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General manager/owner of 7 companies in
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University of Shanghai for Science and Technology, China



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Liepaja University, Liepaja, Latvia



MEC Middle East College, Muscat, Oman



MIT Massachusetts Institute of Technology, Boston USA



Cranfield University, Bedford, UK



2E3S (Escola Europea de Short Sea Shipping), Barcelona Spain

AGENDA

Three items:

- Coolrail as an intermodal concept. What goes well.....what goes wrong?
- Intermodal transport – a promising concept.
- “The vitality of intermodal transport”



FIRST TRAIN FOR FOOD AND VEGETABLES BETWEEN SPAIN AND HOLLAND SINCE 35 YEARS

COOLRAIL

diesel/electric reefer

CONTREN
renfe
Mercancías

443 9 140-5
E RENFE Logss



WHY DOES IT WORK NOW?

- There is a constant unbalance between Spain and Holland.....
 - Coolrail however can balance this. Coolrail has:
 - an unlimited number of crates southbound and can transport fruit and vegetables northbound;
- The shippers in Spain are forced to change due to:
 - Decreasing reliability of road transport (lack of drivers)
 - Strategic decisions related to sustainability



CURRENT CHALLENGES

- Throughput time of the train? OK
- Pre- and post-haulage? OK
- Organization? OK
- Concept? OK
- Willingness of the shippers? OK
- Price? OK
- Reliability? ??

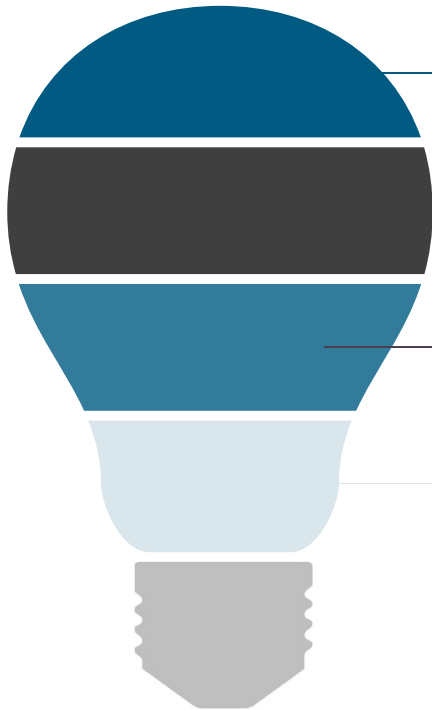
On a distance of 1800 km and 2 different gauges
there is always something going on / going wrong !

It is time to reconsider the priority rules in Europe!



OUTLINE

Sustainable transport capacity



42

Replaces truck
Each train replaces 42 truck

1

Europe
First European cool train connection

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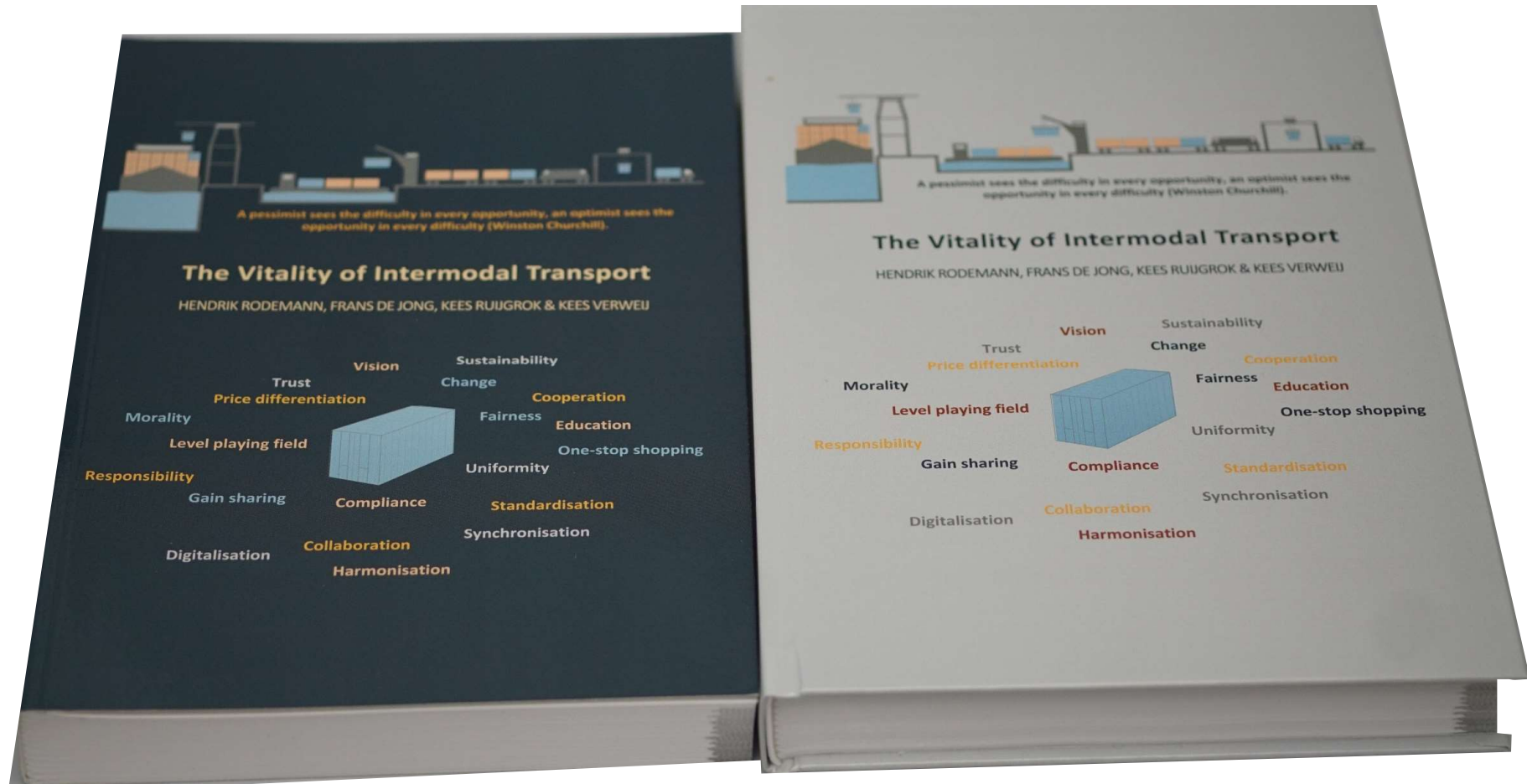
Competitive
Rates are competitive with truck transport

70-90

CO2 reduction
70% to 90% reduction in CO2 emissions per tray movement



THE VITALITY OF INTERMODAL TRANSPORT

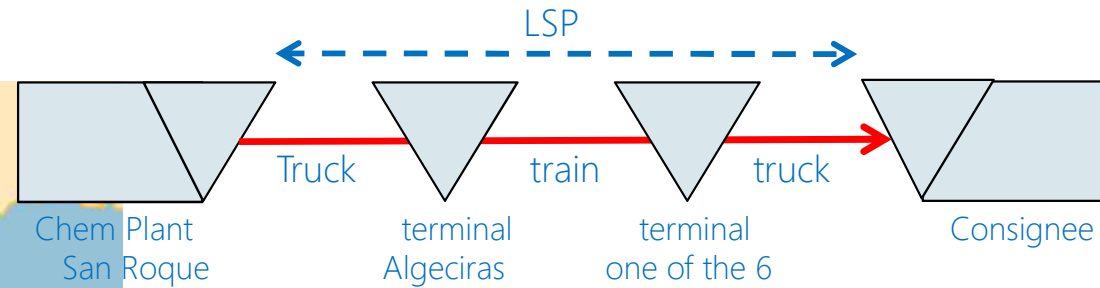


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Casestudy:

Granulates network across the Iberian peninsula (Spain and Portugal)



Old concept: road transport
New concept: intermodal transport

- Storage in containers in 7 depots/terminals
- Loaded to customer and empty back
- Environmental advantage
- Easy and peaceful concept – no rush – long term planning



THE VITALITY OF INTERMODAL TRANSPORT

Operational / tactical/ strategic

For Middle and higher management

There is no alternative book for the continent of Europe and Asia

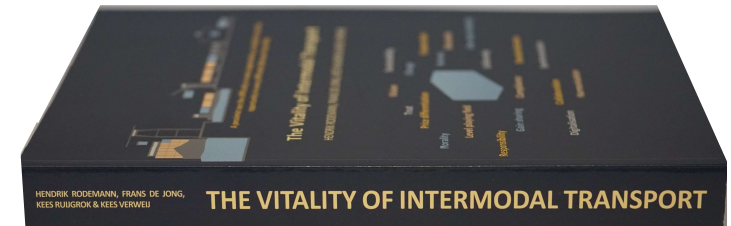
At this moment the book is translated in Chinese and Polish

Not only positive: also the difficulties of intermodal transport

Politics related developments in intermodal transport

The potentials and challenges of IM transport in the future

How can a promising concept take off in reality?



DIFFICULTIES OF INTERMODAL TRANSPORT

- POOR QUALITY
- HIGH COSTS
- UNBALANCED CARGO FLOWS
- POOR INFORMATION FLOWS
- POOR PROFITABILITY
- POOR AREA COVERAGE AND INFRASTRUCTURE
- LACK OF FORMAL NETWORK, CHAIN OR SYSTEM
- LACK OF ORGANISATION BASED ON PRODUCTS
- RESTRICTION ON THE TYPE OF CARGO
- LACK OF STANDARDISATION
- PROBLEMS WITH DOCUMENTATION
- MEMBERSHIP OF MODES
- LACK OF COORDINATION
- LIABILITY
- DISTRIBUTION OF CARGO BETWEEN ACTORS INVOLVED
- STRONG COMPETITION
- TRANSPORTERS HAVING NO EXPERIENCE IN USING INTERMODAL TRANSPORT
- POOR INFORMATION LIABILITY
- COMPETITIVENESS HIGHLY CONTEXTUAL, MEANING LOCAL CONDITIONS DIFFER LARGELY
- RESTRICTED AND DIFFICULT MARKET ENTRY
- PRIORITISATION OF PASSENGER TRAFFIC ON RAIL

How to solve this ???

INTERMODAL TRANSPORT: A PROMISING CONCEPT

The reduction of costs

Can carriers be squeezed any further????

The reduction of lead time

Physical movements of cargo have not become faster in many decades

The reduction of congestion

Especially unimodal road freight suffers congestion

The reduction of pollution

Intermodal transport has the advantages of less movements

The continuous provision of high service levels, flexibility and sustainability

Can be arranged through playing with transport and keeping stock at terminals etc.

The resolution of the issue of atomization
And massification of shipments

Bundling is the keyword.

TO THE SHIPPERS

Albert Einstein:

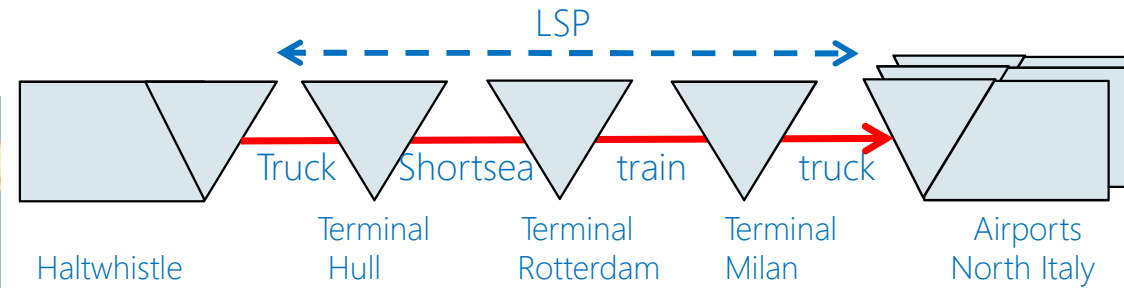
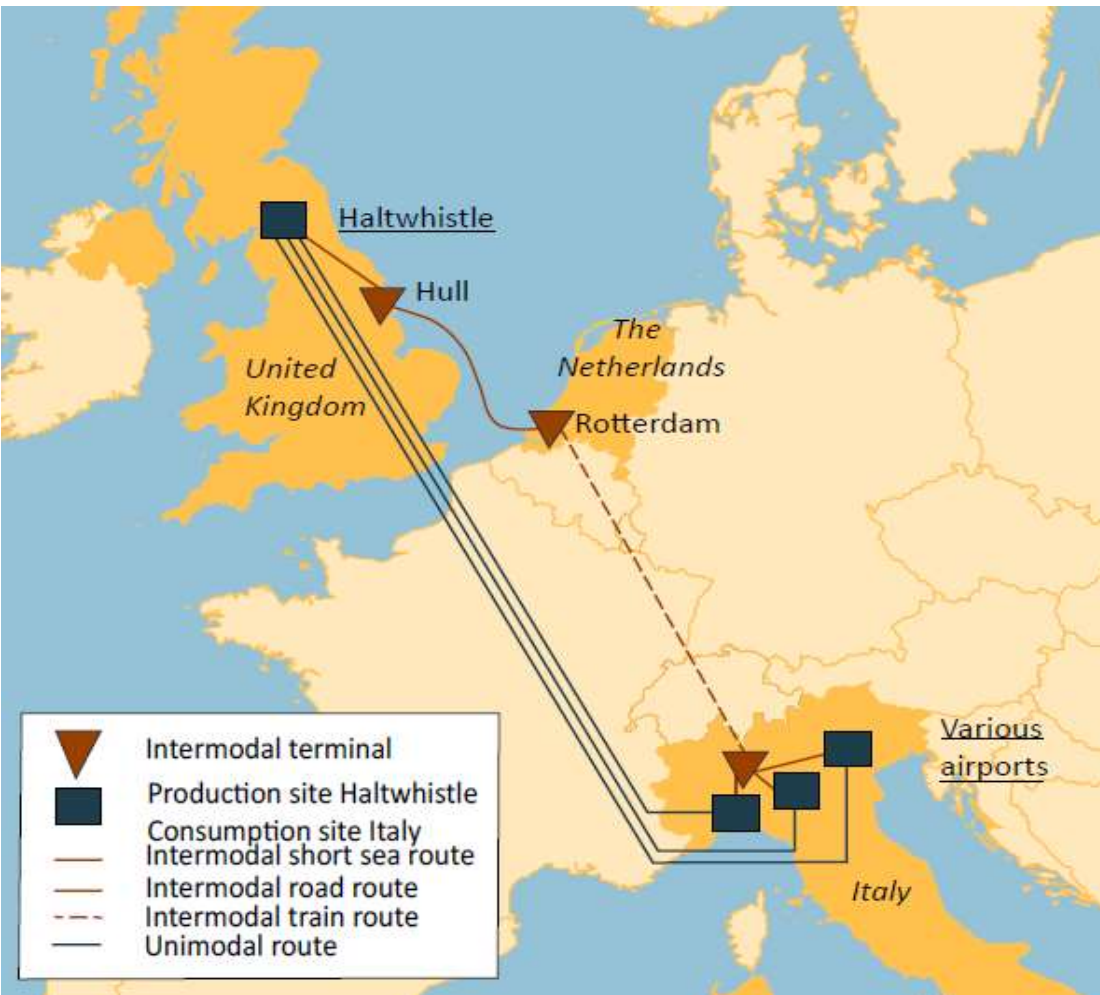
"the most important human endeavour is striving for morality in our actions.

Our inner balance and even our very existence depend on it. Only morality in our actions can give beauty and dignity to life.

Dear Shippers:

- Storage and hybrid transport are keywords for improving reliability
- Bring peace in the transport concepts.....
- Intermodal is highly efficient when we are capable to play with transport and storage.....
- Improving the speed of transport is not the solution. The best solution is reducing the speed of transport.....
(Improving the speed goes often together with decreasing the reliability.)
- You can support the development of synchro-modal transport on a large scale by :
 - Giving the LSP's you have hired your trustand to give the LSP's the responsibility.....
 - Becoming A-modal.....
- Develop together with the transportation markets in intermodal connections what serve agglomerates.

Example 1: Supply of de-icing from the UK to Italy








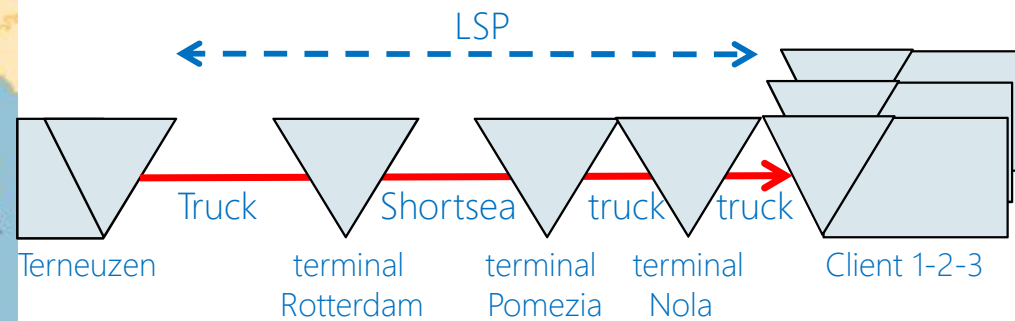
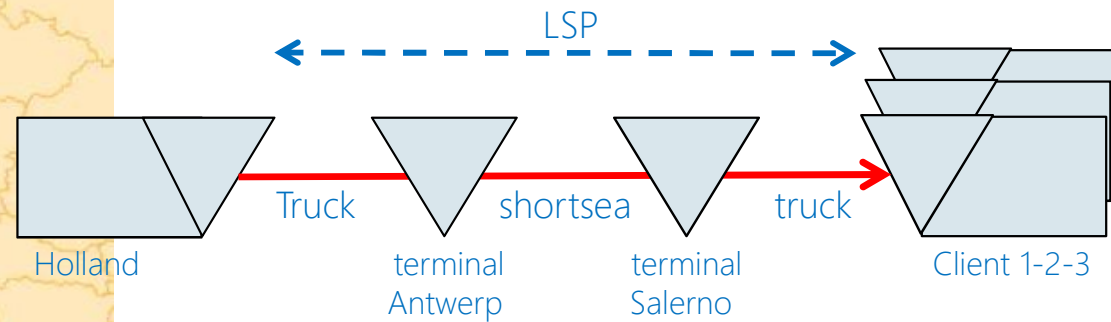
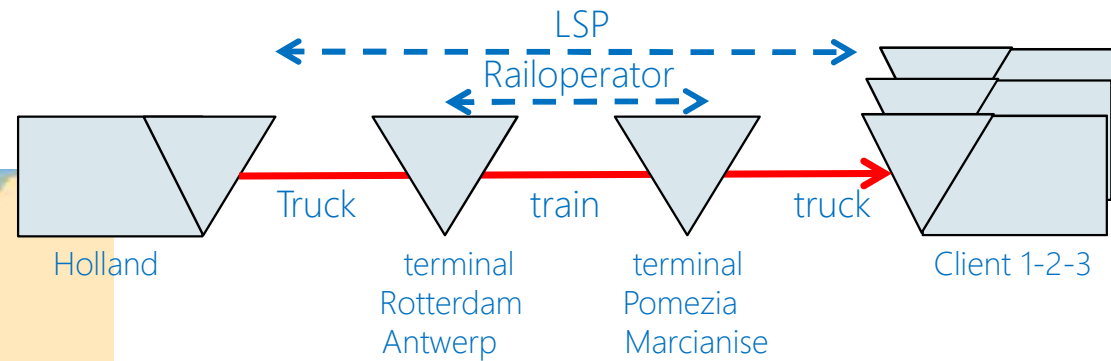
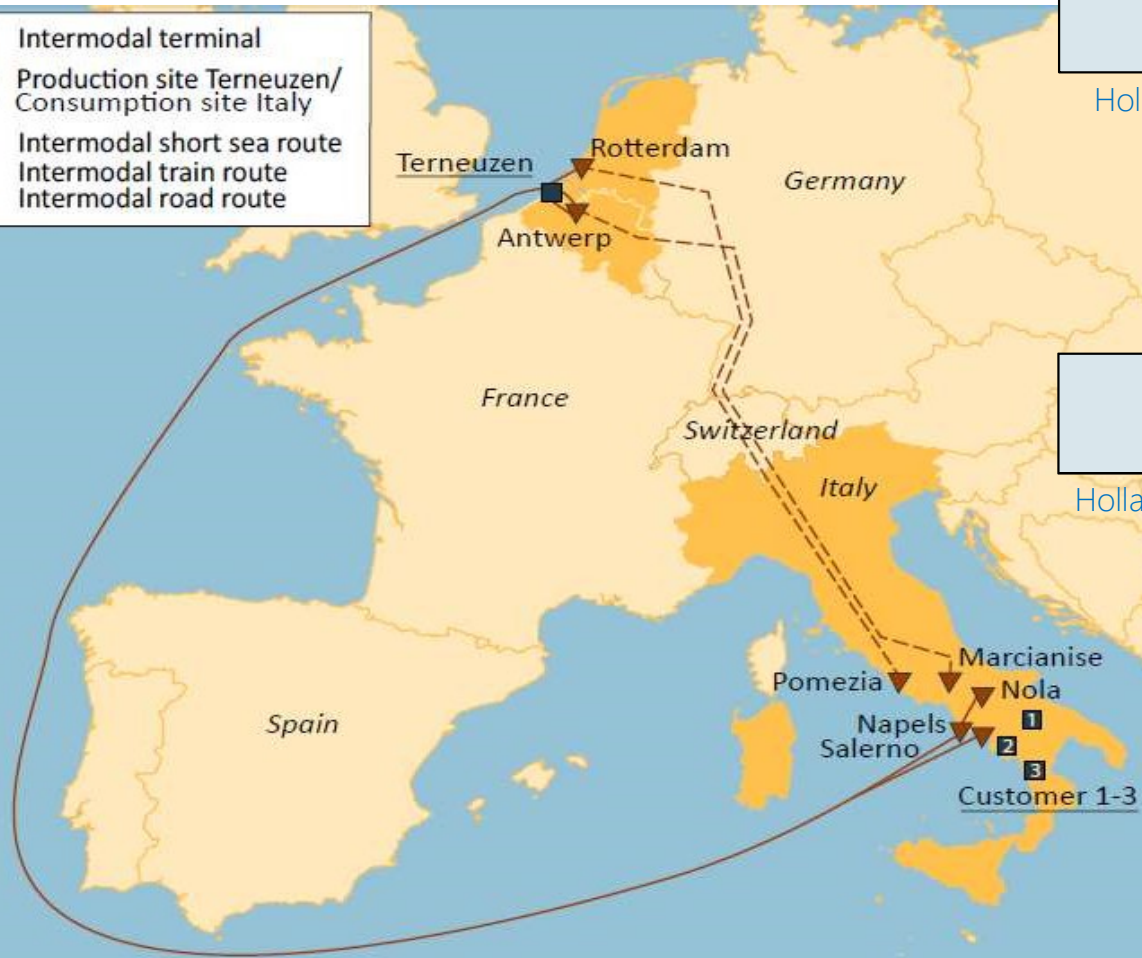
Old concept: road transport
 New concept: intermodal transport

For the transport of de-icing fluids from the UK to three airports in Italy as a precaution, knowing that the delivery might be unnecessary....

Storage in containers at the airports from November – March

EXAMPLE 2: SUPPLY OF GRANULATE FROM NL TO ITALY

-  Intermodal terminal
-  Production site Terneuzen/
Consumption site Italy
-  Intermodal short sea route
-  Intermodal train route
-  Intermodal road route





Thank you
for
your attention !

