



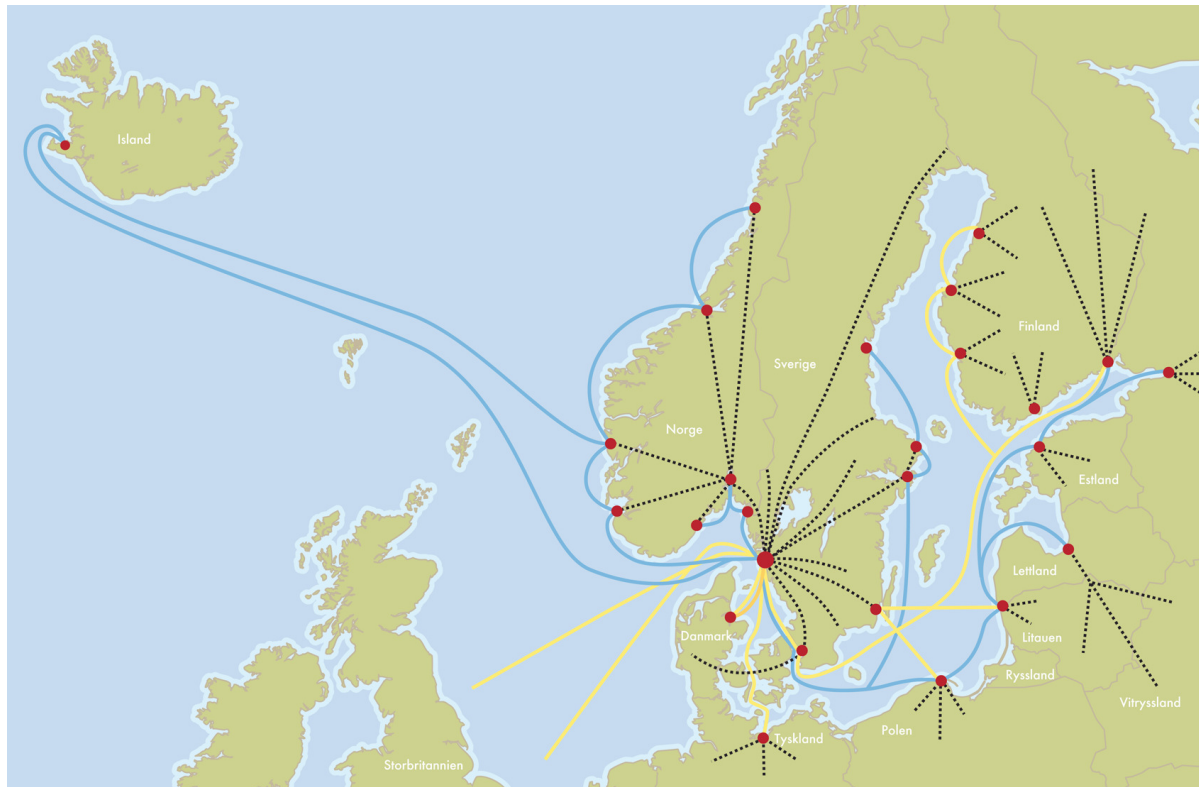
**GÖTEBORGS  
HAMN**

**THE PORT OF SCANDINAVIA**

“Göteborg is the natural goods hub of northern Europe”



# Strategies for the Port's development



- Develop the hub
- Direct calls
- Transit traffic
- RAILPORT SCANDINAVIA



# Background

- The Port of Göteborg saw the potential for rail shuttles in 1998
  - Increase the hinterland
  - Secure the hinterland volumes
  - Proactive in limiting bottlenecks in terminals and hinterland
- Faced a skeptic transport market



# Challenge

- Convince the market
- Adapt to local preconditions
- Cooperation along the transport chain
- Proof of service



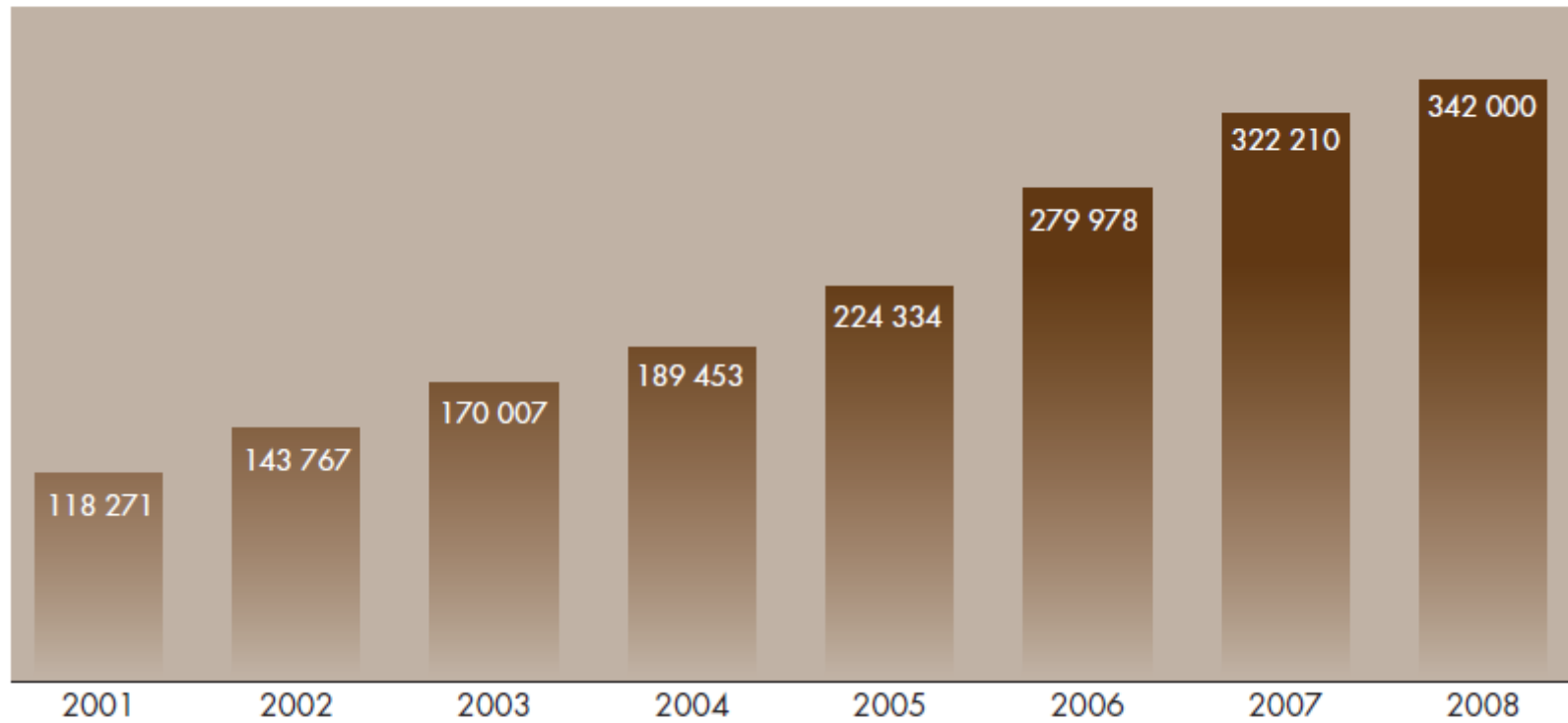
# Results 2000-2010

- From 1 – 25 rail shuttles
- 366 000 TEU handled in 2009 (+7%)
- From 1 – 9 rail operators
- Improved environmental performance
- Increased hinterland
- Lowered costs of hinterland transit
- Improved overall logistic services



# Volume development (TEU)

Rail volumes TEU Port of Göteborg



Note: Total Container Terminal Volume 862 500 TEU, 2008



# The next step -

## *From effectiveness to efficiency*

- The rail shuttle service is established
- The market has shifted from skeptic to lyric
- New challenges: maintain the growth (volumes and destinations) and broaden the service
- Solution: RAILPORT SCANDINAVIA







# RAILPORT SCANDINAVIA

- Daily rail shuttles to 25 destinations
- > 50% of the Port of Gothenburg's / Skandia Container terminal container volumes

- Daily rail shuttles to 25 destinations
- > 50% of the Port of Gothenburg's / Skandia Container terminal container volumes

- > 50% of the Port of Gothenburg's / Skandia Container terminal container volumes



# RAILPORT SCANDINAVIA..

**..is a business concept that encompasses,**

- Intermodal rail shuttles between the Port of Gothenburg and inland terminals and feeder ports
- Road marshalling to/from inland terminals and feeder ports
- Initiatives for increased reliability, productivity and services
- Marketing

**..is based on cooperation between,**

- the Port of Gothenburg
- Inland terminals and feederports
- Rail operators and haulers
- Infrastructure holder “Banverket”

**..moves the port interface to the inland**

**..consolidates volumes to one hub → increases service range in the hub (and the inland terminals)**





# **The port interface shifted to an inland terminal**

-

## **Services and functions**



# Intermodal transportation

- Connects inland destinations with the Port of Gothenburg and daily departures to/from export- and import regions.



# Information handling

- Facilitates a rational and reliable handling of goods flows





# Load unit handling (depot)

- Secures the flow, lead times and access to containers etc.



# Storage

- Cost efficient storage of goods close to the end customer



# Customs

- Custom facilities at RAILPORT terminals enables decreased administration and delayed payment of VAT and custom fees.





# Logistics

- RAILPORT aim at developing logistic solutions and services to support existing local industry and new establishment.



# Environment

- Rail transportation decreases the negative environmental impact of goods transportation.



Environmental impact factor	Difference between train and lorry*
Fuel, diesel	19,800,000 litres
Carbon dioxide (CO <sub>2</sub> )	48,000 tons
Nitric oxide (NO <sub>x</sub> )	420 tons
Hydrocarbons (HC)	17 tons
Particles/dust (PM)	9.4 tons

\* Calculations made by Sebastian Bäckström, WSP Analys & Strategi. The estimate is based on emission data for Swedish intermodal goods trains presented in the report: Environmental Estimates for Intermodal Transport Chains – Detailed Methods of Calculation and Relevant Standard Values, WSP report no. 2009:6. In 2008, 201,000 container units were transported by rail to and from the Port of Göteborg.

# Marketing

- RAILPORT is a strong trademark that is marketed to shipping lines and transport buyers.



# RAILPORT SCANDINAVIA

- Gives inland destination access to import- and export markets
- Gives small and medium sized companies the large companies logistic capabilities
- Reduces the negative impact of transports on the environment
- Reduces cost of transportation
- Increases the competitive strength of the RAILPORT-terminal region
- Strengthens the Port of Gothenburg through consolidation of goods volumes





# New port structure from February 2010

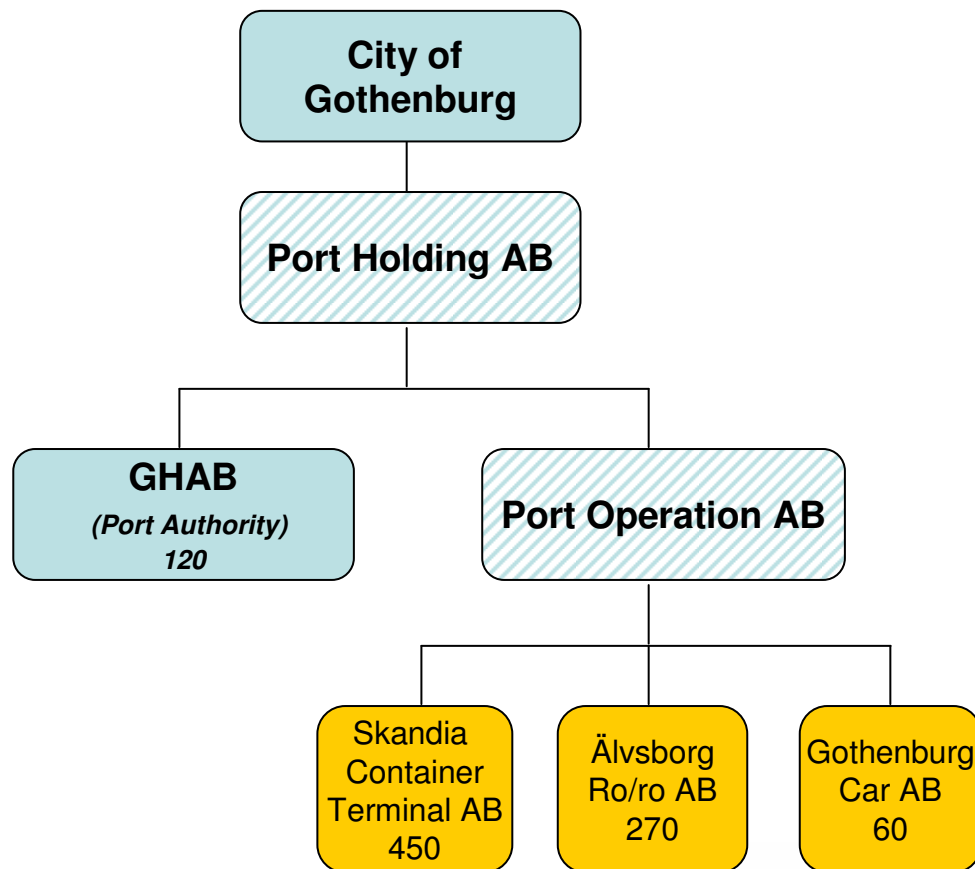


An infrastructure owner (Port Authority/Landlord) owned by the City of Gothenburg  
Several external terminal operators for operating the Container, Ro/ro- and Car-terminal

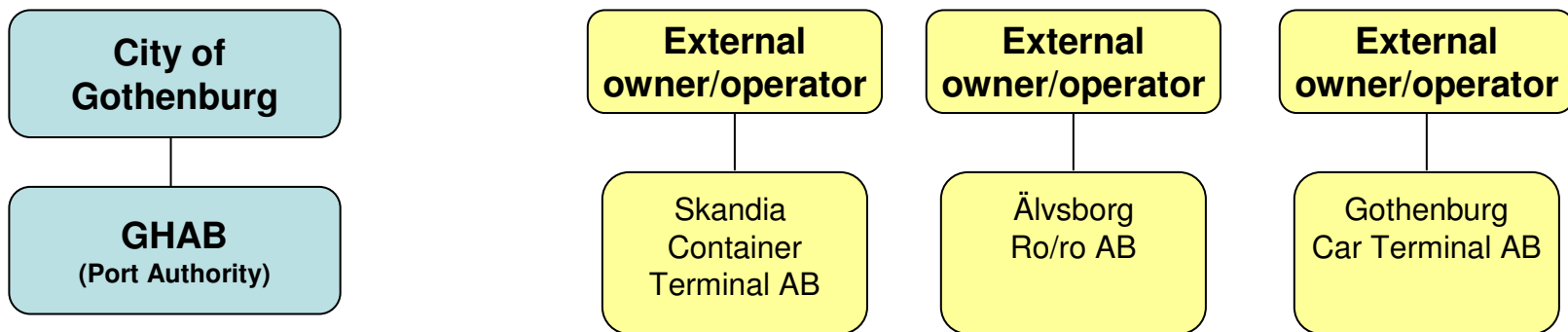
These companies will then be offered to private, international terminal operators who support the Port's vision to become even stronger.



# New structure from February 2010



# Future structure





**Thank you  
for your  
attention!**

**Per Öfverman,**  
*Corporate Communication Manager*  
[per.ofverman@portgot.se](mailto:per.ofverman@portgot.se)

