



New Corridors and Transport Solutions: Europe's Emerging Trade Routes

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Client Examples



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- Adriatic / Central – Eastern Routes (examples)
- Modal performance and key drivers
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General Issues

– Some key elements to bear in mind –

- Transport Role and Economy
 - Demand lead Offer or Viceversa?
- Presence of Infrastructure
 - High level density in Major Area of EU
 - Higher competition than cooperation
 - Pressure on Price
 - Lower margin of Profit
- Modal performance and key drivers
- Governance and effect of the Crisis



Adriatic–Central/South Eastern Europe



- Exceed of Offer in the North Adriatic
- New traffics from/to Central Eastern Europe
- Logistics real estate investments
- Inland Terminal repositioning
- Overlapping situations and need for efforts by all for common general planning

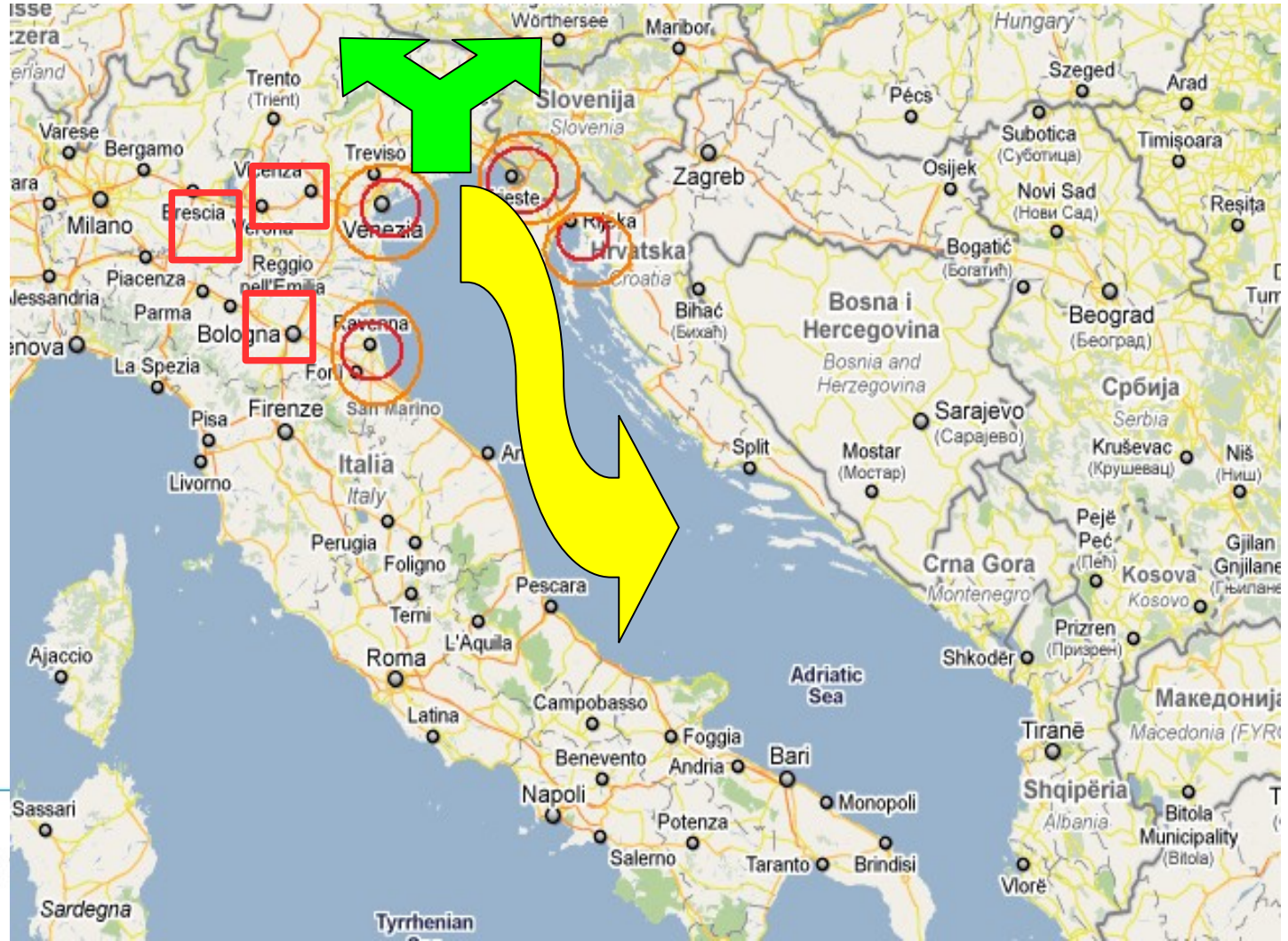


Adriatic as gateway to boost traffic

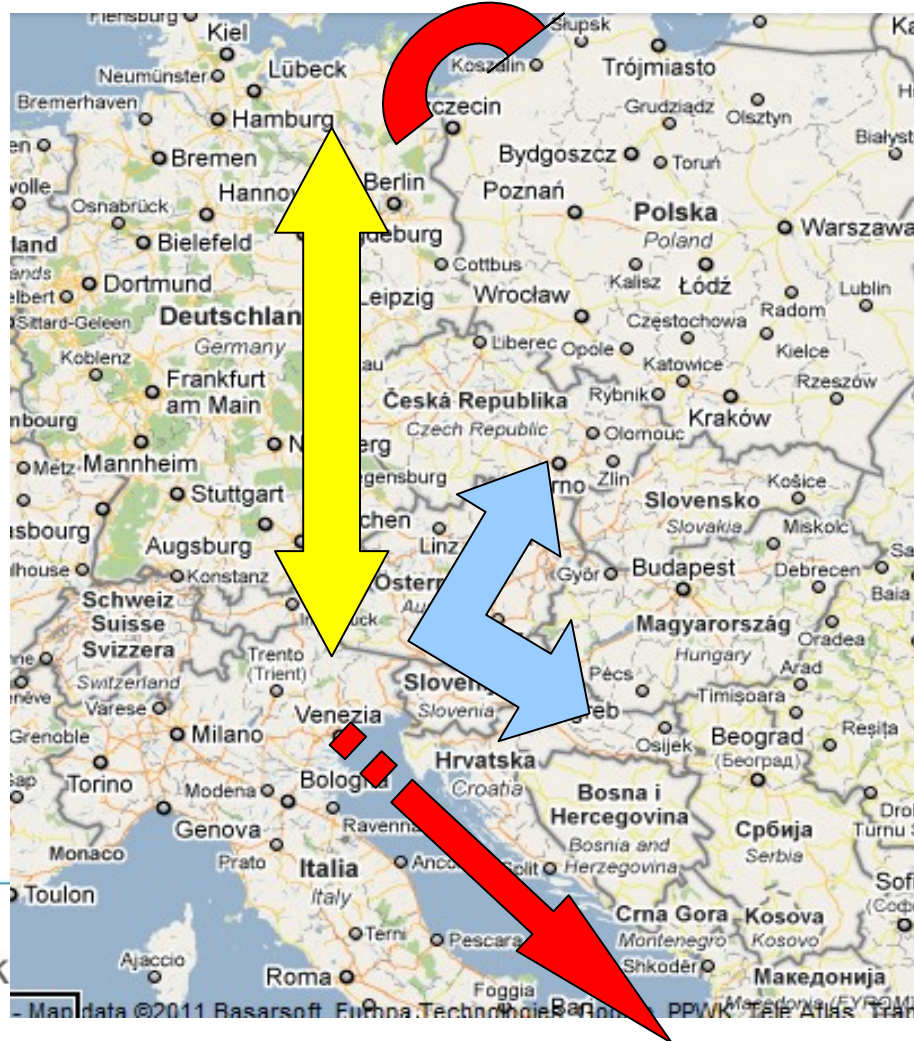
- Underpinning factors
- German, Austrian, Czech, Slovak operators look at Adriatic as maritime terminals for Far East and North Africa
- Rotterdam and Antwerp reinforced to Baltic and Russia



Main Axes

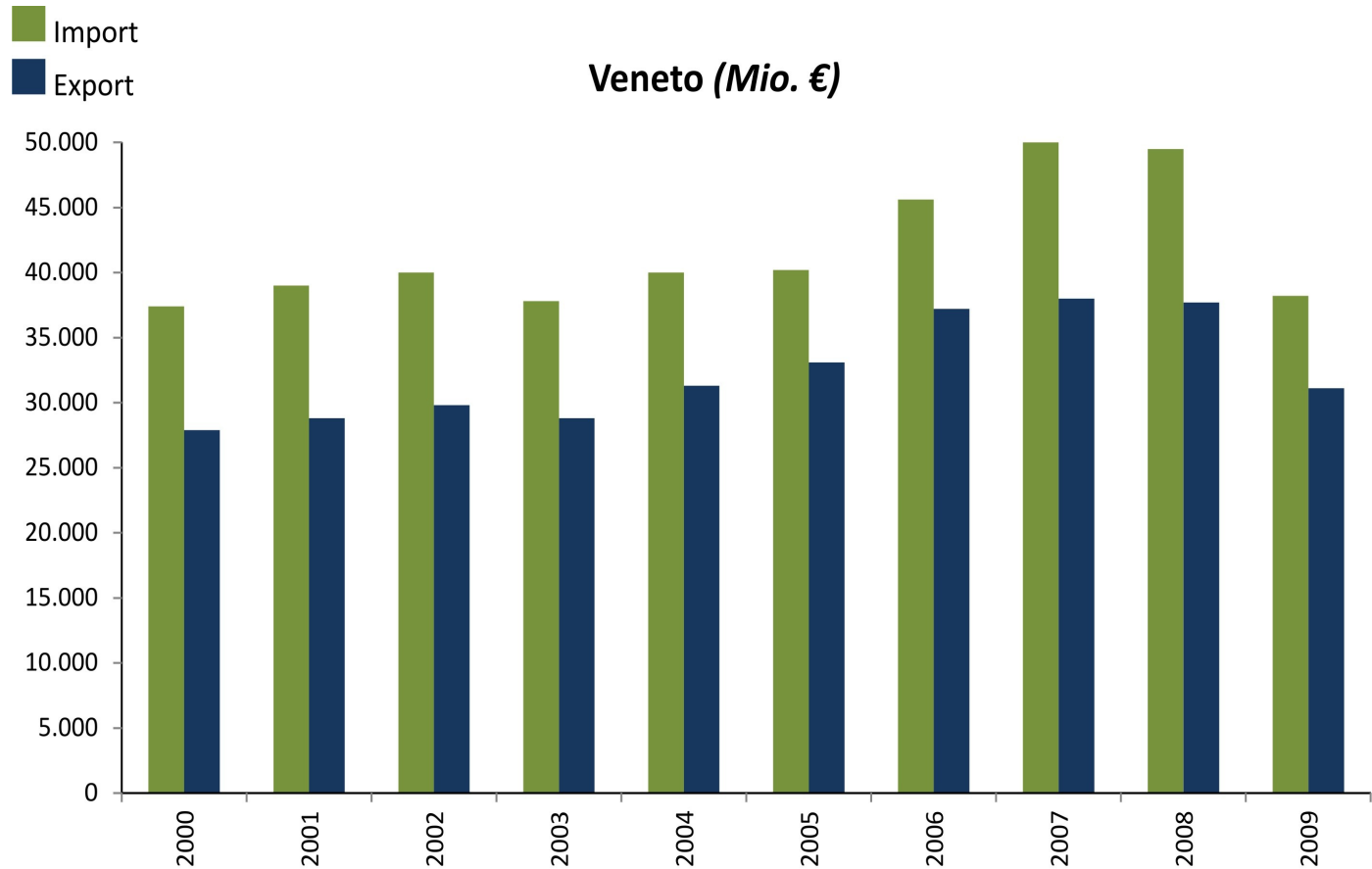


A New 'Blue Banana'?



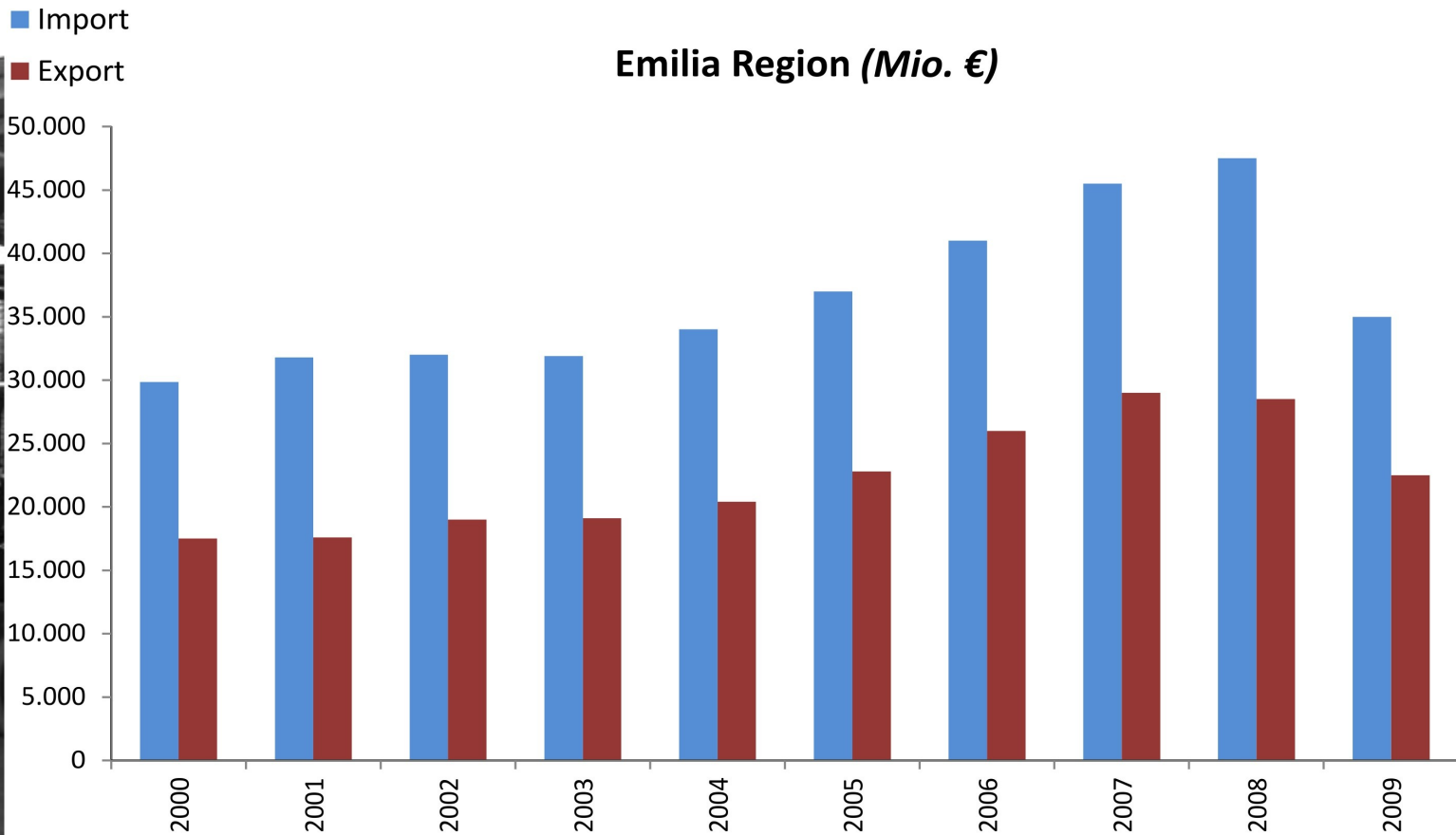


Baltic to Balkan network for logistics competence



Import-Export Veneto Region (Italy)

Source ISTAT



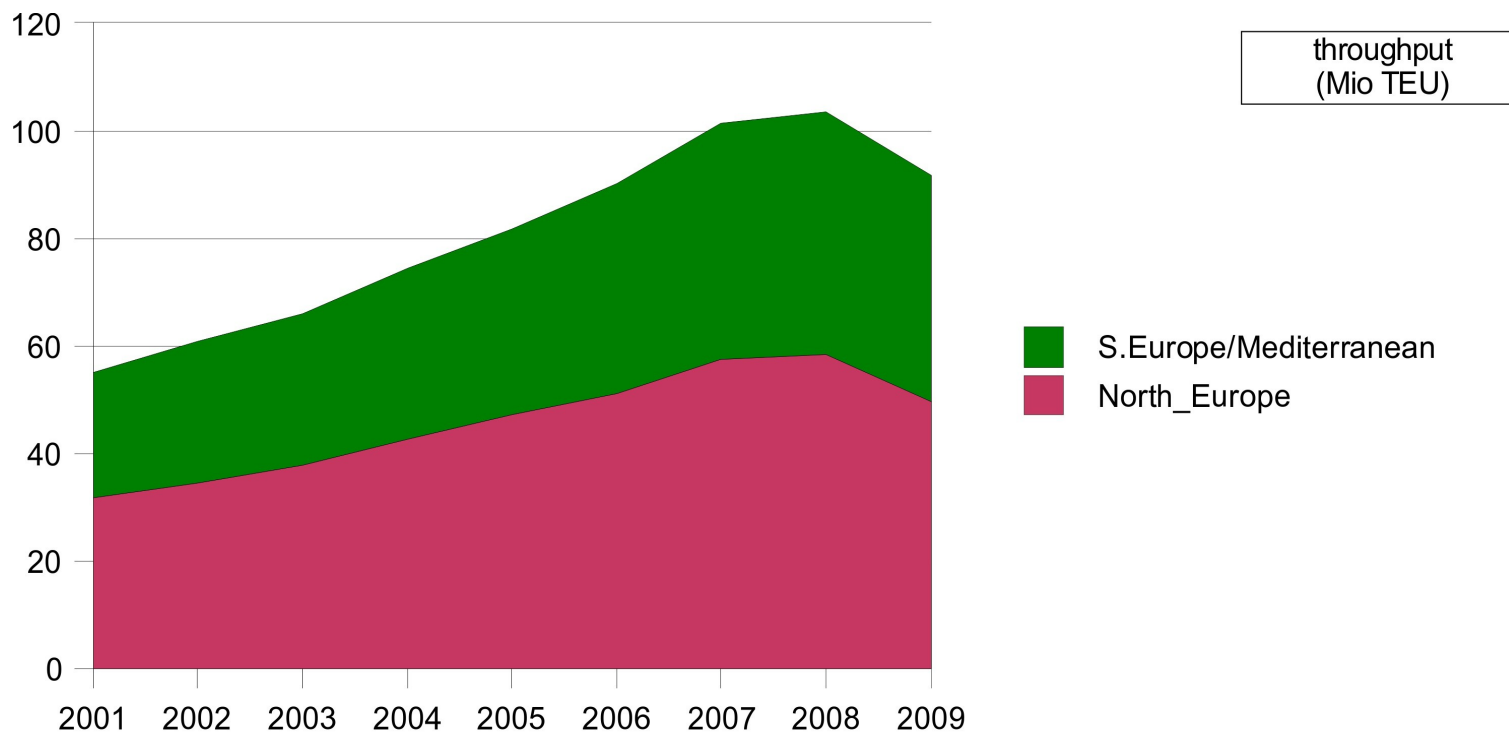
Import-Export Veneto Region (Italy)
Source ISTAT

Baltic to Balkan network for logistics competence

Market trade developments in Adriatic

- Cina, Hungary, Romania increase I/E
- More 'traditional Countries' decrease I/E
- Cina growing but still modest % of market share
- Significant market for export still Germany, France, Spain, Austria, UK





Throughput (M TEU)	2001	2002	2003	2004	2005	2006	2007	2008	2009
North_Europe	31,8	34,6	37,9	42,6	47,1	51,0	57,5	58,5	49,7
S.Europe/Mediterranean	23,4	26,3	28,2	31,9	34,5	39,1	43,8	45,0	42,0
Import-export (M TEU)	2001	2002	2003	2004	2005	2006	2007	2008	2009
North_Europe	25,4	27,5	29,8	33,2	36,4	39,3	44,1	43,9	36,6
S.Europe/Mediterranean	14,6	16,2	16,5	18,3	19,8	22,5	25,1	25,3	22,3

Some highlights for Med

- Transshipment increase in the Med
- Increase direct traffic with Far East
- Regional Specialisation for transshipment
 - from hub ports (Gioia Tauro, P. Said) to regional hubs (Venice, Trieste, Ravenna)
- Other non-hub ports show high percentage of transshipment (Constanza +60%, Beirut, Ambarli +30%)
- Crisis Effects:
 - Less services but same ports covered
 - Primary vs Secondary Routes
 - Av. dimension vessels increase for Med-Far East routes
 - More constraints in the E-W routes than N-S ones



Some practical examples

- Source Watermode Project 2011 -



Some practical examples

- Source Watermode Project 2011 -

PORT SAID - VENICE - WIEN:

A) SHIP (PS- VCE) - TRAIN (VCE -WIEN)

DISTANCE: 2428 KM + 615,02 KM = 3043.02 KM

B) SHIP (PS- VCE) - TRUCK (VCE -WIEN)

DISTANCE: 2428 KM + 605,58 KM = 3033.58 KM





Segments	Transport Mode	Distance	Capacity	Quoted Price in euro				Euro/1 TEU	€ /1 TEU/1 KM
				2 TEU	50 TEU	200 TEU	500 TEU		
Route 2 Port Said-Venice-Wien									
Port Said-Venice	maritime	2.428	3.200 Teu Uasac			90.000 - 112.500	225.000,0 - 281.250,0	562,5 - 450,0	0,23 - 0,19
Port Venice operations (Road)	cargo handling and port charges							267,6 - 182,7	
Port Venice operations (Rail)	cargo handling and port charges							282,6 - 197,7	
Venice-Wien	rail	615,02	50 Teu		10.350,00			207,0	0,34
Venice-Wien	road	605,58	2 Teu (based on price lists)	1.590,00				795,0	1,31
Venice-Wien	road	605,58	2 Teu (carrier)	1.850,00				925,0	1,53
Wien cargo handling	Cargo handling at destination			Cost to move cargo from transport mode to terminal					
Total									



Table N.2b Zoom on Port Charges/Costs: Port Venice

Port Charges	Quoted Price in euro for 3200 Teu (hp 42.000 t) (200 Teu transhipped)	Quoted Price in euro for 3200 Teu (hp 42.000 t) (500 Teu transhipped)	Euro/1 TEU (3.200 Teu)	Euro/1 TEU (200 Teu)	Euro/1 TEU (500 Teu)
piloting	5.500,00		1,72	27,50	11,00
mooring/unmooring	2.000,00		0,63	10,00	4,00
towing	20.830,00		6,51	104,15	41,66
port duties	1.208,64	3.021,60		6,04	6,04
cargo movements ship/land				120,00	120,00
TOTAL				267,69	182,70

Table N.2b_1 Port Charges/Costs for rail option: Port Venice

	Cargo movements	Minimal additional charge for rail	Total Euro/ 1 Teu by rail
Port Venice	267,69 - 182,70	15,00	282,69 - 197,70



Tables N.3b Percentage of cost for the overall routes for each intermodal option:
Venice - Wien

Route 2 to Wien (option Venice – Wien by rail)	% of cost in terms of €/TEU
Mode	
Maritime	48-58%
Transshipment (port costs)	20-30%
Rail	20-24%
TOTAL	100%

Route 2 to Wien (option Venice – Wien by road)	% of cost in terms of €/TEU
Mode	
Maritime	27-37%
Transshipment (port costs)	11-18%
Road	49-59%
TOTAL	100%



Tables N.4 Zoom on internal cost elements for each transport mode in each segment included in the intermodal options

Transport mode: Road

VENICE-WIEN TRANSPORT MODE: ROAD	Internal costs to move 1 TEU
Depreciation	13,6%
Personnel	23,3%
Tolls and charges	23,1%
Consumption	26,8%
Maintenance	9,0%
Insurance	4,2%
Third party services	-
Total	100,0%





Table N.5a Time for each transport mode and port in each segment included in the intermodal options: Venice - Wien

Route 2 to Wien (option 1 Venice - Wien rail)	Transport Mode	Km	Transit Time (in hr)			Handling Time (200 Teu) (in hr)	Handling Time (500 Teu) (in hr)	Waiting time (in hr)
			Maritime theoretic (*)	Maritime Uasac	Maritime Sermar Line			
Port Said - Venice	maritime	2.428	100,8	240	120-168			
Handling cargo in Venice	port					8	20	168
Venice-Wien	rail	615,02	15,5	15,5	15,5			
Total		3.043,02	116,3			8	20	168

Route 2 to Wien (option 1 Venice - Wien road)	Transport Mode	Km	Transit Time (in hr)			Handling Time (200 Teu) (in hr)	Handling Time (500 Teu) (in hr)	Waiting time (in hr)
			Maritime theoretic (*)	Maritime Uasac	Maritime Sermar Line			
Port Said - Venice	maritime	2.428	100,8	240	120-168	Adatta le colonne		
Handling cargo in Venice	port					8	20	168
Venice-Wien	road	605,58	8	8	8			
Total		3.033,58	108,8			8	20	168

(*) 4,2 days for 13 knots trade speed and 1.311 miles.

Overall Conclusions

- Margings of growth in the North Adriatic
- Increase Far East and Eastern Europe
- Requirements
 - Increase in infrastr made appropriately to avoid duplication and distructive competition
 - Better land service competitiveness, espec for rail
- Regional Hub for Far East in North Adriatic
- Effect of enlargement Panama Canal to Med?



Overall Conclusions

- Opportunities from EU Marco Polo Programme
 - Implementation of new line services including, if any, supply chain distributions, in-out logistics, production processes changes and production sites developments/relocations
 - 450 million euro available until 2013 for start-up subsidies for projects with viable business plans
 - Operators and SME are addressed
- SME Involvement in EU Projects and Port Hinterland development





Thank you for your attention !

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