



**Robert Kukla GmbH
Internationale Spedition**



**SHORTSEA 13
The European Shortsea Conference
Paris, 14. March 2013**



Contend

- Introduction Robert Kukla GmbH
- General aspects on modal shifts towards shortsea
- European market circumstances which lead to a modal shift towards shortsea
- Best practice examples



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About us

- Headquarter Munich
- Founded 1941
- Kukla is a classical forwarder
- Worldwide active
- Managed by its owners
- 90 employees out of 16 Nations
- Turnover 2012: 107 Mio. Euro
- 60.000 TEU
- 35.000 Trucks
- 125.000 m² managed warehouses in Netherlands, Greece, Spain



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Benefits of Multimodal Transports

- Lower supply risk because of short-term availability of containers of the nearest depot
- Seasonal autonomous prices with a 12 month validity
- Numerous amount of transportation moveable all-year-round
- Ramp optimization
- Optimization of warehouse stock
- Possibility for a total weight of 44 tons
- Less road tolls
- Ecological sensible / minor CO2 Emission



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Disadvantages Shortsea

- Longer Transit Time
- Low frequency due to no daily departures of shipping lines
- Less capacity compared to Megatrucks
- Customs clearance needed for port transit
- Less legal rights for shipper compared to trucks



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Imbalanced European Truck Markets

- Extremely imbalanced cargo flows within European Union Countries
- Lack of drivers
- Stricter regulations of driving hours (= less productivity)
- Road congestions
- Decrease of hauliers due to bankruptcies after the crisis 2009 (70.000 trucks less registered only in Germany)
- Waiting times at borders (outside EU)



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Spain as an example for imbalanced cargo flows

- Due to high percentage of agricultural exports from Spain cargo flows northbound are extremely seasonal
- Because of large differences in the economical developments markets rotate much faster than ever
- Until 2008 Spain had a higher import than export from North West Continent - since 2010 it is the other way around
- Supply and demand of cargo / trucks varies regionally



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Germany – Spain as an example for imbalanced cargo flow

	January	February	March	April	May	June	
Export	651.276	697.096	812.745	759.730	836.592	785.446	in 1000 tons
Import	793.900	703.333	742.545	699.991	815.558	796.411	
Difference	142.624	6.237	70.200	-59.739	-21.034	10.965	
in Trucks	7.131	312	-3.510	-2.987	-1.052	548	
in%	18%	1%	0%	-9%	-3%	1%	
	July	August	September	October	November	December	Total
Export	702.845	559.807	690.705	675.297	690.676	564.694	7.667.179
Import	805.834	722.767	666.088	769.329	808.945	816.174	8.440.884
Difference	102.989	162.960	-24.617	94.032	118.269	251.480	773.705
in Trucks	5.149	8.148	-1.231	4.702	5.913	12.574	38.685
in%	13%	23%	-4%	12%	15%	31%	9%

Source: Statistische Bundesamt

Quelle: Statistisches Bundesamt



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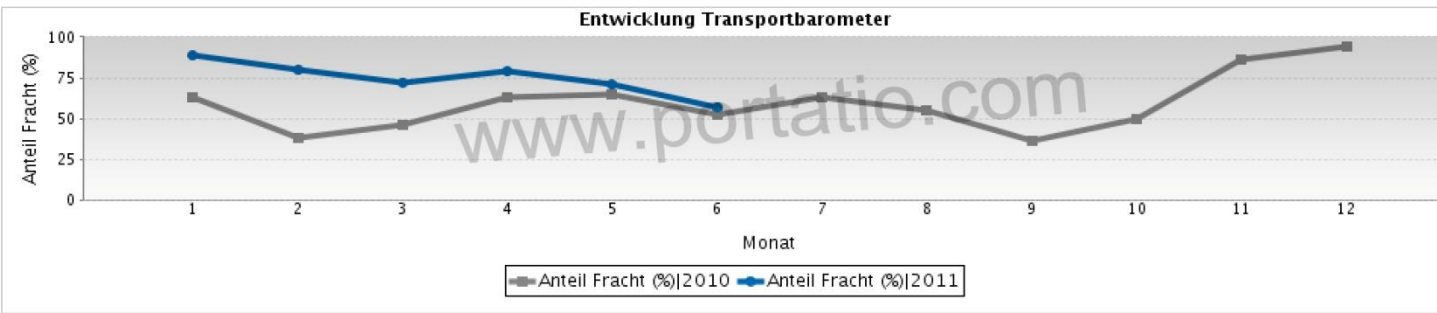
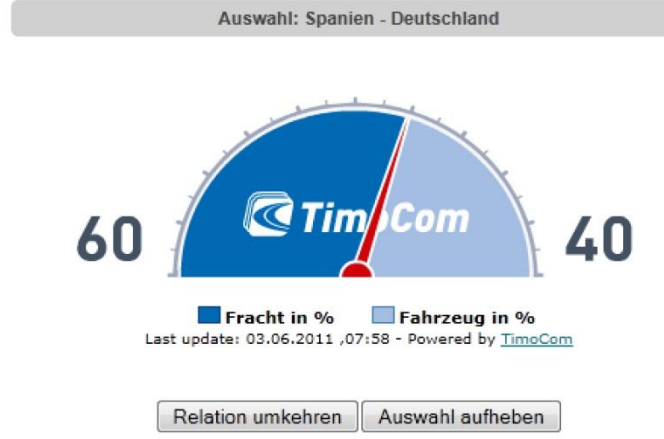
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Truck Availability in Spain

(For exports to Germany)

Markt Das Transportbarometer



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Installation of triangles let Shortsea-Solutions overcome these market imbalances

Example 1

Rotterdam – Bilbao

Bilbao- Southampton

Southampton – Rotterdam

Example 2

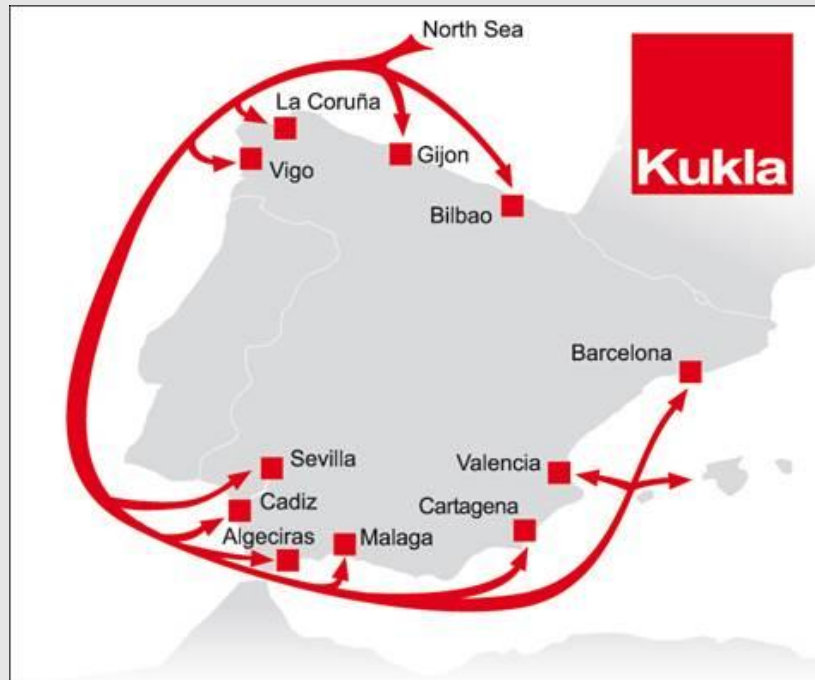
Rotterdam - Algeciras as positioning
for deep sea export to South
America

Example 3

Rotterdam – Canary Islands

Canary Islands – Cartagena

Cartagena - Rotterdam



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Best practice: Beer from D-Hamburg to ES- Seville

Savings

Routing:

Pre-Carriage by truck
Hamburg CL to port
of Hamburg

Ocean leg
Vessel Hamburg –
Seville

On- Carriage
Seville CL by truck
Type of equipment
40' + 45'pallet wide
Container

Max. capacity
25.500kg

Place of loading		Hamburg			
Place of discharge		Sevilla			
KM:		2200			
		Truck		Shortsea	
Monat	# of FCL / Month	Average Costs per truck	Turnover	Full year price / Container	Turnover
January	25	1.850,00 €	46.250,00 €	1.900,00 €	47.500,00 €
February	22	1.950,00 €	42.900,00 €	1.900,00 €	41.800,00 €
March	35	2.000,00 €	70.000,00 €	1.900,00 €	66.500,00 €
April	40	2.300,00 €	92.000,00 €	1.900,00 €	76.000,00 €
May	118	2.300,00 €	271.400,00 €	1.900,00 €	224.200,00 €
June	148	2.400,00 €	355.200,00 €	1.900,00 €	281.200,00 €
July	152	2.500,00 €	380.000,00 €	1.900,00 €	288.800,00 €
August	120	2.500,00 €	300.000,00 €	1.900,00 €	228.000,00 €
September	30	2.100,00 €	63.000,00 €	1.900,00 €	57.000,00 €
October	20	1.900,00 €	38.000,00 €	1.900,00 €	38.000,00 €
November	15	1.900,00 €	28.500,00 €	1.900,00 €	28.500,00 €
December	12	1.850,00 €	22.200,00 €	1.900,00 €	22.800,00 €
Total	737	2.129,17 €	1.709.450,00 €	1.900,00 €	1.400.300,00 €
Savings per year			309.150,00 €		
in %			18%		

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Best practice: Beer from D- Hamburg to ES- Seville

Advantages:

- Ideal location of place of loading and discharge to port of loading and discharge
- High economical benefit for customer
- As cargo is very heavy no disadvantage by using a container compared to a truck
- Very seasonal cargo flow with a strong peak in Summer



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Best practice White goods from Germany to UK

- Investment in Special equipment of 45' pallet wide containers with a height of 10'6"
- Investment in special chassis not to exceed total height in Germany of 4 metres
- Tri-modal concept using River Barge, Rail and Truck for pre- and on-carriage and short sea for the leg continent – UK
- Award winning concept



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Best Practise „White Goods to UK“



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Best Practise „White Goods to UK



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Thank you very much for your attention

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