



Meet Jack NIU, President of CHINA SEA GROUP

1/ You are one of the leaders in transport and logistics in Asia: can you describe your business ?

CHINA SEA GROUP was founded in 1992 in Taipei, specializing in the marshalling and management of import logistics between Asia, Europe and the United States. China Sea Group currently has 420 employees working in 14 offices spread between Asia and Europe.

Over and above our day-to-day business, the teams and I attach great importance to customer satisfaction.

Over the last two decades, we initially focused on developing our services to Europe and then to the trans-Pacific market. Today, we are positioning ourselves in the southern hemisphere, especially in Oceania, South Africa and South America.

2/ China Sea Group opened an office in Le Havre in 1997: can you explain why you made this choice ?

I started at China Sea Group in 1992, and in 1994, Le Havre overtook the Mediterranean ports as the leading French port for container traffic. We made a commitment to ship through Le Havre rather than Antwerp or Rotterdam, favouring a strategy for the long term. The group continued its growth with targeted customers in France, which prompted us to open an office in Le Havre in 1997. Since then, a dynamic team has been constantly developing our shipping services and we are very proud of them. It is a great honour for our group to have such good results since our office opened in HAROPA - Port of Le Havre.

3/ 54% of the traffic that passes through the ports of HAROPA are shipped to or from Asia: in your opinion, what are the most attractive features of the Seine corridor ?

Being a deep-water port capable of berthing super-ships at full load is clearly an advantage. Good transit times to and from destinations in Asia, the exceptional shipping services, the excellence of the transport networks to the hinterland and the wide range of shipping services to Africa, all make HAROPA highly attractive. I should also like to note the customs facilities that enable quick deliveries to customers, which also helps in the successful development of our business.



HAROPA- Port of Le Havre firmly focused on customer satisfaction

HAROPA Port of Le Havre has just been awarded ISO 9001 certification, culminating the efforts of all the departments at the GPMH, who for four years have been involved in the continuous quality improvement process in order to be more responsive to customers, to measure their satisfaction and improve our services.

ISO 9001 is an international standard well known to all the manufacturers, shippers, logistics partners who are already certified: it is therefore a mark of confidence in the organisation of the HAROPA transport system and in its ability to provide responsive, relevant solutions to our customers' needs and expectations.

It is worth recalling that since 2010 HAROPA has set up a "quality" initiative in various certification areas expected by our clients :

- ISO 28000 Security management: HAROPA – Port of Le Havre is the first port community in Europe and the second worldwide to be certified
- ISO 9001 Quality management: HAROPA – Port of Rouen is certified (berthing of ships and maintenance)

- ISO 14001 Environmental management: HAROPA – Ports of Paris is certified for the operation of the multimodal platform in Gennevilliers.

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HAROPA - Ports of Paris facilitates sustainable transport

On 3 October 2014 the Derichebourg company opened a new platform with 35,000 sq. m of floor space in the port of Gennevilliers for the reception, storage, sorting and processing of metallurgical products.



Derichebourg has announced that "each year, this new site will recycle 140,000 tonnes of metal scraps and end-of-life consumer waste to produce high-quality secondary raw materials." Its position beside the waterway, and the construction of a river dock 60 meters long by Ports of Paris, enable the transport of waste or raw materials by river to the premises of the Riva group, thus reducing the number of trucks on the road and Co2 emissions.

The Derichebourg company has made a major investment on the site and HAROPA – Ports of Paris has granted the company a discount for river traffic that significantly reduces its annual rental costs: the greater the traffic, the lower the rent.

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HAROPA - Ports of Paris and SOGARIS partner to shape the future of sustainable access to Greater Paris.

On 26 September, HAROPA – Ports of Paris became a shareholder in SOGARIS PARIS, a company dedicated to the development of real estate projects involving urban logistics in and around Paris.

In so doing, HAROPA justifies the launch of its strategic partnership with SOGARIS, a leader in logistics real estate in the Ile-de-France region.

The partners have a common goal: to provide shippers and transportation professionals with innovative infrastructure, connected to the network of HAROPA ports, thereby enabling the emergence of distribution systems that are more sustainable and more respectful of the urban area of Greater Paris.



The partnership focuses on an ambitious investment program of over € 110 million, the first project of which concerns the development of a rail-road logistics platform in Paris.

Built on 2.4 hectares in the centre of the new Chapelle International district in the 18th arrondissement of Paris, the facility can handle two trains per day from the HAROPA port of Bruyères-Sur-Oise, where a rail terminal will be built. The HAROPA port of Bruyères-sur-Oise also has land reserves of more than 35 hectares on which to set up logistics activities.

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Grain exports: high traffic despite economic difficulties

After the excellent 2013/2014 export season, the 2014/2015 season is liable to be quite different. The quality of the French wheat harvest was affected by the rainy weather of the summer and the share of French wheat that can be used for milling is less than in previous years.





Against this background, the grain silos in HAROPA ports have implemented all their know-how in terms of sorting grain at the silo intake and batch preparation for loading to meet the buyers' specifications.

At month-end September, the volumes of grain exported from HAROPA – Port of Rouen were at the same level as last year with 1.5 million tonnes exported. The detailed breakdown indicates nearly 1 million tonnes of soft wheat and 0.5 million tonnes of barley (for malting and feed) were sold, mainly to Algeria, China and Spain.

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HAROPA, your partner for growth



HAROPA - Port of Le Havre: vehicles exports faster and easier

In Le Havre, each vehicle is tracked using a fully automated process via the AP+ application operated by SOGET.

Until now, the vehicles were processed by batch (all the cars loaded or unloaded from a ship) in the Cargo Community System. From now on, a traceable logistics entity is created for each vehicle. This new feature enables the daily output of a stock report on the fleet of vehicles in the port, the customs status of any given vehicle and full automation of the Export Control System (ECS): elsewhere in Europe, it takes an average of 15 days for exporters to collect the tax voucher. In Le Havre, the ECS is fully automated, allowing shippers and freight forwarders to immediately retrieve the supporting document for VAT exemption.

This new feature makes the Port of Le Havre more competitive and its ro-ro terminal the benchmark in Europe: HAROPA is the leading French port for the import and export of new vehicles.

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HAMBURG SÜD chooses HAROPA - Port of Le Havre for the christening of the Cap San Antonio

It is one of the largest 'reefer' container ships in the world: The Cap San Antonio owned by the German shipping line Hamburg Süd was christened in Le Havre on September 26, by Ms Veronika Schüller.

The container ship is one of a series of 10 vessels ordered by Hamburg Süd from the Korean Hyundai Heavy Industries shipyards in Ulsan. Launched in January 2014, 333.2 meters long and 48.2 meters wide, with a draft of 14 meters and a deadweight of 124,000 tonnes, the Cap San Antonio can carry up to 9,669 TEUs (including 2,100 refrigerated containers).

The vessel is operated between Europe and South America on the Plate service to Brazil, Argentina and Uruguay.

Due to its ideal location, HAROPA is THE North-European port for container traffic to Brazil, with excellent transit times: 16 days to Rio de Janeiro, 12 days to Itaguai, with connections to nearly 20 ports.

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Somatrans Rouen: development of North / South activities.

The growth in business of the Lyon family group Somatrans reflects the quality with which goods are processed on the Port of Rouen.

The logistics facilities in Rouen for North / South transport and their interaction with a hinterland forming one of the largest export areas in France, are designed to help develop the business of freight forwarders in the port community. Somatrans has increased the floor space of its warehouses located near the quays of the TCMD in Rouen Moulineaux. The warehouses were already the main platform for the group. The available floor space has increased from 5,000 sq. m to a total of 9,000 sq. m.

Their success in Rouen confirms the facilities provided by HAROPA – Port of Rouen to trade with Africa and the French Overseas departments and territories.

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HAROPA - Port of Le Havre, logistics specialist for sensitive products

On 9 September, POLEPHARMA, the French pharmaceutical production cluster and its members, were welcomed in Le Havre by the HAROPA sales teams for a day devoted to best distribution practices of healthcare products and a tour of the infrastructures in the port of Le Havre. The new European directives have made the transport requirements of sensitive goods by conventional trucks or containers under controlled temperature more stringent.



The presence of the world's largest shipping companies and logistics experts in refrigeration have made the Port of Le Havre the leading port complex in France for goods under controlled temperature, with 2,500 reefer plugs equipping all of the container terminals.

In addition, HAROPA – Port of Le Havre is the first port authority in Europe and the second worldwide to be awarded ISO 28000 certification for supply chain security management, ensuring all health professionals have access to rigorous logistics for their goods with high

added value.

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Focus on...

HAROPA GENNEVILLIERS: The multimodal transport hub in the Ile-de-France region

The main container terminal in the Ile-de-France region is based on the largest regional multimodal platform in Gennevilliers. The port, covering 400 hectares and with more than 500,000 sq. m of logistics buildings, is located in the centre of the largest market in France, offers a unique pentamodal service, including river, road, rail, pipeline and sea-river transport. With **275** companies installed and total traffic (all modes combined) of over **20 million tonnes, including 3.5 million tonnes of river traffic**, the port of Gennevilliers is undoubtedly the **hub** for multimodal transport in the Ile-de-France region.

Naturally connected to the ports of Le Havre and Rouen by the Seine and across Europe by rail, the regional hub is a perfect complement for any supply chain. The Port of Gennevilliers is served by large-gauge barges with a cargo capacity of 352 TEU per convoy, which only take 32 hours of sailing from the port of Le Havre.

At Gennevilliers, the container traffic handled represents more than 383,000 TEU, of which more than 134,000 TEU are delivered by river.

Focus on the container terminal operated by Paris Terminal SA:

- 22 hectares of bonded back-up area
- More than 700 metres of river quay
- More than 2,000 metres of railway sidings



- 354,000 TEU handled all modes combined (2013)
- Draft 3.5m and headroom 7.5m

As an Authorised Economic Operator with an excellent road access (A86- A14- A15-A1), the Gennevilliers container terminal is also a service centre for ship-owners, logistics providers and shippers. It is also the hub for the Cloud Containing system enabling ship-owners to have a single storage park for empty containers in the Ile-de-France region.

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Flashback

"Connect to the World!" An international team at your service

The international representatives of HAROPA held their professional activities seminar in Le Havre on 23, 24 and 25 September. Targeting port community professionals, they presented the characteristics and changes in their respective markets and the various business opportunities that may occur, especially in South America (Brazil, Uruguay, Argentina, Chile) as well as in India, China or the United States. They are a valuable network that HAROPA makes available to its customers. In so doing, the ports on the Seine corridor have leading-edge logistics and sales support, focused on ensuring customer support and satisfaction.

The presentations given by the International Representatives of HAROPA can be accessed via this link :

<http://www.haropaports.com/fr/Representants-Internationaux>

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From left to right starting from the top: Jean-Pierre Bernard, William Behrens, Didier Grataloup, Capt. Ram Iyer, Yves Gasquères, Demi Wang-Leleu, Christophe Cheyroux, Capt. A Batra, and Stanislas Roussin



The Ro-Ro terminal in Le Havre, a benchmark for European car manufacturers and logistics companies

On 29 and 30 September, HAROPA – Port of Le Havre welcomed the members of the ECG, an association of European car manufacturers and logistics companies with a hundred corporate members.

ECG chose Le Havre to organise its annual 'Working Group', the subjects of which were related to the environment, reducing carbon emissions, and new EU legislation involving the shipping sector.

The occasion also included a visit of the entire Ro-Ro terminal and of GEFCO facilities. It provided a perfect opportunity for ECG members to discover the range of complete logistics solutions proposed by HAROPA, the exceptional location of the Port of Le Havre, as well as the reliability and the speed of berthing ro-ro vessels.

Have a look at the ECG newsletter by clicking on the link below :

<http://www.ecgassociation.eu/publicationsreports/ecgnews/ecgnews1438.aspx>

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