

2.3 Supply of road trucking services

Description

A similar reasoning as for the shunting service (2.2 *Control of shunting services by the terminal operator*) has motivated some terminal operators to offer or manage pick-up and delivery road trucking services. Terminal operators such as KTL in Ludwigshafen recognized, in the first place, the need for internal transfer of loading units between different transshipment modules of the terminal owing to gateway shipments or between handling area and external buffer and storage places. At Ludwigshafen, BASF AG, the owner of the terminal also called on KTL to perform the trucking of intermodal loading units from and to its nearby production site. KTL now offers the trucking services based on a fleet of road vehicles and chassis to any other user of combined transport in Ludwigshafen.

In contrast to rail/road terminals that are predominantly called by continental intermodal services it is much more common at intermodal facilities with a large share of deep-sea containers that they provide integrated terminal handling and trucking services. This applies for example to intermodal operators such as Metrans. Shipping lines often require for the pre-and on-carriage from terminals like in the ports of Linz (Austria) or the WienCont terminals Wien-Freudenau and Krems. In those cases, the scope of services supplied by the terminal operators is much more extended and includes container maintenance and repair, depot, or customs clearance.

Prerequisites and implementation

Prior to the implementation a “make-or-buy” decision needs to be taken, which is dependent on a number of parameters e.g. daily trucking volume, customer structure, distances to the main customers and geographic spread of small customers, number of depots and terminal modules and last but not least level and availability of necessary know-how.

To offer trucking services the terminal operator:

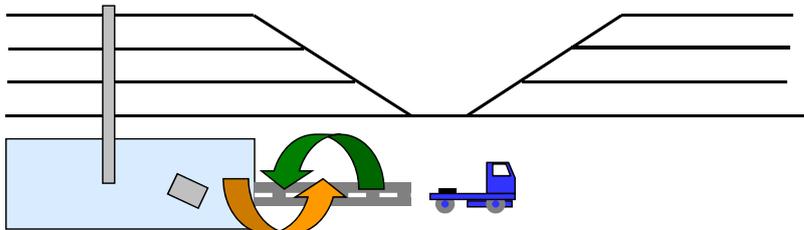
- Needs to organize (buy, rent, hire) suitable vehicles: Tractor unit, trailers, semi-trailer chassis of different kind; and
- Has to recruit a sufficient number of staff (truck drivers and disposition staff);
- Should consider legal requirements and rules relating to staff, driving time etc.
- To circulate the trucks in efficient round-trips a tour planning software is highly recommended.

- In case of outsourcing to a specialized trucking service provider, the access to the resources of contracting partner has to be ensured.

An implementation of road trucking services is particularly appropriate for nearby located main customers. Those are able to contribute basic utilization of the truck capacity in both directions. Constant volume flow encourages the operational effectiveness of the truck usage.

Figure 6: Supply or management of road trucking services by terminal operator

Pick-up and delivery of loading units takes place randomly, some trucks are delayed while others are waiting and the terminals interim storage gets stuck. The terminal might offer trucking service to clear the terminal according to terminals' needs, and circulate the trucks in efficient round-trips.



Source: KombiConsult analysis

Impacts and Benefits

These services may create a win-win situation:

- The intermodal customer does not have to care for organizing the road trucking and the terminal operator is more flexible as concerns the sequence of intermodal loading units to be transhipped. This particularly applies if trains arrive delayed.
- Trucking services can also be used to clear handling and storage lanes from semi-trailers or non-stackable loading units such as swap bodies and take them to an outside parking yard.
- Potential time savings in regards to road gate in/out procedures are possible (faster check in, driver are well known).
- Thus, the terminal operator can harmonize the customers' needs (fast and reliable last mile transportation, trained staff e.g. in terms of handling with dangerous goods and other quality aspects) with the needs of an efficient and thus environmentally friendly terminal operation.

Figure 7: Impact of the measure “Supply or management of road trucking” on the four main goals



Source: KombiConsult analysis

Costs / Investments

- Trucks (procurement, maintenance and repair, fuel costs)
- Personnel costs (driver, managing clerk...)
- Invest in a route planning software

Involved Parties

- Terminal operator
- Intermodal operator
- Forwarder / road transport operator
- Potentially shipper

Conflicts of goals

The terminal operator bears the risk of fleet-utilization so he is self-responsible for the success of the road trucking services. This risk can surely be reduced by outsourcing of these services; however, the terminal operator still remains responsible for the efficient usage of truck fleet and drivers.

References

- KTL Ludwigshafen
- UBM München
- Sogemar terminal Melzo
- Metrans Terminals