WATERMODE PROJECT FINAL EVENT

Maritime Transport as a Driver of Development and Cohesion for the Integration of South Eastern Europe and Mediterranean Basin

A WATERMODE ROAD MAP TO MULTILOG

Proposals for future cooperation

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1. Exchange of experiences from operational multimodal transport facilities

2. Investments, grants & other incentives to move freight by rail & inland water

3. Multi-national forwarders and transport & logistics private operators

4. Public & private companies involved in JV and M&A operations
1. Exchange of experiences from operational multimodal transport facilities

Success factors in freight villages & rail - road - water platforms:

- Proximity to nodes crossed by a number of multimodal corridors
- Proximity to consolidated industrial areas: clusters of SME, big plants
- Highly concentrated consumption areas/cities/towns ("last mile")
- Long-run coherence in public administration policies
- Introduction of incentives in localization policies
2. Investments, grants & other incentives to move freight by rail & inland water

National/regional policies addressed to incentive rail/water transport:

- PPPs in dedicated rail freight infrastructures - Alameda Corridor in LA
- Adopting *Mode Shift Revenue Support* (MSRS) Schemes - UK
- Introducing regional laws to promote goods transport by rail – Italy
- Linking port infrastructures to inland terminals by rail/waterways - France

**PPP:** Private-Public-Partnership
A “road map” towards a MULTILOG network

3. Multi-national forwarders and transport & logistics private operators

Current strategies in SEE / Watermode countries:
- Identifying new opportunities / markets
- Implementing Merger & Acquisitions with local companies
- Selecting new locations for branches, representative offices, etc.

Among the most important in Europe are:

Agility (Dubai/Kuwait), Ceva Logistics, DB Group, Fercam, Gefco, Geodis, Bonzano-Argol Group, Kuehne+Nagel, Panalpina, Transmec, TNT Logistics, etc.
4. Public & private companies involved in JV and M&A operations

Some examples come from rail companies and sea-ports:

• DB Schenker & Co. AG acquiring Romtrans (operating in Romania & Bulgaria)
• Consortium led by Rail Cargo Austria and Gysev acquiring MAV Cargo (Hungary)
• DHL Global Forwarding Eastern Europe investing in new facilities in Koper, Costantza and Rijeka as an alternative to Northern range ports
• DB Schenker - Romtrans wins *Best Logistics and Operational Excellence Award* in 2011
A “road map” towards a MULTILOG network

Finding a way to disseminate and spread experiences of private logistics operators and/or public multimodal companies in SEE/Watermode countries should be one of the major tasks WATERMODE might try to fulfill creating MULTILOG
Final remarks

SUMMARIZING ……..

Major subjects underlying MULTILOG undertaking are:

- Mapping transport & logistics companies operating in SEE
- Learning from each other’s trials and errors in specific sectors/contests
- Identifying leading logistic operators in strategic supply-chains
- Managing complexity of multi-modal nodes via exchange of practices on specific items: safety, energy saving, environment protection
- Collaborating with SEETO & other European Institutions/Associations in identifying a SEE “Core Regional Transport Network”
Thank you for your attention!

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