


 **MARCO POLO**  
MACHING THE WORLD TOGETHER

 **AGORA**

 **AGORA**  
Marco Polo Common Learning Project  
Intermodal Terminals  
**Final Conference**  
„Efficient Interfaces for modal shift“

**November 9, 2010, 10:00-16:00**  
Hotel Mövenpick Hotel Frankfurt City  
Den Haager Straße 5  
60327 Frankfurt am Main

**Languages: simultaneous interpretation**  
**English: Channel 1**  
**German: Channel 2**

  
2010-11-09  
Chart 1




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 **AGORA**



**Learning from the best ...**



  
2010-11-09  
Chart 2

 <b>MARCO POLO</b> <small>AGORA GROUP FOR A GREENER FUTURE</small>	 <b>AGORA</b>
<b>Final Conference - Agenda</b>	
<b>10:30 Welcome and Introduction</b>	
Supposed achievements of AGORA by Denise Kwantes, EACI and Uwe Sondermann, KombiConsult	
<b>10:45 Terminals are key to intermodal growth</b>	
<ul style="list-style-type: none"> <li>▪ Political expectations on the intermodal industry by Dr. Sabine Groner-Weber, Federal Ministry of Transport, Building and Urban Development</li> <li>▪ Report on Combined Transport in Europe 2010 by Sandra Gehenot, UIC</li> <li>▪ Discussion moderated by Rainer Mertel, KombiConsult</li> </ul>	
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 <b>MARCO POLO</b> <small>AGORA GROUP FOR A GREENER FUTURE</small>	 <b>AGORA</b>
<b>Final Conference - Agenda</b>	
<b>11:30 Good practices for management of CT terminals</b>	
<ul style="list-style-type: none"> <li>▪ Access with momentum by Robert Groiss, WienCont</li> <li>▪ Automatic equipment identification and documentation by Johan Gemels, IFB</li> <li>▪ Geo-referenced positioning of mobile equipment by Erich Possegger, RCA and Ulrich Altmann, Neuss Trimodal</li> <li>▪ Check-in procedures by Daniel Jähn, Kombiverkehr</li> <li>▪ Incentives for the use of terminal services by Roland Klein, KTL Ludwigshafen</li> <li>▪ Improved quality of service by discipline by Cor Hoenders, RSC Rotterdam</li> <li>▪ Swap Body and Semi-trailer identification by Uwe Sondermann, KombiConsult</li> </ul>	
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### Final Conference - Agenda


**13:00 Sustainable coordination of terminal improvements**  
Announcement of the terminal interest group and terminal portal by AGORA partners (Erich Possegger)



**13:15 Joint Lunch**

**14:30 Benchmarking of intermodal terminals**  
Introduction on Key Performance Indicators for measuring efficiency and quality of service by Uwe Sondermann, KombiConsult followed by a moderated discussion

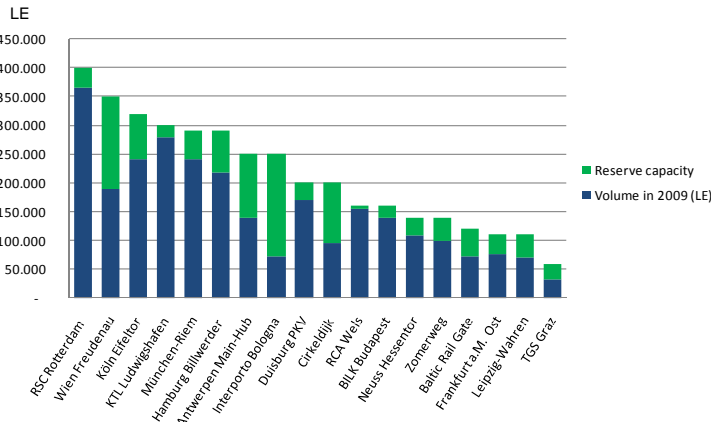
**15:45 Resume**

**16:00 End of conference**

  
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Chart 5





### Volume and reserve capacity on selected AGORA terminals








Terminal	Volume in 2009 (LE)	Reserve Capacity (LE)
RSC Rotterdam	380,000	20,000
Wien Freudenberg	200,000	150,000
Köln Eifelhor	240,000	110,000
KTL Ludwigshafen	280,000	20,000
München-Riem	240,000	50,000
Hamburg Billwerder	220,000	80,000
Ahrweiler Main-Hub	140,000	110,000
Interporto Bologna	70,000	180,000
Duisburg PPK	180,000	20,000
Cirkeldijk	90,000	110,000
RCA Weis	160,000	10,000
BLK Bucharest	140,000	20,000
Neuss Hessestr	120,000	40,000
Zomerweg	100,000	40,000
Baltic Rail Gate	80,000	40,000
Frankfurt M. Ost	70,000	40,000
Leipzig-Wehren	60,000	50,000
TGS Graz	40,000	10,000

- Total handling volume of AGORA terminals: 4,0 Mio. LE
- Total capacity of AGORA terminals : 5,8 Mio. LE
- Reserve capacity: 1,8 Mio. LE

  
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Chart 6

	
<b>Final Conference - Agenda</b>	
<b>10:45 Terminals are key to intermodal growth</b>	
<ul style="list-style-type: none"><li>▪ Political expectations on the intermodal industry by Dr. Sabine Groner-Weber, Federal Ministry of Transport, Building and Urban Development</li><li>▪ Report on Combined Transport in Europe 2010 by Sandra Gehenot, UIC</li><li>▪ Discussion moderated by Rainer Mertel, KombiConsult</li></ul>	
	 2010-11-09 Chart 7

	
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### Intermodal Rail Road Transport in Europe 2009


Segment	Continental		Hinterland		Total	
Million	tonnes	%	tonnes	%	tonnes	%
Domestic	30,199	33%	61,313	67%	91,512	100%
International	39,804	63%	23,226	37%	63,030	100%
Total	70,003	45%	84,539	55%	154,542	100%



  

TEU	6,692		8,757		15,449	
Loading Unit*	4,183		5,473		9,656	
In/Out	8,366		5,473		13,839	
Handlings**					24,910	

How to cope with that handling volume?

Tonnes: Million metric Tonnes  
 \*1,6 TEU/Loading Unit  
 \*\*1,8 Handlings per Loading Unit  
 Source: KombiConsult, K+P, UIC Report on Combined Transport 2009

  
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Chart 9






### Final Conference - Agenda


**11:30 Good practices for management of CT terminals**


- Access with momentum by Robert Groiss, WienCont
- Automatic equipment identification and documentation by Johan Gemels, IFB
- Swap Body and Semi-trailer identification by Uwe Sondermann, KombiConsult
- Geo-referenced positioning of mobile equipment by Erich Possegger, RCA and Ulrich Altmann, Neuss Trimodal
- Incentives for the use of terminal services by Roland Klein, KTL Ludwigshafen
- Check-in procedures by Daniel Jähn, Kombiverkehr
- Improved quality of service by “discipline” by Uwe Sondermann based on Cor Hoenders, RSC Rotterdam

Separate presentations

  
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Chart 10








# AGORA


Intermodal Terminals  
Marco Polo Common Learning Project


**Good practices for the management  
of intermodal terminals - Conclusions**  
Uwe Sondermann, KombiConsult GmbH

**Frankfurt am Main – November 09, 2010**




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Chart 11







## Good practices for increase of terminal capacity



- Flow factor
- Last rail mile logistics
- Road trucking services
- Opening hours
- Infrastructure use pricing
- Capacity management system
- Automated identification
- Separated rail and road handling
- Task management
- Punctual rail services







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Chart 13

### Good Practices Manual - Actions

**Measures to increase capacity:**

- Increase flow factor
- Control of shunting operations
- Offer Trucking
- Longer opening times
- **Bonus-Malus incentives**
- EDP-based capacity management system
- **Autom. Loading unit identification**
- Separation of truck/ train side
- Process management
- **Punctual rail services**

**Measures to increase efficiency:**


- Training and motivation of employees
- Data exchange with operators / railways
- Legal status of terminals
- **Loading unit check**
- **Support implementation "Eurocode"**
- Life-cycle costs for handling devices
- Reduce staying time of trucks (and other **benchmarks**)
- Depot – burden or profit-center
- **Positioning of mobile equipment**
- Environmental impact of terminals
- ...

Extent scope



→

Deepen understanding

Permanent improvement process




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Chart 14

### Good Practices Manual

Marco Polo Programme  
Contract-N° MPO/08/011/S12.523969

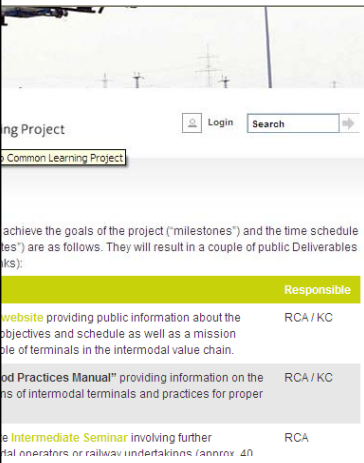



**AGORA**  
Marco Polo Common Learning Project  
Intermodal Terminals

Good Practices Manual  
for the  
Management of Intermodal Terminals


KombiConsult GmbH for  
Rail Cargo Austria AG et al

February 2010  
Version 26.02.2010






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Chart 16



**MARCO POLO**  
AGORA GROUP FOR A COMMON FUTURE




**AGORA**

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### Resume

- Multiple interfaces within and between stakeholders in the intermodal supply chain; increasing demand on terminals by railway undertakings, intermodal operators and customers
- Buffer to reach / maintain punctuality / reliability or compensate delays / malfunctions in the chain
- We need discipline and responsibility of actors / employees
- We need to raise awareness on the important role of „terminal“ which is a place for value added service and not only lift-on/lift-off
- We need an intensified and continuous exchange of opinions, by:
  - Website
  - Final Seminar
  - Terminal Interesting Group



**KombiConsult**  
AGORA GROUP FOR A COMMON FUTURE

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Chart 17





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**Intermodal Terminals**  
Marco Polo Common Learning Project

- Home
- News
- Intermodal Terminals
- About Agora
- Partners
- Contact
- Member Area

www.intermodal-terminals.eu

Intermodal terminals are key to access intermodal transport services and thus ensure efficient and road-competitive intermodal supply chains throughout Europe (see [DIOMIS report on Combined Transport in Europe](#) published by UIC).

The present common learning action aims at improving management capabilities of intermodal terminal operators and increasing capacity by a set of innovative, smart operational measures and the involvement of stakeholders: terminal and intermodal operators, railway undertakings, customers e.g. shippers and logistic service providers, and infrastructure managers. Hereby the action matches the Marco Polo objectives concerning the improvement of co-operation among stakeholders and dissemination of results.

The consortium is composed of intermodal terminal and intermodal transport operators from Austria, Belgium, France, Germany, Hungary, Italy, and The Netherlands under the leadership of RailCargoAustria's business unit "Terminal Services". The 14 partners present about 50 European terminal with an annual handling capacity of almost 9 Million TEU and represent about one third of central European handling volume.


Since the project is designed similar to the ancient Greek market place for the exchange of ideas the acronym AGORA has been selected.




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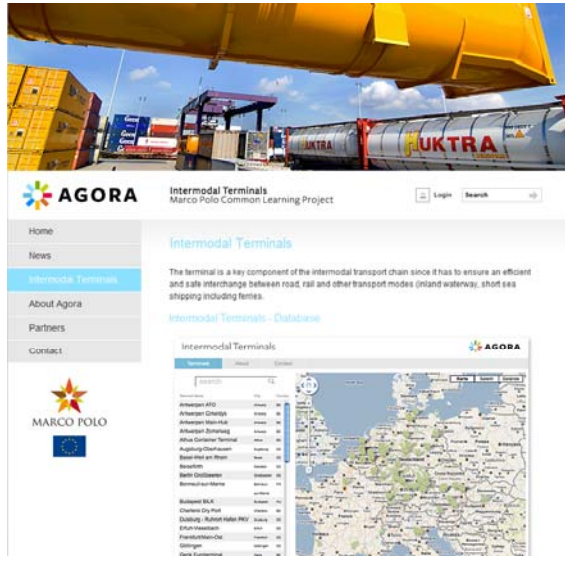











### Website



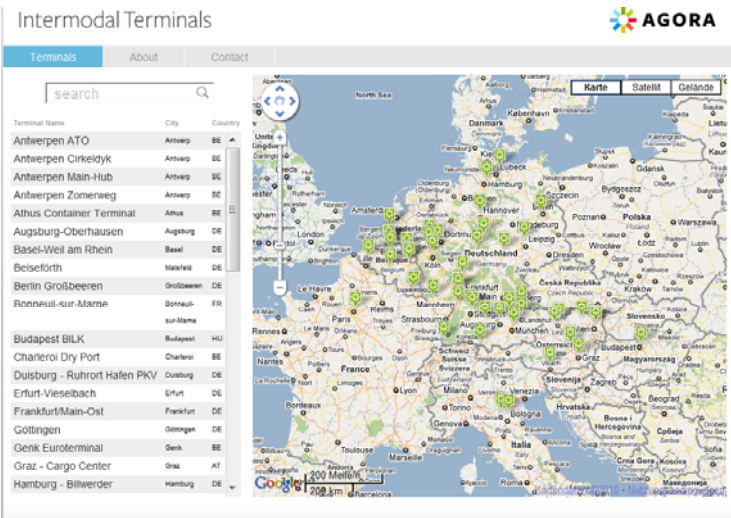



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Chart 19







### Intermodal Terminals






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Chart 20

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Intermodal Terminals



**Antwerpen Main-Hub** [back to overview](#)

**Basic Information**    Infrastructure

Modes Served: **Road, Rail**

Terminal Operator: **IFB Antwerpen Main-Hub**

Address: **Smalle Wieg 100  
2030 Antwerp  
Belgium**

Contact Person: **Mr. Harold Van Osselaer, Terminal manager**

Phone: **+32 3 548 07 98**


FAX: **+32 3 544 88 91**


E-Mail: **harold.vanosselaer@interferminals.be**

Web: **http://www.interferminals.be**



Coverage hours: **Mo - Fr: 06:00 - 20:45**

Terminal Info: **Reachstackers + Straddle Carriers**





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Chart 21

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## Final Conference - Agenda

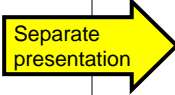
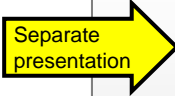
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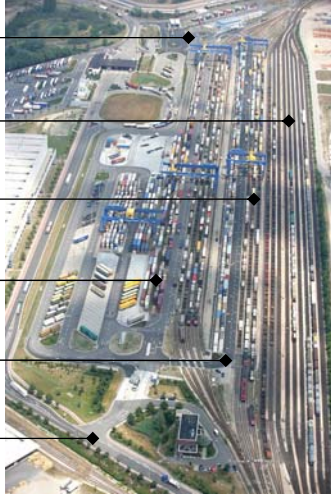



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Chart 22



### Intermodal Terminal - Components


- Gate Area with check-in
- Rail Access
- Transshipment Tracks
- Buffer Lanes
- Loading and Driving Lanes
- Road Access





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Chart 23




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Chart 24

**AGORA** Intermodal Terminals  
Marco Polo Common Learning Project

usonder Search

**www.intermodal-terminals.eu**

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**Thank you for your attention**

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