **Helps to be able to match the demands of a strong growth in transport**



***... makes the harbour transparent!!***

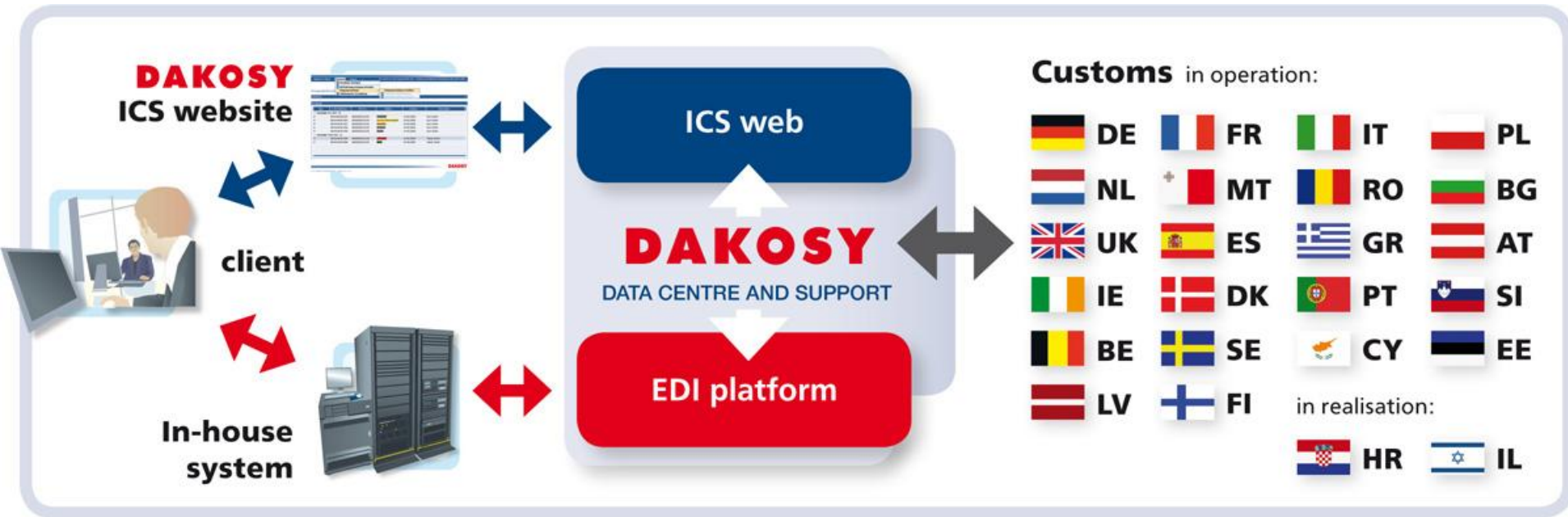


**... for an efficient electronic customs clearance in  
Germany, Switzerland and other European countries.**





# ICS-interface for 23 European countries



# Customs Handling with ZODIAK: SaaS or Licence

Zollanmeldung DE: NCD - NCTS Versand (Abgang) — Bezugsnr.: 12061709 <gast01 — GC04> — ZODIAK GE 3.7 20120523

Datei Bearbeiten Start Verwaltung Fenster Hilfe

Aufgaben

- Zollanmeldung speichern
- Zollanmeldung kopieren
- Zollanmeldung drucken
- Dokumente anfordern
- Zollanmeldung senden
- Zollanmeldung zurücksetzen
- Dokumentenablage
- Aufgaben

Verwandte Aufgaben

- Neue Zollanmeldung erstellen
- Zollanmeldungen suchen
- Suchergebnis anzeigen
- Zollanmeldung bearbeiten
- Shipment bearbeiten

Übersichten

- Zollanmeldungen
- EAS Zollanmeldungen
- Verwahrungen REG
- Verwahrungen SPO

Suche

Shipment-Nummer

Datum von bis

09.05.2012 11.06.2012

Öffne Protokoll

Suchen

Zollanmeldung DE: NCD - NCTS Versand (Abgang) — Bezugsnr.: 12061709

Allgemein Adressen Bürgschaften SumA-Sicherheit Verschlüsse Positionen Nachrichten Status Protokoll

Position

Alle Positionen

1:Puppen, nur Nach

Allgemein Weitere Angaben SumA-Sicherheit Packstücke

Container Unterlagen Vorpapiere Beendigung SumA-Verwahrungen Beendigung ZL und AV/UV

Art der Identifikation

Suchkriterien Verwahrungen

Bezugsnummer

Anm.Frist von, bis 08.06.2012 23.07.2012 ☐ nur eig. Org.-Einheit

Reg.Nr. Atlas ☐ Fremdverwahrung

Pos.Nr von, bis

Zollstelle, Benutzer

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Allgemein Weitere Angaben SumA-Sicherheit Packstücke

Anmeldeart

Vorangegangenes Verfahren OHNE — Ohne Vorpapier

Warencode Gartenzwerge

KN8/Taric/Z1/Z2/Nat 95030021

Warenbezeichnung Puppen, nur Nachbildungen von Menschen darstellend, einschließlich Teile

Eigenmasse, Rohmasse 300 kg

1. Unterlage: Typ

1. Unterlage: Referenz, Zusatz

1. Vorpapier: Referenz, Zusatz

1. Packstück: Anzahl, Typ 500 CT — Karton

1. Packstück: Marke no marks

1. Container

Sensible Ware Code, Menge



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# Freight Forwarding with CargoSoft



# CargoSoft

International  
Air- and Sea Freight clearance  
in the Forwarding Business



The intelligent business platform *CargoSoft TMS* is used by more than 400 businesses all over the world – for example in Germany, the United States, Australia, Asia, Belgium, France, Spain, England, Singapore, South Africa and in Dubai.











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**large enough** to offer suitable transport solutions and  
**small enough** to deal with requirements and requests personally  
and individually.

**Thank you very much for your attention.**

**We never forget that you have a choice!**