

Strategies and new business models in intermodal hinterland transport

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Context

	NSW	Netherlands
Port	Botany	Rotterdam
Volume (16)	2,3 million TEU	12,4 million TEU
Size country/state	800,642 km2	41,543 km2
Inhabitants	> 7.3 million	> 17 million

Port Authorities

1. Marketing
2. Investments in inland terminals
3. Investments in rail shuttle

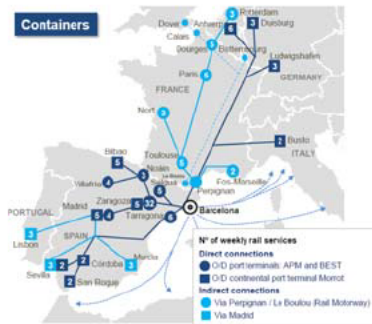


Impact hinterland strategy

Statistics Barcelona	2008	2010	2012	2014	2016
Total container volume	2,560,477	1,946,434	1,758,647	1,893,290	2,236,960
Transhipment volume	950,225	833,898	442,601	312,314	431,750
Volume, excl. transhipment	1,610,252	1,312,536	1,316,046	1,580,976	1,805,210
Total rail transport	52,562	103,898	148,928	189,553	225,098
% rail transport	3,3%	7,9%	11,3%	12,0%	12,5%
% annual growth rail volume	25,8%	74,5%	1,5%	22,7%	6,0%

Port Authorities

1. Marketing
2. Investments in inland terminals
3. Investments in rail shuttle
4. Concession contracts



Terminals

1. Extended gates
2. Terminal Handling Charges



Shipping lines

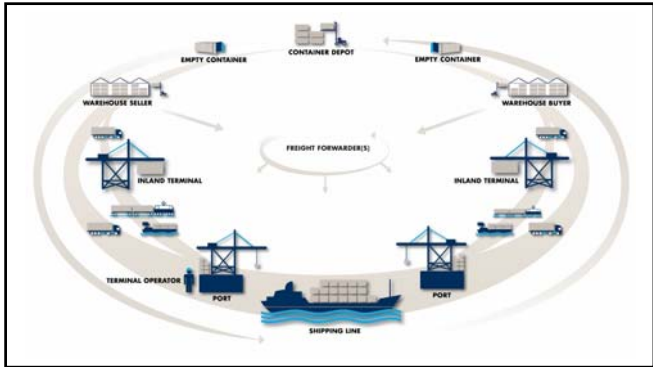
1. Merchant vs carrier haulage
2. Inland Container Yard
3. Better fit with deep sea operations

Intermodal 1
Maersk, CMA and DMU, delivery to and from inland terminal
+ 40 dry 20 euro
+ 40 dry 100 euro

Intermodal 2
Amsterdam (CTN), Den Bosch (BCTN), Veenray (BCTN) and Hellegouwen (BCTN), delivery to and from inland terminal
+ 20 dry 100 euro
+ 40 dry 120 euro

Intermodal 3
Haringvliet (CTN), Boven (BCTN), delivery to and from inland terminal
+ 40 dry 100 euro
+ 40 dry 100 euro

Optional Door Delivery
Truck delivery to and from inland terminal to your door
+ 150 euro per container (with range of 40 kilometers)
Handling charges, apart on invoice
Rates may change if Maersk or another carrier's fluctuations in fuel prices



Synchromodal transport

- Improved reliability
- Reduced emissions
- Decreased costs
- A-modal bookings
- Control @ Logistics Service Provider
- Information
 - Infrastructure
 - Transport capacity

- ### Observations
1. Intermodal transport (infrastructure) crucial for realizing / maintaining market shares in more distant hinterlands;
 2. Port authority ideally situated to take active role, stimulate intermodal transport and act as knowledge centre;
 3. Deep sea terminal ideally situated to bundle containers on trains;
 4. Container routes are often difficult to influence on the short run.

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