

# REPORT ON THE ESTABLISHMENT OF A MARKET PLAYER WORKING GROUP FOR PILOT ACTION #8

## D.T2.3.4

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Work paper

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### 1) Introduction

The aim of REIF Pilot Action #8 is to use the transport model updated as part of Pilot Action #5 to identify possible freight transport flows that originate or are destined in the catchment area of the freight terminals located in Emilia-Romagna and investigate the aggregation of those shipments into intermodal flows. The final objective is to identify possible new services between the intermodal nodes in the region and those out of it.

The role of the Market Player Working Group in REIF Pilot Action #8 is to provide a better knowledge of the freight transport system, notably the road transport system, and provide a feed-back on the possible aggregations of freight flows identified by the model.

Activities of this Working Group may be summarised in three actions:

- gather information on road freight activities and intermodal interest by road freight actors
- provide feed-back on the possible new rail flows indicated by the model

### 2) Stakeholder description

The stakeholders involved in the Market Player Working Group for Pilot Action #8 were defined during discussion between the Project Partners Fondazione ITL, Regione Emilia-Romagna and the contractors for Pilot Action #8. Discussion were held via video-conference -due to covid-related travel limitations and precautions- on 19 May, 17 June, 22 June, 7 July and 22 July 2020.

The selection of the stakeholders for the Market Player Working group was based on the classification presented in “D.T1.1.5 Baseline study Emilia-Romagna”, drawing from the Key Stakeholders, whose importance and influence are high, and adding operators whose interest is high but are deemed less influential: MTOs, integrators, road hauliers. Their participation is relevant to shed light on third party logistics transport, that provides for most transport on long distances.

		INTEREST	
		Low	High
INFLUENCE	Low	<b>Marginal Stakeholders:</b> <i>Importance = low</i> <b>Customs agencies; chambers of commerce</b>	<b>Operative Stakeholders:</b> <i>Importance = medium/high</i> <b>Trade and Industry associations, MTO, Integrators, handling agents, shippers</b>
	High	<b>Relevant Stakeholders:</b> <i>Importance = medium/high</i> <b>RFI, FER</b>	<b>Key Stakeholders:</b> <i>Importance = high</i> <b>Railway Undertakings, Terminal operators</b> <b>Port Authority</b>

To involve the Key Stakeholders it was then decided to rely upon the structure of E.R.I.C., the Emilia Romagna Intermodal Cluster that groups such stakeholders and convenes with the support of Fondazione ITL.

Other stakeholders such as MTOs, integrators, road hauliers were selected starting from a list of the most important such operators in Italy (sources: CONFETRA and Tuttotrasporti) and from a list of logistics operators in Emilia Romagna (source: ITL, ASIA database). A choice of 50 such operators was then made.

A map representation of the location of E.R.I.C. components is included below to illustrate their geographical coverage.



Stakeholders, their roles and contribution to the pilot activity are listed in the table on the following two pages.



Name	Public/ private	Category (eg.: local/regional /national public administration , railway infrastructure manager, industry, logistics operators, railway undertakings, etc.)	Reason for involving this stakeholder with respect to the pilot action	Expected contribution	Relevance for the pilot action (low/m edium/ high)
CE.P.I.M. Centro Padano Interscambio Merci SpA	Private with stock owners partly public	Freight village	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High
Dinazzano Po SpA	Private with stock owners partly public	Terminal operator and railway undertaking	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High
Interporto Bologna SpA	Private with stock owners partly public	Freight village	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High
Lotras Srl	Private	Intermodal transport operator	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High
Terminali Italia srl	Private with stock owners partly public	Terminal manager	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High
Terminal Piacenza Intermodale Srl	Private	Terminal manager	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High
Terminal Rubiera srl	Private	Terminal manager and short-range road haulier	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High



Name	Public/ private	Category (eg.: local/regional /national public administration , railway infrastructure manager, industry, logistics operators, railway undertakings, etc.)	Reason for involving this stakeholder with respect to the pilot action	Expected contribution	Relevance for the pilot action (low/m edium/ high)
AdSP Port of Ravenna	Public	Port Authority	Plans and develops port activities and infrastructure and can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High
Gruppo Sapir Spa	Private with stock owners partly public	Terminal operator	Can report and discuss on issues and opportunities concerning rail transport and infrastructure	<ul style="list-style-type: none"> <li>• Indication of possible role change in relation to infra upgrades</li> <li>• Discussion of Pilot #8 model results</li> </ul>	High

Stakeholders not belonging to ERIC will be logistics operators, MTOs, road hauliers whose role in the project is as follows

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Logistics operators, MTOs	Private	Logistics operators	Can provide information on the actual organisation of third-party road transport	<ul style="list-style-type: none"> <li>• Indication of network of road services by type of freight</li> <li>• Indication of present usage of intermodal services and reference intermodal station</li> </ul>	High

Road hauliers	Private	Logistics operators	Can provide information on the actual organisation of third-party road transport	<ul style="list-style-type: none"> <li>• Indication of network of road services by type of freight</li> <li>• Indication of present usage of intermodal services and reference intermodal station</li> </ul>	High
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### 3) Establishment of a Market Player Working Group

As noted above the market player working group was established following discussions between the Project Partners ITL, Regione Emilia-Romagna and the contractors for Pilot Action #8.

The Working group is made up of two separate set of stakeholders that will be asked to collaborate to the project in different ways:

- Members of E.R.I.C. will be asked to meet and discuss the proposed flow aggregations from the model and provide feed-back
- Logistic operators will be contacted via email or telephone with a questionnaire to ask for information on their network and on their intermodal action

To illustrate initial results from the establishment of the Market Player Working Group this reports includes:

- A brief indication of how the ERIC members will be asked to work on REIF
- An outline of the questionnaire that stakeholders that are not part of ERIC will be asked to fill-in

#### Indication of how the ERIC members will be asked to work on REIF

This group of stakeholders that are part of ERIC will be involved by asking them to participate in a meeting to be set up in October 2020 following the focus group technique, which fits the purpose of the working group and its size.

The object of the focus group will be the discussion of the possible new rail flows indicated by the model as updated with Pilot Action #5 and of the possible new rail services that would result.

Focus groups will be facilitated by ITL and contractor staff.

Participants will receive base information in advance:

- Topic of the focus group
- Introductory information, to be illustrated in detail with a presentation during the event.

The focus group will be organised as follows:

- Introduction to the topic (5 minutes, facilitator)
- Presentation of introductory information with main points for discussion (20 minutes, facilitator). The introductory information will report on the data obtained by the model as updated with Pilot Action #5
- Discussion, led by facilitator (60 minutes)
- Summary of outcomes (facilitator, 10 minutes' slot at the end of the meeting).

### **Outline of the questionnaire that stakeholders that are not part of ERIC will be asked to fill-in**

The group of stakeholders made up of logistics operators, MTOs, and road hauliers (that do not belong to ERIC) will be approached by email or via telephone to ask them to fill in a short questionnaire and provide, if possible, information on their activity and network.

The call or email will have as a base a questionnaire that will investigate the following points:

- Type of freight transported
- Network of loading/transit points in Emilia-Romagna, catchment areas and their possible specialisation
- Organisation of liner transport among loading points from/to locations out of the Emilia-Romagna and transit times
- Existing use of intermodal transport and reference intermodal station (also out of Emilia-Romagna)

While the information sought with the questionnaires is useful to refine the output of Pilot Action #8, we are aware that those data may be regarded as sensitive and the survey may prove not entirely successful. As a preliminary indication we will try and reach 50 operators.