TOOLBOX ELEMENT: CONSULTING SERVICES FOR CHEMICAL COMPANIES TO IMPROVE MULTIMODAL TRANSPORT

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1. Consulting Process

1.1. Introduction

The consulting process of project partners in cooperation with chemical companies and logistics services providers will be implemented in the pilot projects in WPT2.

Main thematic input into this consulting process constitutes the toolbox which has been developed in WPT1 and reviewed with experience gained in WPT2 with focus on the different elements:

1. IT Visualisation of transport flows and transport planning
2. Planning Guidelines
3. CO2 footprint measurement

All partners should be trained and have sufficient knowledge on the usage of this toolbox.

The main structural framework of the consulting process is fixed by three pilot project meetings (kick-off, mid-term and final), where several companies, LSP and project partners come together to discuss about potential for modal shift, the establishment of new multimodal connections and best-practice solutions. Methodological approach and thematic focus for these meetings have to be developed to take into account the environment of cooperation and competition. Due to possibility of non-disclosure of sensitive transport data to competing companies, these meetings might be more focused on exchange of experience and discussion of best-practice. Furthermore, the initiation of horizontal cooperation – bundling of transport between different companies - is an important objective of these meetings. Logistics Service Providers have to play an important role in this process.

Deeper cooperation and consulting in between these meetings will take place in bilateral cooperation between project partners and single companies. In this framework confidentiality of data can be better ensured.

Project Partners must attract interest of companies to join the pilots, which can only be achieved if they firstly accept thematic competence of the project partners and secondly if they can clearly see benefits for their company in view of improved logistics and cost. Cooperation with supporting structures and logistics experts should be used to attract interest of companies.

1.2. The consultation process

Identification of Target Group:

- Get overview – list of companies from Chamber of Commerce
- Members of Chemical Industry Associations or Chemical Clusters / Networks
- Select relevant companies – with sufficient size and critical mass for multimodal transport

Establish Contact

- Research of contact details via website or from chamber and associations
- Identify relevant contact person – Managing Director (Decision making level) or Supply Chain Manager (Working Level)
- Get support from supporting structure (Chamber, Cluster, Network) for introduction
- Send summary of information about the project and objectives for promotion of multimodal transport
- Follow up with phone calls and personal meetings to get to know each other, possibly with participation from supporting structure to establish trust

Understanding Motivation of Companies

- Speak about current situation of companies, relevance of logistics, problems and strengths
- Discuss about experiences with multimodal transport (good and bad)
- Understand internal organisation of supply chain process, persons involved and their capacities, structures
- Get an idea about the potential for modal shift

Explaining the project offer

- Explain general project activities and objectives
- Explain possible support and added value from project (e.g. tool-box, pilot workshops, etc.)
- Discuss potential interest and contribution from company
- Ensure confidentiality of information

Organising group discussion

- Organisation of three pilot project workshops (kick-off, mid-term, final)
- Invite several companies to present their experiences (good practice) of multimodal transport
- Invite LSP to present their current activities and mid-term strategies for establishment of new multimodal connections
- Initiate debate about relevant transport destinations with high volumes that could be interesting for the modal shift from road to multimodal or bundling of transport – horizontal cooperation
- Present interesting information about relevant framework condition, e.g. regional/ national funding, supporting policies etc.

Establishing Bilateral Cooperation

- Follow up from group discussion to identify relevant road transports which could be shifted to multimodal
- Identify necessary steps, which need to be undertaken for the planning
- Offer support to facilitate the process
- Moderate the process by using the tool-box

Documentation of Results

- Document modal shift, which has been initiated in the course of the pilot
- Check confidentiality – anonymise data
- Describe best-practice solutions – success stories

1.3. Additional Explanations

What is the objective of the consultation process?

The main objective of the pilot project is the identification of modal shift potential in single chemical companies and the facilitating support for the real implementation of this modal shift in the lifetime of the project duration. By this the project goals of shifting 10% of considered transport activities to multimodal mode and reducing the considered CO2 emissions by 5% should be achieved.

How is the moderation consultation process implemented? How are the developed tools used?

For this purpose the project partners will personally meet with representatives from a single company in bilateral discussions to discuss their current status of logistics operations. In this discussion the partners will explain the objectives of the ChemMultimodal project and present the advantages and requirements of multimodal transport in general. The discussion with the company will continue to identify specific transport connections for inflow and outflow, which are currently transported on the road and which have a potential for modal shift. The requirements for these transport are for instance large transport distance, sufficient volumes, transport times, product related requirement such as heating, cleaning etc. The toolbox element Planning Guidelines is used by the partners as checklist to acquire the relevant knowledge in the course of the discussion or beforehand. This checklist is to be used according to the transport specific circumstances and requirements, e.g. routes beyond Central Europe, country specifics, product specifics, etc. The Planning Guidelines are not given as stand-alone product for self-use to the company. The discussion process with the single company, which is coordinated by the project partner is supported by the participation of a senior logistic expert, which has a long-term experience in the chemical industry supply chain management. In many cases the expert is connected to the chemical logistics associations or clusters in the region. His thematic authority and expertise is very important to achieve acceptance for this moderation process and also to better understand the requirements of the company and develop recommendations for the individual case.

After the identification of transport connections, which have a potential for multimodal transport, the project partner will use the IT Tool for visualisation (e.g. intermodal links, railway tools or another suitable regional/ national visualisation tool) to look for existing regular multimodal connections, which are suitable to the requirements of the company. This visualisation tool provides information on the relevant logistic services provider that regularly organises transports from one terminal to another, which are

located close to the source and target destination of the particular transport. The time schedule and duration of transport is included in this tool and gives the company a better understanding if this connection is suitable to their needs. At the end of the discussion with the companies the project partners will recommend to the company to get in contact with the respective logistics service provider in order to obtain a detailed offer for the multimodal transport of its goods. If there are personal contacts to the LSP, the project partners might also facilitate contact between company and LSP.

After this recommendation it is the only responsibility of the company and LSP to negotiate a possible cooperation and terms of contracts. The project partners are not involved in this process. The project partners will keep track on the identified connections and keep in contact with the company to ask if this recommended modal shift has actually taken place. The results of this modal shift e.g. tonnage and distance will be documented. With the help of the toolbox element for the calculation of CO2 emissions, the partners will calculate reduction of greenhouse gas emissions. The toolbox element can be used during discussion with companies to present reducible greenhouse gas emissions in a transparent and neutral manner and by that further facilitating the promotion of multimodal transport.

Who is the target groups and are there any costs related?

The target group of the above describe process are chemical companies. The project partners don't charge any costs to the companies as this forms part of the pilot project and the main role of the project partners is providing information, engaging in discussion, facilitation of cooperation and networking between companies and logistics service provider and being a neutral moderator without any own interest in the matter.

2. Supporting Structures

Several partners have established deeper cooperation with existing networks and structures, which can be used to support the consulting process and the implementation of the pilot projects. There are specialised working committees in the Chemical Associations, chemical clusters or logistic associations or networks, that can help to work together with the companies. The following tables describe these supporting structures. These structures are functional and sustainable after the end of the project to sustain promotion of multimodal transport in one or another way.

2.1. Austria

Name of Supporting Structure:
Kunststoff-Cluster
Responsible Organisation:
Business Upper Austria – OÖ Wirtschaftsagentur GmbH
Members:
Companies and institutes in Austria along the whole value chain of plastics
Cooperation approach
Organizing meetings, workshops, discussion rounds, trainings, etc.
Contact Person
Jürgen Bleicher, juergen.bleicher@biz-up.at

Name of Supporting Structure:
Logistikum Steyr
Responsible Organisation:
RnD department of the University of Applied Sciences Upper Austria in the field of logistics
Members:
Project partners of several projects e.g.: chemical park Linz
Cooperation approach
Cooperation in form of project work in specific topics related to transport, mobility and innovation
Contact Person
Sarah Pfoser, phone: +43 5 0804 33261, sarah.pfoser@fh-steyr.at

Name of Supporting Structure:
FCIO - Fachverband der Chemischen Industrie Österreichs; Austrian Association of Chemical Industry
Responsible Organisation:
Wirtschaftskammer Österreich; Austrian Chamber of Commerce
Members:
Companies and Institutes in Austria along of the Chemical Industry
Cooperation approach
Organizing meetings, workshops, discussion rounds
Contact Person
Sylvia Hofinger, office@fcio.at

2.2. Hungary

Name of Supporting Structure:
Huckepack Development Working Group
Responsible Organisation:
Hungarian Association of Logistic Service Provider Centres
Members:
Logistic Service Provider Centres, LSPs, Rail Cargo
Cooperation approach
WG meets to exchange of information, consult and discuss the improvement possibilities
Contact Person
Ajtony Koppány Bíró, Secretary General, birokoppany@gmail.com

Name of Supporting Structure:
Technical and Transport Department
Responsible Organisation:
Hungarian Association of Logistics, Purchasing and Inventory Management
Members:
Logistician individuals, production companies, service providers

Cooperation approach
Department meeting quarterly, report on the results on the yearly congress of HALPIM
Contact Person
Anita Kőhegyi, Managing Director, anita.kohegyi@logisztika.hu

Name of Supporting Structure:
Logistic Coordination Forum
Responsible Organisation:
Logistic Coordination Forum
Members:
Logistic associations, NGOs, LSP Associations, Transport Associations, Rail Cargos
Cooperation approach
Monthly meetings on the actual and relevant topics, pre-discussion of the governmental proposals, opinions on laws and directions
Contact Person
Actual president of the Forum (changing yearly, rotating the presidents of the member associations), office: logisztika@logisztika.hu

2.3. Poland

Name of Supporting Structure:
Polish Chamber of Chemical Industry - Transport and Distribution Committee
Responsible Organisation:
Polish Chamber of Chemical Industry (PIPC) is an association of chemical industry in Poland representing it's Members in relations with national and European administration and in international organizations.
Members:
Transport and distribution companies
Cooperation approach
Project advice, information on practical aspects of transport, exchange of best practices.
Contact Person
Paweł Zawadzki, Pawel.zawadzki@pipc.org.pl, +48 790 340 010

2.4. Italy

Name of Supporting Structure:
Federchimica – Logistic Committee
Responsible Organisation:
Italian Federation of Chemical Companies
Members:
About 70 logistic Manager from 40 chemical companies
Cooperation approach
cooperation possibilities include: stakeholders' meetings, logistics committee, W.G. on logistic themes. A common meeting between Federchimica and Assologistica (association of logistic companies) could be useful.
Contact Person
Francesca Belinghieri, head of Logistic Department in Federchimica

Name of Supporting Structure:
Consorzio IBIS – Innovative Bio-based and Sustainable products and processes
Responsible Organisation:
Members:
AGRINEWTECH S.r.l., AGROINNOVA-Centro di Competenza per l'Innovazione in Campo Agroalimentare-UNIVERSITA' DI TORINO, BRACCO IMAGING S.p.A., BRUKER ITALIA S.r.l., CAGE CHEMICALS S.r.l., CHEMESSENTIA S.r.l., GARBO S.r.l., ISAGRO S.p.A., MEMC ELECTRONIC MATERIALS S.p.A., MYBATECH S.r.l., NOVAMONT S.p.A., PO.INT.ER. S.r.l., POLITECNICO DI TORINO, PROGE FARM S.r.l., PROVINCIA DI NOVARA, RADICI CHIMICA S.p.A., RESCOM S.r.l., SESTRIERE VERNICI S.r.l., UNIVERSITA' DEL PIEMONTE ORIENTALE
Cooperation approach
IBIS' organization model is very easy and light, with no hard structure and always open to the subjects interested to enter and share the common goals.
Contact Person
Barbara Tosi, general director, direzioneibis@novarasviluppo.it

2.5. Slovakia

Name of Supporting Structure:
Association of chemical and pharmaceutical industry of the Slovak republic
Responsible Organisation:
Association of chemical and pharmaceutical industry of the Slovak republic
Members:
Companies of Association of chemical and pharmaceutical industry of Slovak republic
Cooperation approach
Meetings and communication of logistic experts of ZCHFP SR – working group of logistic
Contact Person
Jaroslav Cermak, Head of working group, ZCHFP SR, tel. +421 31 775 2328, jcermak@duslo.sk Coordinator of international projects ChemLog

Name of Supporting Structure:
Working Committee on Logistics and Dangerous Goods Transport
Responsible Organisation:
Association of logistic and forwarding of Slovakia
Members:
Logistic service providers for chemical industry
Cooperation approach
Personal contacts with managers of transport companies, conferences,
Contact Person
Jaroslav Cermak, Head of working group, ZCHFP SR, tel. +421 31 775 2328, jcermak@duslo.sk Coordinator of international projects ChemLog

2.6. Czech Republic

Name of Supporting Structure:
Committee on Logistics SCHP ČR
Responsible Organisation:
SCHP ČR – member Ústí region, ZCHFP SR – has a separate committee – good cooperation
Members:
Member organizations of SCHP CR (manufacturers, distributors, carriers and operators of combined transport), representatives of the states and the Ústí nad Labem Region
Cooperation approach
the Committee has been operating since 1992. It has been involved in multimodal transport since 2009 in connection with the implementation of ChemLog projects. Experts' confidence is steadily growing. This year, concrete benefits are expected.
Contact Person
Václav Živec, Chairman of the Committee Ladislav Špaček, Secretary of the Committee Jaroslav Čermák, Chairman of the Committee ZCHFP SR Jan Sixta and Ladislav Knespl Ústí region

2.7. Germany

Name of Supporting Structure:
Chemical Association Working Committee on Logistics and Dangerous Goods Transport
Responsible Organisation:
Chemical Association VCI Nordost
Members:
Supply Chain Managers from chemical companies: Dow Olefinverbund, BASF Schwarzheide, Infraleuna, Wacker Nünchritz, Infraleuna, Hoyer, etc.
Cooperation approach
WG facilitates contacts to chemical companies,
Contact Person
Dr. Matthias Hanisch Verband der Chemischen Industrie e.V., Landesverband Nordost Hallerstraße 6, 10587 Berlin Tel.: 030 34381625 Fax: 030 34381928 E-Mail: hanisch@nordostchemie.de www.nordostchemie.de

Name of Supporting Structure:
Cluster Chemistry Plastics Central Germany / Competence Network Chemie+
Responsible Organisation:
Isw Institute for Structural Policy and Economic Promotion
Members:
Cooperation Network of chemical companies, research institutions and politics in the chemical triangle of Central Germany (Saxony-Anhalt, Saxony, Thuringia, Brandenburg)
Cooperation approach
Competence Network will facilitate information about multimodal transport to relevant stakeholders, it supports networking and organisation of meetings
Contact Person
Dr. Christoph Mühlhaus (Cluster Speaker) Dirk Heymel (Cluster Manager) Competence Network Chemie+ Seebener Str. 22, 06114 Halle Tel. +49 345 299 82 726 cluster-chemie-kunststoffe@online.de www.cluster-chemie-kunststoffe.de

3. Logistics Service Providers

All partners have established contact to logistics service providers in several stakeholder meetings in the course of the pilot phase. The companies are the important stakeholders for shifting transport from road to multimodal. The following table lists companies that have been involved in the project and which are potential candidates for further implementation of multimodal shift.

3.1. Austria

Company Name	Contact Person
Dachser Chem Logistics, Hörsching	Andreas Hofer (Head of Hazardous Goods Transport)
Duvenbeck, Graz/Steyr (Forwarded to Christian Rosenberger)	Norbert Joichl (General Manager) Christian Rosenberger (Head of Sales CEE)
Eurotrans Speditionsgesellschaft m.b.H., Linz	Josefine (Guggi) Deiser (General Manager)
DB Schenker, Hörsching	Thomas Gerstgrasser (Business Develoment Multimodal Solutions)
Gartner KG, Edt bei Lambach	Jochen Weber (Head of Intermodal Transport Department)
Gebrüder Weiss, Hörsching/Vienna	Walter Dolezal (General Manager)
Kühne + Nagel	Gernot Leitner (Branch/office Manager)
Lugmair Handels- und Transportgesellschaft m.b.H., Roitham	Walter Pimminger (General Manager)
Petschl Transporte, Perg	Christian Spendel (General Manager)
Quehenberger, Enns	Josef Berner (Branch/Office Manager)
Säxinger, Vienna	Rudolf Hach (Head of Hazardous Goods Transport)
Schildecker Transport GmbH, Pichelsdorf (Lower Austria)	Schildecker Edwin (CEO)
Schneckenreither Gruppe, Ansfelden	Alfred Schneckenreither (CEO)
Alessandro Billitz Nachfolger Gesellschaft m.b.H., Gallbrunn	Gerhard Niederleitner (Head of Hazardous Goods)
CTS/CTE, Container Terminal Salzburg/Enns	Otto Hawlicek (General Manager)
Hoyer, Vienna	Wolfgang Eidenberger (General Manager)
Silo Maierhofer, Loosdorf	Otto Putz (General Manager)
LKW Walter, Wiener Neustadt	Wolfgang Mayerhofer-Sebera (Head of Staff

	Training)
Rail Cargo Austria	Franz Menigat-Pickl (Operational Manager BU Mineral Oil, Chemicals)
Montan Spedition, Krems	Barbara Glauninger
Wolfsgruber Logistik GmbH	Kommerzialrat Franz Wolfsgruber, CEO
Poll Nussbaumer Transport GmbH	Thomas BUCHEGGER, Silotraffic Intermodal
Containerterminal Hafen Linz	Benjamin Jäger, Transportlogistics International

3.2. Hungary

Company Name	Contact Person
BI-KA Logistic Ltd.	István Gál
Eurosped Private Co. Ltd.	Tibor Szekendi
DB Schenker	Dr. Kristóf Kopp
Kuehne & Nagel	István Kétszery
Plimsoll Ltd.	András Kiss
BI-KA Terminal Szolnok	
Budapest Intermodal Logistic Centre	
METRANS terminal Budapest	
Dunaújváros Terminal	

3.3. Poland

Company Name	Contact Person
Auto ZAK sp. Z o. o.	Piotr Greoger
Savino Del Bene	Emil Piątek
PCC Rokita SA	Dariusz Tomanik

3.4. Italy

Company Name	Contact Person
Name of company, Location	Name of Contact Person
Bertschi, Busto Arsizio	Lorenzo Bertolini
DB Cargo Italy Desio(MI) – Domodossola (VB)	Fabio Ungari
CEMAT	Marco Cippelletti
Mercitalia Rail	Osvaldo Bagnasco
Move Intermodal Novara	Laura Fortina

3.5. Slovakia

Company Name	Contact Person
Canil SK Bratislava	Peter Burian
SPaP Bratislava	Stanislav Blasko
RCO Slovakia Bratislava	Adam Gastan, Peter Mikudik
Metrans Danubia	Peter Kiss, Milos Mervart

3.6. Czech Republic

Company Name	Contact Person
Metrans	Fuerst Jaroslav
Bohemiacobi	Fišer Vladimír
AWT	Dostálová Lenka

3.7. Germany

Company Name	Contact Person
HOYER	Jörg Heilmann, Operations Leader Terminal Schkopau
Bertschi	Markus Bilk, Business Development Manager
HUPAC	Alberto Grissone
Alfred Talke Logistics and Service	Holger Kluge
Antwerp Port Authority	Elmar Ockenfels

ASG Pressnitztalbahn mbH	Fischer Claudio
DB Cargo BTT GmbH	Thomas Pieger
DeuCon Chemielogistik GmbH	Lorenz Rödiger
Emons-Rail-Cargo GmbH	Tobias Rost
Kombiverkehr Deutsche Gesellschaft für kombinierten Güterverkehr mbH	Frank Werner
Konrad Zippel Spediteur GmbH & Co KG	Karsten Slawik
LINEAS	Gabriele Schubert, Jan Elfenhorst
Mitteldeutsche Eisenbahn GmbH	Michael Koch
Regiobahn Bitterfeld Berlin GmbH (RBB)	Michael Meinhardt
Stena Line GmbH	Bernd Ruß
TFG Transfracht Internationale Gesellschaft für kombinierten Güterverkehr mbH	Ilona Hellwig, Georges Joris
TX Logistik	Norbert Rekers
Finsterwalder GmbH	Sven Köcke
Cocos Shipping Lines	Marian Lüdecke