



**“THE ROLE OF FORWARDERS IN THE LOGISTICS
CHAIN – PROMOTING INTERMODAL SOLUTIONS”**

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CLECAT

europaean association for forwarding,
transport, logistics and customs services

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1 ABOUT CLECAT

- European Association for Forwarding, Transport, Logistic and Customs Services, established in 1958
- European umbrella organisation of national federations of logistic operators, freight forwarders and customs agents
- Representing 19.000 companies (from multinationals to SME's and family businesses) employing over 1 million people
- Co-operating with international freight forwarders association FIATA

2 IMPORTANCE OF LOGISTICS IN THE EU

- CLECAT deals with full range of policy areas impacting logistics and supply chains; with the aim of forging a more integrated policy approach to tackle current and future challenges while improving EU competitiveness
- The value added of the logistics sector to the EU economy is €300 billion annually; approx. 13.8 % of the total EU GDP
- Logistics generates €1 trillion of revenue and provides employment to over 7 million Europeans
- Logistics costs amount to 10% to 15% of the total cost of the finished product

SETTING THE RIGHT PRIORITIES FOR GROWTH

Complete Single Market

- Finalise **Internal Market** Rail/Road Transport
- **Simplification** and **clarification** of the **cabotage rules**
- **More competition in rail freight and better enforcement**

Digitalise and cut red tape in logistics

- Provide consistent appropriate customs and security rules
- Offer **simplifications to legitimate trading partners**
- **Facilitate trade whilst ensuring security**
- **Digitalise transport documents** - eCMR

Boost supply chain sustainability

- **Foster innovation in ITS, green technologies**
- Incentivise use of **EU/global standards for carbon calculation**
- **More collaboration and cooperation in the supply chain**

NO TO SILO THINKING



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IMPROVING EFFICIENCIES IN MARITIME LOGISTICS CHAIN

- Share and report real-time supply chain information for increased efficiency – early planning
- Digitalisation and innovation
- Investment in good (hinterland) connections
- Collaboration - bundle volumes – opportunities for intermodal transport

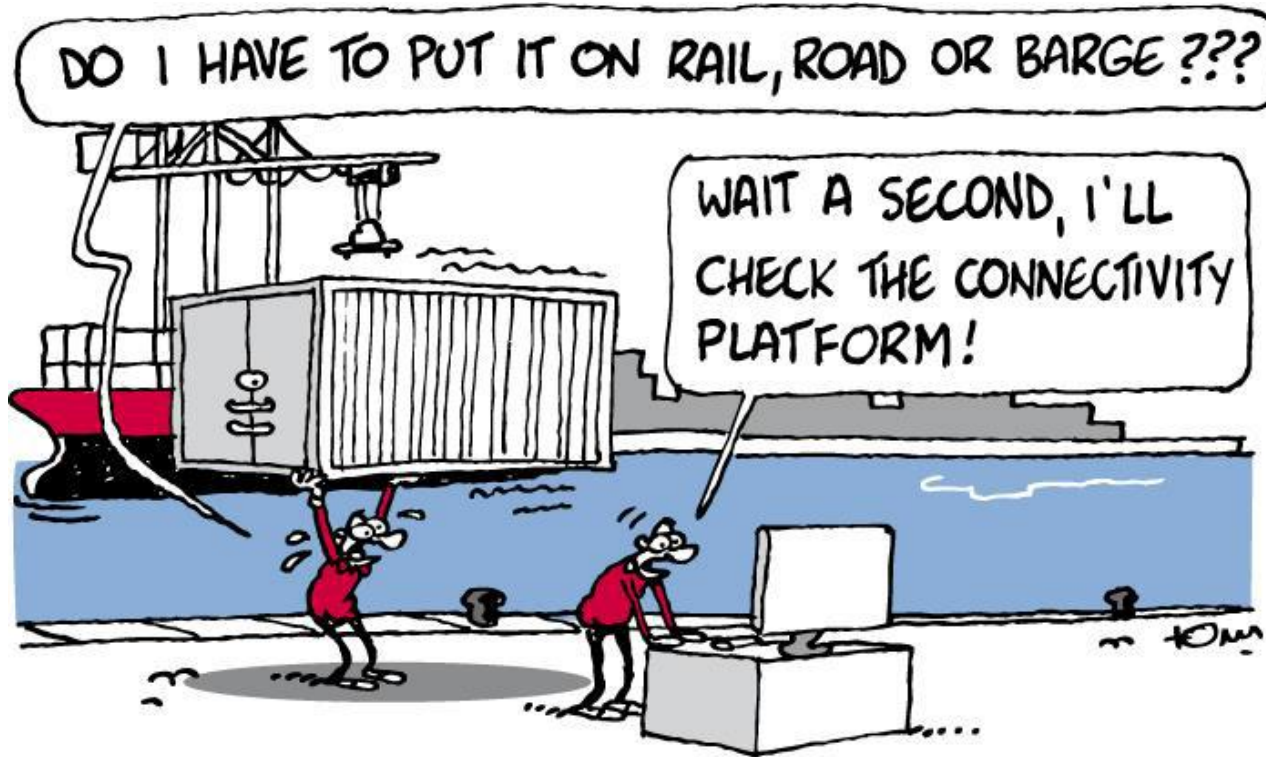


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AN INTERMODAL APPROACH REQUIRES CHANGE

- Not enough connectivity
- Not enough volume
- Not enough frequency
- No visibility
- High costs
- Long lead times

TRANSPARENT INFORMATION ABOUT INTERMODAL SERVICES



IMPROVING PRODUCTIVITY THROUGH EARLY SHARING OF INFORMATION

Specific information required for Safe Port Memos

- > Name of port
- > Name of terminal
- > Name of berth
- > Material used for fendering
- > Distance between berth and shipside

Why is this information so difficult to obtain?

- > Certified Bollard Capacity
- > Angle at which capacity is measured
- > Distance between Bollards
- > Distance from Bollards to edge of berth
- > Height of berth at Chart Datum
- > Max speed in channel/port
- > Max draft alongside
- > Berthing day/night
- > Other: ice, weather, swell, surge, aircraft, currents etc

IMPROVING EFFICIENCIES IN MARITIME LOGISTICS CHAIN

- The maritime Bill of Lading (BL) is a negotiable title
- Transfer of property and risks
- Agreements of banks and insurers
- Preliminary agreement of all the stakeholders to recognize that the e-BL is the equivalent of the paper BL
- Gain trust and recognition of all the parties involved (insurance, banks etc)
- Standardize regulation to limit number of interfaces and allow for pan-European or global applications



10 COMPARING THE OPTIONS

- **Rail** is more of a competitor to air freight than for maritime transport, in particular from deep inland destinations
- **Stable lead times** (also compared to increase unreliability of Ocean Freight Carriers)
- **Speed /Reliability**
 - Faster than ocean freight
 - Transit-time: to be compared with the Sea-Air option Dubai/Europe
- **Costs** – 50-70 % less expensive than air freight and ocean/air-product (but more expensive than ocean only)
- **Environment** – better in terms of CO2 emissions

THANK YOU

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