

# Container Terminals, Intermodal Logistics



**contship italia group**

CHANGE  
your **point** of  
VIEW

**Raffaello Cioni**  
Contship Italia Maritime Commercial Director



SHIPPING,  
FORWARDING & LOGISTICS  
meet INDUSTRY

Milano February 1, 2018

**Infrastrutture Portuali ed Intermodali: dal Focus sui Porti al Focus sulla Supply Chain**

# Agenda



1. Roles of Ports (Sea and Land)

2. A Fast Moving Industry

3. How Contship Italia responds

4. Prospect and Conclusion



# Traditional roles of Ports and Inland Terminals



Ship Load/Discharge  
operations – Serving the  
Shipping Lines



Rail connectivity not  
always available



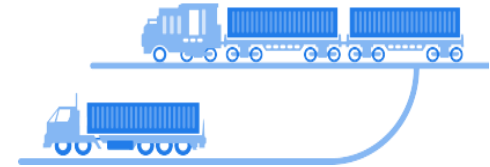
Catchment area limited to  
nearby markets



Terminal yard as temporary  
warehouse with long cargo  
dwelling time



Place where Customs  
operations are performed



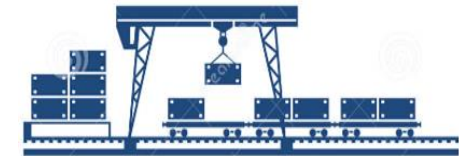
Change of Modality  
Rail/Truck



Modest availability of Value  
Added Services



Serving the  
local market



Dedicated to Rail load / discharge  
operations



Modest integration with  
the cargo Supply Chain



# Container Transport is a fast changing Industry



**Scale of transport**  
continues to  
**increase**

**Keep the  
pace !**

**Globalization**  
expands Trades

**Technology**  
is playing a key  
role

**Digitalization**

**Logistics** is  
becoming  
more  
**complex ....**  
Customer  
aims for **Easy  
Business  
Solutions**

**Transportation**  
Chain requires  
reliable & high  
frequency  
**connectivity**

**Pressure on**  
Transport  
**Costs** to  
continue

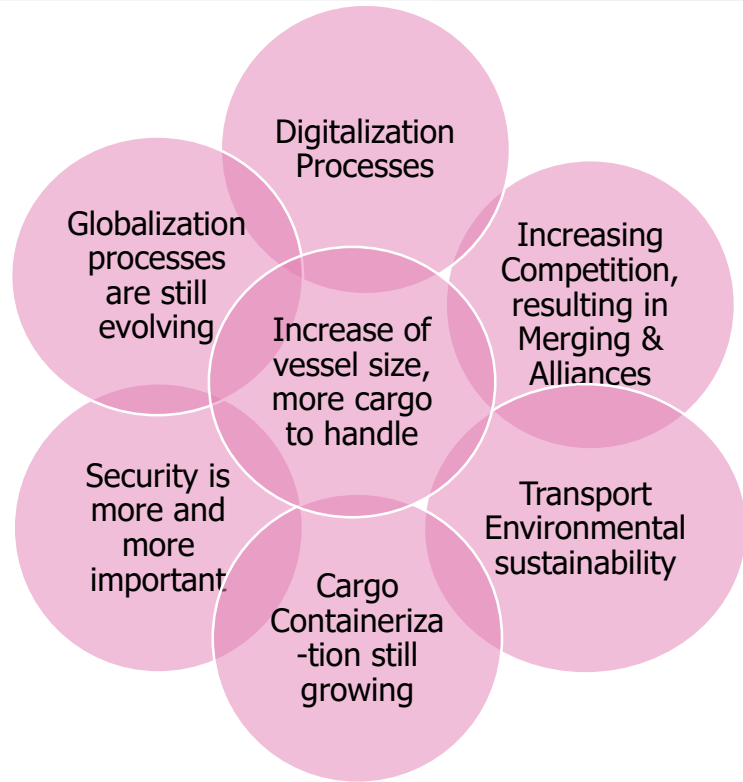
**Sustainability**

Introduction of **CO<sub>2</sub>**  
taxes

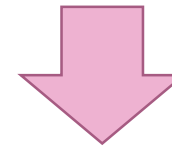
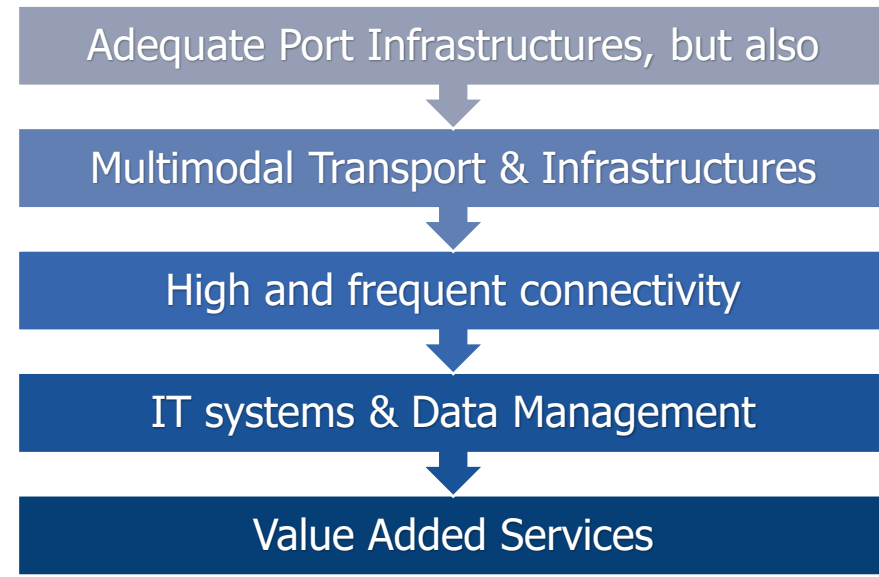
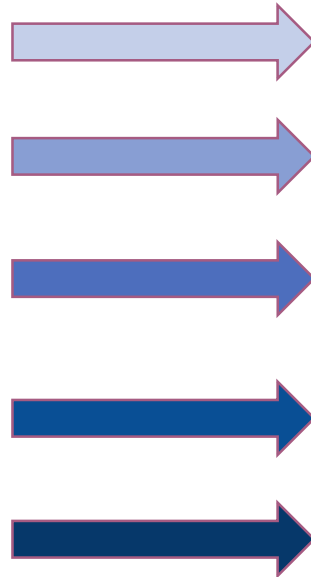
**New  
Routing**

Options: Asia-  
Europe rail  
connections –  
Opening of  
Northern  
Passage

# Transportation needs have changed



**Global Supply Chain Integration**



**Focus has shifted from Port Performance to Supply Chain Performances**

# Maritime & Logistic needs to be adaptive

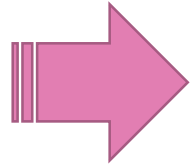


Maritime & Inland  
Terminals

**have to create  
value for the  
Supply Chain  
Actors**

Forging long  
standing  
relationships

Becoming more  
attractive for new  
businesses.



**Reduce Time to Market** : optimize transport chain from A  
to C

Provide reliable quality **Intermodal Services**

Offer **integrated/customized** services

Be part of the «**Digital Revolution**» by managing modern  
interfaces

Integration in the **international corridors** without being  
dominated by them ..... One Belt One Road

Grow volume handled with an **environmental sustainability**

# What a Modern Port needs to be



..which:

A circular inset image showing an aerial view of a busy port. The water is a deep blue-green, and the port area is filled with numerous ships, piers, and industrial structures. The surrounding land is green with some buildings.

**A Logistics  
Intermodal Platform  
able to add value to  
the end-to-end  
supply chain**

- Provides efficient and reliable Maritime & Intermodal services – Reduce TTM
- Cooperates with port stakeholders for an efficient and smooth Port System,
- **“Connections to the interland are becoming the most important asset of a port”**
- Catchment Area enlargement
- Fast corridor & Preclearing
- Focus on Cargo needs



# What an Inland Terminal needs to be



..which:

- Is an Intermodal Hub for national and international transportation
- Has high frequency Intermodal connections with multiple ports and other logistic nodes
- Is **integrated with Maritime Terminal activities to make rail transportation efficient**
- Can offer Value Added Services such as Cross docking, M&R, CFS, Customs, Weighing
- Is a Port remote gate



# What are the new Targets?



Ensure Fast and Smooth Transportation

Provide integrated processes

Offer Value Added Services

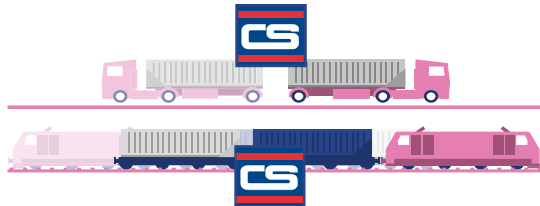
More integration in the end-to-end Supply Chain

Access to Italian Market and beyond

## INTEGRATED PORT-TO-DOOR OFFER



**CONTAINER  
TERMINAL**



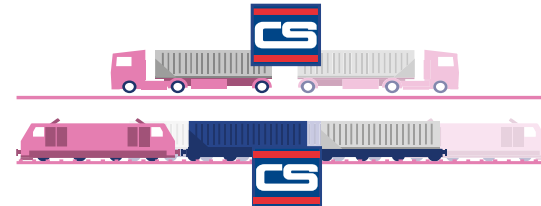
**RAIL  
TRACTION**

+ CUSTOMS



**CY DEPOT  
RAIL HUB**

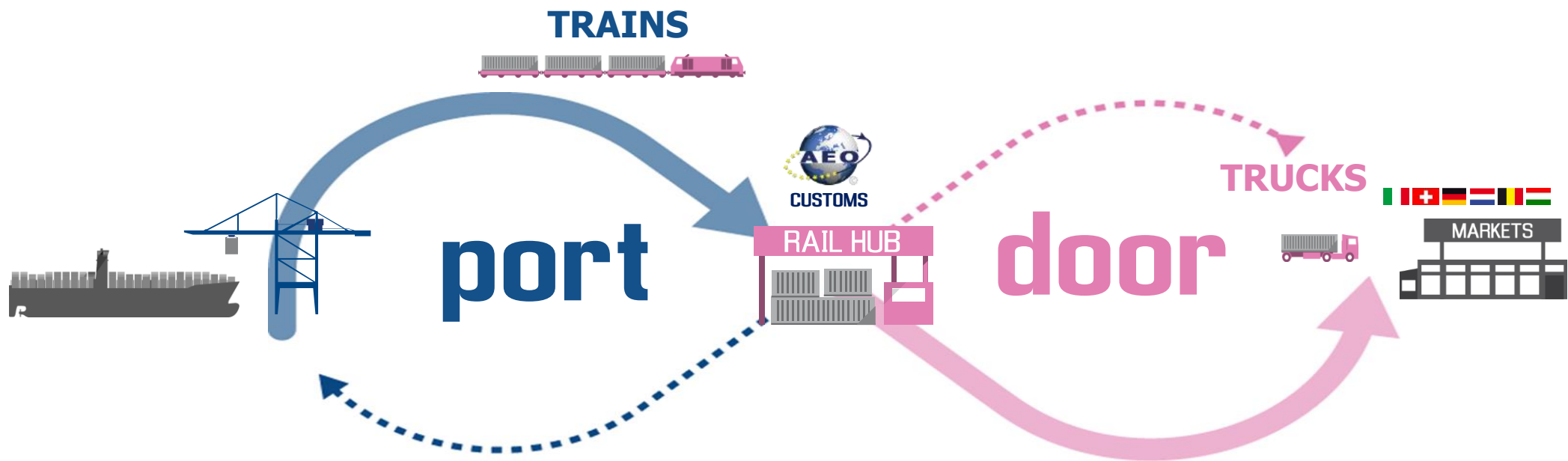
- + CUSTOMS
- + WAREHOUSING
- + CNTR DEPOT
- + CFS



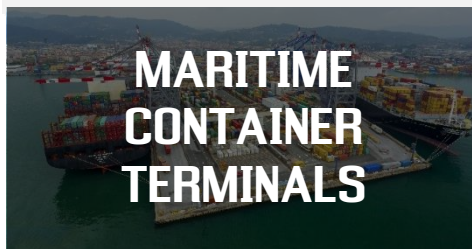
**FURTHER RAIL CONNECTION  
AND/OR LAST MILE TRUCKING**



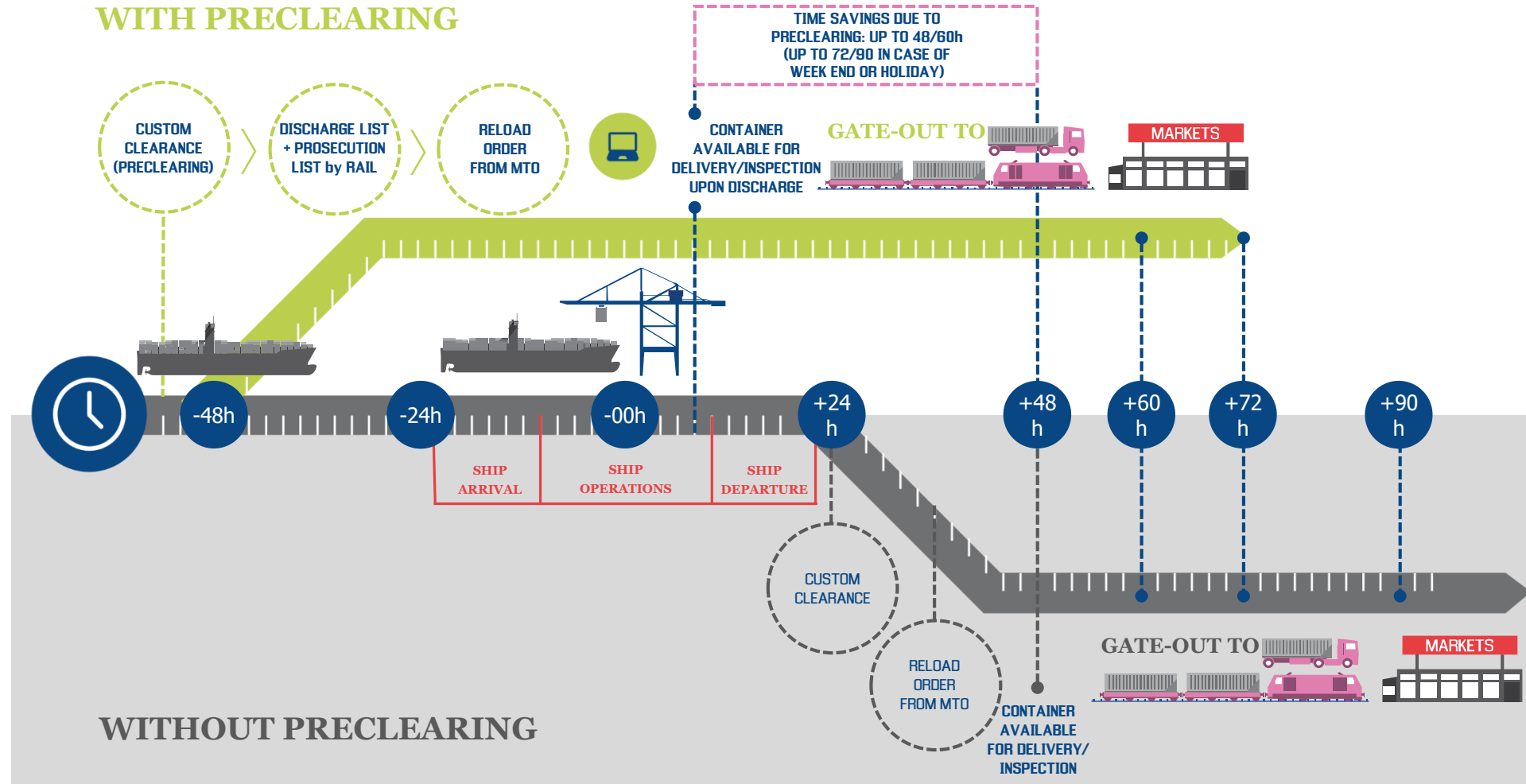
# Contship Italia Approach ....Since 1969



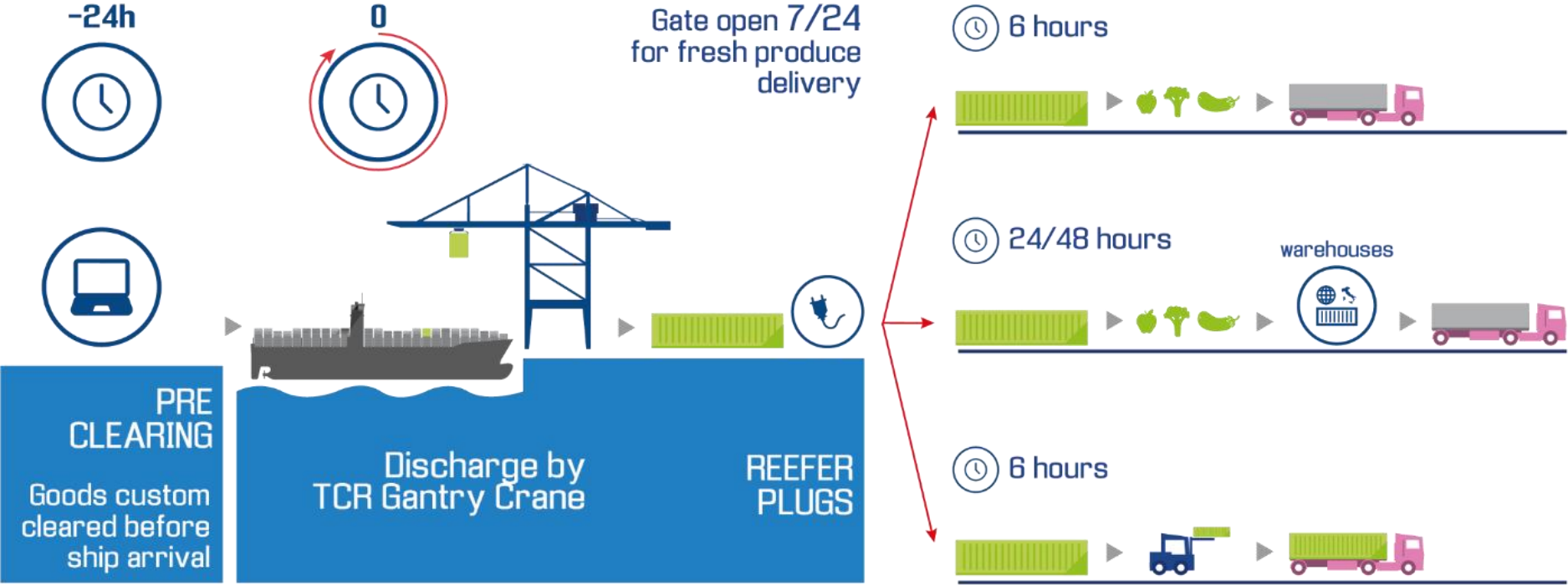
SERVING MARITIME & CONTINENTAL TRADES in EUROPE SINCE 1969



# Improving the Supply Chain

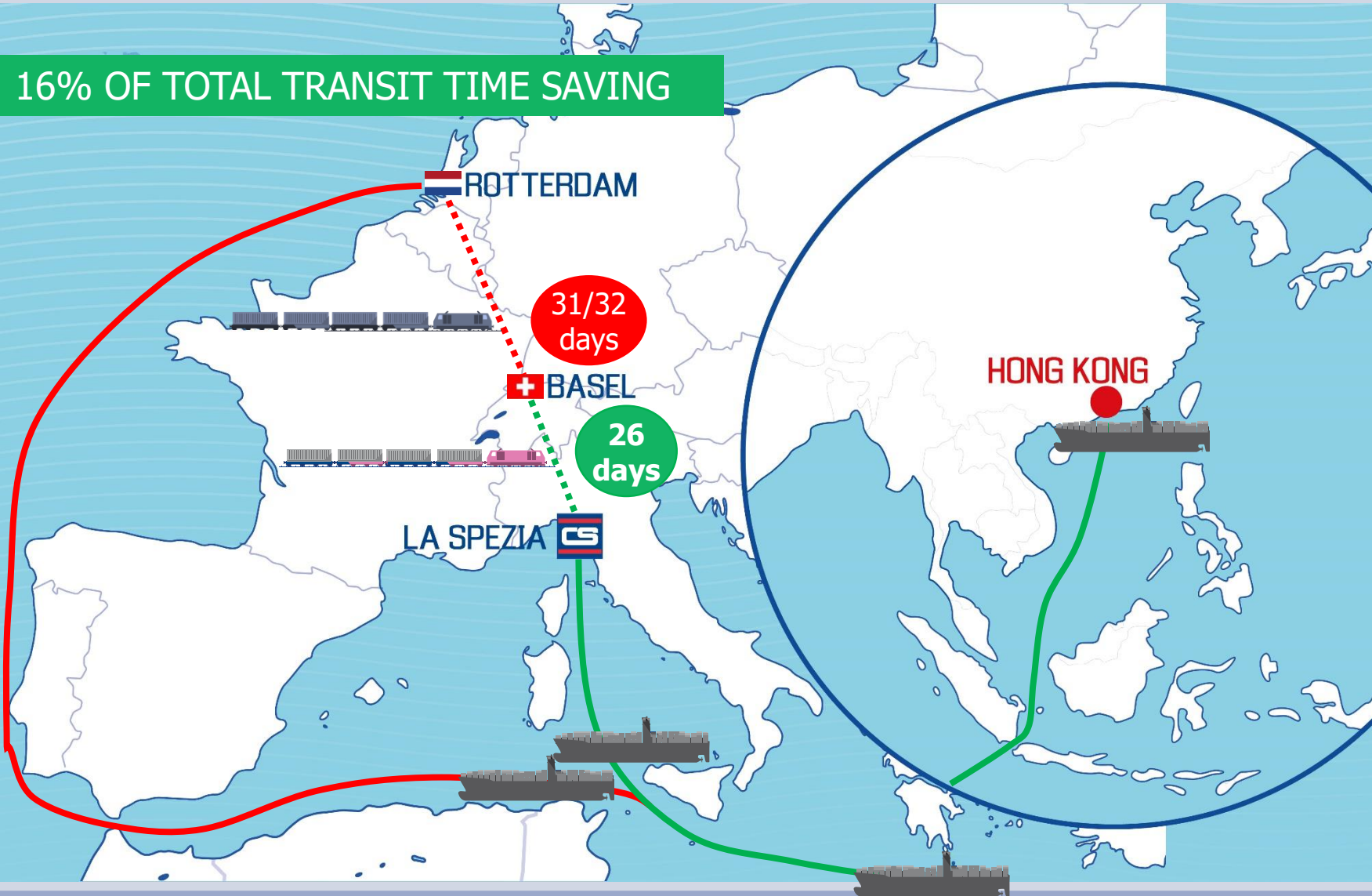


# Improving the Supply Chain





# Attract New Markets: Transit time savings



For Some of the largest Asian ports better transit time via South

**Hong Kong – La Spezia**  
**23 days**

**Hong Kong– Rotterdam**  
**29 days**

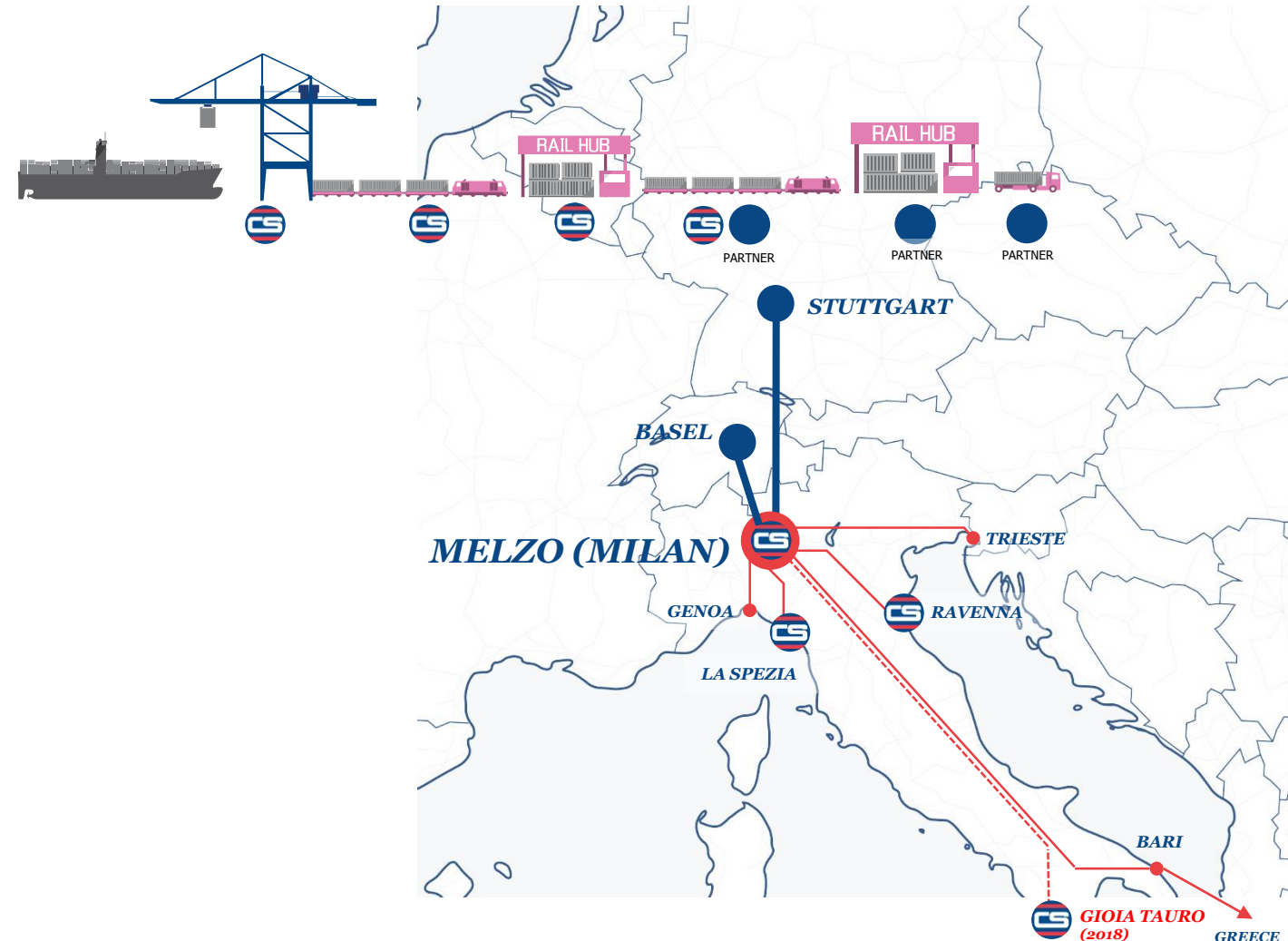
# Expanding Supply Chain



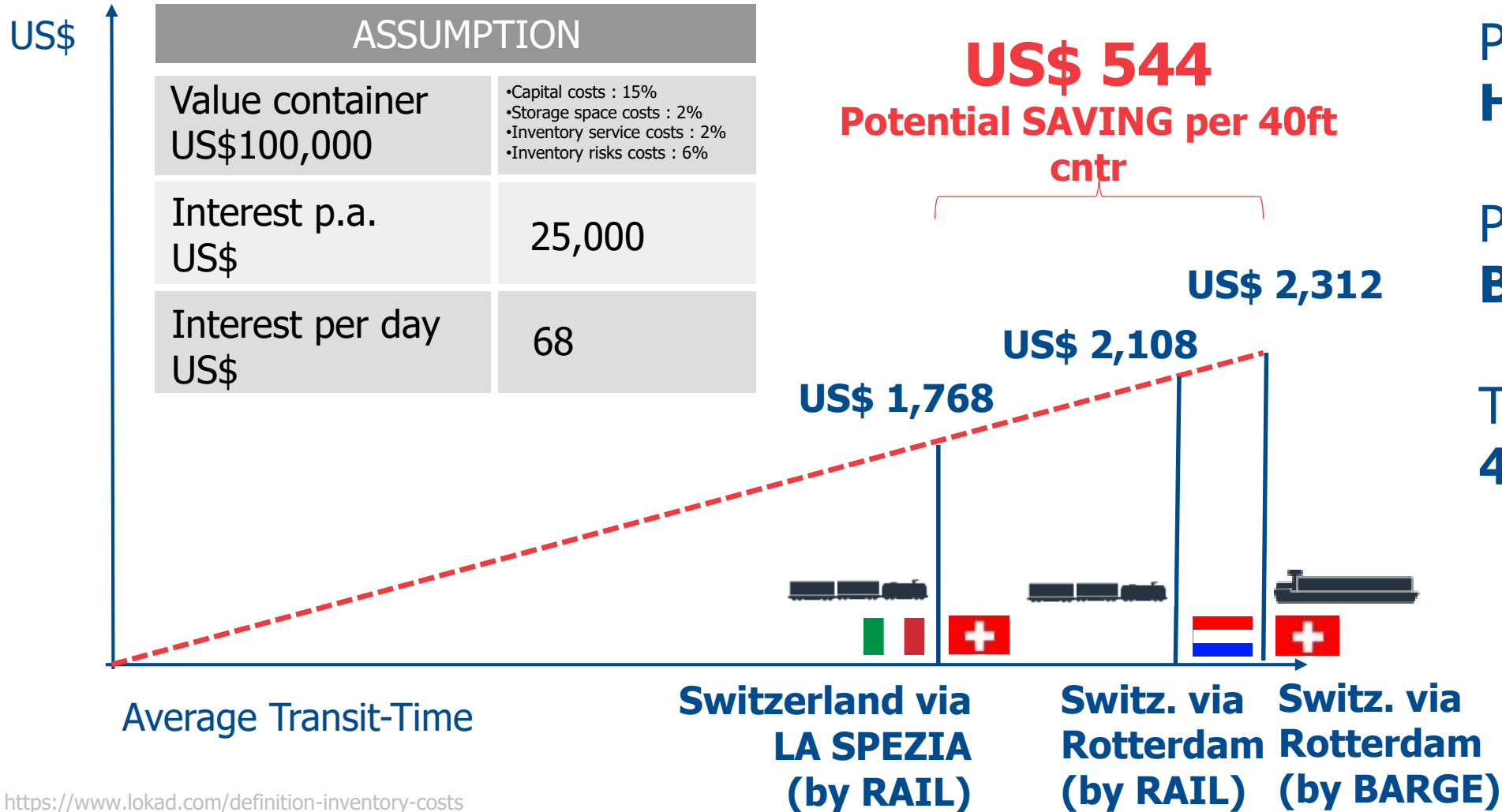
➤ ADEQUATE PORT & INTERMODAL INFRASTRUCTURES

➤ INTERMODAL CONNECTIONS TO ITALY & OVER THE ALPS

➤ COMPETITIVE «TCO»  
TOTAL COST OF OPERATIONS



# Inventory cost savings



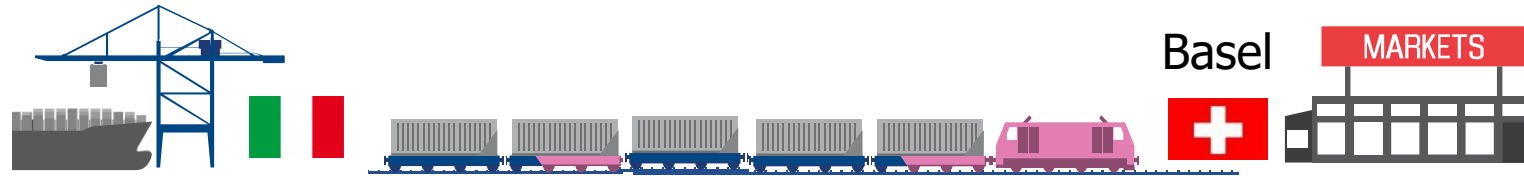
Port of Origin:  
**Hong Kong**

Place of destination:  
**Basel**

Type of Container  
**40 DRY VAN**

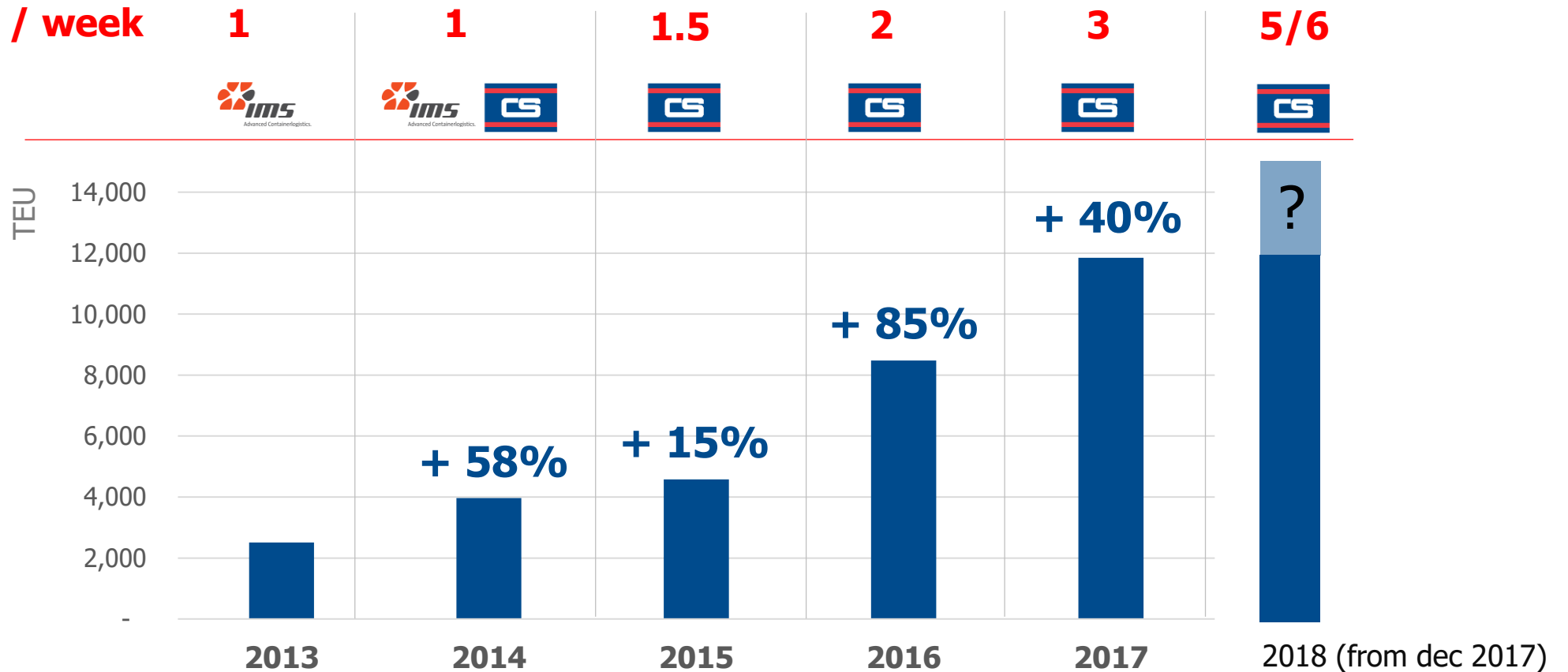
<https://www.lokad.com/definition-inventory-costs>

# Southern gateway results end 2017



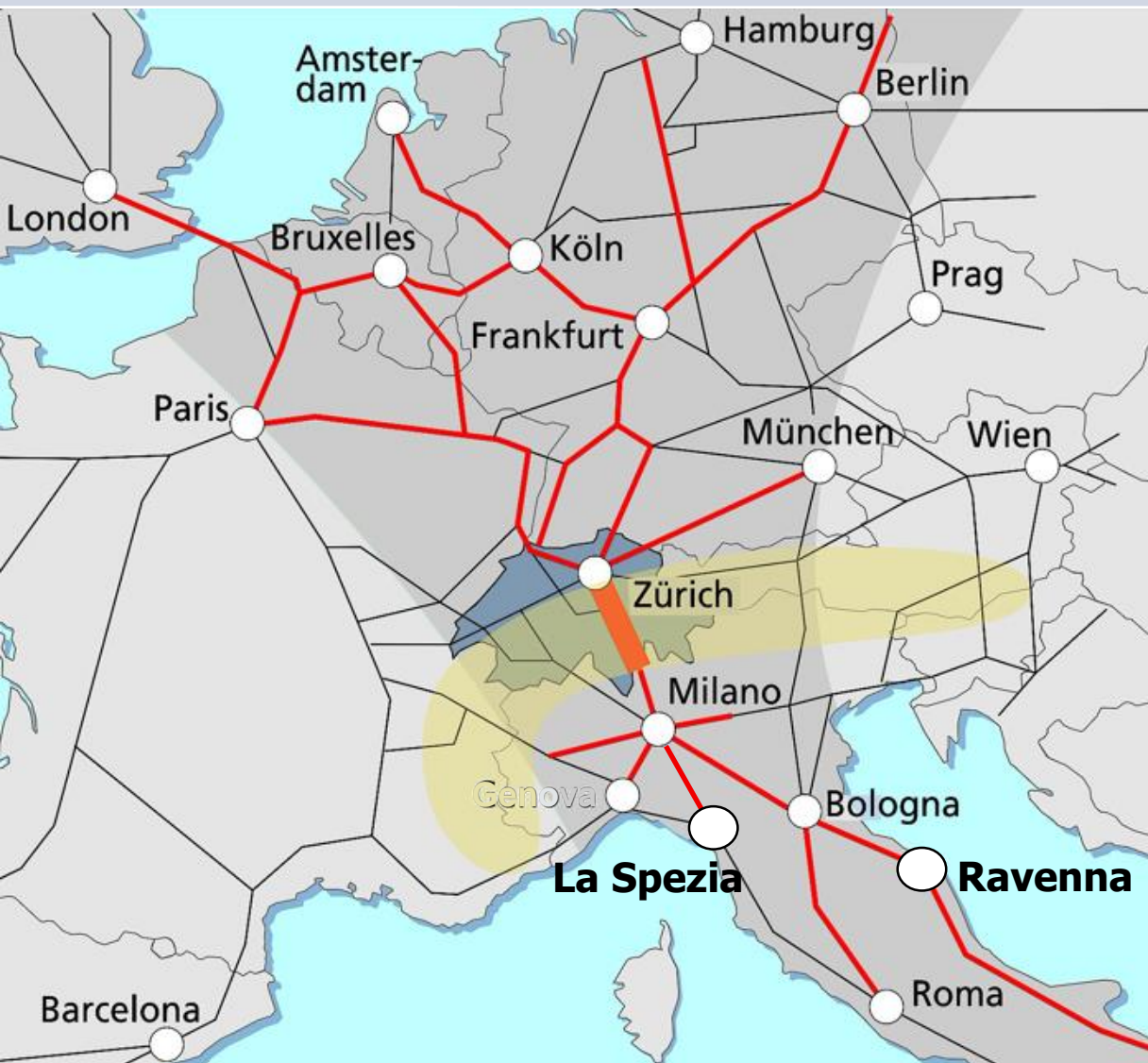
**Trains:**

**round trips / week**





# Alptransit expected effects



LENGTH  
OF TRAINS

**+ 35%**

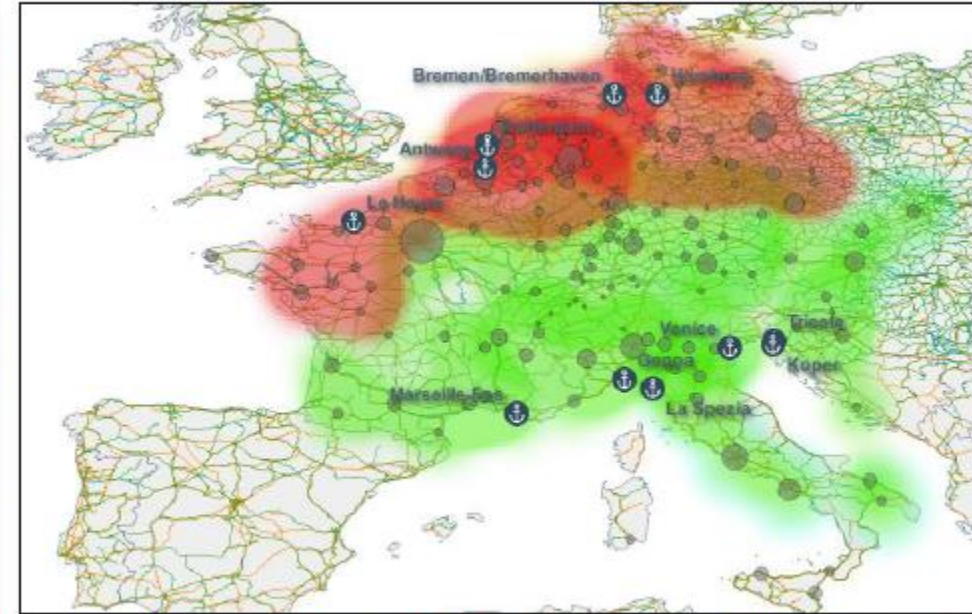
(from 555m to 750m)

TRAIN  
LOADING  
CAPACITY

**+ 25%**

(from 1,600 to 2,000 tons)

# High level competitive scenario with lower logistics costs through the Med Gateways



High level cost-based hinterland calculation after completion of the Rhine-Alpine and Scan-Med Ten-T corridors and lower med costs

Source: OSC Geospatial Economics

## Southern Gateways: Balancing Risk Management



YOUR **ITALIAN** PARTNER OF CHOICE



**contship italia group**

CHANGE  
your **point** of  
VIEW

[www.contshipitalia.com](http://www.contshipitalia.com)

follow us on

