

TAKING
COOPERATION
FORWARD



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Italian Pilot Project: Lights and shadows



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IDENTIFIED POTENTIALS FOR SHIFT

	Total	Shifted
Number of Companies	6	3
Logistic Operators	9	
Number of Routes	10	4
Tonnage in t	12140 t per months	7440 t per months
Distance in km	10841 km	2543 km
Transport Performance in tkm	7917030 tkm	3041760 tkm
CO ₂ before (Truck) in t	479.96 t per months	199.8 t per months
CO ₂ after (Multimodal) in t	-	87,77 t per months
CO ₂ reduced in t	-	112,03 t per months



Dialog between Chemical Companies and LSPs was very detailed.

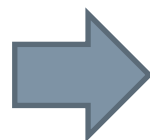
Current transport was analyzed in terms of:

- Starting - ending point (internal rail truck, close infrastructure connection etc);
- type of products (solid, liquid, bulk packed, ADR, Non-ADR, specific products needs such as controlled temperature, special equipment etc);
- Quantities;
- Frequencies;
- transit time needs;
- value of the products (high value, low value, no selling prices). It impacts deeply on transport choice;
- CO₂ impacts;



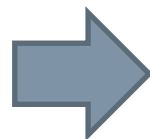
WHY THE MM SHIFTS CAN'T TAKE PLACE

- Lack of connections
- Saturation of rail slots
- Lack of infrastructure



No offers can be provided to chemical companies

- Costs
- Time delivery
- Reliability
- Infrastructure not adequate (last mile)
- Special wagon for chemicals often required
- Investment



Offers can be evaluated but they need to be competitive...and sometimes they are not



CONCLUSIONS

Challenges for Multimodal Transport:





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