



**MacAndrews**

**Shortsea '13:  
European Shortsea Conference**

**14<sup>th</sup> March 2013**

**Speaker: Guy Adams  
General Manager Northern Europe**



## Shortsea Shipping Focus on Iberia & British Isles Current Issues & Future Challenges

**Speaker:**

**Guy Adams**

**General Manager Northern Europe**

**MacAndrews & Co Ltd**

**(Intermodal Operator)**

# MacAndrews Facts

**Established in 1770**

**235 employees spread over 18 offices throughout Europe**

**HQ in London**

**European Intermodal Operator**

**45' & 40' High Cube Pallet Wide Containers**

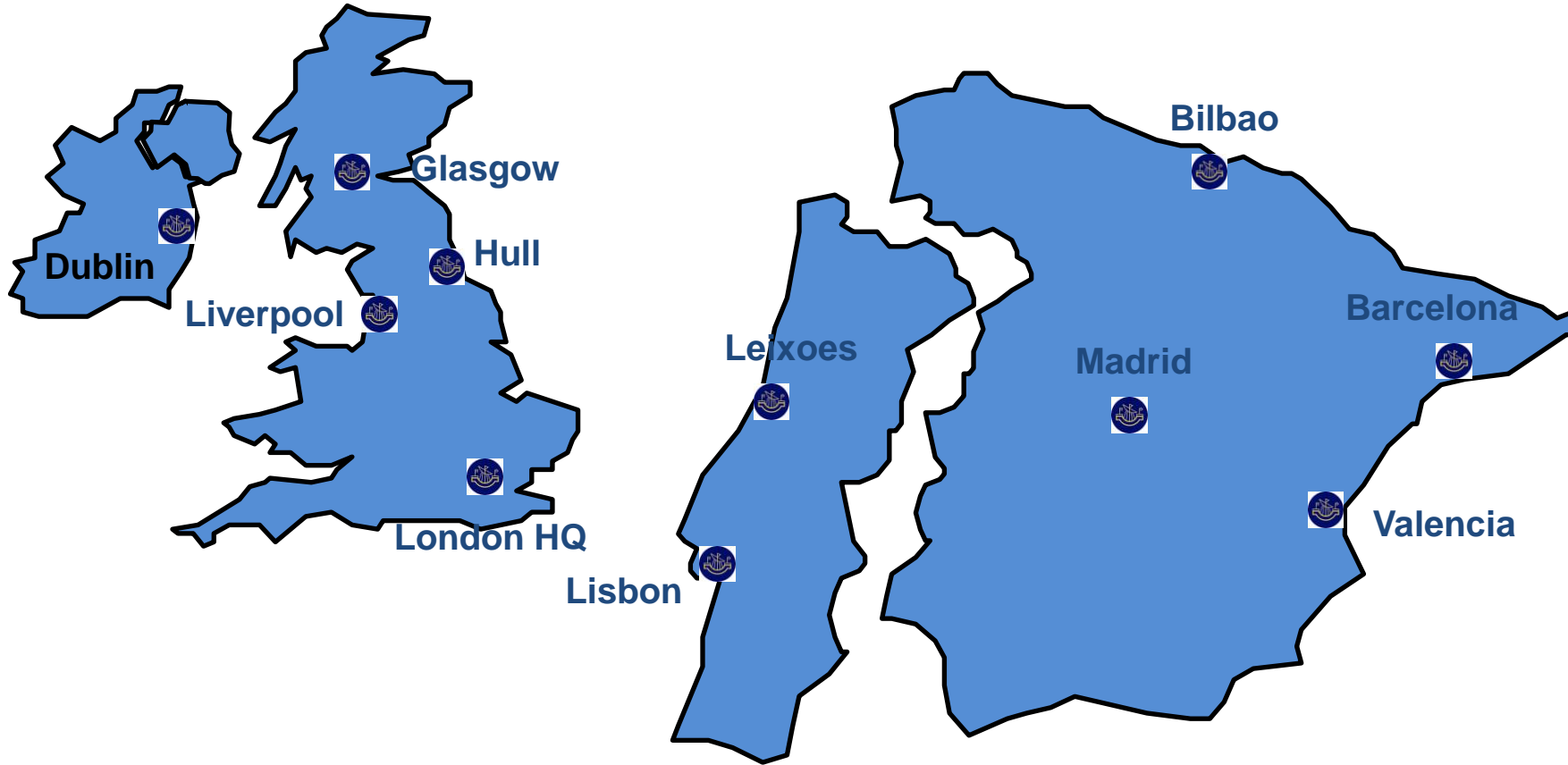
**20' & 40' Containers (including specials)**

**40' HC & 45' HC PW Reefers**

**Subsidiary of the CMA CGM Group**



# MacAndrews Iberia/ UK / Ireland Agency Network



# Spain – Door to Door Services

5 day transit door to door



## Service 1

Bilbao	Monday
Liverpool	Thursday
Greenock	Friday
Bilbao	Monday

## Service 2

Bilbao	Friday
Dublin	Monday
Liverpool	Tuesday
Bilbao	Friday

## Service 3

Bilbao	Thursday
Bristol	Sunday
Liverpool	Monday
Bilbao	Thursday

## Service 4

Bilbao	Monday
Tilbury	Thursday
Bilbao	Monday

## Service 5

Bilbao	Thursday
Tilbury	Sunday / Monday
Bilbao	Thursday

5 day transit door to door





# Portugal – Door to Door Service



Service 1	
Lisbon	Friday
Leixoes	Saturday
Dublin	Tuesday
Liverpool	Wednesday
Lisbon	Monday
Leixoes	Tuesday
Service 2	
Lisbon	Monday
Leixoes	Tuesday
Tilbury	Friday
Lisbon	Thursday
Leixoes	Friday
Service 3	
Lisbon	Wednesday
Leixoes	Friday
Tilbury	Mon / Tues
Lisbon	Tuesday
Leixoes	Thursday

## Spain – Landside Logistics Rail Network



- MacAndrews currently operates 38 Block Trains from Barcelona, Madrid, Valencia, Seville and Zaragoza & Burgos thru Bilbao for DRY GOODS
- Moved 83,000 TEUS in 2012 via this rail network
- Port of Bilbao well-situated for SW France

# Spanish – MacAndrews Block Rail Network

Ship	Vessel Arrives	Next Available Train to:-				
		Barcelona	Madrid	Valencia	Sevilla	Zaragoza
		Departs	Departs	Departs	Departs	Departs
Encounter	MON	MON / WED / FRI	MON / WED / FRI	TUE / WED / FRI	MON / THU	TUE / THU
Canopus	MON	MON / WED / FRI	MON / WED / FRI	TUE / WED / FRI	MON / THU	TUE / THU
Endeavour	THU	FRI / SUN	FRI / MON	FRI / SUN / MON	THU / MON	TUE / THU
Scan Baltic	THU	FRI / SUN	FRI / MON	FRI / SUN / MON	THU / MON	TUE / THU
Philip	FRI	FRI / SUN / MON	FRI / MON	FRI / SUN / MON	MON / THU	TUE / THU

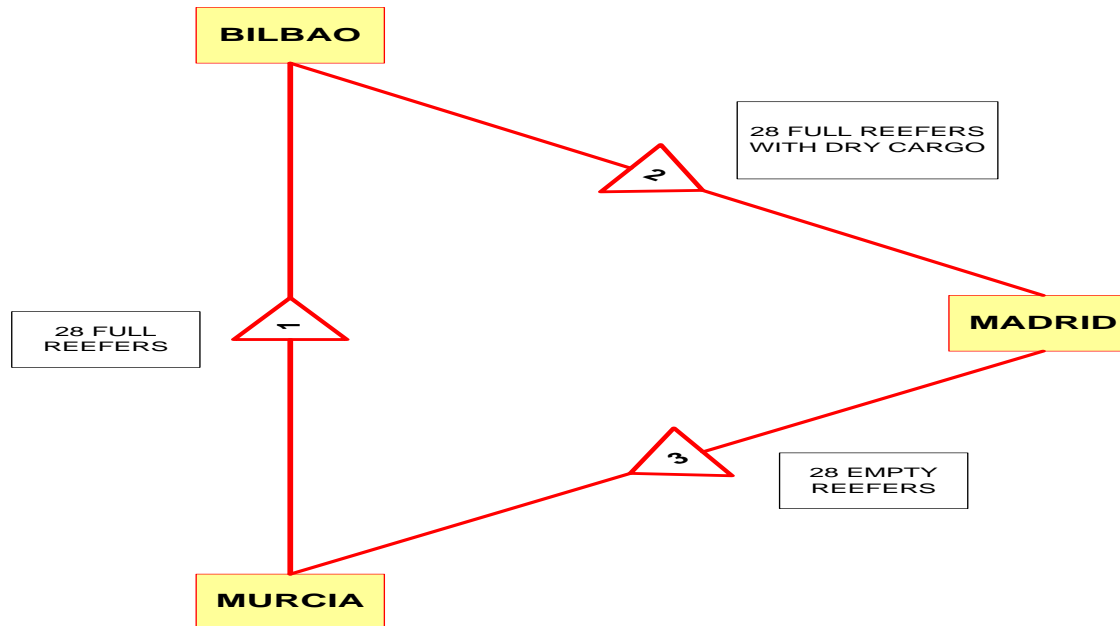
Ship	Vessel Departs	Next Available Train to Bilbao from:-				
		Zaragoza	Sevilla	Valencia	Madrid	Barcelona
		Departs	Departs	Departs	Departs	Departs
Encounter	MON	FRI / WED	SAT / WED	THU x 2 / SAT / TUE	THU / SAT	THU / SAT
Canopus	MON	FRI / WED	SAT / WED	THU x 2 / SAT / TUE	THU / SAT	THU / SAT
Endeavour	THU	FRI / WED	SAT / WED	TUE / SAT	MON / TUE	MON / TUE / SAT
Scan Baltic	THU	FRI / WED	SAT / WED	TUE / SAT	MON / TUE	MON / TUE / SAT
Philip	FRI	WED	WED / SAT	TUE / THU	MON / TUE / THU	MON / TUE / THU





# MacAndrews Reefer Trains – To be launched April 2013

- Reefer trains will be able to load 28 x 45' reefer boxes per train.
- Initially two rail services on weekly basis linking Murcia with Bilbao are scheduled starting as from Q2 2013 to be expanded to a frequency of 4 trains weekly .



# MacAndrews Services – Cross Docking & Warehousing



# ■ Launching Q2 2013

- New Portuguese - North West Continent Service offering Door to Door solutions with two weekly calls at Zeebrugge (first in/last out) specially designed for the Northern French market
- Concentration on 45' HCPW and 45' Reefer HCPW to focus on modal shift from truck to sea to support environmental solutions for the supply chain.
- Fastest transit times by any sea service and highly competitive with road with transit time of 3 days

# ■ How do we cope with growing demand?

- Adding loops increasing frequency rather than upsizing tonnage
- Further enhancements to our block train network in order to limit mileage to be covered by trucks
- New product: reefer trains between Murcia and Bilbao
- Enhancement of x-docking and warehousing facilities
- Continued investment in IT in order to facilitate traffic management and data exchange with customers and service providers

Here since 1770 and still evolving

Thank you



**MacAndrews**

**CMA CGM** group