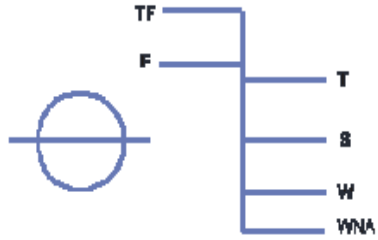


A prosperous future for the Danube and Danube-Sea navigation. Coastal trade and river market

Botond Szalma

HUNASBA (Hungarian Association)



Slump or Crisis

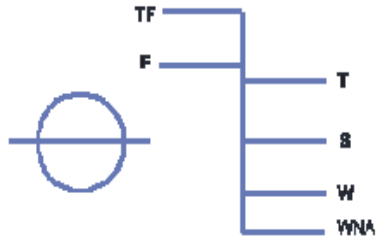
Economical and/or Political

No: Moral and ethical

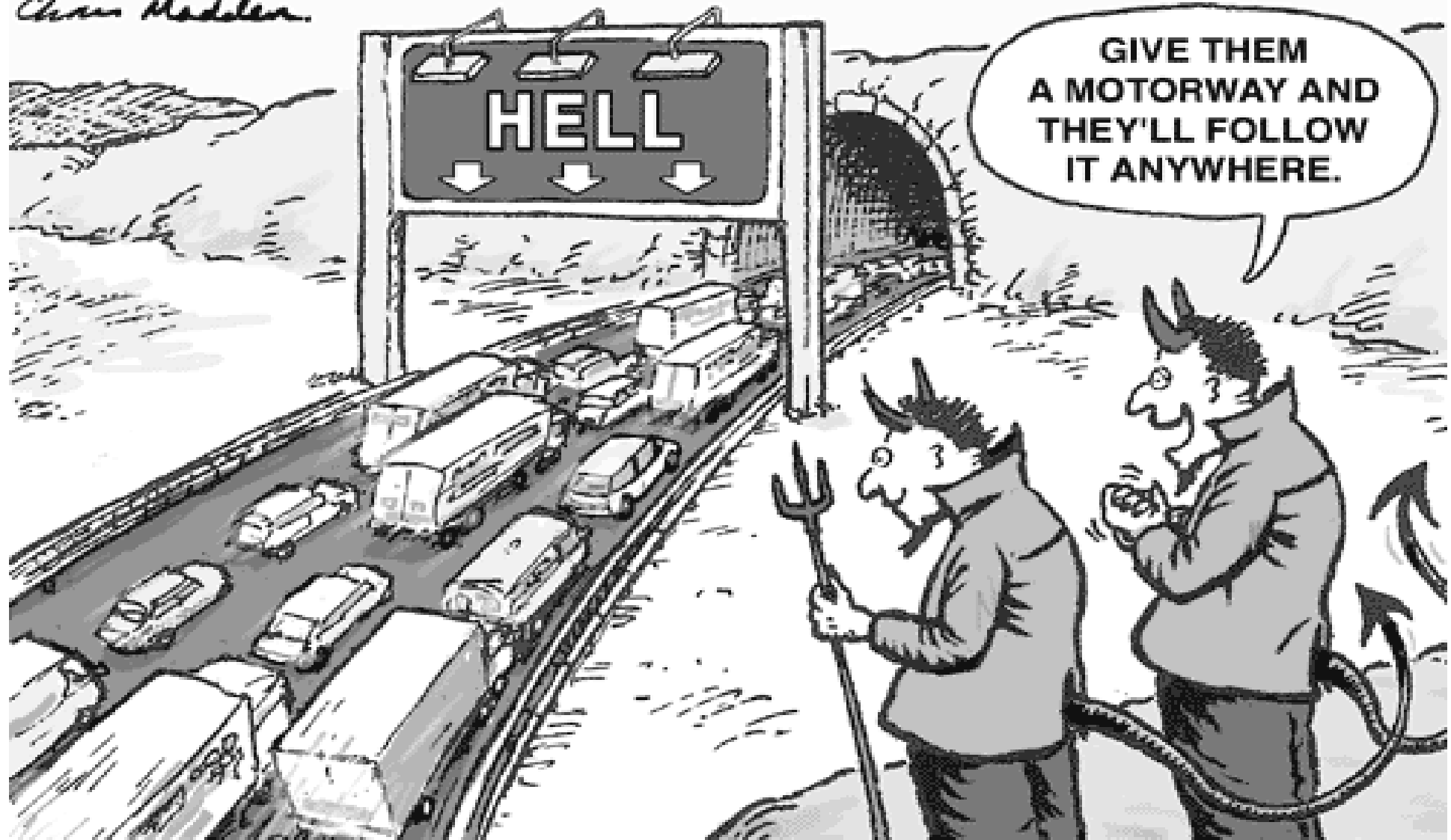
„You can not regulate morality by order or act”

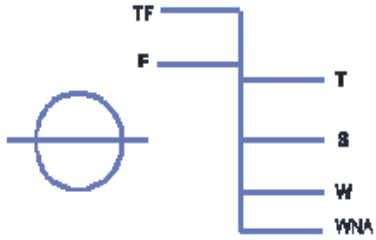
Warning for shipping industry:

„Phantom Green” Danube Movements



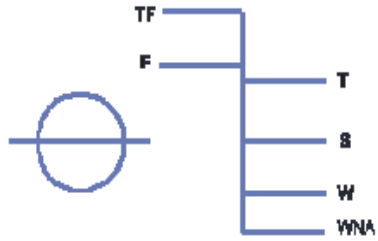
Chris Madden





Shakespeare





The first step....

Inland waterway transport can contribute to the sustainability of the transport system, as recommended by the European Commission's White Paper: European Transport Policy for 2010

Slogan:

„Time to Decide“.

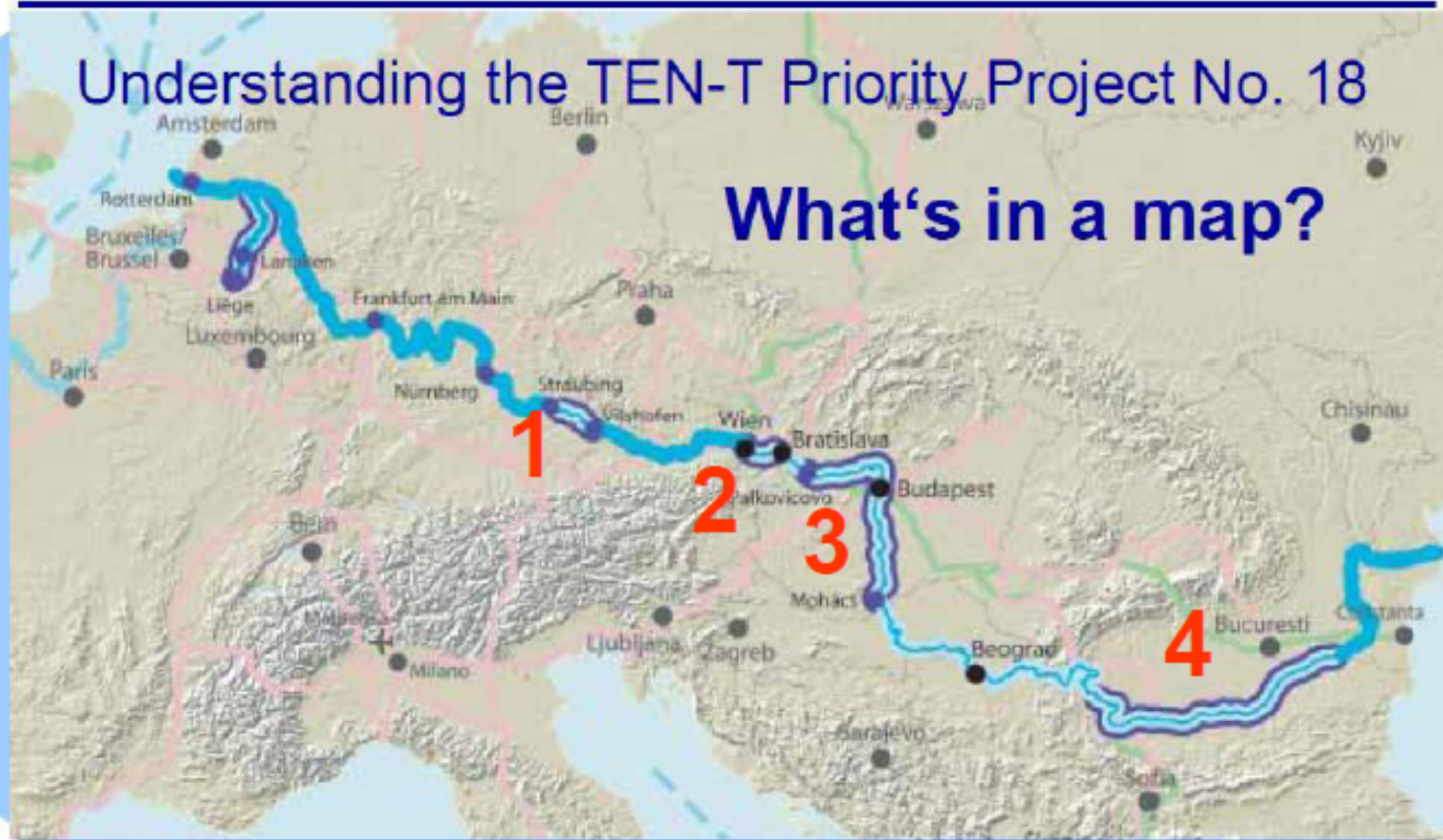
A dunai hajóút négy szűk keresztmetszete

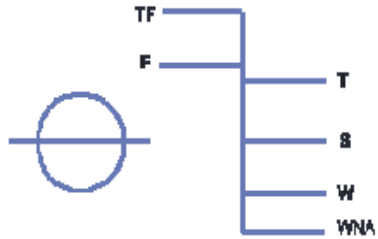
TEN-T Priority Project No. 18



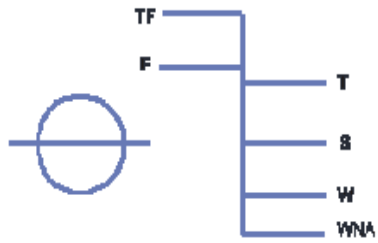
Understanding the TEN-T Priority Project No. 18

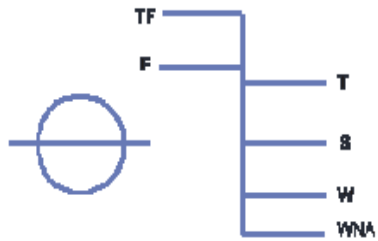
What's in a map?



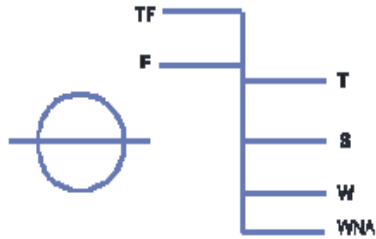


**Occupational hazard or
embarrassment for €2,7 M**





The Ferry service suspended because of technical difficulty since August 2013



What are We talking about



Markets - *improving market conditions*

(ask the consigners about it!)



Fleet - *modernising the fleet*

More loan?



Jobs & Skills - *developing human resources*

Biggest danger!



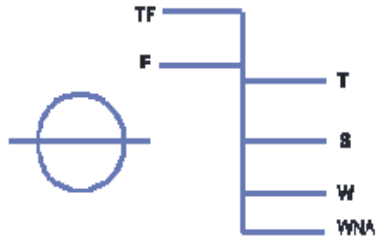
Image - *raising image and awareness*

Who cares? Who pays for it?



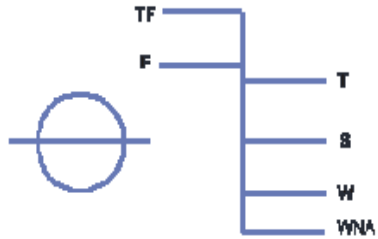
Infrastructure - *enhancing infrastructure*

Who pays for it? The industry? Which one?



Costal trade and river market

- Costal trade
 - ▣ Black-Sea and Med
- River market
 - Danube
 - Rheine – Main - ARA range
 - The shipping companies and the traders killing the business together = bunker surcharge

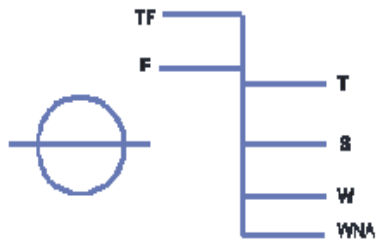


Average freight level

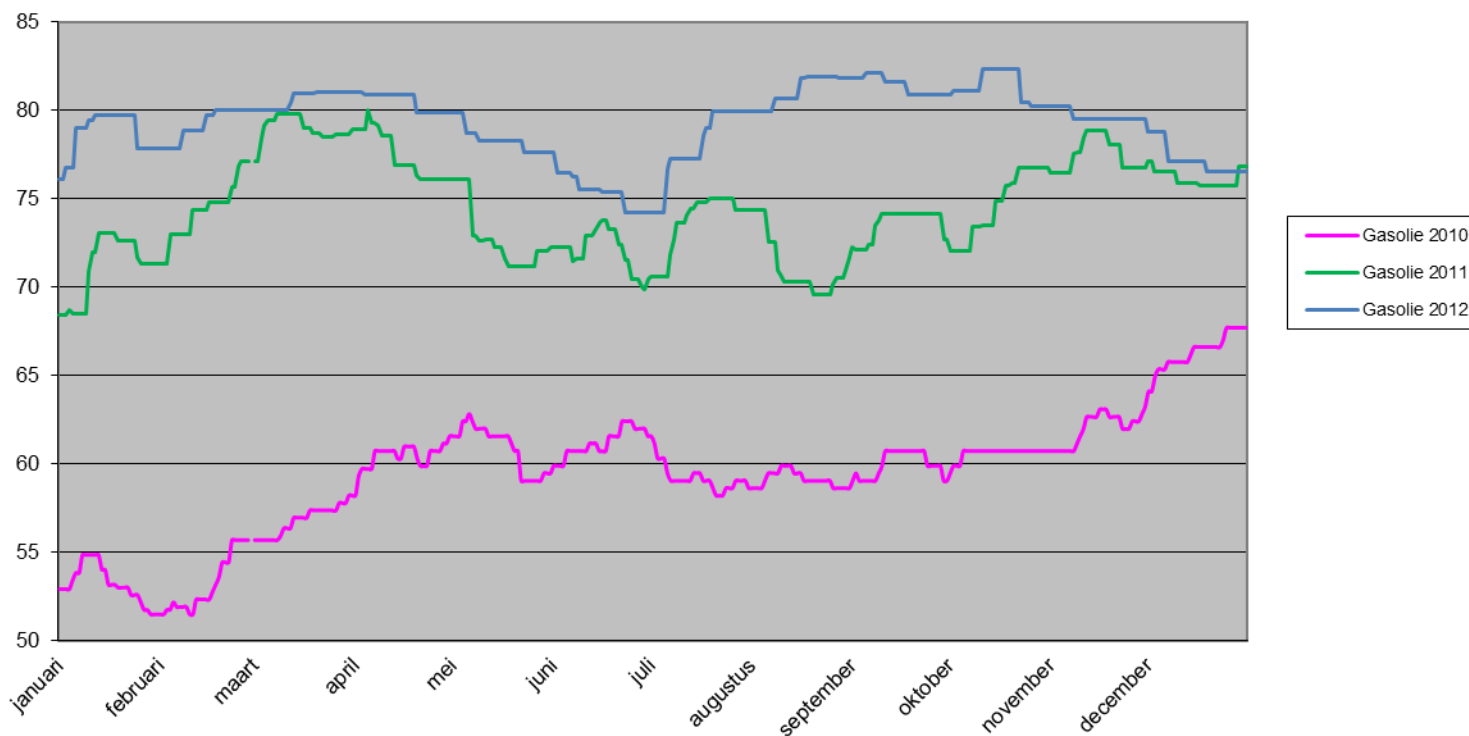
	ARA	Rheine	German Danube ports	Austria	Hungary	Constanta	€ pmt
ARA	---	11,7	14,5	16	23	---	
Rheine	7	---	12	---	---	---	
Austria	15,2	14,5	4	---	6	---	
Slovakia	23	-	---	---	---	---	
Hungary	23,5	22	15	9,5	---	13,5	
Constanta	---	---	---	15	10,5	---	

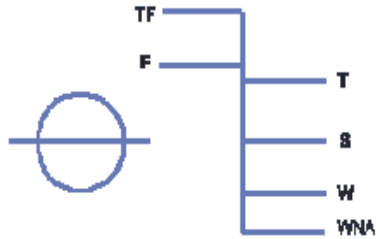
The Centraal Bureau voor de Rijn- en Binnenvaart (CBRB)

366 DAGEN			totaal	€ 29 024,81
GEMIDDELDE PRIJS / DURCHSCHNITTLICHER PREIS 2012			79,3	
			Gasolieprijs jaartotaal	€ 29 024,81
			totaal aantal dagen van 2012	366



CBRB gázolajárak alakulása 2010-2011-2012

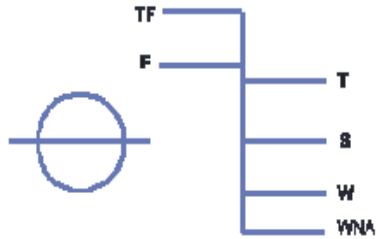




Tonnage	Cargo	LOAD./DISCH. PORT	L-D Rate (t/day)	Freight (\$/tonne)	TCE (\$/day)
2.750	alfa alfa	CADIZ-TRIPOLI	1500/800	22	766
3000	barley	PORT LA NOUVELLE-LIMASSOL	2500/1500	23,5	1398
4100	urea	MARSA EL BREGA-TANGIER	4000/1250	27	3915
4200	wheat	LA PALLICE-BELFAST	4000/2500	17	2280
4400	fertl	GABES-LA PALLICE	2500/2500	28	2800
5000	salt	GABES-RIJEKA	2000/1600	14	162
5000	silica	El-Arish - Mersin	1500/1500	8,5	-93
5400	sfsm	BERDYANSK-ST. MALO	1250/2000	43	3524
5700	sbpp	CONSTANTA-AGADIR	1500/1500	40	4493
7000	steel	NOVOROSSIYSK-GEMLIK	2000/1000	14	1996
8000	urea	SIBENIK-MONFALCONE	2500/2000	12	2204
10000	coal	MARIUPOL-DURRES	2000/2500	20,5	3901
11000	slag	FOS-ASHDOD	5000/3000	14	2714

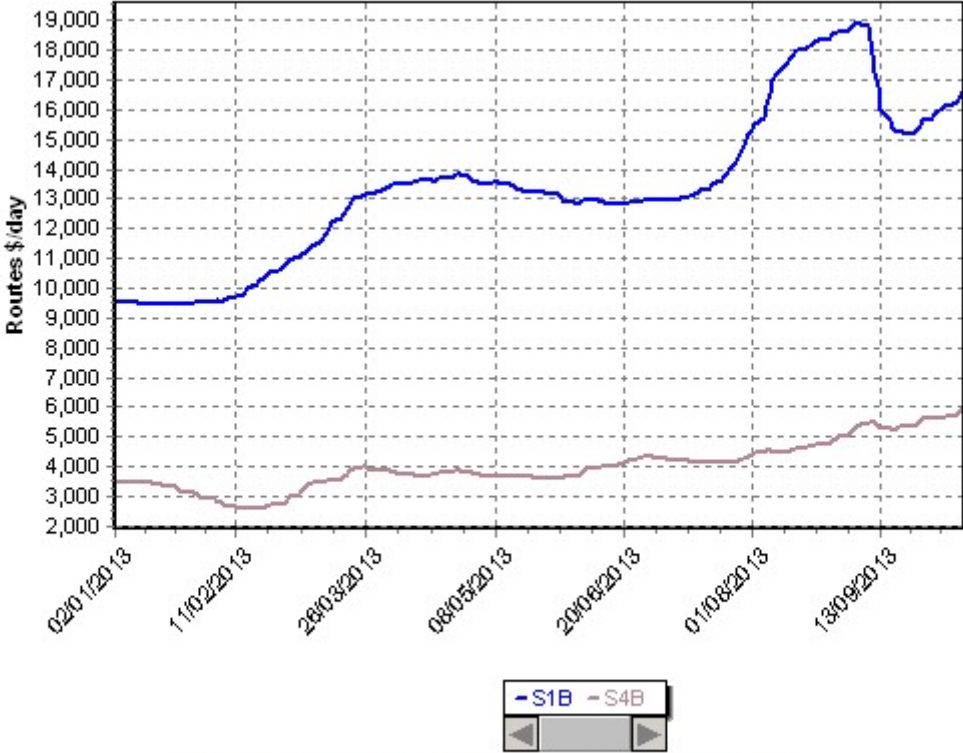
All voyages above are calculated based on speed and consumption data of vessels with an average age profile of 15 years, burning IFO 180 as primary and MDO as secondary fuel. All voyages start within minimum 300 nm radius of PoL and end at PoD.

Source: ISTFIX 40th week



Black Sea Market

Baltic Exchange Supramax Index



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Efficiency of Danube transport suffers extremely from reduced draught at shallow water sections

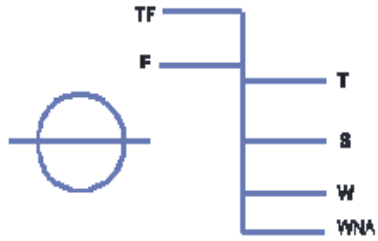
- ❑ water levels can not be predicted which creates losses of carriage capacity & revenues
- ❑ transport costs per ton can increase up to 100% for long distance transportation

Guaranteed minimum standards for infrastructure based on UN/ECE – AGN are needed; with regard to fairway this means for Danube:

**minimum draught of 2.5 m
at least on 300 days on average per year**

These minimum standards can not be compensated by fleet innovation, ergo the slogan: (Neanderthal-man)

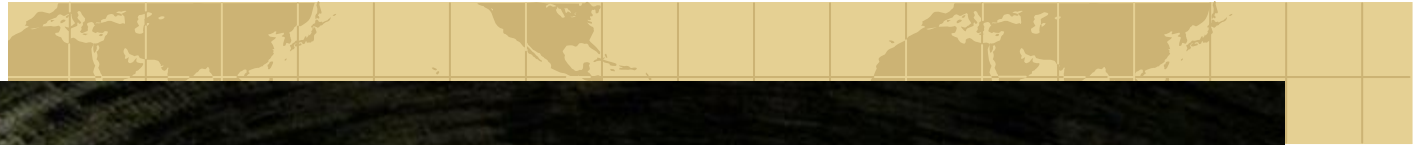
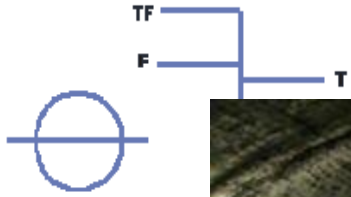
***“adapt the vessels to the river and not the river to the vessels”
creates a dangerous fiction and ignores basic economic facts***



Postulates

Make it clear: **The Danube works for Europe**

- We must have workable economic concept
 - Transport concept
 - For medium and long term as well
- Regulation of the river Danube by experts!
- Logistic investments generate jobs
- The power of the water is the cheapest fuel
- The proper education is essential – lack of skilled skippers soon!
- **The Danube Commission must have leading position!** (example: CCNR - Central Commission for the Navigation of the Rhine)



Where is the end of the tunnel?