



From Australia and New Zealand to Germany

Global Network, Local Competence
Concepts for your Business Relations



Make Germany your Goal

Schenker's global logistics network links the economies of Australia and New Zealand to Germany. In these countries, Schenker's operations are ideally tailored to suit the local conditions: in both parts of the world, our outstanding services are characterised by a presence in all the major cities, a close-knit logistics network, specialist know-how and a comprehensive service portfolio.

"Herzlich willkommen" – Welcome to Germany

Germany is the economic heart of Europe and has its finger on the pulse of the Western economy, where tradition and modern values merge. Neuschwanstein Castle, the Oktoberfest as well as Sauerkraut are world-famous symbols for a country that has been writing economic history for half a century. The attractions of "Marketplace Germany" are underpinned by low inflation, a host of well-known companies and brands, and an extremely successful economic track-record. The exchange of goods with the world's third-largest economy provides Australian and New Zealand companies with direct access to future-oriented sectors and key markets.

Schenker Deutschland AG
Langer Kornweg 34 E
65451 Kelsterbach
Germany

Phone +49 6107 74-00
Fax +49 6107 74-199

service.line@schenker.com
www.schenker.de



The ideal solution for every project involving Germany

As one of the world's leading logistics service providers, Schenker makes sure that you have a direct line to the sales and procurement markets on the other side of the world. A close-knit network of regular and efficient connections to and from Germany guarantees that your imports and exports always arrive exactly on time. Whether you need overland transport, air- or seafreight or start-to-end logistics concepts – Schenker is always the perfect partner. Our integrated logistics solutions ensure transparent handling of your needs by a single supplier. All this for lower costs and higher efficiency as well as maximum reliability and flexibility – allowing you to focus all your energy on your market and your customers.

In your business dealings with Germany, you need a partner who knows everything there is to know about local conditions and circumstances. Take advantage of "Schenker Power" to boost your business in and with Germany.

Germany – Europe's leading marketplace

Germany boasts a high number of economic centres. The country's enormous economic strength is based on the evenly distributed regional focus of key markets. Goods from Australia and New Zealand arrive in Germany via the international sea- and airports, and Schenker is always on site to handle these shipments. Germany is where logistics service provider Schenker has its roots, extending back through more than 130 years of successful business. The transcontinental gateways in major cities like Frankfurt and Hamburg are linked to all the big and small centres in the 16 German states by an integrated network of over 100 locations. 11,100 committed employees cater to the full range of customer needs and requirements. You too can profit from the experience, expertise and know-how of the leading specialist for the efficient and reliable exchange of goods.

Schenker – all the services you need.

Germany – Facts and Figures



Name: The adjective "deutsch" originates from the Latin "theodisca lingua" (language of the people).

Geography: Germany is located in Central Europe bordering on the North Sea and the Baltic Sea in the North and on The Alps in the South. Germany's neighbouring countries are: Denmark, Poland, Czech Republic, Austria, Switzerland, France, Luxembourg, Belgium and The Netherlands.

Size: Germany comprises a land area of about 357,000 sq km.

Form of government: Parliamentary Democracy (16 states)

Capital: Berlin (3.4 million inhabitants)

Population: 82.5 million inhabitants of which 91 % are Germans, 2.5 % are Turks. The remaining are Croatians, Bosnians, Serbs and others.

Official language: German

Exports (2004): 733 billion Euro

Most important Export countries: France, USA, Great Britain, Italy

Imports (2004): 577 billion Euro

Most important Import countries: France, The Netherlands, USA, Italy

Trade Germany and Australia/ New Zealand: Germany's main imports from Australia are ore, coal, electrical engineering, as well as food products and wines. Imports from New Zealand are mainly food products. Germany's exports to Australia and New Zealand are mainly vehicles and spare parts, as well as machinery and chemical products.

Import/Export	2004
German Exports to Australia	4.64 billion Euro
German Imports from Australia	1.28 billion Euro
German Exports to New Zealand	0.67 billion Euro
German Imports from New Zealand	0.54 billion Euro

Source: Federal Statistical Office/Germany, Federal Foreign Office/Germany. Last revised: September 2004



SCHENKERsky – the Fascination of Airfreight



With Schenker's time-definite airfreight services, you determine the pace. Your freight arrives at its destination not only at the time you specify but also by the most economical route. A flexible and efficient service for shipments of all shapes and sizes. Complete with fast customs clearance, door-to-door delivery or handling based on Incoterms.
SCHENKERsky – for your airfreight to and from Germany.

SCHENKERjetcargo

Three service packages to suit your specific needs. Exactly defined transit times. Front-to-end shipment tracking via the Internet. No dimensional and weight restrictions. Full transparency of prices and services.

You decide how fast we are

SCHENKERjetcargo first

Express – for particularly urgent shipments.
Transit time: 1-2 days*; daily uplift using first-class carriers.
High speed – high quality

SCHENKERjetcargo business

Standard – for urgent shipments
Transit time: 3-4 days.*
Always perfectly timed

SCHENKERjetcargo economy

Low Budget – for shipments that are not so urgent.
Transit time: 5-6 days*; competitive rates.
The economical alternative

Special challenges call for special services:

SCHENKERjetcargo special

Offers a wide range of transport concepts. For charter flights, on-board couriers or special types of shipment – like hazardous substances, perishable goods and much, much more.

Specifically tailored to meet your exact needs

Germany Special from Australia		Germany Special from New Zealand	
SYD – FRA	2 x week	AUK – FRA	2 x week
MEL – FRA	2 x week		

*Transit time from Schenker station to Schenker station



SCHENKEROcean – all Aboard with Schenker

The highest standard of door-to-door transport services combined with the ideal shipping option for each individual shipment worldwide. Multimodal transport solutions ensure optimised transit times and IT-supported shipment tracking along the entire route – integrated pre-carriage and onward carriage scheduling from door-to-door.
SCHENKEROcean – reliable, fast and flexible to and from Germany's main ports.

SCHENKEROcean – a byword for comprehensive front-to-end maritime logistics:

- Tailored multimodal transport solutions
- Integrated pre-carriage and onward carriage scheduling
- Efficient management of available capacities
- Defined departure and arrival times
- Optimum transit times
- IT-supported tracking
- Competitive Import and Export freight rates
- Schenker networks in Australia, New Zealand and Germany
- Expert contacts

SCHENKERcomplete – FCL (Full Container Load)

We provide the optimum type of container to suit the structure of your shipments. The goods are loaded and unloaded directly on site at your location. Tailored solutions for complete door-to-door transports.

SCHENKERcombine – LCL (Less than Container Load)

Our door-to-door service collects your individual consignments and transports them to our gateways. Shipments are transported and delivered in containers – to ensure minimum transshipment and optimum loading conditions.

SCHENKERprojects

Intelligent solutions for highly complex products involving the transportation of extremely bulky or heavy shipments. Includes the selection and organisation of all transport equipment.

Your Advantage

Weekly FCL-/LCL-Shipments to and from Germany



Global Concepts for your Business in Germany

Added value for your business operations

- Global network as well as full-coverage presence in Germany through more than 100 locations
- English-speaking contact in every office in Germany
- Worldwide logistics services combining country-specific know-how and expertise
- Regular high-frequency connections to your markets to and from Germany
- Reliable provision of capacities and equipment
- Expert customs clearance and a wide-ranging knowledge of specific requirements in Germany
- Reduced costs – thanks to tailored logistics concepts
- E-services via the Internet – from price request and purchase order through tracking and warehouse management
- Schenker Deutschland is certified in line with the ISO 9001:2000 quality standard
- The dependability and stability of one of the world's leading logistics service providers based on the experience and tradition through more than 130 years

Special offers for Germany

Every country has its own challenges. In your business dealings with Germany, you can count on a competent partner who enables you to act without barriers: Schenker is at home around the globe, knows the local conditions and offers ideal transport connections.

Ask for our special offers for your German traffic.



Who is up? Who is down?

... it's all a matter of perspective. Things that look upside-down to one, look perfectly normal to the other:

In Germany, Christmas is celebrated in winter ...

... at lunchtime in Berlin, people are going to bed in Sydney ...

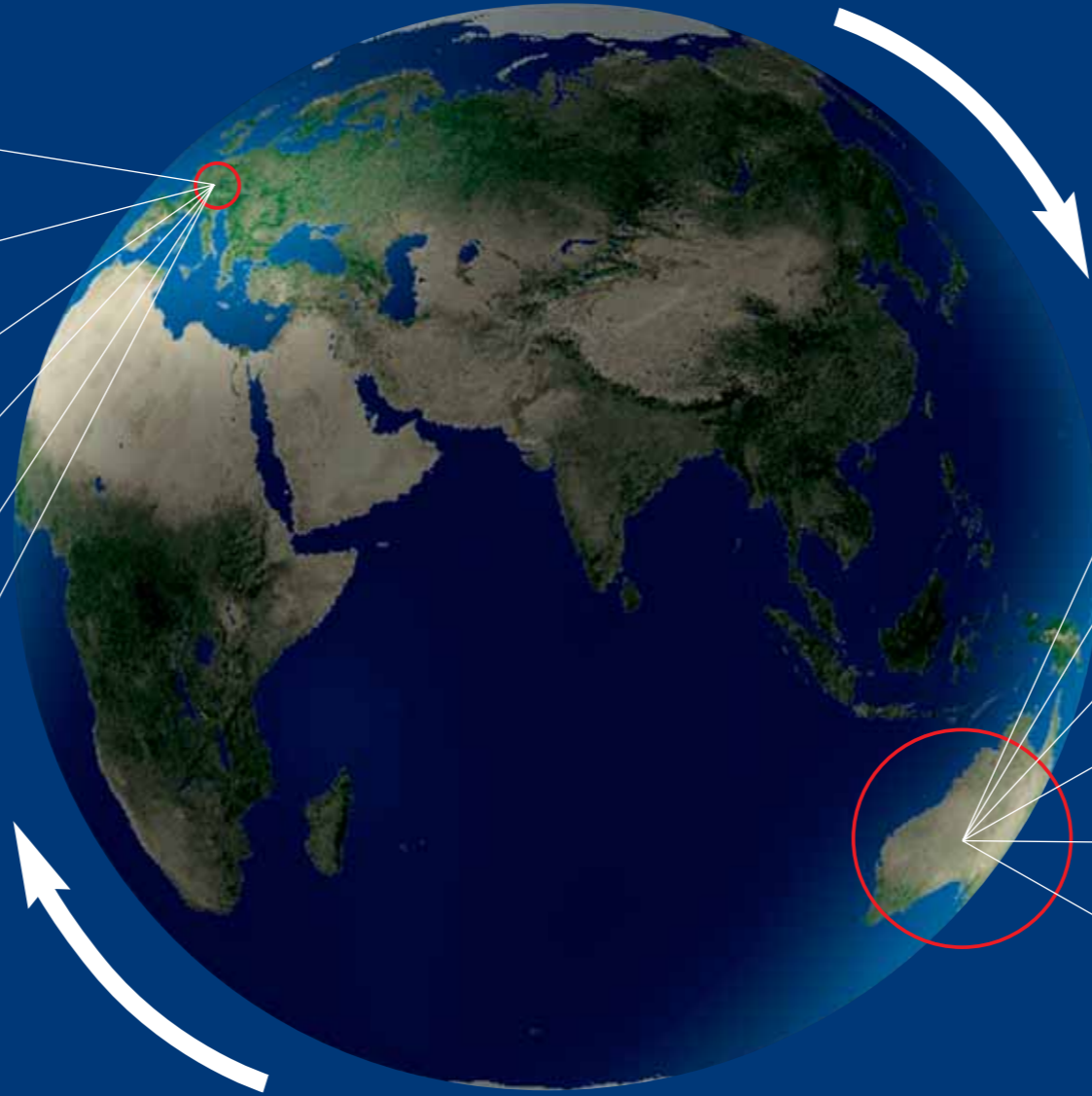
... the crescent of the moon waxes on the left side, instead of the right ...

... water spirals go down the drain the other way, if not influenced ...

... people are driving on the right side of the road ...

... that's why the steering-wheel is found on the left side of the car.

To enable a connection between these two far away places, of which one always seems to be upside-down, a strong and competent logistics partner is needed to bridge the opposites.



... it's all a matter of perspective. Things that look upside-down to one, look perfectly normal to the other:

In Australia, Christmas is celebrated in summer ...

... at bedtime in Sydney, people are going to lunch in Berlin ...

... the crescent of the moon waxes on the right side instead of the left ...

... water spirals go down the drain the other way, if not influenced ...

... people are driving on the left side of the road ...

... that's why the steering-wheel is found on the right side of the car.

To enable a connection between these two far away places, of which one always seems to be upside-down, a strong and competent logistics partner is needed to bridge the opposites.

Who is up? Who is down?



Global Concepts for your Business in Australia and New Zealand

Added value for your business operations

- Network in Australia, New Zealand and worldwide
- Combination of country-specific know-how and global competence in logistics services
- German-speaking contact in all branches in Australia and New Zealand
- Regular and frequent connections between Australia, New Zealand and Germany
- Reliable supply of capacity and equipment
- Competence in customs clearance and broad knowledge of the specific requirements in Australia and New Zealand
- Cost reduction through tailored logistics concepts
- E-Services via the Internet – from price request and purchase order through tracking and warehouse management
- Certification of Schenker in Australia and New Zealand in accordance to ISO 9001:2000
- Security and stability of a leading, global logistics provider with more than 39,000 employees and 1,100 offices

Special offers for Australia and New Zealand

Every country has its own challenges. In your business dealings with Australia and New Zealand, you can count on a competent partner who enables you to act without barriers: Schenker is at home around the globe, knows the local conditions and offers ideal transport connections.

Ask for our special offers for your Australia and New Zealand traffic.



SCHENKERSky – the Fascination of Airfreight



SCHENKEROcean – all Aboard with Schenker

With Schenker's time-definite airfreight services, you determine the pace. Your freight arrives at its destination not only at the time you specify but also by the most economical route. A flexible and efficient service for shipments of all shapes and sizes. Complete with fast customs clearance, door-to-door delivery or handling based on Incoterms.

SCHENKERSky – for your airfreight to and from Australia and New Zealand.

SCHENKERjetcargo

Three service packages to suit your specific needs. Exactly defined transit times. Front-to-end shipment tracking via the Internet. No dimensional and weight restrictions. Full transparency of prices and services.

You decide how fast we are

SCHENKERjetcargo first

Express – for particularly urgent shipments.

Transit time: 1-2 days*; daily uplift using first-class carriers.

High speed – high quality

SCHENKERjetcargo business

Standard – for urgent shipments

Transit time: 3-4 days.*

Always perfectly timed

SCHENKERjetcargo economy

Low Budget – for shipments that are not so urgent.

Transit time: 5-6 days*; competitive rates.

The economical alternative.

Special challenges call for special services:

SCHENKERjetcargo special

Offers a wide range of transport concepts. For charter flights, on-board couriers or special types of shipment – like hazardous substances, perishable goods and much, much more.

Specifically tailored to meet your exact needs

Australia Special		New Zealand Special	
FRA – SYD	4 x week	FRA – AKL	2 x week
FRA – MEL	7 x week	FRA – CHC	2 x week
FRA – PER	1 x week		
FRA – ADL	2 x week		
FRA – BNE	2 x week		

*Transit time from Schenker station to Schenker station

The highest standard of door-to-door transport services combined with the ideal shipping option for each individual shipment worldwide. Multimodal transport solutions ensure optimized transit times and IT-supported shipment tracking along the entire route – integrated pre-carriage and onward carriage scheduling from door-to-door. SCHENKEROcean – reliable, fast and flexible to and from main ports in Australia and New Zealand.

SCHENKEROcean – a byword for comprehensive front-to-end maritime logistics:

- Tailored multimodal transport solutions
- Integrated pre-carriage and onward carriage scheduling
- Efficient management of available capacities
- Defined departure and arrival times
- Optimum transit times
- IT-supported tracking
- Competitive Import and Export freight rates
- Schenker networks in Australia, New Zealand and Germany
- Expert contacts

SCHENKERcomplete – FCL (Full Container Load)

We provide the optimum type of container to suit the structure of your shipments. The goods are loaded and unloaded directly on site at your location. Tailored solutions for complete door-to-door transports.

SCHENKERcombine – LCL (Less than Container Load)

Our door-to-door service collects your individual consignments and transports them to our gateways. Shipments are transported and delivered in containers – to ensure minimum transshipment and optimum loading conditions.

SCHENKERprojects

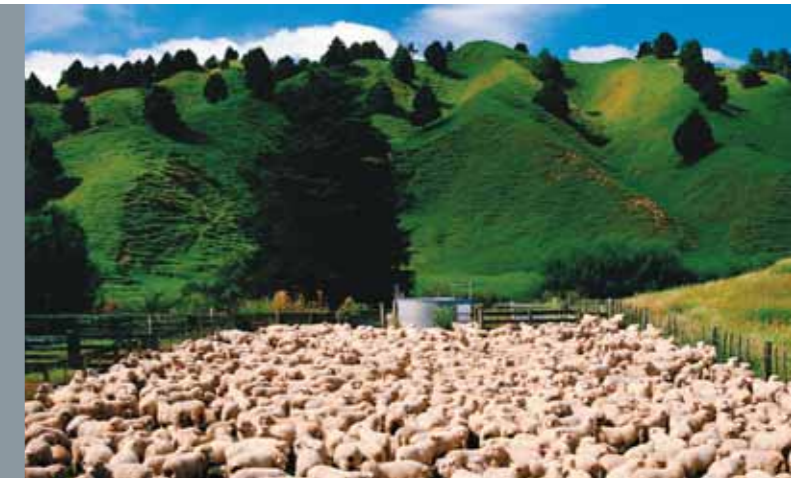
Intelligent solutions for highly complex products involving the transportation of extremely bulky or heavy shipments. Includes the selection and organisation of all transport equipment.

Your Advantage

Weekly FCL-/LCL-Shipments to and from Australia and New Zealand



New Zealand – Facts and Figures



Presence in New Zealand

If you look towards Australia from Germany, New Zealand naturally comes to mind. Many movie fans affectionately refer to New Zealand as "Middle-earth", since it was the film location for "The Lord of the Rings". Also New Zealand or Niu Tirani has its very own peculiarities. For example having the same name for their inhabitants, their national symbol and their most popular fruit – Kiwi. How many other countries can claim that?

New Zealand's territory spreads over two main islands. Its economy is growing by more than 4 % annually. No member of the OECD can claim a lower unemployment rate than New Zealand: 3.6 % (2004). Exports to Germany in the year 2004 amounted to 670 million Euro, imports from Germany in the same time period reached 540 million Euro.

Schenker employs 100 people in 2 offices in New Zealand and a warehousing capacity of 5,800 sqm is available to customers.

All logistics services which Schenker offers in Australia are also available for your New Zealand business.

Schenker New Zealand Ltd.
44 Richard Pearse Drive
Airport Oaks
Auckland, New Zealand

Phone +64 9 255 0050
Fax +64 9 255 0055

info.nz@schenker.com
www.schenker.com.au

Schenker offices in New Zealand
Auckland
Christchurch

Name: The first Polynesian settlers referred to the territory (900 AD.) as "The land of the long, white cloud" (Aotearoa). The Dutch navigator Abel J. Tasman (1603-1659) named it Staten Land, later the name changed to Nieu Zeeland.

Geography: New Zealand is located in the Pacific Ocean, about 1,600 km South-East of Australia.

Size: New Zealand comprises a land area of almost 270,000 sq km.

Form of government: Parliamentary-Monarchy, within the Commonwealth of Nations, head of state is the british monarch, Queen Elizabeth II.

Capital: Wellington (North Island), 335,000 inhabitants

Population: 3.9 million inhabitants, 72 % are European and 15 % are of Polynesian ancestry (Maori). The remaining inhabitants are Samoans, Tongans, Cook Islanders and Asians.

Official language: English, Maori is accepted equally

Exports: 16.7 billion Euro (2004)

Most important export countries: Australia, Japan, USA

Imports: 19.4 billion Euro (2004)

Most important import countries: Australia, Japan, USA

Trade New Zealand / Germany: New Zealand's main imports from Germany are vehicles and automotive spare parts, machinery, chemical end-products or raw materials and electrical engineering. Germany's main imports from New Zealand are food products: meat and meat products, vegetables and fruit, dairy products as well as fish and fish products.

Import/Export	2004
New Zealand Exports to Germany	0.67 Mrd. Euro
New Zealand Imports from Germany	0.54 Mrd. Euro

Source: Department of Foreign Affairs / FRG, as of September, 2004



Australia – Facts and Figures

Economical facts

The Australian economy offers perspectives of a very special nature – undoubtedly promising and optimistic. After experiencing economical ups and downs since the middle of the 20th century, the Australian economy has stabilised over the last 10 years. The unemployment rate was at 8.7 % in 1995, but has fallen below 6 % in 2004. The GDP amounted to 470 billion Euro in the same year.

Agriculture still plays an important role today, despite having been overtaken by mining and exploration (aluminium and lead) in the 1960's. About 80 % of wheat and sugar cane production is exported, cotton and wine are major exports as well. Australia's booming industries include food and wines, metal processing, engineering and chemicals.

The most important Australian export commodities with a German destination are electronics and wool. Australia mainly imports cars and pharmaceuticals from Germany. Trade in control- and measuring instruments is done in both directions.

Schenker in Australia

Schenker offers their complete range of logistics services in Australia like everywhere else on the globe. Services include road transports, warehousing concepts, value added services, assembly services and quality control. Schenker's international network of offices connects the fifth continent with the rest of the world by airfreight and seafreight.

Schenker Australia was founded in 1962, consists of six branches and employs about 400 people. Warehousing capacity exceeds 47,500 sqm, more than enough space for your Australian business!

Numerous German companies rely on the local presence and the country-specific know-how of their international logistics service provider. Integrate Schenker into your Australian team!

Schenker offices in Australia

Sydney (Alexandria, Rydalmere), Melbourne, Brisbane, Adelaide, Perth

- Name:** The name of the smallest continent originates from the Latin "terra australis" (Southern land).
- Geography:** Australia is located in the Southern hemisphere, between the Indian- and the Pacific Ocean. The longest North-South extension measures 3,680 km, the longest East-West extension measures 4,000 km.
- Size:** Australia comprises a land area of over 7.68 million sq km and is 22 times larger than the Federal Republic of Germany.
- Form of government:** Parliamentary-Monarchy, within the Commonwealth of Nations, head of state is the british monarch, Queen Elizabeth II.
- Capital:** Canberra (340,000 inhabitants)
- Population:** 22 million, mostly of European ancestry; the aboriginal people (Aborigines and Torres Strait Islanders) make up 2.1% of the population.

- Official language:** English
- Exports:** 74 billion Euro (2004)
- Most important export countries:** Japan, USA, China, New Zealand, Republic of Korea
- Imports:** 90 billion Euro (2004)
- Most important import countries:** USA, Japan, China, Germany, Great Britain
- Trade Australia / Germany:** Germany is the seventh-largest trade partner of Australia, about 20% of Australia's trade volume with the European Union is with Germany. There are 420 offices of German companies in Australia.

Import/Export	2004
Australian Exports to Germany	1.0 billion Euro
Australian Imports from Germany	6.05 billion Euro

Source: Department of Foreign Affairs / FRG, as of September, 2004



Make Australia and New Zealand your Goal

If you look at a map of the world, you will see that Australia is located "Down-Under", a term which many Australians use to refer to themselves and their country. A familiar phrase to describe the world's smallest continent and to reiterate the good sense of humour, common to all.

In Australia many things appear to be different, for example the direction of the water, as it spirals down the sink. The seasons are also, from a European perspective, upside down. Grape picking is done in February and ladybirds are buzzing around in December. But once you become accustomed to the fact that mammals lay eggs or carry their offspring in pouches, you will not be surprised by trees which shed their bark in autumn, but keep their leaves all year.

Sydney, with four million inhabitants, is the largest Australian city and has grown from a British colony into a rich and diverse metropolis.

And the first glance at Schenker's information brochure on Australia and New Zealand might leave the reader wondering where "up" or where "down" really is...

Schenker Australia Pty Ltd.
72-80 Bourke Road,
Alexandria (Sydney) NSW 2015
Australia

Phone +61 2 9333 0333
Fax +61 2 9333 0496

info.au@schenker.com
www.schenker.com.au



From Germany to Australia and New Zealand

Global Network, Local Competence
Concepts for your Business Relations