

## PRESS RELEASE

# Militzer & Münch expands China activities

**St. Gallen, 1 February 2017. The Militzer & Münch Group offers a new product on the China / Central Asia trade lane: a container block train now connects Xuzhou, East China, with Tashkent, the capital of Uzbekistan. With this new product, Militzer & Münch reacts to the rising demand for traffics between these countries. Apart from expanding the management team under Glenn Bai, intensifying Central Asia traffics is an essential part of the Militzer & Münch China growth strategy.**

Militzer & Münch China is adding to its logistics services: in January, the first and second of three block trains for an industrial project in Uzbekistan left China. On board the first and second train were 20-foot-containers carrying steel coils. The cargo consisted of 92 containers with a total cargo weight of 2,500 tons per block train. The third block train is scheduled to depart in mid to late February 2017. Militzer & Münch handled these transports in close cooperation with its sister company InterRail. Each shipment takes just 10 to 12 days from Xuzhou, Jiangsu Province to Tashkent, Uzbekistan.

### **Strengthening the team**

The transport was the first comprehensive project under the newly appointed management team of Militzer & Münch China. In September 2016, Glenn Bai took over the responsibility of all business activities of the Chinese Militzer & Münch organization. Since the beginning of this year, he is supported by four new colleagues – among them industry experts Eric Wang, Director Rail Freight China, and Philip Wang, Director North China. “The expansion of the management team in China is an important step towards developing rail and multi-modal transports, while it also strengthens the cooperation between our organizations along the New Silk Road”, says Dr. Lothar Thoma, CEO M&M Militzer & Münch International Holding AG. “We want to assure our position along this trade lane and to further advance the growth of Militzer & Münch in this up-and-coming region.”

### **Good prospects**

Operating from seven branch offices, Militzer & Münch is already well positioned in China. The Chinese government’s “One Belt One Road” initiative to promote trade along the New Silk Road causes demand for logistics services to increase.



As a transit region between China and Europe, Central Asia plays a significant role. Over the past few years, the trade volume between China and the region has increased considerably; since 2013, China is considered the most important trade partner of the Central Asian countries.

“It is our target to expand the presence of Militzer & Münch in China and Central Asia”, says Glenn Bai. “For 2017, we are planning to strengthen our project segment as well as to develop traffics to such countries as Uzbekistan, Kazakhstan, and Turkmenistan.” Another Militzer & Münch China objective is intensifying its Iran traffics. “We will profit from the chances the One Belt One Road initiative offers us in order to fully benefit from the potential of this highly promising market”, Glenn Bai says.

#### **M&M Militzer & Münch at a glance**

The Militzer & Münch Group employs a staff of about 2,000 at 100 locations in around 30 countries. Strategic partnerships in numerous other countries complete the dense network. Militzer & Münch offers worldwide air and sea freight services as well as road and rail transports and project logistics along the East-West axis in Eurasia and North Africa. The Group operates with a dense network of branch offices in Eastern Europe, the CIS, the Middle East and the Far East as well as in the Maghreb countries. The head office of the company that goes back to 1880 is in Sankt Gallen, Switzerland.

[www.mumnet.com](http://www.mumnet.com)

#### **Media Contact**

STROOMER PR | Concept GmbH  
Ina Schmaloske  
Phone: +49 40 853133-24  
[ina.schmaloske@stroomer.de](mailto:ina.schmaloske@stroomer.de)