



Stefan Heintjes

Business Development – [H&S](#) Group

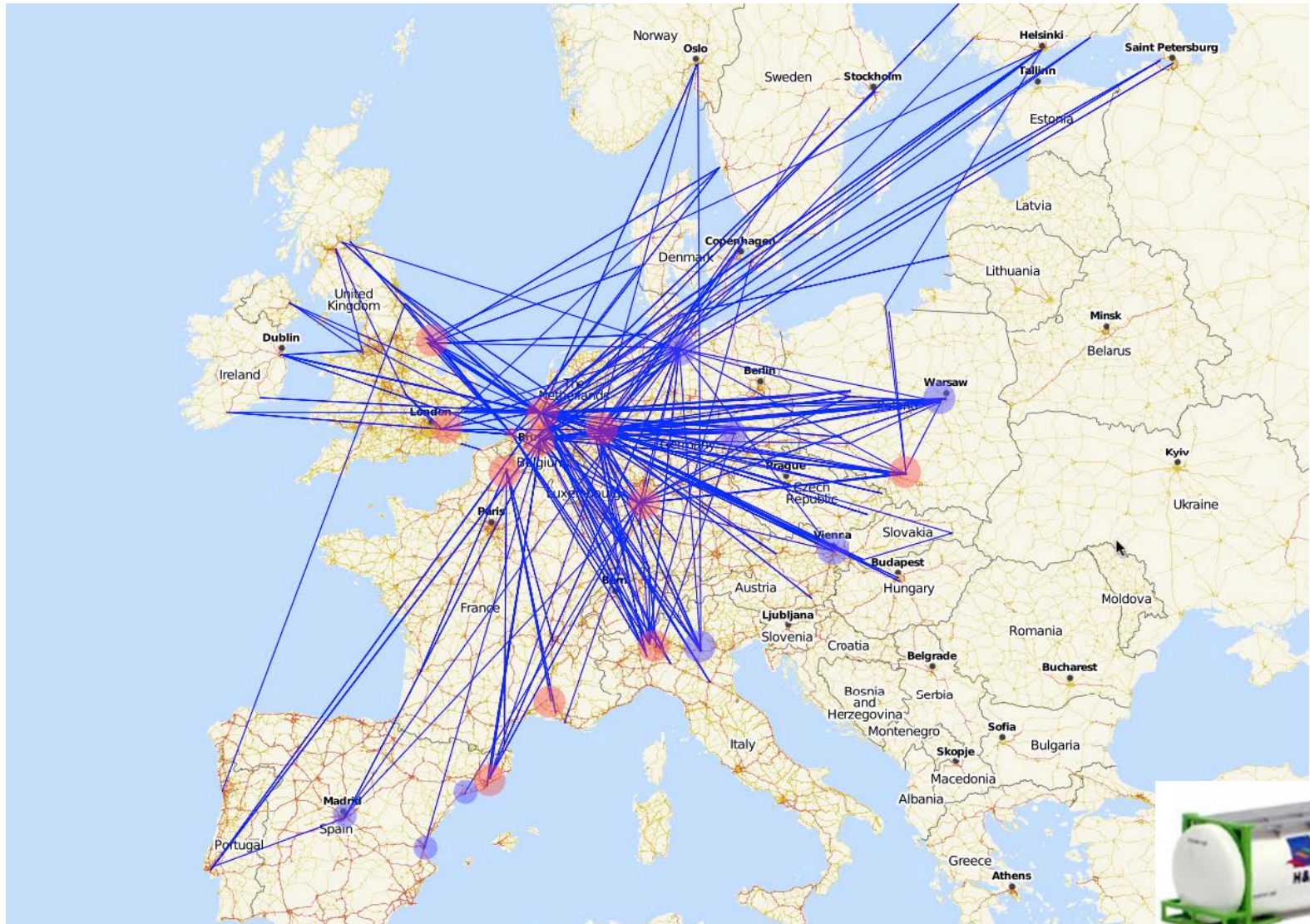
May 12th 2014 – SHORTSEA14

Introduction

- Liquid foodstuff - 1.200 tank units
- Flows in Europe: 50.000 movements yearly
- Shortsea:
 - St. Petersburg, Scandinavia, Hamburg, Rotterdam, Antwerpen, UK, Bilbao, Genova, Athens, Istanbul



From our perspective



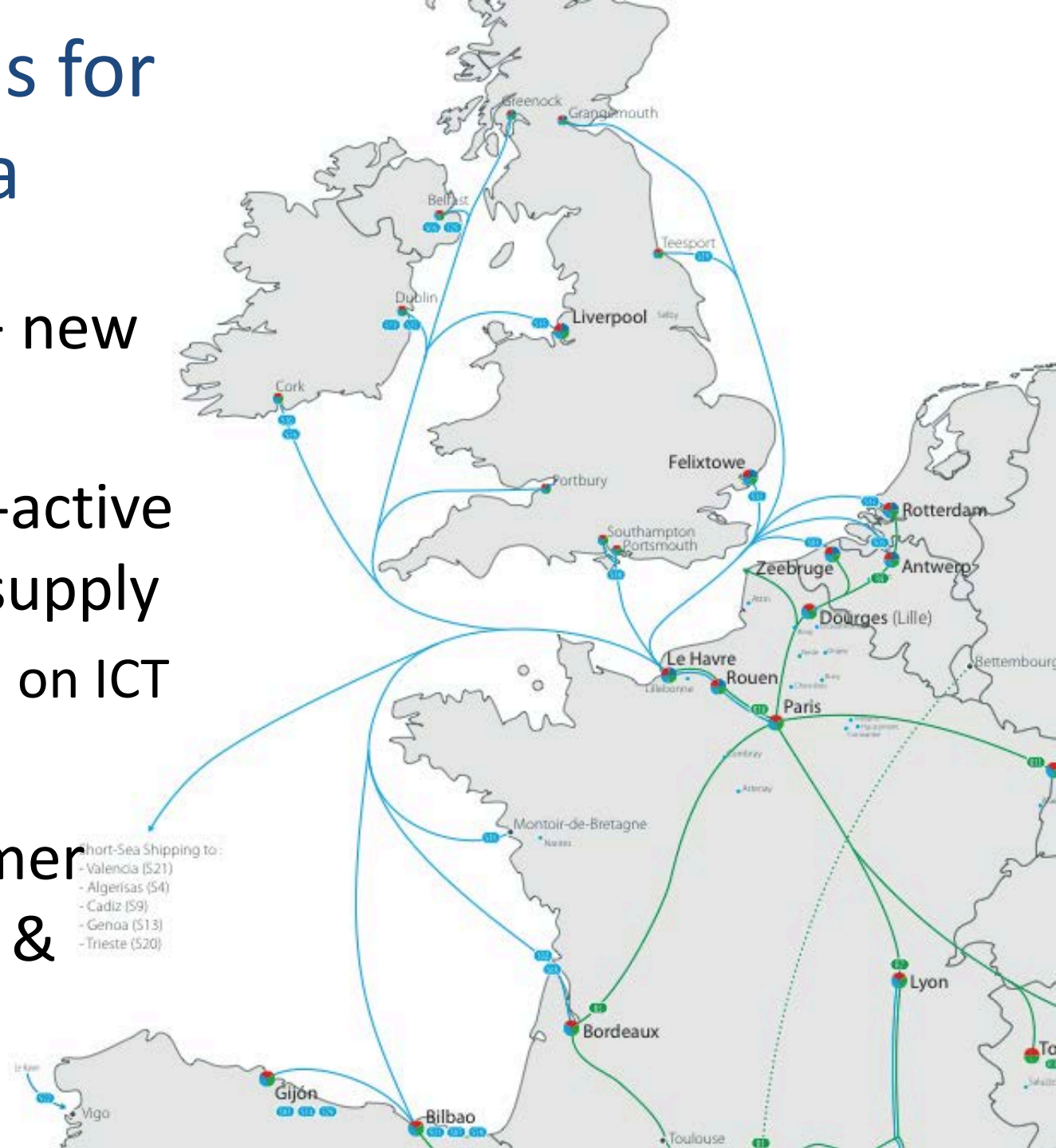
Our demands for short sea

- End to end connectivity
 - Inland connectivity with Barge
 - Inland connectivity with trains
 - Non ISO units
- Provides:
 - Competition with transport by road
 - Payload optimization



Our demands for short sea

- New routes + new schedules
- Need for pro-active information supply
 - Cooperation on ICT
- Better customer performance & experience



The future

- Economic, technological and environmental developments
 - Modal shift
 - Low sulphur
 - Quality



- Additional services (heating / cooling)
- Operational excellence (track & trace / speed)