

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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A “road map” towards a MULTILOG network



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**

A “road map” towards a MULTILOG network

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

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**
- **DBSchenker - Romtrans wins *Best Logistics and Operational Excellence Award* in 2011**

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

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/contexts
- 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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