



TREN/06/FP6TR/S07.55976/019851

Promoting Innovative Intermodal Freight Transport

Co-ordination Action
Priority 1.6.2 Sustainable Surface Transport

WP6: Promotion strategy

Due Date of deliverable: February 2007
Actual submission date: April 2007

Start date of the project: March 2006

Duration: 36 months

Main Authors: Marcel Huschebeck, Silke Forkert (PTV AG)

Project co-funded by the European Commission within the Sixth Framework Programme (2002-2006)		
Dissemination level		
PU	Public	X
PP	Restricted to other programme participants (including the Commission Services)	
RE	Restricted to a group specified by the consortium (including the Commission Services)	
CO	Confidential, only for members of the consortium (including the Commission Services)	

Contents

1	Introduction	3
1.1	Background and objectives.....	3
1.2	Approach.....	4
1.3	Definitions	6
2	Intermodal promotion requirements	7
2.1	Problems and barriers in intermodal transport	8
2.2	Intermodal users and user requirements	9
2.2.1	User requirements on transport processes	9
2.2.2	User requirements parameters	11
2.2.3	User requirements on promotion entities	12
3	Supply and demand of intermodal promotion	14
3.1	Different kind of promotion supply measures.....	15
3.2	Promotion measures on national level.....	15
3.3	Best Practices on intermodal innovations	20
3.4	Awareness creating measures	21
3.5	Intermodal Promotion entities.....	22
3.5.1	Awareness measures for intermodal promotion centres	24
3.5.2	Conclusion on promotion entities	27
3.6	PROMIT knowledge base.....	28
4	Promotion strategy plan	29
5	Annex I	32
6	Annex II	50

1 Introduction

1.1 Background and objectives

The European Commission and all member states established active policies to promote intermodal transport. The EU White Paper “European transport policy for 2010: Time to decide” clearly states that the development of combined transport should be actively promoted. A principle motivation behind this reasoning is to significantly break between economic and transport growth, without restricting mobility, by making more efficient use of means of transport.

In June 2002 the European Union Transport Ministers discussed in Gijón the possibility of an action plan on the key issues for developing the political priority given to Short Sea Shipping. In the following, the Commission released a Communication in which one key strategy for promotion of Short Sea Shipping are the Short Sea Promotion Centres. Presently 21 SPC are installed and horizontally co-ordinated by the European Short sea Network (ESN). In this respect the short sea mode clearly is a step further in terms of international organisation and co-operation of short sea promotion in Europe. It is therefore a logical step to take the SPC network as a starting point for extension of promotion of intermodality by means of integrating or co-operating on the promotion of intermodal transport options using rail and inland waterway transport.

Although, a main objective of EU transport policy is still on sustainable mobility and disconnecting the transport sector from negative side effects, the focus as stated in the White Paper review “Keep Europe moving” is now including efficiency criteria, for which promotion measures and programmes are identified as a suitable measure to further develop the European transport system. In particular promotion measures and programmes are suggested for:

- ▶ Rail freight policy
- ▶ Short Sea Shipping, especially in connection with hinterland links
- ▶ Setting up a transport logistics action plan
- ▶ Supporting profession and training of transport actors

PROMIT is a Co-ordination Action for intermodal freight transport aiming to a faster improvement and implementation of intermodal transport technologies and procedures and to help promoting intermodal transport and mode shift by creating awareness on innovations, best practices and intermodal transport opportunities for potential users.

Within WP 6 PROMIT addresses intermodal promotion in order to provide a better awareness on new and innovative intermodal approaches, concepts and products. The promotion strategy aims to develop a promotion concept that brings to the attention of the different users of intermodal transport the most promising innovative concepts. Core of PROMIT work package 6 activities is to link innovations in intermodal transport with efficient promotion measures. Deliverable D 6.1 “Promotion strategy plan” must be seen in the context of developing a promotion concept by providing an analysis and roadmap. In D 6.2 “Promotion matrix” the aim will be the setting up of a promotion matrix coming out of the results from D6.1. Furthermore the results from this report D6.1 shall give an overview about possible demonstrators for enhanced promotion which can be implemented in WP7.

1.2 Approach

The aim of PROMIT promotion is to support intermodal transport by providing a better awareness on new and innovative intermodal approaches, concepts and products. The promotion strategy plan is especially directed to the content of PROMIT cluster activities, such as the cluster workshops, the cluster inventory and material collection, the conferences and work package activities.

In the following 5 clusters PROMIT is collecting information:

1. Organisation and business models
2. Intermodal Infrastructure
3. ICT
4. Operations and Services
5. Security, Safety, Legislation, Policy

In order to derive relevant information collections the clusters carried out by means of:

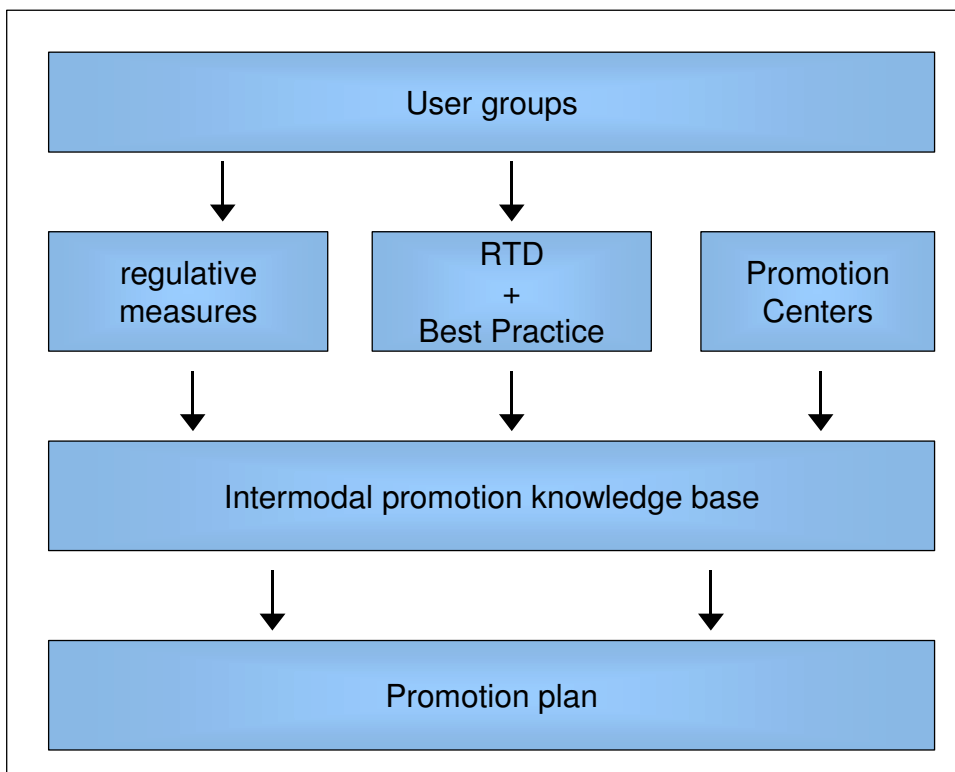
- ▶ Cluster Workshops (WGs), two major workshops have been held in the first PROMIT year. The 1st Workshop took place in Basel on 13-14 November 2006 concerning “Intermodal Door-to-Door Services”, a combination of cluster 1 “Organisation and business models”, cluster 2 “Intermodal infrastructure and equipment” and cluster 4 “Intermodal operations and services”. The 2nd Workshop was held in Thessaloniki on 8-9th February 2007 which addressed the topic: “Technologies to Enhance Intermodal Transport Chains”. This workshop was a joint event of the clusters 3 “Intermodal ICT” and 5 “Security, Safety, Legislations, Policy”.

- ▶ Dedicated material collections carried out by the PROMIT cluster working groups to screen various sources of information to extract relevant information. Information is extracted by means of publications, interviews, websites, personal contacts, outputs of other EU funded projects.

The approach of this report is to work out a promotion strategy plan along the following steps:

- ▶ Identification of major problems and barriers in intermodal transport
- ▶ Identification of different user requirements on intermodal promotion
- ▶ Identification and description of major promotion measures as provided by regulations
- ▶ Identification and description of major promotion entities and the existing promotion infrastructure
- ▶ Development of an approach to include Best Practice cases on intermodal innovations into the analysis
- ▶ Development of a road map for promotion strategy for intermodal transport

The approach to be followed in this report is shown in the figure below.



Starting from the different user groups and their specific needs a survey on existing regulative measures promoting intermodal transport is made showing the links to the different user groups. Innovations from best practice collections, workshops and conferences are taken into account providing indicators on awareness measures for intermodal solutions. In addition the activities of intermodal promotion centres is surveyed to elaborate the degree of promotion coverage.

Together, the regulative measures, best practices and innovations as well as promotion centre activities will form the intermodal innovation knowledge base being the foundation to set up the promotion plan. The knowledge base will be completed with Best practice cases on innovations in intermodal transport over the project life time to set up the PROMIT promotion matrix.

1.3 Definitions

Intermodal promotion is regarded as the deliberate attempt to enhance the perception of intermodal transport on public as well as on industry side.

Directed to a selected target audiences, promotion is the directed support of the intermodal transport sector (infrastructure, handling, equipment, operations) as well as the management of product or branch related communications towards the audience and the general public. A promotion plan is a planned program aimed at obtaining favourable market conditions for this transport mode and activities - or for the transport segment itself, to enhance its reputation and relationships with stakeholders. Promotion in this sense is considered as:

- ▶ Measures that support a certain strategy and political aim on intermodal transport
- ▶ Measures on the regulative side as well as on the demand/users side to stimulate the take up of this transport mode
- ▶ Measures that support the set up of promotion infrastructure and drivers for intermodal promotion

The approach of intermodal promotion is to consider measures directed to the cost side as well as on the reputation of intermodal transport, and mainly be taken over by promotion entities. While the cost side is mainly addressed by legal regulations, measures to improve the reputation of intermodal transport are to reach a wider audience by means of different media being of interest to the public. The releases are often customized to match the media vehicle that they are being sent to.

Promotion campaigns as taken over by promotion entities aim to increase public awareness including:

- ▶ Contests

- ▶ Exhibitions
- ▶ Event sponsorship
- ▶ Arrange a speech or talk
- ▶ Make an analysis or prediction
- ▶ Conduct a poll or survey
- ▶ Issue a report
- ▶ Take a stand on a controversial subject
- ▶ Arrange for a testimonial
- ▶ Announce an appointment
- ▶ Celebrate an anniversary
- ▶ Invent an award
- ▶ Stage a debate
- ▶ Organize a tour of your business or projects
- ▶ New technologies such as weblogs, web cameras, web affiliates, and convergence (phone-camera posting of pictures and videos to websites)

2 Intermodal promotion requirements

Various innovative prototypes on vessel and transshipment technology have been developed, analysed and clustered, however there is a disbalance between the number of matured innovations in intermodal transport and their degree of market implementation.

The innovation process is characterised that an innovation is leading to enhanced productivity or service level, in order to realise these potentials there will be an investment leading to a growth process. In the intermodal market however, this process seems to be disrupted at the point where investment should take place. A reason for this disruption might be seen in uncertainties investor have into intermodal solutions due to specific problems and barriers still characterising this market.

2.1 Problems and barriers in intermodal transport

PROMIT collected most obvious problems and barriers existing in the intermodal market. The following list provide an overview of the several field that create problems in setting up intermodal services

Harmonisation problems in train, vessel, truck operations	<ul style="list-style-type: none"> ▶ Train license are provided only per country or track ▶ Drivers license are issued per track and type of locomotive ▶ Incompatible load units ▶ Short Sea Shipping Regulation (EC) (when passing international waters) ▶ Official vessel navigation record (Germany) ▶ Different master's license <ul style="list-style-type: none"> ○ Inland Waterways ○ Coastal Trade ○ Deep Sea ▶ Dangerous cargo regulations are set national
Train and vessel notification	<ul style="list-style-type: none"> ▶ Lack of border crossing tracking and tracing
Large number of actors	<ul style="list-style-type: none"> ▶ Widespread responsibilities ▶ Additional handling effort ▶ Higher need on information/coordination ▶ Enhanced need for transport monitoring ▶ Complex accounting rules ▶ Problems in damage recording (liability)
Transport infrastructure	<ul style="list-style-type: none"> ▶ Incompatible rail systems (track, signalling, electrification) ▶ Bottlenecks in terminals ▶ Lack of interoperable terminals ▶ Funding of terminals
Safety issues	<ul style="list-style-type: none"> ▶ Different technical safety regulations on national level ▶ Different inspection rules in rail
Lack on intermodal education and training	<ul style="list-style-type: none"> ▶ Intermodal transport solutions ▶ Dangerous Goods

- ▶ Cargo handling
- ▶ Law

These barriers lead on the one side to extra costs in setting up intermodal approaches, on the other side these barriers are also used to abandon intermodal solutions in favour of a pure road solution from the beginning. Providing fiscal support improving the cost side of intermodal solutions is an approach that stimulates the take up of intermodal logistics solutions. In addition, providing suitable information on technologies and procedures improving the efficiency of intermodal solutions will promote the take up of intermodal approaches.

2.2 Intermodal users and user requirements

Before starting with analysing the different promotion measures the different users and user requirements are further divided. In addition, a survey on activities of promotion entities is made in order to assess the possibilities how far user requirements can be addressed.

2.2.1 User requirements on transport processes

Intermodal users and user requirements have been already surveyed in different studies, like IQ, LOGIQ or SPIN. In the following chapter a brief overview of the different users in intermodal transport is given – keeping the structure of the SPIN project:

Shipper/consignee:

The shipper is owner of the goods and initiates the movement of freight to a nominated consignee. According to its level of outsourcing of logistic operations, the transport chain starts in the place where the goods are available to be carried on a loading unit, and ends in the place where it reaches the consignee.

Forwarders and Logistics Service Providers (LSP):

Forwarders or LSP are the actors asked by the customer (mainly shipper/consignee) to deliver a certain quantity of freight from point to point. Forwarders or LSP are possibly asked to respect (and possibly asking) quality requirements. The forwarding services are also carried out by large road transport companies (occasionally using intermodal transport) and by intermodal door-to-door companies. Forwarders usually don't own directly means of transport used in all-road and intermodal transport, but they often own intermodal loading units. Logistic

service providers own logistic assets and storage facilities and, in some cases, agree with the forwarders the transport activity.

Road hauliers:

The road haulier is the actor which carries out the transport activity along the chain, either the main haulage (all-road transport) or the pre/post haulage legs in intermodal transport. In this case, road hauliers are small and play a largely marginal role in the transport chain.

Intermodal operators (door-to-door service):

Intermodal operators are often called "MTO" (multimodal transport operators), they carry out the function to consolidate intermodal loading units from various customers in a single transportation by the intermodal mean of transport. MTOs purchase the traction from the railway companies, and the shipping service on barges and ships. The typical difference between this type of actor and intermodal operators managing only the terminal-to-terminal haulage is that even the pre/post road haulages are managed by MTOs and directly offered to the customers (the shippers) on the basis of a door-to-door transport contract.

Railway company:

Following the directive EC Dir.91/440, which stated the separation between traction service and track management among railway holdings, they have to be subdivided into "rail track manager" and "railway undertakers" or "rail traction operators", where the second category performs his work paying a charge to the rail track manager to have access to the railway national network.

Barge operators:

This actor owns barges and manages the haulage of intermodal loading units on inland waterways.

Shipping companies:

The shipping companies are managing the haulage of intermodal loading units on ships, often having specific long-term contracts with forwarders and/or shippers.

Terminal operators:

Transshipment operations and the storage and stevedoring facilities are provided by the terminal operators.

Shipping agents:

Shipping agents are acting as intermediaries between forwarders and shipping companies.

2.2.2 User requirements parameters

Within PROMIT WP 4 a survey on decision criteria for intermodal transport and related performance indicators was carried out. Core of the concept is to divide the intermodal transportation into three levels of abstraction. A distinction was made between shippers' level (Level one), where transportation is considered as a black box operation with certain parameters; logistics service provider level (Level two), where transportation is considered as a chain of black-box activities that are consequently executed; and operators' level (Level three), where providers' operations are considered in detail. The division of transportation into levels allowed to define which performance indicators are of importance at each level. Furthermore, it could be shown that the majority of indicators are common (especially for Levels 1 and 2) and there are common indicators for different operations within Level three.

In more detail the three user levels include the following profile:

- ▶ Level 1: Transportation from source to destination that is regarded as a black box. The shipment is considered as a whole, we may call it the "shipper or customer level". What is important here is the location of the source and destination points, transit time and other shipper-related parameters.
- ▶ Level 2: Transportation from source to destination as a number of activities (per mode). An activity is treated as a black box. The shipment is considered as a number of constituting "black-box" activities; users are located in this level are "forwarders", "logistics service providers" or "4PL level". At this level, emphasis is made on parameters of different transportation activities, such as the road part, train/ship part, etc.
- ▶ Level 3: Transport operations. The shipment is considered at a very detailed level, taking into account all operations it undergo on a way from the source point to the destination, we may call it the level of service provider or operator:
 - ▶ Road operators
 - ▶ Terminal operators
 - ▶ Inland waterway operators
 - ▶ Train operator

Most important performance indicators for the three above discussed levels were developed in WP 4. The PROMIT benchmarking analysis made a separation of the performance indicators into "key" indicators and additional indicators, which usually have a lower priority. The following table summarizes the PROMIT performance indicators per level.

Key Performance Indicators		
Level 1 (shippers)	Level 2 (LSP)	Level 3 (operators)
Price	Price	Price
Lead time (Transit Time)	Lead Time (Execution Time)	Transit Time (Execution Time)
Frequency of service	Frequency of Service	Capacity
Shipment compatibility	Shipment Compatibility	Capacity utilization
Damages	Damages	Reliability
Theft	Theft	Damages
		Theft
		Operation-Specific
Additional indicators		
Flexibility	Flexibility	Schedule Convenience
Information Flow	Information Flow	IT (ICT) Systems
Invoicing Accuracy	Invoicing Accuracy	Energy Consumption
Relationship with shippers	Relationship with Provider	Number of Accidents
Market	Market	Operation-Specific
Energy Consumption	Energy Consumption	Frequency of Service

Among the most important performance indicators, which are present at all three abstraction levels are the following:

- ▶ Cost / price
- ▶ Lead time (execution time)
- ▶ Lead time variability
- ▶ Frequency of service
- ▶ Shipment compatibility
- ▶ Theft and damages.

Summarising the findings from the WP 4 survey on key performance indicators per user group, price and lead time are key for all users of intermodal services. Following the requirements shippers prefer the frequency of services, shipment capabilities and safety issues as additional key factors. For transport operators logistical issues are of key considerations, e.g. the capacity available, the utilisation of capacity or reliability of services and service providers.

2.2.3 User requirements on promotion entities

In the ISIC study three different user groups with demand for intermodal promotion are defined. On the one hand is the demand side including shippers, freight forwarders and LSP, on the other hand exists the supply side concerning transport operators and infrastructure providers, terminal operators and shipping lines. In

addition policy makers and administrations on a European, national and regional level form the third user group. Each of this user groups has some kind of requirements and demands towards an intermodal promotion centre.

For the demand side: Users (shippers, freight forwarders and LSP) the main requirements are:

- ▶ Highlight of intermodal options, by demonstrating alternative intermodal service options presented in the transport market to particular shippers and freight forwarders;
- ▶ Show efficiency improvements, by providing guide to infrastructure investments and promoting suitable technologies.

On the supply side are the operators (Transport operators, terminal operators and infrastructure suppliers) which require the following aspects:

- ▶ Demonstrate demand, by contributing to changes in the offered transport services, by pointing out gaps between demand and supply and by promoting new technological and organisational practices.
- ▶ Contribute to performance benchmarking. The research coming from promotion centres can identify the factors affecting the performance of the transport modes in real and practical terms, e.g. prices, costs, distances, lead times and quality parameters.
- ▶ Support of infrastructure development, by identifying infrastructure bottlenecks and suggest specific improvements that will advance the quality of intermodal services to make intermodal transport more attractive.
- ▶ Advise to the equipment supply industry, by identifying priorities for improving intermodal equipment, leading to targeted use of funding to realise maximum benefit concerning the efficiency of the intermodal transport supplying industries.

The requirements from policy makers and administrations can be summarised as follows:

- ▶ Support environmental goals, by identifying and defining policy changes that are needed to support the modal shift. As the promotion centres are somewhat as an interface between transport operators, shippers, terminals and intermodal transport solutions they dispose of a detailed and relevant overview of the transport situation.
- ▶ Contribution to infrastructure planning on an international level. A network between intermodal development centres enhance a European wide elaboration of the intermodal transportation.
- ▶ Contribute to a better information infrastructure, by announcement of technical innovations in the intermodal transport sector.

- ▶ Provide statistics. One of the impediments to a substantial growth of intermodality is the absence of a satisfactory statistical basis, which represent an important market requirement. An information data base hosted by a network of IDCs can contribute to intermodal transport, e.g. on intermodal quality aspects.
- ▶ Create research synergies. The network between different European promotion centres can consolidate information on specific R&D activities and make the connection to other relevant activities within EU and national programmes.

The findings from the ISIC study can be considered as general framework for promotion entities to consider the transport users needs. Key groups to be addressed by promotion entities are shippers, LSP and transport operators, all with high requirements on price/cost information and lead time of existing services. As information especially on prices is very restricted and part of the market negotiation it will be difficult for promotion entities to address these requirements in an adequate way. Measures as to highlight intermodal alternatives and options as well as to show efficiency improvements, e.g. by means of best practice examples are however, possible approaches for promotion entities to meet shippers requirements.

Overall, it can be concluded that from the providing promotion on intermodal logistic issues such as:

- ▶ Information on intermodal services
- ▶ Information on intermodal best practice
- ▶ Information to improve efficiency of transport chains
- ▶ Bringing stakeholders together

are key activities for intermodal promotion entities to meet key user requirements.

3 Supply and demand of intermodal promotion

Intermodal innovations are a key element of competition in the transport market and between the different transport modes. Competition takes place on the cost side as well as on the service level side. However, as innovations go along with additional investment and start up costs the market exploitation is often linked with risks for the investors. In order to promote the introduction of intermodal innovations measures are provided that reduce the costs of innovative intermodal approaches. A number of different measures exist in the EU member states that will be discussed in more detailed in the following sections.

3.1 Different kind of promotion supply measures

The European Commission and all member states established active policies to promote intermodal transport. The EU White paper “European transport policy for 2010: Time to decide” clearly states that the development of combined transport should be actively promoted. A principle motivation behind this reasoning is to significantly break between economic and transport growth, without restricting mobility, by making more efficient use of means of transport. Although, a main objective is still on sustainable mobility and disconnecting the transport sector from negative side effects, the focus of EU transport policy as stated in the white paper review “Keep Europe moving” is now on considering efficiency criteria. On national level this policy is transformed into different kind of promotion measures that improve the market conditions for intermodal transport modes.

3.2 Promotion measures on national level

PROMIT initiated a collection of national legislations aiming on the promotion of intermodal transport in the EU member states including Switzerland. With the help of the subcontractors of cluster 5 “Security, Safety, legislation and policy” the legal basis in 21 European countries has been surveyed. In the following an overview of common regulative support measures on intermodal transport as provided in the different member states is given.

- 1) Financial incentives
 - a) Supporting the operation of intermodal services by:
 - ▶ Reduction in tax and duties
 - ▶ Direct subsidies or by a grant schemes (e.g. for start up financing)
 - ▶ Increasing the costs for competing transport modes (e.g. road toll)
 - b) Providing efficient infrastructure by
 - ▶ Financial aid on transshipment and network technology
 - ▶ Financial aid for rail infrastructure and maintenance
 - ▶ Financial aid for ports and shipping infrastructure
2. Research and Education
 - a) projects, pilots, feasibility studies

- b) Supporting training on transport professional skills related to intermodal solutions by
 - ▶ Organising workshops and conferences
 - ▶ Setting up training courses at schools and universities on intermodal transports
 - ▶ Establishing networks and focal points for exchange
- 3. Exemptions from regulative schemes in road transport
 - ▶ Exemption from weekend driving restrictions for pre- and end haul
 - ▶ Exemption from maximum weight
- 4. Transport policies and strategies
 - ▶ Tools for promoting modal shift potential
 - ▶ National plans for logistics centres/freight villages
 - ▶ National or regional transport plans
 - ▶ Development scheme for intermodal transport
 - ▶ Intermodal promotion networks

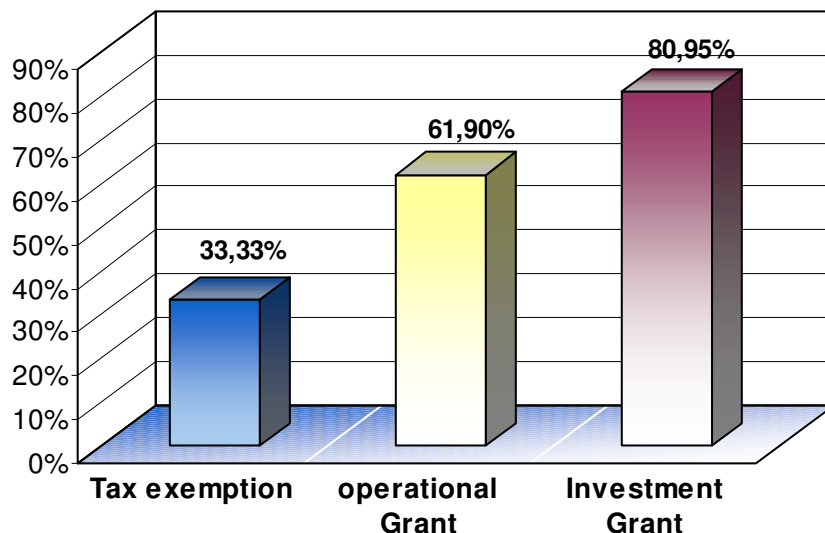
The results of the PROMIT survey has been consolidated by describing the different promotion measures briefly, the transport mode and the user group addressed. A complete overview of this survey is given in Annex I.

Focus of the consolidation has been to come up with a structuring of the different subsidy schemes as provided on national level. A structuring has been made to distinguish between:

- ▶ Tax exemption; a dedicated exemption from the taxation scheme when using intermodal transport
- ▶ Operational grants; a financial grant on an operational unit (e.g. per km or shipment) when using intermodal transport
- ▶ Investment grant; a dedicated grant, e.g. as start up or as extra payment for an investment in intermodal technology or infrastructure.

Following this structuring the figure below shows how the distribution over these measures over all countries takes place:

Consolidated overview of financial support measures in Europe



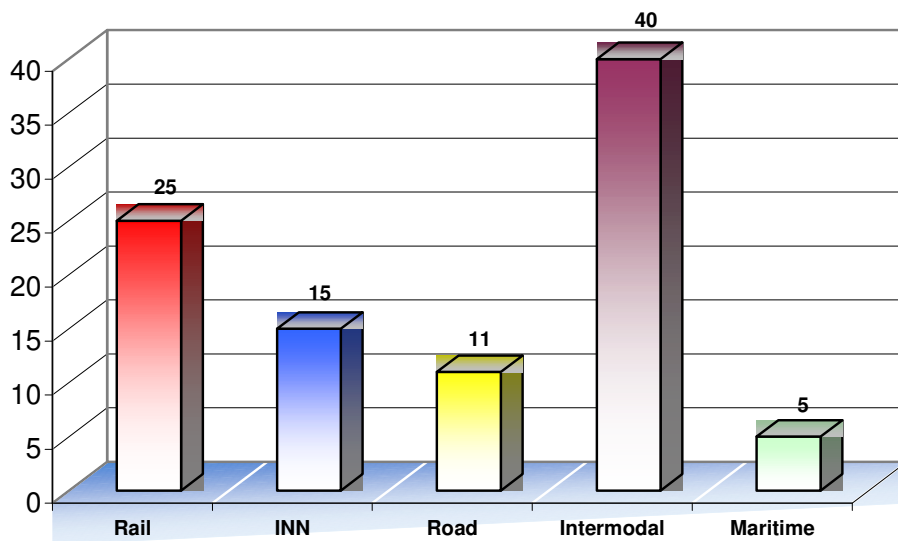
From the countries surveyed 81% provide investment grants towards intermodal transport solutions, 62% provide support for intermodal operations and 33% provide tax exemptions, mainly related to the pre and end haul of intermodal transport chains.

The following figure show the mix of financial measures on an aggregated level per country:

	Tax exemption	operational Grant	Investment Grant
AUT		Yes	Yes
B		Yes	Yes
CH		Yes	Yes
CY			
CZ	Yes	Yes	Yes
D	Yes	Yes	Yes
DK	Yes	Yes	
EST			
FI			Yes
F	Yes	Yes	Yes
GR		Yes	Yes
HU			Yes
I		Yes	Yes
LAT			
LIT			Yes
NL	Yes		Yes
PL	Yes	Yes	Yes

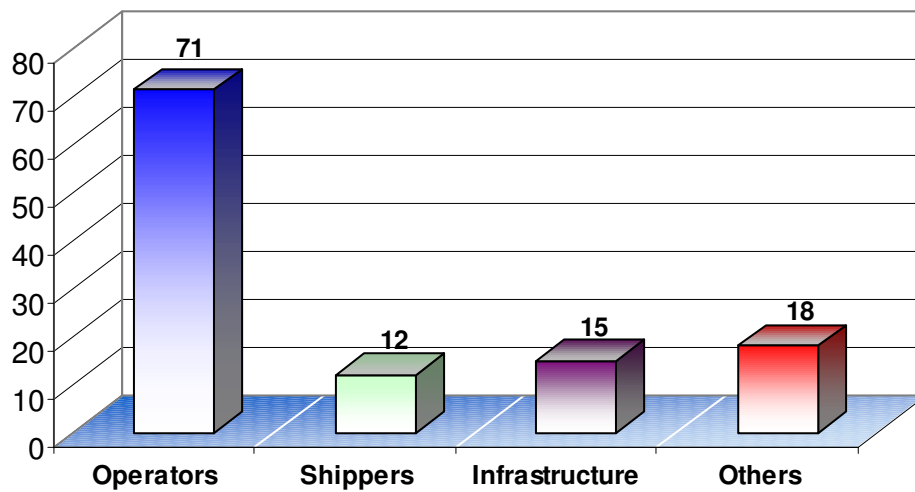
S			Yes
SK	Yes	Yes	Yes
SL		Yes	Yes
UK		Yes	Yes

In a separation to which transport mode the regulations are dedicated it is to state that most of the support actions are related to intermodal approaches. From the measures addressing a single transport mode most approaches are directed to the rail sector, followed by INN and road. Financial support dedicated to the maritime transport sector is provided in 5 cases, only.



Transport modes addressed by intermodal promotion regulations

Looking at the different user groups most of the regulations are dedicated to the transport operators (Intermodal, road, rail, INN etc.)



User groups addressed by intermodal promotion regulations

Partly measures are linked to shippers and infrastructure operators.

Conclusions

- ▶ Most common measures to promote intermodal transport is to provide financial support for investments in intermodal infrastructure. Most European countries are providing this kind of support, however, in different ways and layouts. Examples for such measures are:
 - To improve the access to terminals
 - To provide efficient infrastructure for intermodal transport
 - To compensate extra costs for purchasing intermodal rolling stock and equipment
 - Supporting studies to set up intermodal services
- ▶ A large number of countries also provide aid for the operation of intermodal transport. Examples for the reasoning behind such measures are:
 - to stimulate the set up of new services by providing a compensation on extra costs that occur in the beginning of new services (start up costs)
 - to balance “un paid” external costs of road transport
 - to stimulate a modal shift, especially on the Alpine corridors

3.3 Best Practices on intermodal innovations

The collection of innovations in intermodal transport is part of all PROMIT activities. PROMIT organised 2 larger cluster workshops addressing the topics “intermodal door-to-door transport chains” that was reflected by 3 clusters from different angles (Organisation and business models, intermodal infrastructure and equipment and intermodal services and operations). In addition the cluster working groups collected innovative cases. Overall, in the first year descriptions of 63 innovations could be collected covering the different thematic areas of the clusters. In general a separation of cases that are linked with RTD activities and innovations being part of the operational processes of market services could be recognised. For the 63 PROMIT cases about 35 can be linked to RTD and 28 to industrial initiatives. The PROMIT innovations will be included into the PROMIT knowledge base. All collected cases over the project life time will be integrated into this base.

Summarising the promotion activities it can be stated that for almost all collected cases promotion activities take place. Non of the approaches has been set up without accompanying promotion activities. Most common measures for RTD related activities are:

- ▶ To set up a web page
- ▶ To provide presentations to conferences and workshops
- ▶ To take part on fairs (stand presentation and representation)
- ▶ To provide leaflets and brochures

For some RTD projects videos have been produced. In several countries promotion platforms have been established, e.g. the Flanders Institute for Logistics (**VIL**) in Belgium.

For industry related innovations promotion is part of the existing product promotion on market services. However, often no particular emphasis to the innovative part of the product is made and an advertising based on the innovation does in most cases not take place. Common measures for industry marketing in intermodal transport are:

- ▶ To set up and distribute leaflets to existing and potential customers
- ▶ To give presentations on conferences
- ▶ To take part on dedicated fairs
- ▶ To have a web presentation

Overall, it can be stated that intermodal promotion takes place with “common” measures. Outstanding examples for intermodal promotion can be seen in the activities of companies that have the reputation of being an active promoter of

intermodal transport. Due to their activities these companies have reached a brand status for intermodal transport. Examples for such companies are:

- Rail4chem that reaches the status of being a pioneer in operating private long distance rail services in Europe
- Samskip on providing SSS services using 45' containers
- Stora Enso exploiting the intermodal market with RO-RO services.

3.4 Awareness creating measures

In order to support the take up of intermodal innovations awareness creating measures are of crucial importance. A main conclusion on the level of promotion of intermodal innovations is that there is a need to enhance the awareness on such approaches.

The PROMIT inventory collection provided several examples how such awareness creating approaches could be designed. Examples on platforms providing a detailed overview of prior and ongoing projects in intermodal transport are existing. An example is the Flanders Institute for Logistics (VIL) in Belgium. The VIL aims to be the centre that gathers, builds and spreads logistics knowledge. It innovates and encourages innovation. It pushes the promotion of the Flemish logistics sector and of logistics services in Flanders (www.vil.be).

An active promotion of intermodal transport can take place by combining market knowledge with product development. The case of the AlpFRail project showed an remarkable example how RTD approaches can be implemented by means of moderating this process by a promotion centre. In AlpFRail the LKZ Prien took over the active role promoting the innovations developed in the project towards potential customers. By providing active promotion and implementation support AlpFRail came up with three new products that are presently in implementation (www.alpfrail.com)

The European Intermodal Association (EIA) which is a non profit association open to all transport mode established different promotion measures to promote innovations in intermodal transport:

- ▶ Firstly, the setting up of “intermodal Promotion Centres” was initiated and two promotion entities in Germany and Croatia were established. The IPCs are regional centres of information and intermodal know how to stimulate co-operation between modes and initiate guide actions supporting modal shift
- ▶ Secondly, an intermodal award was introduced in the year 2000 aiming to foster the know how about existing innovations in intermodal transport. A jury

consisting of representatives from the European Commission and Parliament and of various transport associations elect an annual award winner.

- ▶ Thirdly, intermodal master classes are established in co-operation with European university courses addressing innovations and skills to manage intermodal transport solutions. The courses give a better understanding of how the intermodal market functions, technological developments can be employed as well as on the legal and economic aspects of intermodal transport.

Another example how innovations are collected and presented is given from the German "Studiengesellschaft für den Kombinierten Verkehr" (SGKV). The SGKV is a German promotion centre for intermodal transport focussing on the research for intermodal transport. Research results are collected and presented in a concise way and published in an annual report on recent research projects in intermodal transport (www.sgkv.de).

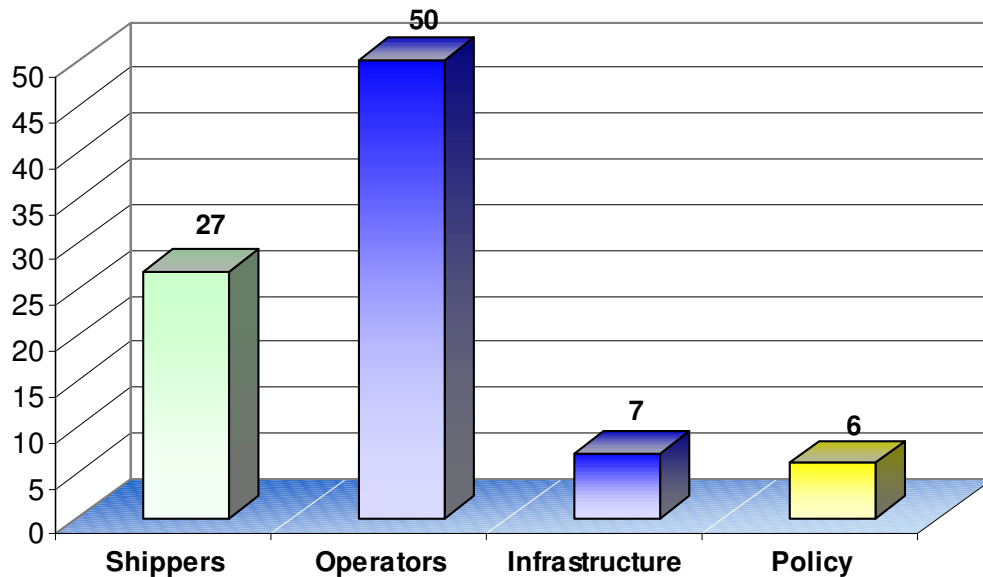
The European research platform CORDIS provides a search engine for research projects. The platform gives useful information on past and ongoing research projects funded by the European Commission. A brief description on the project objectives, details and project partners is offered in order to receive further information.

In conclusion on the level of awareness measures presently provide it can be stated that there are many innovations that are promoted, however, in most cases awareness measures are focussing on (running) RTD project or are part of an overall product promotion. On national and European level there are promotion entities that are capable to provide support measures and to create an enhanced awareness on intermodal promotion. Presently, no common European structuring and presentation of intermodal innovations takes place.

3.5 Intermodal Promotion entities

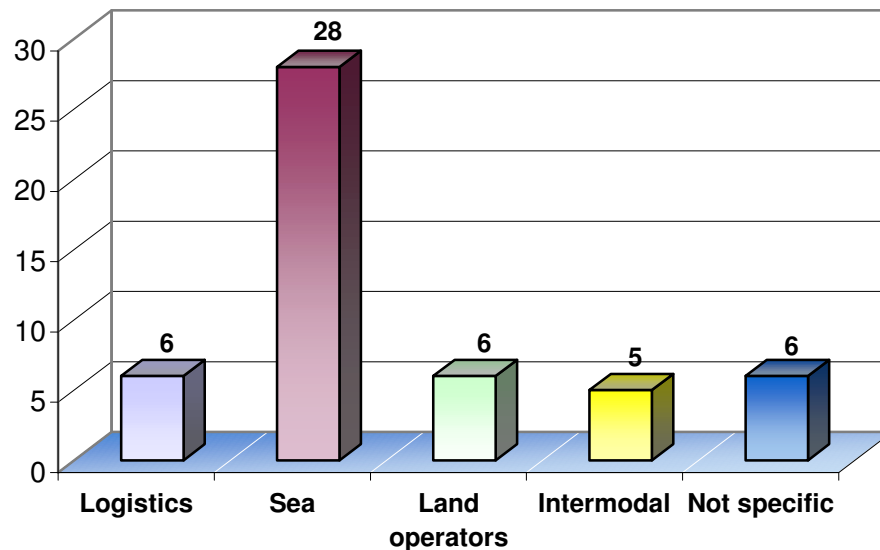
Over Europe several Promotion entities are established. Basis for the survey on intermodal promotion entities is a list of existing promotion entities as identified in the CIPROC project "Study on the feasibility of extending the activities of existing mode-specific promotion centres in Europe to encompass the wider concept of intermodal transport - Co-operative Intermodal Promotion Centres". Overall 94 promotion entities are identified. As most of these promotion centres are considered as interest or power group for a specific intermodal transport mode a follow up survey on the profile of European promotion entities was made. For about 54 promotion entities further information could be gathered and analysed. A complete overview is given in Annex II. The list does only include national entities, so far European entities and not considered. The list on intermodal promotion entities is part of the PROMIT knowledge base and will be further up dated during the course of the project.

Looking at the coverage of user groups, most promotion entities are dedicated to a specific transport mode. In the following figure an overview of the transport sector addressed by the promotion entities is shown:



Target group addressed by promotion entities

The landscape on existing national promotion entities is characterised by a dominance of SPC being the only homogeneous group on intermodal promotion over Europe. In almost all European countries having access to the sea a SPC is established. Due to their orientation on shippers and transport operators most promotion entities are addressing operators and shippers as main target group. However, also for most of those promotion centres which are not a SPC shippers and transport operators are in the promotion focus due to their activities. Only a few promotion entities are addressing infrastructure issues, here mainly terminal and intermodal infrastructure related issues. A few entities address policy related activities, mainly in providing decision support for intermodal transport issues (e.g. terminal planning)



Transport modes addressed by promotion entities

Due to the high number of SPC also sea and maritime related issues are addressed by most promotion entities. Only a few promotion entities address land operation related promotion. In some countries similar promotion centres to SPC are established. Examples are rail related promotion centres in Spain and the Netherlands or promotion centres on inland navigation in Belgium. However, all of these entities are operating isolated and do not reach the network level as the ESN for SPCs.

Both findings on the main user groups and the transport modes addressed, reflects the dominance of Short Sea Promotion centres (SPC) in the European promotion landscape. These centres are considered as a blueprint for intermodal promotion, possibilities to extent their activities are presently under analysis in the frame of the project CIPROC.

3.5.1 Awareness measures for intermodal promotion centres

A survey on applied promotion measures have been carried out by the MTCP study “Fact-finding and pre-feasibility study on extending the current scope of Short Sea Promotion Centres to encompass inland intermodal solutions involving rail and inland waterway transport”. This study summarises the core activities of SPCs and develop scenarios for future (extended) activities.

To increase awareness promotion entities use mainly low cost measures such as:

- ▶ Set up an own web site
- ▶ Printed media such as newsletters

- ▶ Contribution articles to transport media
- ▶ Responses to media queries
- ▶ Dissemination of press releases
- ▶ Direct mail
- ▶ Poster

In most of the cases the SPCs use printed media, direct mails and internet publicity in order to reach their target groups.

Another promotion method is the participating in meetings/conferences/seminars at a national and international level. Meetings and conferences are a very good possibility to show interested groups the use and the benefit of intermodal transport solutions to reach specific people and to contact new members.

As most of the intermodal promotion organisations have some kind of relationships with the government the participation in public hearings and the consultancy to government agencies on upcoming legislation or regulation is seen as a promotion measure.

The CIPROC project is presently to consolidate the results from the MTCP study and to define concrete measures for extended promotion of SPC. For doing that the CIPROC team developed a “visionary” scenario on the core activities of intermodal promotion centres (IPC). Following this approach an IDC should ideally provide the following activities and measures:

- ▶ Information gathering and dissemination.
- ▶ Enhance awareness on intermodal alternatives and benefits for shippers.
- ▶ Collaboration with members.
- ▶ Point out specific bottlenecks and develop approaches and solutions to overcome them.
- ▶ Promote and disseminate information on intermodal transport solutions and best practices.
- ▶ Support and stimulate co-operative models for SME companies in order to generate volumes.

Key element for an intermodal promotion is the combination of different modes on a neutral basis; combining short sea, inland waterway and rail transport with road transport. This role is presently (only partly) carried out by the SPCs and most of the other promotion entities are dedicated to a specific interest or power group.

In CIPROC measures that could increase awareness on intermodal transport to be provided by intermodal promotion centres have been developed. In the following an overview of the suggested measures is given:

1. Creation of familiarity with the word intermodal
 - ▶ general brochure on intermodal transport in national language and English
 - ▶ newsletter, published 4 times a year- advertising campaign in selected trade magazines
 - ▶ an enlarged internet site which can react on topics of the day and that serves as an information portal stressing the advantages of setting-up intermodal chains
 - ▶ information about departures of intermodal services taken from the database
2. Provision of documents for each target group
 - ▶ policy documents tailored to each target group
 - ▶ standard multi media presentation on intermodality
 - ▶ providing lectures, seminars, etc from events on intermodality in order to reach the primary target group
 - ▶ Participating as speaker or participants in exhibitions, conferences or workshops on intermodal transport
 - ▶ use activities of third parties, like European / national / regional associations, operators, ...
 - ▶ Newsletter
 - ▶ Advertising campaign
3. Tailor made communication [Customer Relationship Management]
 - ▶ Database on shippers
 - ▶ Database on liner services for SSS, inland navigation and rail
 - ▶ Direct mailing, i.e. leaflets covering each country
 - ▶ Organising workshops with target groups to analyse problems and bottlenecks that might hamper intermodal transport.
4. Include geographical specifics
 - ▶ Databases also on a country by country basis
 - ▶ Fact sheets on individual countries regarding intermodality
 - ▶ Use existing and ongoing research results, e.g. geography of cargo flows
5. Interaction and communication with stakeholders
 - ▶ distribute targeted documents to stakeholders

- ▶ informal gatherings for (commercial) staff of agents/operators on the activities of the bureau, doing market developments, etc.
- ▶ brokers' function, i.e. passing on shippers' questions to the relevant operators

In addition an IDC can carry out lobbying and research activities

3.5.2 Conclusion on promotion entities

The European landscape of intermodal promotion entities is heterogeneous. A common promotion on European level takes place only by the SPCs. Due to this but also in addition to other promotion entities, e.g. on sea ports the maritime field is well covered. This is not given for the other transport sectors here only partly promotion on national or even regional level takes place. Looking at the services profile of the different SPCs also a wide range of promotion can be recognised. This reaches from intensive support for shippers and transport operators to develop modal shift concepts up to the general provision of information on short sea shipping. The MTCP study and CIPROC provide a clear path to extent promotion activities. Common standards of promotion activities should be encouraged and developed by the promotion entities. A common model for intermodal transport promotion is so far missing.

Transport mode related promotion takes place mostly by interest or power groups following the political aim to improve the market position of a particular mode within the entire transport chain. The CIPROC team sees in the “neutrality” of intermodal promotion entities a crucial prerequisite. Intermodal promotion entities can play crucial role acting as catalyst for the set up of intermodal solutions.

Furthermore the dimension and the benefit of teaching activities in courses and master classes should not be underestimated. Intermodal activities can be promoted more easily if a basic understanding for transport modes and alternative intermodal transport solutions already exists.

SPCs are capable to increase awareness on innovations. Presently, awareness measures are limited to low cost approaches (web site, participating in workshops, newsletters etc.). Active awareness creating measures are due to budget restrictions mostly to realise for SPCs. This is also true for the collection and identification of Best Practice. Initiatives to provide supporting activities to support SPCs are therefore needed.

3.6 PROMIT knowledge base

The analysis on the existing promotion landscape in Europe provided the following main conclusions:

- ▶ The existing regulative schemes addressing intermodal transport have been surveyed by the cluster members. It became obvious that although the measures are different in each country, more or less all EU member states provide support for intermodal transport solutions. Most of the measures offered are related to support integrated transport approaches. In the case a single intermodal transport mode is supported most of the support receives rail, followed by inland navigation. Road transport mode related measures are mostly dedicated to pre and end haul operations. Here, measures to exempt vehicles from specific taxes or driving bans are mostly applied.
- ▶ The scope of promoting intermodal transport chains by regulative measures is also very different in the EU member states. In most cases these measures are provided to support specific infrastructure for intermodal transport or to compensate extra handling and operation cost for setting up intermodal transport chains. Some countries (i.a. Italy) provide financial support in order to compensate not paid external costs. As intermodal transport chains are often international while support measures are provided on a national or regional level promotion entities should provide active support in acquiring financial aid in the different countries.
- ▶ As most member states are providing support for land based transport operations and infrastructure the support for sea related operation is low, however, its degree in stimulating promotion is high. The number of SPCs is growing and it is to expect that also the level of services and activities will be extended. SPCs might have the potential to mature to full intermodal promotion centres covering all modes from a neutral perspective.

Based on the analysis in chapter 2 and 3 a structuring on the PROMIT knowledge base can be made.

- ▶ Regulative promotion measures have been surveyed and structured in terms of describing the measures provided, to which user group and transport mode under which conditions. For setting up the knowledge base especially, the issues of linking the promotion measures provided to the transport mode and user group addressed are of crucial importance.
- ▶ Best practice cases will be collected by the PROMIT partners over the entire project life time. Presently, it can be assessed that the awareness on intermodal innovations is on a low level and mainly directed to a (RTD) project or to a company product promotion. However, the take up by promotion entities can be further enhanced. Best practices will be structured by the user groups addressed to enhance their take up.

- ▶ Promotion entities have been identified and their main activities and services analysed. Presently, promotion measures take place mainly on low cost basis. Furthermore, a homogeneous European promotion landscape is not existing. In order to link promotion centre activities to innovations and support actions into the knowledge base the existing and possible awareness measures on promotion entities as well as the target group addressed will be included.

The PROMIT knowledge base will be a matrix bringing together all information on best practices, regulation measures, awareness measures and promotion entities as collected by the PROMIT clusters. The knowledge base will be further developed over the project life time in order to up date the information included. D 6.2 “Promotion matrix” will set up a first version integrating full content of the knowledge base.

4 Promotion strategy plan

The promotion strategy plan is a road map for promotion actions making use of the PROMIT knowledge base. The PROMIT knowledge base provides an overview of existing regulative promotion measures, best practice solution on intermodal transport and on existing promotion entities in Europe. The knowledge base will be set up based on the information collected by the PROMIT network and up dated continuously. Aim is to set up a PROMIT promotion matrix for a comprehensive promotion of intermodal transport.

Awareness on intermodal innovations is still low and taken over by a limited number of specific promotion entities (SPC, EIA, SGKV). PROMIT aims to increase awareness by making use of existing promotion activities and infrastructure. For improving awareness and enhancing intermodal promotion the following key strategies are recommended:

1. Enhance public communication

- ▶ An intermodal promotion strategy has to be closely linked to an overall intermodal transport strategy defining clear targets for this transport sector. Presently, no comprehensive strategy on intermodal transport is given. PROMIT is collecting strategic approaches on intermodal transport from different sources and will set up a vision on intermodal transport. Targeted promotion measures should be derived from such a strategy.
- ▶ Integrated forms of communication should be established in order to increase the awareness and reputation of intermodal promotion. A mix of information, actions, emotions, identification and confrontation measures should be developed by promotion entities. In order to achieve maximum success these measures must be shaped to the overall targets of the intermodal transport strategy.

- ▶ PROMIT recommends to establish a European intermodal promotion society. The survey on intermodal promotion entities showed that there are different entities that are promoting intermodal transport from different angles, however, there is no common “voice” representing intermodal promotion.

2. Promotion of a common regulatory framework

- ▶ The promotion of intermodal transport needs a mix of different measures to enhance the development of a sustainable transport system in Europe. The examples of Switzerland, Germany or Austria are well balanced approaches. On the one side measures that are supporting the operation of intermodal services and the set up of intermodal infrastructure are provided on the other side there are measures increasing the costs of road transport operations (LSVA, MAUT). The set up of a common European approach for a regulatory framework should be promoted.
- ▶ A harmonisation of regulatory measures in intermodal transport should be further enhanced, e.g. by means of guidelines and international exchange of information on the impact of promotion measures.

3. Expansion of promotion entities and content

- ▶ The vision is to have an ubiquitous promotion network providing intermodal promotion in all regions of the EU.
- ▶ A network of European and pan European promotion initiatives should be established. The exchange of information and know how should be stimulated. PROMIT will survey possibilities for potential co-operation partners.
- ▶ Promotion entities should co-operate with each other. Common services of promotion entities on intermodal door-to-door solutions should be established. Such services should have the capability to provide all relevant information from the region of origin up to the final destination to related intermodal solutions.

4. Evaluation of promotion measures

- ▶ Various programmes promoting sustainable transport solutions exist on national as well as on European level. So far an ex post evaluation and dissemination of the results takes place only in the minority of the cases. An active promotion of these cases should be established by means of information exchange
- ▶ Feedback in terms of efficiency of the measures should be considered by national administrations. There should be an active learning process established among the national promotion activities

The development of concrete measures on such recommended promotion will be designed and demonstrated in WP 7. Examples suggested for further considerations are:

- ▶ Demonstrated extended promotion activities of SPCs. Such measures could be developed in co-operation with the CIPROC project
- ▶ Evaluation of promotion programmes and developing guidelines for (successful) applications. Main problems of public funding scheme is that proposals are often not well drafted and for a consortium it is somehow difficult to fulfil all requirements. An approach for a PROMIT promotion might be to contact such failed proposals and to develop approaches for practical help for future applications.
- ▶ On national level promotion can take place by raising awareness for particular programmes, e.g. the programmes on CO₂ reduction as established in the Netherlands (Transport Efficient Economy Programme). The promotion approach could make an overview of these programmes per country, their requirements, and the main results. In addition we might transfer ideas and knowledge from PROMIT on promotion to the organisations behind these programmes, for example by organising a session especially for these organisations in which they can share their ideas and we ours in order that we can all learn from each other.
- ▶ Set up of information platform raising awareness and providing common services of intermodal promotion entities. Ideas are to develop audiovisual tools to promote intermodal transport. Interactive visualisation of intermodal transport approaches could be part of this. E.g. PROMIT cluster approaches could be produced as “light” versions for download on the internet. The benefit of this approach is the easy reuse of this information for different kind of purposes. Overall, the exchange of information and the co-operation among promotion entities should be improved. This can be achieved by a common information platform.

5 Annex I

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- -ional costs	Grant invest- -ment cost	
Austria	ERP Funds "Combined Transport"	Intermodal Technology (Container, Swap bodies, special vehicles), innovative technologies (ICT), feasibility studies, intermodal training	01 Jan 2003 - 31 Dec 2008	Intermodal	Transport operators terminals, technology providers, ports	Technology up to 30% of investment costs, feasibility studies up to 50% of costs, maximum 800.000 Euro per project			X	
	Rail sidings	Removing disbalance between intermodal transport and road transport in terms of external costs. Aiming to stimulate private investment in intermodal transport	current	Rail	Shipper	up to 40% of the capital expenditure, in some regions up to 50% for projects between 14.500 and 10.000.000€			X	
	Pilot to develop intermodal transportation and support appropriated projects on the river Danube	Installation of regular container services on the river Danube; promotion of feasibility studies for innovative regular services on the river Danube	01 Jan 2001 - 31 Dec 2005	Inland navigation	Transport operators	Grant per shipment from 12€ to 27€ / depending on the size of the container		X		
	i2 - innovative inland navigation	The development of the applications for the Danube-River-Information-System	current	Inland navigation on the river Danube	Transport operators	N/A			X	
	Contract on common services of the ÖBB in the field of combined transport - unaccompanied transport	Financial support for unaccompanied intermodal transport on Austrian rail network	2004 - 2005	Rail	Transport operators	Container (40") 34 Euro per shipment, swap body up to 36 Euro/s, Trailer: 36 Euro/s		X		
	Contract on common services of the ÖBB in the field of combined transport - ROLA	Financial support for ROLA transport on Austrian rail network	2004 - 2005	Rail	Transport operators	Brenner corridor: up to 86 Euro per shipment; Tauern corridor 75 Euro/s Pyrh corridor: 70 Euro/s; Donau corridor: 65 Euro/s		X		

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Belgium	Construction of loading and unloading facilities along Flemish inland waterways	Financial support for the construction of loading and unloading facilities along Flemish inland waterways, public authority contributes to the costs related to the infrastructure private partner makes all other necessary investments, Promotion of inland-shipping	2004 - 2010	Inland waterways	Transport operators, terminals, ports, technology providers	10 million € per year			X	
	Promote domestic waste transport through inland waterways	Promotion of waste transport by inland waterway vessels, that is the project offsets the additional costs of transporting the domestic waste by inland waterways rather than by road	2004 - 2006	Inland waterways	Waste companies, terminals, transport operators, ports	Total budget: 7.4 million €		X		
	Promote inland waterway transport & stimulate development of inland waterway transport in Walloon Region	Aid for transshipment equipment and fleet of inland waterways. Aid for operators of scheduled services to a Wallonian terminal	2004 - 2007	Inland waterways	Transport operators	21% on equipment and fleet, 12 Euro/TEU		X	X	
	Promote combined transport in Walloon Region	Promotion of inland waterways, the aid is granted for building the infrastructure which is necessary for the transshipment, transshipment facilities and intermodal loading/unloading systems	2004 - 2006	Inland waterways	Transport companies, shippers	30% (max 250.000 Euro) for equipment, 50% on consulting aid			X	
	Lower user charges inland waterways	Promotion of inland waterways to increase the competitiveness	Start 2004	Inland waterways	Waterway authority, transport operators	Reduction of user charges by 90%		X		

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Cyprus	Seminar on "Setting up a Short Sea Shipping Promotion Centre in Cyprus"	Seminar in February 2005 to provide first-hand information on Short Sea Shipping, Promotion centres and their function	17-18/02/05	Short Sea Shipping	Cyprus Port authority, Cyprus chamber of commerce, Cyprus shipping council, porters associations	NA				X
Czech Republic	Intermodal Transport Support within the Operational Program Infrastructure	Promotion of projects developing new infrastructures for intermodal transport and using new technologies, public logistic centres	June 2006	Intermodal	Infrastructure operators, terminals, transport operators	Direct financial support up to 75% of costs from EU funds, 25% from national funds			X	
	Intermodal Transport Support Program, subprogram Public Logistic Centres Development Support	Construction of new public transshipment points, reconstruction of existing public transshipment points and intermodal equipment	June 2006	Intermodal	Infrastructure operators, terminals, shippers	Direct financial support up to 75% of costs from EU funds, 25% from national funds			X	
	Support of Initial Stage of Newly Launched Intermodal Transport Lines	New international lines to/from CZ (excluding North sea ports)	current	Rail	Small or medium sized enterprises	Max. 30% of costs over 3 years		X		
	Act about road tax and its novels	Promotion of tax reduction for pre and end haul of combined transport	current	Road	Transport operators	up to 100% from vehicle tax	X			
	National Board for Logistics Development	Setting up a national logistics centres with intermodal facilities	38961	Intermodal	Researchers and transport operators	NA				X

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operational costs	Grant invest- ment cost	
Denmark	Environmental subsidy for rail freight, paid for each km		2007/2008	Rail	Transport operators	NA		X		
	Support for using Great Belt Bridge		2007/2008	Rail	Transport operators	NA		X		
	Exemption from diesel duties for freight and domestic waterway transport		2007/2008	Water	Transport operators		X			
Estonia	Transport Development Plan 2006-2013	Promotion of an integrated approach for transport networks and enforcement of intermodality	2006 - 2013	Intermodal	Transport operators, infrastructure operator, public	NA				X
	Public Transport Development Program 2006-2010	Promotion of projects which enhance the public transport development such as the infrastructure for good public transport development	2006 - 2010	Intermodal	Transport operators, infrastructure operator, public	NA				X
Finland	R&D Programmes	Promotion of projects which will enhance transport systems in a more efficient way (no special focus on intermodal transportation) in global logistics, intelligent transport, logistics co-operation	2004 - 2007	Intermodal	Operators, end users, developers	Ministry's annual R&D budget is around 4 - 7 million €				X
	Terminal investments	Promotion of terminal investments, that is terminal investments are supported besides the government	NA	Intermodal	Terminal operator, transport operators	Almost the total investment costs of 10,6 Mio Euro are paid by public bodies			X	

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Germany	Tax exemptions for road vehicles in pre- and on-carriage	Use of intermodal transportation solutions in order to receive tax exemptions	current	Road	Transport operators		X			
	Grant scheme for intermodal terminals	Policy to construct facilities for intermodal transportation	current	Intermodal	Terminal operators, transport operators, ports, investors	up to 85% of investment costs			X	
	Investment law for federal rail transport infrastructure	Financial support for the extension of railway networks linking intermodal terminals	current	Rail	Shippers				X	
	Regulation to support extension and reactivation of private railway sidings	Financial support in order to create, extend or reactivate access to railway system from private properties	since 2004	Rail	Infrastructure operator, transport company	up to 50% of the investment costs			X	
	Regulation to support new means of transportation based on rail or water	Policy to set up of new pilot services in national intermodal transport	since 2005	Intermodal	Transport operators	30% of all costs in the pilot phase(max 3 years); 50% to the beginning the rest to the end of the pilot		X	X	
	Municipality traffic financing law	Federal support to improve the access to intermodal terminals	current	Rail	Infrastructure operator	100% of infrastructure costs			X	
	SPC	Centres shall support and promote the short sea shipping transportation	current	Short Sea Shipping	Transport operators, shippers	Annual budget up to 330.000€ (50% by BMVBS, 25% by Federal States, 25% by Members of the Association)		X	X	
	Elbe extension	Dredging the Elbe river to keep the attractiveness of the port of Hamburg	current	Maritime	Federal and local (Hamburg) authorities	total costs			X	

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Germany	Exemption from restriction of road transport on Sundays, holidays and weekends for road vehicles in pre- an on-carriage refers and living animals	Promotion of intermodal transport by exemption from driving ban	current	Road	Transport operators	NA				
	Exemption from maximum weight for road vehicles in pre-and on-carriage	Promotion for the intermodal transport by increasing maximum gross weight of trucks operating on public roads	current	Road	Transport operators	NA				
Greece	New Greek Port Policy	Promotion of Motorways of the Sea Concept Promotion of Short Sea Shipping Upgrade of existing port infrastructure Promotion of intermodal transport	January 2006	Maritime	Transport companies, shippers, Port Authorities	NA				X
	Protocol for the Financing of Seaports in the Territory of the Hellenic Republic	Pre-investment expenditures and port access infrastructure, Protocol signed between the European Investment Bank (EIB) and the Hellenic Republic, Ministry of Mercantile Marine considering the co-financing of an investment programme - Upgrading of the Greek Port System's Organisation	12 July 2005	Maritime	Seaports, Port Authorities	6 Bio Euro; 50% financed by EIB			X	
	Law 3333/2005, Establishment and Operation of freight villages	Creation of a network of freight villages in Greece, these freight villages are a complex of infrastructures and services applying to different transport modes which are established in a location where the use of intermodal transport is possible.	12 April 2005	Intermodal	Transport companies, technology providers, investors	NA		X	X	X
	Short Sea Shipping Promotion Centre	Information and guidance concerning short sea shipping	1998	Short Sea Shipping	Transport companies, shippers	NA				

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Italy	Aid for the setting up of rolling-motorway services	Financial support for the RoLa from terminals located in the Friulia-Venecia Giulia region	current	Rail	Transport operators, intermodal operators	NA		X		
	Aid for the establishment of infrastructure and services in the goods transport sector, for the restructuring of road haulage and the development of combined transport	Improve intermodal infrastructure in the Friulia-Venecia Giulia region	current	Intermodal	Transport companies with a depot in the region	First year: 30% of the real costs 2nd year: 20% of the real costs 3rd year: 10% of the real costs			X	
	State aid N 810/2002 - Incentive Scheme for railway freight transport - Article 38 Law No 166 of 1 August 2002	The initiative aims to balance the unpaid external costs between road and intermodal transport. The use of intermodal transport modes will be encouraged by rail tariff reductions, investment support for rolling stock and start up aid for railway undertakings	current	Rail	Transport companies	50% of the funds to reduce rail operation costs, 25% for investment support; 25% start up aid		X	X	
	State aid N 64/03 - Italy (Trento) - Granting of aid in support of combined transport	Development of intermodal infrastructure in the Trento region	current	Rail	Transport companies, intermodal operators	33€ per one-way rail journey		X		

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Italy	State aid C 52/2002 - Provincial Law No 6/99' Special provisions for the transport sector	Promotion of the investment in intermodal infrastructure by SME in the Trento region	current	Road	SME transport operators	Maximum 30% of the eligible costs for capital goods, software and hardware. Funding for containers and semitrailer equipment designed for combined transport must not exceed 40% of the difference in cost between a combined transport and a corresponding road transport unit. Modernisation costs in respect of railway operations are eligible up to 25%. Maximum 25% of the eligible costs for railway wagons and new or reconditioned rolling stock are available for small and medium enterprises.			X	
Latvia	Operational programme "Infrastructure and Services"	Transport networks, infrastructure, technical assistance for implementation of the ERDF	current	Intermodal	Governmental Institutions, Municipalities, Private Sector Associations	NA				X
Lithuania	Economic Growth Action Programme 2007 - 2013	Amongst other issues: intermodal transport network and modernising the railway and maritime transport infrastructure	2007 - 2013	Intermodal	Infrastructure managers and transport operators	EU support and state budget finance 100 % infrastructure costs.			X	X
	The Long-Term Economic Development Strategy of Lithuania until 2015	Amongst other issues: promotion of multimodal transportation processes, development of the modern transport logistic centres	~ 2015	Intermodal	State Authorities, Regional Administrations, infrastructure managers and transport operators	100 % of infrastructure costs				X

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operational costs	Grant invest- ment cost	
Lithuania	The Long-Term (until 2025) Development Strategy of the Lithuanian Transport System	Development of a new and modern transportation system/infrastructure which will include the intermodal transport sector until 2025	~ 2025	Intermodal	State Authorities, Regional Administrations, infrastructure managers and transport operators	100 % of infrastructure costs			X	X
Netherlands	Replacement and retrofitting diesel engines inland navigation (VERS-regulation)	Promotion of low-emission vessels in INN to reduce Nox. Aid scheme for the replacement of diesel engines	2005 - 2010	Inland waterways	Owners of inland navigation vessels	Budget 2006: 2 million €, total budget ~20 million EUR			X	
	CO ₂ -reduction programme freight transport	Promotion of modal shift to decrease the CO ₂ emissions. Scheme to encourage companies to initiate knowledge, investment and pilot projects to reduce CO ₂ emissions (min 75t/a)	2002 - current	Intermodal	Transport operators, shippers	Budget 2005-2006: 3 million EUR			X	
	Environmental Investments Allowance (MIA) & Energy Investments Allowance (EIA)	Tax exemptions for companies which use environmental friendly transportation systems (intermodal solutions)	2002 - current	Inland waterways	Owners of inland navigation vessels	EIA: 44% of investment costs against taxable profit (total 108 million EUR/a) MIA: 40% of annual investment costs are deducted from fiscal profit (total 123 million EUR/a)	X			
	Energy saving in freight transport	Pilots with individual companies and branches (environmental friendly use of intermodal transportation promoted by SenterNovem)	1998 - 2003	Intermodal	Transport companies	NA			X	X
	Subsidy Public Inland terminal (SOIT) & Subsidy Private Inland Waterway Connection (SBV)	Regulations to make the inland waterway navigation more attractive. Support for intermodal loading and unloading facilities along inland waterways	2000 - 2003	Inland waterways	Transport operators, ports	NA			X	

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Netherlands	Distrivaart	Stimulation of modal shift on short distances to increase the use of intermodal transportation solutions.	2002 - current	Inland waterways	Transport operators, shippers, public	NA			X	X
	Transaction Modal-Shift (TMS)	Program to test a tool for scanning modal shift potential with hundreds of individual companies, the aim was the decreased use of road transport	1996 - 2005	Intermodal	All	11 Mio Euro in total				X
Poland	Act on the local taxes and charges of 12th January 1991	Tax exemptions for road carriers operating intermodal transport solutions	current	Road	Transport operators	Refund sum depends on the number of rides with or without load: - From 100 and more rides: 100% of the annual tax - From 70 to 99 rides: 75% of the annual tax - From 50 to 69 rides: 50% of the annual tax - From 20 to 49 rides: 25% of the annual tax	X			
	Regulation on the conditions of access and operation on railway infrastructure of 30th may 2006	Reduced rail infrastructure charges to promote new rail services	current	Rail	Infrastructure operators	NA		X		
	Regulation on the procedure, way and conditions of financing of railway investments in intermodal transport Sep 2006	Public financial support for terminals and logistic centres; operation period must be more than 5 years	current	Rail	Polish companies operating intermodal services	NA			X	
	Road transport Act of 6th September 2001	Common definition of intermodal transport in Poland	37140	Intermodal	All	NA				X

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Poland	Railway Transport Act of 28 March 2003	Common rules and regulations concerning the interoperability of the trans European railway network, all legislative issues concerning the intermodal transportation	28 March 2003	Intermodal	Rail/intermodal	National budget, local government units				X
	Regulation on temporary restrictions and traffic bans for some kind of vehicles on roads of 18th August 2003	Exemptions from restrictions and traffic rules for trucks to stimulate combined transport	37851	Road	Transport operators	NA				X
	Sectoral Operational Programme - Transport for years 2005 - 2006 Programme	Financial support for intermodal transport (technical assistance, safer road infrastructure); Construction of logistic centres, construction of container terminals	March 2004	All	Infrastructure operators, investors, transport operators, public	EU support: 23.7 million EUR National, public financial support: 7.9 million EUR			X	
Slovakia	Program to support the development of combined traffic in SR	Financial support for SME in combined transport by providing financial guarantees and direct support for investments in vehicles, terminal constructions and intermodal equipment	1996	Road	Transport operators	Guarantee; 65% of investment, total 100 Mio SK; Direct support Financing 65% of investment costs			X	
	Agreement between SR and ZSR about development support of combined traffic in RoRo systems	Financial support of ZSSK for the operation of combined transport services (RoLA)	2001	Rail	Transport operators	57 Mio SK		X		
	Vehicle Excise Duty Law	Tax refunds for vehicles being used in combined transport	1994	Intermodal	Carriers operating combined transport	Up to 100% from vehicle tax	X			

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Slovakia	Rules regarding an action grant from the state budget for the purchasing of technical equipment for combined transport	Grant for the purchase of large containers, swap bodies, container carriers and handling equipment	2003	Intermodal	Terminal operators, transport operators	30-50% of the purchase costs			X	
	Local tax and waste fees ordinance	Refunding vehicle fees to trucks in combined transport on distances from 50 to 150 km	2004	Road	Transport operators	50% of the vehicle excise fee for promoters of combined transport based on an extension of the transport distance from 50km to 150 km	X			
	Edict no. 491/M-2006 Ministry of Transport, Post and Telecommunications SR	Grants for combined transport	2006	Intermodal	Transport operators	up to 30% of the project costs for companies established in Slovakia			X	
	Law governing the operation of overland communication	Promotion of unlimited weekend operation for trucks in combined transport	1996	Intermodal	Transport operators	NA				
	Act about road transport	Preferring combined transport companies in the distribution of CEMT licences for transport between Slovakia and non EU countries	2000	Intermodal, road	Transport operators	NA				X
	Development concept for the realisation of combined transport up to and including year 2010 - update	Development of intermodal infrastructure, technologies and organisational schemes	2003	Intermodal	Transport operators	Direct financial support, not specified			X	

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operational costs	Grant invest- ment cost	
Slovenia	Railway Transport Act 2003	Financial support for freight railways and combined transport for investment costs, research and transport costs	2003	Intermodal	Transport operators	no funding secured so far		X	X	
	Regulation on transport policy in the Republic of Slovenia	Support for the development of logistics centres. Introducing new technologies, logistics and global supply chains reducing environmental impact	2006	Intermodal	NA	NA			X	
	Decree on partial compensation for the costs of transport services, research and investments in respect of railway undertakings which provide specific transport services in railway transport	Partial compensation of the intermodal costs	2000	Intermodal	NA	NA		X		
	Decree on combined transport	Promotion of intermodal transport through defining the requirements for performers of intermodal transport (distance of arrival and departure for road transport, exceptions of freight vehicles transport, requested documents, weight of vehicles, etc.)	2001	Intermodal	Transport operators	NA				

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Sweden	R&D	VINNOVA – State authority, promote growth throughout Sweden, some intermodal programmes, but more improvement of the logistic situation and structures	2007	Intermodal	NA	Research, all				X
	Sir-C, Swedish Intermodal Transport Research Centre	Swedish network, do research, development and demonstration projects as well as education in the field of intermodal freight transport (comparable with SPCs)	current	Intermodal	Transport operators, researchers, shippers	NA			X	X
Switzerland	Subsidies for private sidings based on a regulation	Promotion of intermodal transport which uses private sidings as the Cargo Domino and ACTS System	since 1986	Rail	Owner of private siding	funding of infrastructure depending on volumes, up to 60% of track costs			X	
	Reimbursement of the Heavy vehicles fee for trucks used in intermodal transport (based on a regulation)	Promotion of intermodal transport by a financial incentive for using intermodal transport	since 2001, revised in 2005	Road	Pre- and endhaulage operator	Reimbursement per load unit, approx 30 Euro per transhipped loading unit, 2003 approx. 10 Mio. CHF per year		X		
	Subsidy for intermodal consignments given to the intermodal operators (for uncovered costs)	Promotion of intermodal transport by a financial incentive for using intermodal transport	since 1999, limited until 2010 (revised in 2005, prolongation under discussion)	Intermodal	Intermodal operators	approx 200 to 300 Mio. CHF per year, 2006 the subsidy was 47.5 Euro per consignment		X		

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
Switzerland	Regulation about promotion of combined transportation and accompanied motor vehicles	Promotion of intermodal rail/road transport. Funding of terminal Infrastructure, railway infrastructure for intermodal transport, railway wagons and further investments (infrastructure, equipment) if they contribute to a modal shift. Subsidies towards selected means of transportation	since 1988	Intermodal	Intermodal operators, terminal operators	Funding depends on the public interest and the degree of cost coverage, up to 80% of investment costs is possible, proof of need and modals shift necessary, 10 to 70 Mio. CHF per year			X	
	Regulation about measuring rail track price-reduction for combined transportation	Promotion of intermodal rail/road transport. Swiss government refunds 0,0015 CHF per gross ton per km plus additional refunds	2001	Rail	Railway companies	0.0015CHF refund per gross ton per kilometer plus additional refunds		X		
	Alp Transit	Promotion of rail and intermodal transport. Integration of rail tracks into european rail corridors for the unaccompanied combined transportation	2014/2015	Rail	Responsibility:Alp Transit Gotthard AG Users: railway companies	Estimated project costs: 20 billion CHF			X	
United Kingdom	Freight Facilities Grant Scheme (FFG)	Financial support to offset the capital costs of providing rail and water freight handling facilities	1975/1976	Rail and water freight	Any company wishing to move freight within GB by rail or water	50% of the total costs			X	
	Track Access Grant (TAG)	Grants to pay the access charge to the rail network encouraging the use of rail for transport operators	1993 - 2007	Rail	Transport operators, terminal operators, shipping line	£1.1 million (2005-06), further total grant £1.2 million		X		
	Company Neutral Revenue Support Scheme (CNRS)	Grant on the fiscal risks of the operation of intermodal services	2004 - 2007	Container rail freight	Freight operating company, terminal operator, customer or shipping line	£21.8 million (2005-06)		X		

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
United Kingdom	Rail Environmental Benefit Procurement Scheme (Reps) - Intermodal	Scheme to facilitate the use of rail and water in UK. Compensation of operational costs. REPS replaces CNRS in 2007	Start April 2007	Container rail freight	Freight operating company, terminal operator, customer or shipping line	£22.6 million (2007-08)		X		
	Waterborne Freight Grant Scheme (WFG)	Scheme to facilitate the usage of waterbourne transport instead of road providing grants to operation costs	Start April 2007	Inland navigation, short sea shipping	Freight operating company, terminal operator, customer or shipping line	£7.0 million (2006-07)		X		
Hungary	Development of the river information service for inland navigation in Hungary (COMPRIS)	Investment supporting in port and technical infrastructure for a safe, environmentally friendly and energy saving transport system on the river Danube.	2002 - 2010	Inland navigation	Transport operators	Total budget 2 Mio Euro,			X	X
	Introductio0n of advanced logistics solutions in inland navigation in Europe	Subsidy scheme for logistics in freight transport favouring a modal shift, a more efficient and environmentally friendly transport	2000 - 2003	Inland Navigation	Transport operators, ports	300.000 Euro				X
	Rail infrastructure investment	Programme to modernise major rail links in Hunary	since 2006	Rail	Infrastructure operator, investor	560 Mio Euro			X	X
	Enhanced co-operation in maritime research and inland navigation on transport between countries of the enlarged EU and neighbor countries	Co-operation between experts increasing the awareness on intermodal transport solutions and to set up new projects	2005 - 2006	Intermodal	Researchers, all	N/A				X

Country	Title	What is promoted?	Duration	Carrier/ transport mode	User Group	Funding scheme	Subsidy type			Project/ Strategy
							tax exemp- -tion	Grant operat- ional costs	Grant invest- ment cost	
France	Axle tax reduction	Vehicles of 12 tones and more, using a rail-road system can benefit from a reduction of the axle tax of 75 %. This support also applies to trucks driving on the Alpine rail highway.	since 1998	Road	Transport operators	N/A	X			
	Operating subsidy (« per grip» and for the starting phase)	Granted to compensate partly the differential of external costs between road and intermodal transport	2002 - 2007	Intermodal	Transport operators	12 Euro per shipment; the RO-RO link Toulon Civitavecchia total subsidy 0,75 Mio Euro/a		X		
	Operating subsidy for the Alps Rail Highway	Subsidy for the rail link France Italy	since 2003	Rail	Transport operators	12 Mio Euro per year		X		
	Investment support for combined transport	Support is provided for studies, investment in intermodal facilities and for the development of the rail highway	since 2002	Rail	Transport operators, terminal operators, ports	between 21 and 1,7 Mio Euro per year			X	
	Aids of the French Environmental Agency (ADEME)	Financial support are provided for feasibility studies on modal shift, for investment costs on rolling stock, pilot demonstration costs and on acrrying out energy surveys.	current	Intermodal	Transport operators	feasibility studies up to 50% for study costs (max 75.000 Euro); Investment costs aree up to 40% funded. Subsidies are related to the ratio of saved CO2 emissions			X	X
	Programme of research, experimentation and innovation in land transport (PREDIT 3)	Financial support is provided mainly by projects on goods transportation and energy and environment issues (greenhouse effects) as well as on safety issues. PREDIT 3 is channeled by three general objectives: · To ensure the sustained mobility of people and goods, · To increase the safety of transportation systems, · To reduce environmental impacts and contribute to the fight against the greenhouse effect.	current	Intermodal	Researchers and transport operators	The entire programme is 300 Mio Euro				X

6 Annex II

Country	Name	Membership	Tasks	Services	Target groups
Netherlands	Govera	Public and private	<ul style="list-style-type: none"> Promoting efficient goods transports for all modalities Accessibility Randstad area Lobbying 	Projects, networks, lobbying	Public and private entities in the Randstad region
	MCA West	Public: 100 %	<ul style="list-style-type: none"> Assisting companies in obtaining co-financing for feasibility studies of project subsidies Bringing together companies and government parties Informing 	Projects. Networks, lobbying	All companies in the region
	MCA Brabant	Public and private	<ul style="list-style-type: none"> Assisting companies in obtaining co-financing for feasibility studies of project subsidies Advising governments on multimodal preconditions and policies Initiating co-operation between intermodal operators Signalling opportunities 	See tasks	All companies in the region
	SPC Holland	Public and private	<ul style="list-style-type: none"> Increase awareness of shortsea with shippers, forwarders and transport companies Provide information on shortsea and hinterland Analyse bottlenecks hindering the development of SSS Information source for private companies and government bodies Initiate and co-ordinate research Support the lobby of the participants for the shortsea sector Co-operation on an European level (in the European Shortsea Network) and with other (Dutch) promotion centres for other modalities like rail and inland shipping 	Permanent services: Website, useful links, web-based tools, download area, news Personal service: Contacts	Shippers, Forwarders, transport operators (Short Sea/Intermodal)
	BVB		<ul style="list-style-type: none"> Promoting the (intermodal) inland shipping product 	Permanent services: Website, useful links, news, download area Personal service: Contacts	All companies (Inland waterways /intermodal)
France	SPC France	Public and private	<ul style="list-style-type: none"> Information Pre-marketing Support to projects / building partnership Workshops / working group developing awareness / advantages, reducing obstacles PR: Internet, press contacts / releases, public presentations European networking 	Databases on existing SSS services, studies etc., Databases on potential trades (flows, players), Networks, Awareness measures	Shippers, forwarders transport operators (Short Sea/Intermodal)

Country	Name	Membership	Tasks	Services	Target groups
Hungary	MLSZKSZ	Public: 1% Private: 99%	<ul style="list-style-type: none"> • Development of intermodality • Participation in the formation of transport policy, • Monitoring of international experience, • Co-operation with similar organizations 	Permanent service: Website, publications, useful links Personal service: Consulting, contacts	Terminal operators, transport operators
Italy	SPC	Private: 100%	<ul style="list-style-type: none"> • Improve image of maritime transport • Provide practical information on the maritime sector • To simplify access to the service of the sea and retrieval of information • To facilitate the passage of cargo traffic flows by combined transport • To improve mobility through the use of SSS on a large scale 	Permanent service: Website, download area, useful links, newsletter, web-based tools Personal service: Consulting, contacts	Shippers, forwarders, transport operators (Short Sea/Intermodal)
	Union-trasporti	Public: 75% Private: 25%	<ul style="list-style-type: none"> • Promotion of a specific transport mode • Promotion of intermodality • Promotion of members interests • To support intermodal transport through the development of studies and research and through the organisation of public events 		Shippers, transport operators, shipping agents, associations/chamber of commerce, public authorities (Intermodal)
	FEDESPI		<ul style="list-style-type: none"> • Promotion of members interests 	Transport, logistics and intermodality assistance is provided by FEDESPI to its members	Forwarder, transport operators
	Asso-logistica		<ul style="list-style-type: none"> • To promote and to protect the effectiveness and the quality of enterprises belonging to the association, as well as the image of the national logistics system in its complex • Lobbying 		Transport operators
	LOGICA		<ul style="list-style-type: none"> • Increasing the knowledge of the main industrial districts and clusters of some italian regions; • Promoting the transfer of know-how between the italian and foreign service Centres for enterprises; • Promoting the matchmaking between the italian and foreign districts/clusters; • Promoting and carrying out internationalisation initiatives between the italian enterprises and those operating in the Mediterranean and Balkan countries. 	Permanent service: Website, useful links Network Training Assistance to enterprises	SME's (no transport companies in particular)
	ITL				

Country	Name	Member-ship	Tasks	Services	Target groups
Portugal	APAT	Private: 100%	<ul style="list-style-type: none"> • Interest group mainly for freight forwarders • Promotion of members interests 		Transport operators, intermodal operators, terminal operators, ports, shipping agents (road, Sea, Rail: Association members)
	SPC		<ul style="list-style-type: none"> • To promote SSS • Studying the impact of road transport on environment • Development of new SSS services • Standardisation of port documents • Development of port terminal dedicated to SSS • Regulate transparency in port finance and state aid • Set a fair competition between service providers in ports • Set a European network of agencies for promotion of SSS 	Permanent service: Website, useful links Personal service: Consulting, contacts	Shippers, Forwarders, transport operators (Short Sea/Intermodal)
	APLOG	Private: 100%	<ul style="list-style-type: none"> • Association for logistics 		
	AGEPOR		<ul style="list-style-type: none"> • Shipping association • Promotion of a specific transport mode (sea) • Promotion of members interests • Increase profitability • Lobbying 		Transport operators (Sea)
	AIM	Public: 5% Private: 95%	<ul style="list-style-type: none"> • Vessel manufacturer • Promotion of a specific transport mode (sea) • Promotion of intermodality • Promotion of members interests • Increase profitability • Lobbying 		Transport operators (Sea)
	ANTRAM		<ul style="list-style-type: none"> • Road transport association • Promotion of a specific transport mode • Promotion of members interests • Increase profitability • Lobbying 		Shippers, transport operators, public authorities (Road)

Country	Name	Member-ship	Tasks	Services	Target groups
Spain	SPC	Public: 19% Private: 81%	<ul style="list-style-type: none"> To organise activities to promote the SSS (e.g. seminars, workshops) To inform, advertise and promote SSS To promote co-operation between the private and the public sector, in order to develop and propose global solutions to improve SSS To do studies and publications To promote private co-operation under the scope of national and European programs 	Permanent service: Website, download area, publications, useful links, newsletter, web-based tools Personal Service: Consulting, R&D	Shippers, forwarders, transport operators (Short Sea/Intermodal)
	CPTMF	Private: 100%	<ul style="list-style-type: none"> Rail promotion centre To promote the use of rail as an efficient and effective mode for freight transport 		Transport operators (rail, but also sea, road intermodal)
	FETEIA	Private: 100%	<ul style="list-style-type: none"> Freight forwarding association 		
	ASTIC	Private: 100%	<ul style="list-style-type: none"> International road transport Promotion of a specific transport mode (combined rail-road transport) Promotion of intermodality Promotion of members interests Lobbying 		Transport operators (combined rail-road transport)
	CETM	Private: 100%	<ul style="list-style-type: none"> Freight transport association Promotion of a specific transport mode (road) Promotion of members interests Lobbying 		Transport operators (road)
	ANAVE	Private: 100%	<ul style="list-style-type: none"> Shipping association Promotion of a specific transport mode (sea) Promotion of members interest Increase profitability Lobby Education, Training, R&D 		Transport operators (sea)

Country	Name	Membership	Tasks	Services	Target groups
Finland	SPC	Public and Private	<ul style="list-style-type: none"> Platform for all actors in transportation field (round table, workshops, comments) Identification of bottlenecks of SSS and their solutions Barometer on Finnish ship owners views R&D-projects in the field of SSS Information dissemination; liner services database ESN co-operation and projects 	Permanent service: Website, publications, web-based tools, newsletter Personal service: Contacts	Shippers, forwarders, transport operators, (Short Sea/Intermodal)
Lithuania	ITTL	Public and Private	<ul style="list-style-type: none"> To support efforts of cities and regions in the development of intermodal transport, as well as in establishing public-private intermodal logistics centre and development of their network in Lithuania To take active part in the promotion of the effective intermodal transport network in the Baltic Sea Region To execute scientific and apply research in the sphere of intermodal transport development To disseminate information on intermodal transport developments and innovations To promote co-operation between intermodal transport hubs and logistic centres both at national and at transnational level 	To organise round table discussions, seminars and conferences on topic development and promotion of intermodality	All companies (Intermodal)
Germany	SPC	Public and Private	<ul style="list-style-type: none"> To promote a stronger use of intra European short sea shipping as well as inland waterways To assist industry, trade and forwarders in their specific requirements, to create intermodal concepts with shippers and logistics providers 	Permanent service: Data information, newsletter, web-based tools, download area Personal service: Consulting, presentation / speeches, contacts	Shippers, forwarders, transport operators, (Short Sea/Intermodal)
	SGKV	Public and Private	<ul style="list-style-type: none"> To inform about intermodal transport developments and innovations To initiate and to take part in research projects concerning intermodal transport To promote intermodal transport 	Permanent service: Website, news, download area, useful links Personal service: Consulting, R&D	Transport operators, Infrastructure (Intermodal)
	LKZ	Public	<ul style="list-style-type: none"> To take part in research projects To implement transport and logistics developments and innovations and create specific solutions for customers 	Permanent service: Website, download area, news Personal service: Consulting, contacts, R&D	Transport operators
	KLOK		<ul style="list-style-type: none"> Initiation and Coordination of projects for improvement of logistic infrastructure (Kornwestheim region) 	Network R&D	All companies (Intermodal)

Country	Name	Member-ship	Tasks	Services	Target groups
Greece	SPC Greece				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Bulgaria	SPC Bulgaria				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Czech Republic	PC Czech Republic				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Slovenia	Slovenia ministry of transport	public			
Belgium	SPC Flanders	Public and Private	<ul style="list-style-type: none"> • To inform the market players about possibilities of SSS as part of an intermodal chain • To locate bottlenecks and to develop solutions to reduce or eliminate them • To enlarge the European dimension of SSS, emphatically networking • To stimulate and co-ordinate concrete initiatives concerning SSS 	Permanent service: Website, useful links, newsletters, publications Personal service: Consulting, Contact	Shippers, forwarders, transport operators (Short Sea/Intermodal)
	Federation of Belgian Freight Forwarders				Transport operators, forwarders

Country	Name	Member-ship	Tasks	Services	Target groups
Belgium	Belgian Shipowners Association				
	Flanders Institute for Logistics	Public and Private	<ul style="list-style-type: none"> • Bringing vision, expertise, knowledge and innovation to the logistics sector through strategic workgroups • Conceptual and technical innovation for logistics • Becoming an institute with a solid international recognition in logistics and supply chain management • Team of researchers and strong partnerships with other knowledge centres • Attracting logistics operations • Promotion of Flanders • Dedicated assistance and guidance in logistics to foreign investors • Integration in the network of Flanders Investment and Trade 	Permanent service: Website, download area, useful links, news Personal service: Consulting, R&D	All companies
	ITB		<ul style="list-style-type: none"> • Promoting the inland waterway and collaborating with the regional instances 	Permanent service: Website, download area R&D	All companies (Inland Waterways)
	PBV		<ul style="list-style-type: none"> • To promote and represent the interests of water-bound traffic of goods and persons in the Flemish region of Belgium • Contributing to the solving of structural bottlenecks in inland navigation • Making markets more transparent, and opening markets to new players • Optimizing efficiency and competitiveness of inland navigation, in comparison with other modes of transport • Optimizing efficiency and competitiveness of inland navigation, in comparison with other modes of transport • Lobbying 	Permanent service: Website, download area, useful links, news, web-based tools Consulting, R&D	All companies in the Flemish region (Inland Waterways)
	OPVN		<ul style="list-style-type: none"> • To promote and represent the interests of water-bound traffic of goods and persons in Wallonie 	Permanent service: Website, useful links	All companies in Wallonie (Inland Waterways)

Country	Name	Member-ship	Tasks	Services	Target groups
United Kingdom	Sea and Water		<ul style="list-style-type: none"> To act as a representative voice of the water freight sector To encourage and promote water freight by raising its profile amongst stakeholders, especially by targeting the users and potential users of freight By communicating with policy makers and others, to help to remove barriers that affect the take up of water as a mode of transport; and to work to encourage a joined-up approach by policymakers to water freight To become increasingly financially sustainable, moving towards financial independence of the Department for Transport 	Permanent service: Website, news, download area Personal service: Contact	Shippers, forwarders, transport operators (Short Sea/Intermodal)
	Associated British Ports				Ports
	British Ports Association	Private	<ul style="list-style-type: none"> Dedicate its resources to representing a wide variety of UK port interests to government in the UK, Europe and internationally; Work towards achieving an equitable and transparent ports industry and creation of a level playing field throughout Europe; Promote the use of ports and shipping as an environmentally sustainable mode of transport; Provide a resource for its members on legislative and policy issues, as well as providing a forum for the exchange of knowledge and development of best practice amongst the membership. 	Permanent service: Website, news, download area	Ports (Sea, SSS)
	Chamber of Shipping				Transport operators (Sea)
	British Waterways				Transport operators (Inland Waterways)
	Freight Transport Association				Transport operators (Road)
	Rail Freight Group				Transport operators (Rail)
Association of Inland Shipping Operators					

Country	Name	Member-ship	Tasks	Services	Target groups
Poland	SPC		<ul style="list-style-type: none"> • Promotion and development of the shortsea shipping • Identification of the shortsea shipping development hindrances • Assisting of the entities dealing with the shortsea shipping • Co-operation with the European Committee and the European Conference of the Transport Ministries in scope of the shortsea shipping 		Shippers, forwarders, transport operators (Short Sea/Intermodal)
Romania	Romanian Intermodal Association				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Ireland	IMDO / SPC Ireland				
	Irish Exporters Association				
	Irish International Freight Forwarding Association				
	National Institute for Transport and Logistics				
	Chartered Institute of Transport and Logistics				
Austria	Via Donau				Transport operators, Infrastructure (Inland Navigation)

Country	Name	Member-ship	Tasks	Services	Target groups
Croatia	SPC Croatia				Shippers, forwarders, transport operators (Short Sea/Intermodal)
	Intermodal Promotion Centre Danube-Adria	Public and Private	<ul style="list-style-type: none"> • Adriatic ports should become "The Adriatic gateway to Europe" • Developing the Adriatic region incl. intermodal infrastructures to become an integral part of the European network • Infrastructure should be developed with terminals for intermodal transport in the Danube-Adriatic region • Bottlenecks should be eliminated, especially related to a harmonisation of transport networks 	Develop projects Organise events Information and business development	Transport operators, intermodal operators (Intermodal)
Turkey	SPC Turkey				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Sweden	SPC Schweden /Sjöfartsforum				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Cyprus	SPC Cyprus				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Denmark	SPC Denmark				Shippers, forwarders, transport operators (Short Sea/Intermodal)
Malta	SPC Malta				Shippers, forwarders, transport operators (Short Sea/Intermodal)