

ABOARD!



NEWSLETTER | shortsea promotion centre belgium
nr 17 | june 2005

Savings, Safety & Speed

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For extra shortsea news, please register on www.shortsea.be.

Via the button 'Subscription', you will receive a short overview of recent shortsea developments in your mailbox every month.

A watertight choice in favour of shortsea shipping ... De Boer NV

De Boer NV is a well-known supplier of bituminous roofing material and accessories. For that particular producer the transport costs amount to some 10 % of the total CIF value of the goods. Therefore, he attaches great importance to his shipping expenses.

On a number of destinations frequent use is made of shortsea shipping, because the tariffs are cheaper than the road haulage prices. In general, 20' DCs or covered trailers are used.

Rail isn't directly regarded as a possible partner, mainly because of the unreliable deliveries and the fact that a goods station isn't always available in the vicinity of the recipient.

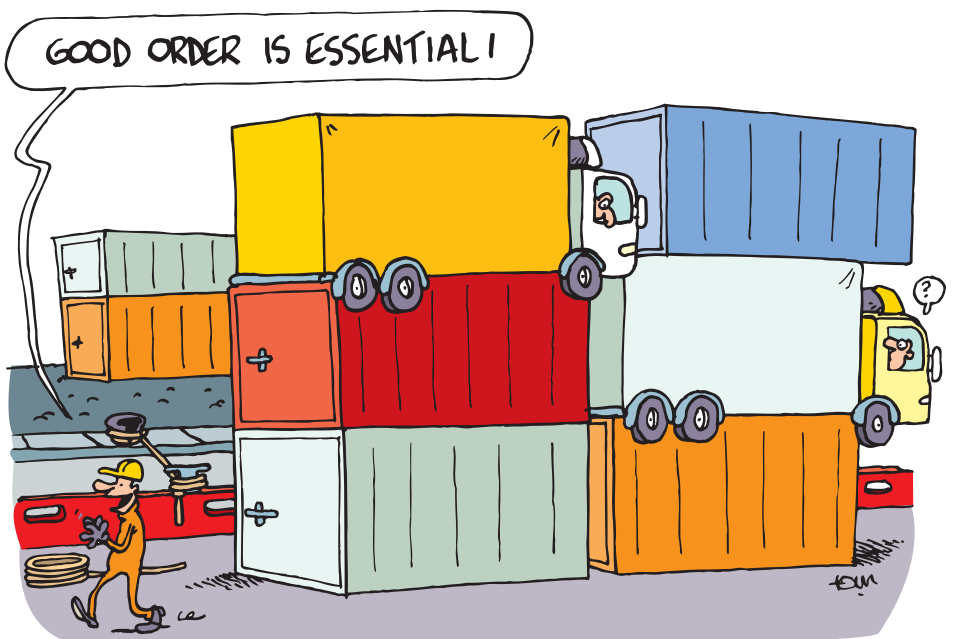
Sweden is serviced 'ex-works' over Ghent to Göteborg (containers) and Norway (Oslo and Frederikstad) by ship from Antwerp (containers). The English market is supplied by non-accompanied transport via Zeebrugge. Sales to Denmark are still made 'ex-works' also: in this case, the promotion office has indeed pointed out the possibilities that shortsea has to offer, despite the fact that the recipient continues to hold on to delivery by truck. As far as Germany is concerned, road haulage is opted for, using groupage.

In 2004, using shortsea shipping, 60 units were shipped to Sweden, 20 containers to Norway, 10 containers to Morocco and 30 units to the United Kingdom.

Want to know more? De Boer NV

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SHORTSEA SHIPPING WITH CONTAINERS AND TRAILERS...

COMPANIES ON THE RADAR



Coldbox project arrived in Norway



Thanks to Atlas Project Cargo Solutions

Shortsea shipping is a transport mode that offers possibilities for every type of cargo.

Maritime shortsea transport can cope with high, wide, long and heavy objects, from regular containers to a gigantic 3,300 tonne project.

This was clearly demonstrated by the 'Coldbox project' to Norway, which has already been described in detail in our Newsletter 14 (article 'Hammerfest LNG Plant')

Taking into account the weight (3,300 tonnes), an on-site assembly would have required transport to Norway using at least 150 to 200 trucks (and probably more). Apart from that, the dimensions of the transport would have involved a great number of exceptionally large transports.

All this has now been avoided by opting for shortsea.

The project was transported as one single unit, which offered the advantage that it was practically in running order upon arrival. The coldbox left Antwerp on a pontoon on April 25 and arrived at its final destination in Norway on May 8.

Information? Atlas Project Cargo Solutions

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www.atlas-pcs.be | Contact: Arthur Mahieu
 Tel. + 32 3 543 89 80 | E-mail: arthur.mahieu@atlas-pcs.be

Bosch-Siemens Householdappliances realises Modal Shift in partnership with ACB Agencies and Robert Kukla GmbH

Bosch Siemens Householdappliances (BSH) has realised a 'modal shift' for its goods flow from its South-German manufacturing sites to its central DC in England. In a partnership with ACB Agencies of Antwerp and Robert Kukla of Munich, BSH has also developed a new type of container.

These containers have a cargo capacity of 99 cubic metres and an internal height of 3 metres, thus allowing to load the equivalent of a Mega trailer.

Through the extensive use of multimodal transport (adapted lorry and chassis, lighter conveyance and shortsea links) BSH will be able to realise over the next three years a modal shift of 336 million tonne-kilometres. This 'modal shift' campaign is supported by the European Commission's Marco Polo programme.



Thanks to ACB Agencies

Inquiries? ACB Agencies

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Fast Lines sets your sights on Poland



Thanks to Fast Lines

Since its entry into the EU on 1 May 2004, Poland seems to be a promising country for free trade. Still, much remains to be done. The infrastructure is outdated and in need of replacement or adaptation. Foreign

investors and know-how are therefore welcomed with open arms.

Poland holds good trumps to serve a larger area than its own territory. Its extensive rail network offers excellent hinterland links to its neighbours (Ukraine, Czech Republic, Slovakia, Germany). Only road transport and inland navigation are currently still experiencing problems as to infrastructure.

As far as maritime accessibility is concerned, Poland is strategically well-situated within the Baltic region. The country is centrally located on the sea and has sufficient space to grow substantially.

Two large port areas, namely Gdansk/Gdynia en Szczecin/Swinoujscie, are ice-free throughout the year and can accommodate large sea-going vessels. Ships are deployed, for example, on scheduled services from Poland (Szczecin, Gdansk, Gdynia) to the east coast of the UK, Ireland (Drogheda, Belfast), Belgium (Antwerp, Gent) and the Netherlands (Flushing, Rotterdam).

The 100 % Belgian shipping company Fast has been active in Poland for almost 15 years.

Since 1990 Fast Lines is operational in the port of Szczecin on a 50,000 sq.m. site, where goods (among which packaged chemicals, wood products, steel, wood pulp, paper, granite, project cargo and bulk products) are handled, stored, transhipped and dispatched. Heavy general cargo can also be managed with the help of a mobile or a floating crane.

Fast operates 8 vessels, 5 of which are wholly-owned. All the ships are of the 'coaster' type with a tonnage ranging from 1,900 dwt to 3,1000 dwt, and therefore suitable for shortsea destinations, as well as for river and canal transport. Next to Poland, other European destinations, from the Baltic to the Mediterranean, are also called at, given sufficient inducement.

Fast Lines Belgium is the shipping agent for Euro Lines and Rhine Line. Those services link Antwerp to Spain and Portugal for both outward and return freight with conventional cargo.

You can obtain additional information from: **Fast Lines Belgium**
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Oostende enters European Network

April 15, 2005, saw the official start-up of the "Eurocoast Network Association" (ENA). ENA is co-operation of five partners from different European countries: Cuxhaven (Germany), Oostende (Belgium), Cherbourg (France), Rosslare (Ireland) and the company Perez-Torres, which plays an important role in the port of Ferrol (Spain).

The main purpose is to launch a coastal route linking the ports of Cuxhaven, Oostende, Cherbourg and Ferrol. Within the framework of the European project 'Motorways of the Sea' (launched by the European Union and aiming to remove traffic from the roads in favour of sea-going vessels) such new coastal route will constitute the central axis of a network covering the whole of Western Europe. The route will extend from the Baltic region via the North Sea to the Iberian peninsula.

From Cuxhaven, Scandinavia and the Baltic states will be served; Central and South Germany, as well as the east of England will be covered by Oostende; Cherbourg has links with Ireland and South England, whereas the west of Spain and Portugal are catered for by Ferrol. The coastal route will be served by Ro-Ro vessels, thus focusing on reliability, regularity and high frequency.



You can find additional information at: **AG Haven Oostende**
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E-mail: info@portfoostende.be | www.portfoostende.be

Landuyt wishes to stimulate the Western Scheldt-maritime combination

The Federal Minister for Mobility, Renaat Landuyt (Sp.a) wants the ports of Zeebrugge and Antwerp to increase their co-operation.

In an interview for Binnenvaart, the magazine published by the Flemish Inland Navigation Promotion Office, he has launched the following idea concerning the budget expenditures of the former rivercraft demolition fund: "I wish that, with that money, the inland navigation vessels can soon be adapted in such a way that they can carry out some estuary traffic.

That will stimulate, amongst other things, the combination of the Western Scheldt with part of the sea-going traffic, thus enabling the ports of Zeebrugge and Antwerp to work together more closely."

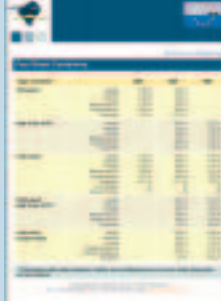
If you wish to learn more, you can read the entire interview (in Dutch) on www.binnenvaart.be

SSS Fact Sheet Containers available on line

Shortsea Promotion Centre Belgium has published a Fact Sheet about containers.

This Fact Sheet gives you an overview of the specifications of the different types of containers that are used on the shortsea market.

Not only does it give you the dimensions, but also the capacity and the maximum number of pallets that can be loaded in any particular container.



You'll find the Fact Sheet on www.shortsea.be under General Info/Publications.

Revised growth figures for Belgium

The Belgian Planning Office has revised the growth figures for Belgium: in 2005 an economic growth of 1.7 % is now expected. Unless there is a change of policy, growth will only reach 1.5 % in 2006.

Meanwhile, the OECD (Organisation for Economic Co-Operation and Development) is only projecting 1.3 % for 2005.

Annual report of the promotion centre can be downloaded from the website

If you're interested, you can find our annual report 2004 on our familiar website (in Dutch) www.shortsea.be. Just surf to 'General Info', click on 'Reports & Studies' and you'll be able to download the 2004 report.

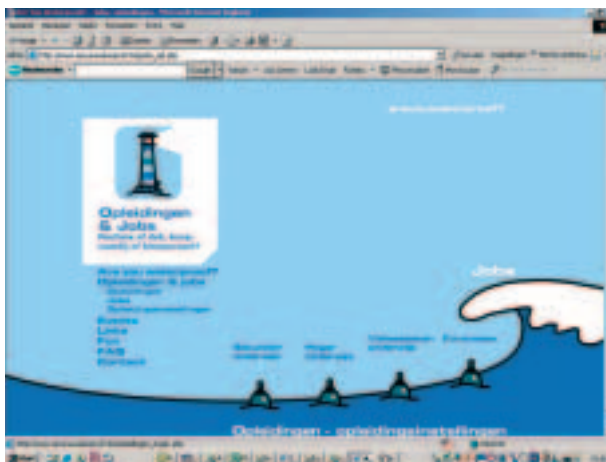
'areyouwaterproof?' launches a new campaign to promote maritime schooling

On May 26 2005, 'areyouwaterproof?', which represents the maritime education institutions, the maritime employers and the Flemish authorities, launched its new campaign to incite youngsters to receive a maritime training and subsequently go to sea.

Aboard the Mercator in Oostende Nicolaas Vlaeminck amplified the campaign. There is, indeed a greater demand in the Belgian maritime sector for well-trained nautical personnel, who can set to work immediately.

Being a sailor is not an obvious choice for young people, because the sector is still too little known.

With a new campaign, 'areyouwaterproof?' wishes to show young people how interesting a maritime job can be.



On www.areyouwaterproof.be you'll find all you need to know about 'water-connected' education.

Game waves

What is meant by the CIF value?

- Cost Insurance Freight: an Incoterm denoting that the shipper sells the goods inclusive of the value of the product, the insurance and the transport costs.
- Cost Infrastructural Force: an outline of the cost of infrastructural services at the disposal of the shipper.
- Cold Infusion Freight: a particular type of cargo transport.
- Care Information Facts: a database structure that keeps and updates all information data.

What does the abbreviation 'dwt' signify?

- DeadWeight Tonne: the overall loading capacity of a vessel.
- DeadWeight Tonne: the overall carrying capacity of a vessel.
- DeadWaste Tonne: the total weight of a ship carrying waste material.
- DryWeight Tonne: the total dry weight of the products carried by a vessel.

Answers: 1 a / 2 b

Informal meeting of the European Shortsea Network with MEPs

On Tuesday, June 14, an informal meeting between members of the ESN and a number of MEPs from the 'Transport Committee' took place in the Brussels 'Hotel Renaissance'.

The aim of the meeting was to inform the MEPs of the activities of the ESN and to elucidate the state of affairs in shortsea shipping.

Ever since the year 2000 ESN has been known as an informal network. Its tasks include, amongst other things, market approach, the elimination of bottlenecks and the preparation of political actions.

More information about the ESN can be found on: www.shortsea.info.

CROSS-BORDERS

European Commission publishes shortsea statistics

The European Commission has published a leaflet containing shortsea statistics for the 2002-2003 period.



The link www.shortsea.be in section: General Info/Reports & Studies leads you to an overview.

EVENTS

9th Maritime Symposium: Enlargement of the EU – 1 year later?

The impact, one year after, of the enlargement of the EU was scrutinised in Ghent on May 18 2005.

Of the ten new member states that joined on May 1 2004, 7 are located along the coastline. These countries are, more specifically, Poland, Lithuania, Latvia, Estonia, Slovenia, Malta and Cyprus. They are therefore also of particular interest for shortsea shipping (SSS). Together, those 'newcomers' represent a potential of 48.7 million consumers and they have all witnessed a GDP growth ranging from 1.4 % (Malta) to 6.9 % (Lithuania) from 2003 through 2004.

Conclusions for the four 'Northern' newcomers to the EU as far as shortsea shipping is concerned:

- moderate to pronounced imbalance between maritime import and export flows towards the four newcomers;
- practical problems for a shipowner wishing to start a scheduled service, because of the import-export imbalance ;
- shipowners often opt for a triangular link: e.g. Poland-Scotland-Belgium/Holland;
- As to the import of wood, mineral fuel products and fertiliser (in bulk), the 4 Flemish ports distinguish themselves mainly as far as tonnage is concerned, but not (always) as regards value;
- 4 Flemish ports act as important turntables for traffic towards the hinterland (France, Germany, Switzerland etc.);
- often still ex-works dispatching for the exports to the 4 countries, with cheaper road haulage tariffs being the decisive factor;
- the Baltic States present themselves as a gateway into Russia;
- considerable decrease of previous delays for road transport at, for instance, the German-Polish border;
- tempering of the impact of the German Maut by low road haulage prices;
- expected increase of the part of labour/wages in road transport in the countries concerned (1:5);
- increasing road congestion is rather more a motive than a measure in favour of shortsea shipping (cf. LKW Maut);
- the infrastructure for on-carriage differs from one country to another.

Did you know?

... that goods transport in Europe will increase with 2.29 billion tonnes in the next ten years?

... that this constitutes an increase of 1/3?

... that the transport of metals, metal semi-manufactured products, end products and chemical products will even grow by more than 50 per cent?

... that more than half of the expected increase will have to be borne by road haulage?

... that transport over the waterways can easily absorb such increase, but that things look quite different as far as road haulage is concerned?

Source: Research paper 'The broad lines 2005-2015' by NEA Transportonderzoek en -opleiding B.V.

DO YOU KNOW?

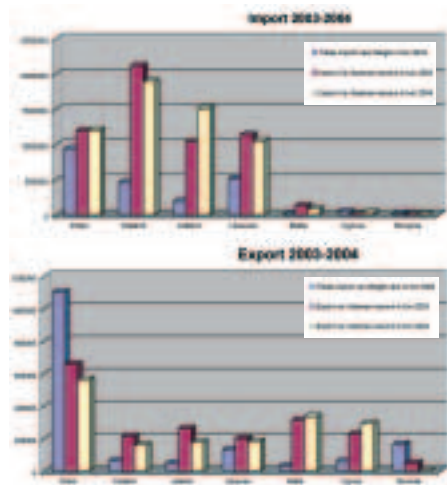
Conclusions for the three 'Southern' countries as far as shortsea shipping is concerned:

- a possible role for Malta and Cyprus as a hub on both shortsea/ feeder routes in the Mediterranean Sea, and on Far-Eastern of Middle-Eastern routes;
- the geographical location of Slovenia is detrimental to direct scheduled services, which is clearly noticeable in the existing offer.

How can shortsea shipping be further stimulated in the 7 countries mentioned?

The European Shortsea Network (www.shortsea.info) has worked out a tutoring programme (with the support of the European Commission) to coach the newcomers (Flanders is particularly active in this respect).

On the other hand, Flemish and Belgian companies are already investing in, amongst others, Poland: for instance in a terminal in Stettin (Fast Lines and the Van Gaeveren/VGN group) or by starting up a (regular) maritime service (Delphis and Fast Lines). Noordnatie is investing in a terminal in Ventspils (Latvia).



Import/export to/from new EU member states (2003-2004).

Additional information on the new member states and shortsea shipping can be found on www.shortsea.be under General Info/ Reports & Studies.

Transport conference: empty goods flows? Think intermodal?!

On Thursday, May 26 2005, AWZ (the Flemish Waterways and Maritime Affairs Administration), in co-operation with Ernst & Young Subsidia, Shortsea Promotion Centre Belgium, and the Flemish Institute for Logistics, organised a conference about the issue of empty goods flows.

The purpose of the conference was to examine whether multimodal transport can provide an answer to that problem.

The promotion office took an active part in the workshop 'Multimodal Transport'. It appeared from the panel discussion that a number of bottlenecks continue to hamper multimodal transport. One of the consequences is that 1 in 3 containers is sailing or riding around empty. A fully-fledged logistic system has to be put in place to reposition empty containers.

An appeal was made to the shipowners to make their containers available at inland terminals. Transparency of costs and goods flows is needed to make intermodal transport possible. Often it appears to be of particular importance to put one's 'own' containers in the picture, which makes ideas like the 'grey box' less practicable.

Shippers play an important part also: one often opts for ex-works sales or an easy solution via road transport, while the possibilities of intermodal transport aren't considered. It therefore remains important to inform that target group, preferably by showing good examples (best practices).

The other workshops 'Cost Calculation' and 'Micro-projects and Partnerships' also approached the issue in a very concrete way. There too, price transparency appears to be an important factor.

At the same time the expensive and little flexible labour conditions in the ports are marked as bottlenecks.



Kris Peeters, the Flemish Minister of Public Works, Energy, Environment and Nature, has commissioned a working group to transpose the workshop conclusions into a document containing recommendations and points of action.

Calendar

- **Transport and Logistics 2005 (stand nr. 4617)**

Where? Antwerp

When? October 18, 19 and 20 2005

(Organised by Thorex)



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