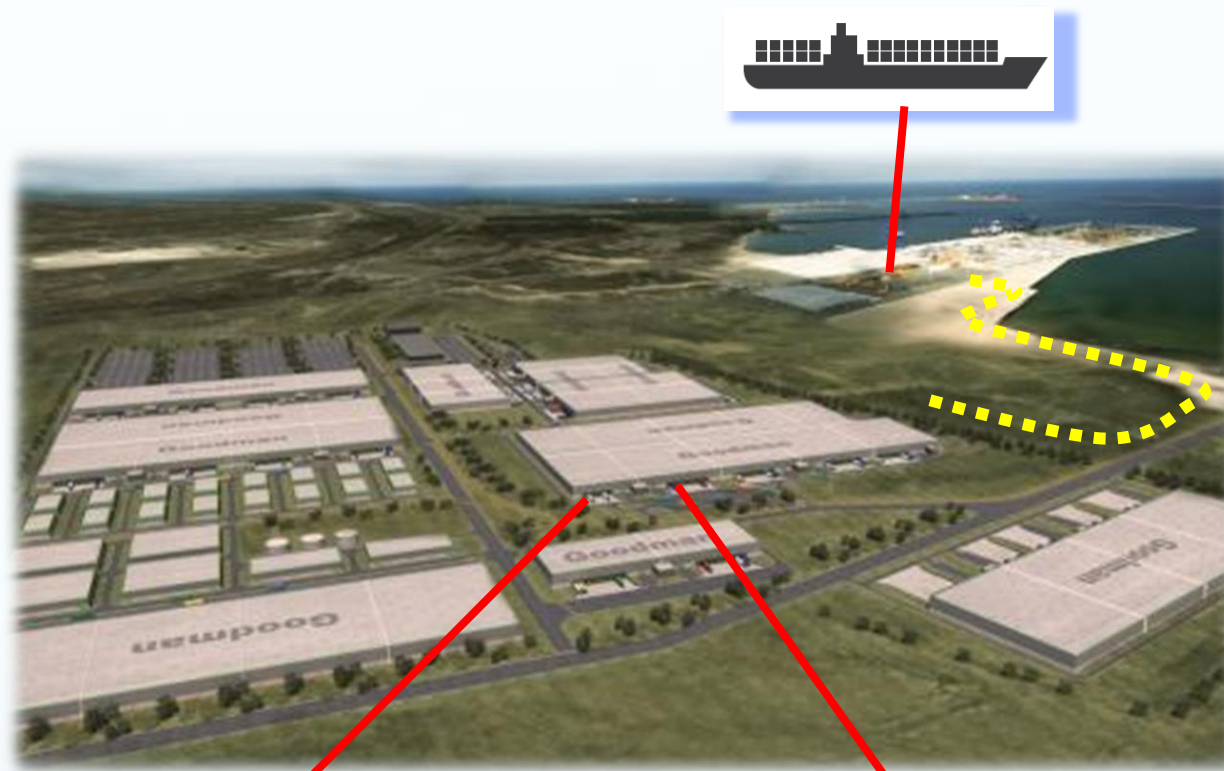


# ***FRUIT PROJECT at Pomeranian Logistics Centre Gdansk***



*PROJECT'S POTENTIAL: trade exchange of particular perishables to and out of Poland in 2011, in metric tonnes*

	Import	Export	Together	Containers ca 22 t
Fruit	1.193.000	773.000	1.966.000	89.363
Vegetables	704.000	656.000	1.360.000	61.818
Fish	440.000	345.000	785.000	35.681
Meat*	696.400	943.000	1.639.400	74.518
<b>Total:</b>	<b>3.033.400</b>	<b>2.717.000</b>	<b>5.750.400</b>	<b>261.380</b>

**Every day to/from Poland there arrive and departure ca 715 reefer trucks/containers, per week – more than 5.000**

# Why not through polish sea ports??

- *Longer transit time for the sea routes to Poland, necessity of additional transshipment in Western Europe – takes extra 5-7 days at least*
- *Much more detailed and time consuming border clearances at polish sea ports*
- *Fiscal advantages for shipments coming through western european sea ports (e.g. prolonged term of VAT payment)*

**What we can do together in order to gain at least some part of the cargo streams and direct them to polish sea ports?**



- ✓ *Establishment at Pomeranian Logistics Centre (PLC) of a dedicated distribution and warehousing centre for perishables, linked with Deepwater Container Terminal (DCT) by so called „internal customs road”*
- ✓ *Implementation of brand new logistics and IT solutions, customer-friendly border clearance procedures related both to the paperwork and to the physical tests of cargoes*
- ✓ *Establishment of so called „fruit consortium” responsible for erection and later every-day functioning of the distribution centre of perishables at PLC*
- ✓ *Compulsory long term, active and dedicated co-operation of both the private entities and above all of the border services*



*Establishment at PLC of a dedicated distribution centre for perishables, linked with DCT by a „customs internal road”*





## *Benefits related to the „internal customs road”:*

- ✓ *Possibility of ensuring direct transshipments vessel – truck/trailer*
- ✓ *Much better effectiveness of time and cooling costs at the container terminal*
- ✓ *Possibility of transporting containers which gross weight significantly overcomes the official weight limits, and thanks to that great savings on the sea freights*
- ✓ *Border clearances (customs, sanitary, veterinary etc.) not at the container terminal, but in the warehouse at PLC*



*Implementation of brand new logistics solutions, as well as those related to the border clearances and physical inspections of goods, a.o.:*

- ✓ **Direct sea service of MAERSK/SEAGO e.g from Algeciras to DCT**
- ✓ **Direct transshipments of containers ex vessel to chassis and to the distribution centre at PLC**
- ✓ **Consolidation and deconsolidation of goods at PLC with utilisation of the maximum payloads of containers – great savings on the sea freights**
- ✓ **Possibility of storing under the same roof of various kinds of commodities, both of animal and plant origin, demanding different temperatures and conditions of storage**
- ✓ **Border clearances of containers still during their sea trip**
- ✓ **Potential physical inspections of goods at the distribution centre at PLC instead of at the container terminal**
- ✓ **Implementation of so called „SINGLE WINDOW” idea for the border clearances**
- ✓ **Incomparably more effective, less costly and respecting weight limits deliveries and receivings of perishable goods to/from PLC by using reefer trucks, not reefer containers**



*Necessity of reduction of transshipments and shortening of the sea transit-time by forming a hub-port e.g. in Algeciras by MAERSK/SEAGO*





*Possibility of direct transshipments and transports of containers from DCT to PLC, border clearances (customs/veterinary/sanitary etc.) at PLC, instead of DCT*



✓ Internal customs road DCT - PCL: NO WEIGHT LIMITS!



## *Individual cooling chambers in a general-type warehouse*





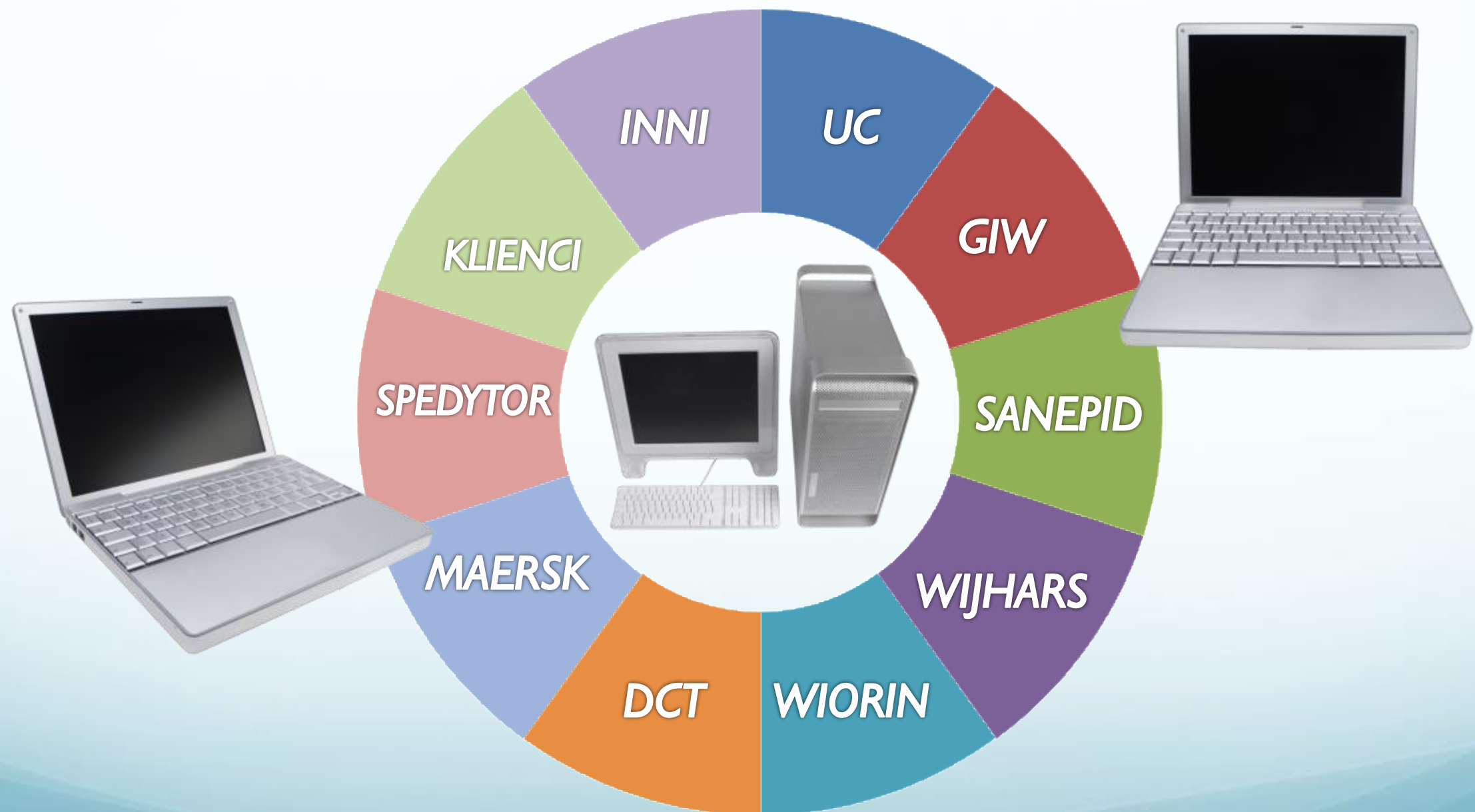
## *Individual cooling chambers - BENEFITS:*

- ✓ Much lower costs of building a warehouse
- ✓ Possibility of warehousing at the same time under the same roof of different commodities demanding different temperatures and cooling conditions
- ✓ Much lower utilisation costs – there is no necessity of cooling a whole warehouse, cooling takes place only inside of the individual chambers, chambers not being used are switched off the electricity
- ✓ Possibility of buying/renting/leasing exactly the needed amount of cooling chambers in accordance to the present needs
- ✓ In case of malfunction the problem refers only to one broken cooling chamber, not the whole warehouse nor all cargoes inside at that time
- ✓ Much easier identification of cargoes for all the border services and others
- ✓ Much easier monitoring and controlling of stored cargoes
- ✓ Possibility of establish different types of customs zones for each single cooling chamber!



***THE IDEA IS TO ALOCATE INSIDE OR IN THE DIRECT VICINITY OF THE COOLING WAREHOUSE DEDICATED ROOMS FOR BORDER SERVICES, AS WELL AS INSTALLING THE VIDEO SURVEILLANCE SYSTEMS ENABLING DIRECT AND INDIRECT ACCESS TO THE CARGO AT ANY TIME***

*Dedicated internet platform, compatible with DCT computer system NAVIS and with programmes being used by polish border services, enabling for an immediate access and full control over all the cargoes movements at any time, a.o. for:*



*Cooperation SEA-LOGISTICS with EASY-FRESH LOGISTICS – a global logistics network for perishables and reefer cargoes, personal very good experience in forming a dedicated Sugar Terminal at Gdańsk*





## **BENEFITS:**

### **BORDER SERVICES:**

- ✓ much faster border clearances thanks to earlie advices and dedicated internet platform
- ✓ much better cleariness of border clearances
- ✓ possibilty of physical inspections of goods at PLC, without creating congestions at container termnal
- ✓ increasement of turnovers and necessity of employing new personnel as well as rising its qualifications

### **MAERSK/SEAGO:**

- ✓ significant increasement of reefer turnovers both in export and import, new services/loops
- ✓ increasement of availiability of specialized equipment, optimalisation of their utilisation
- ✓ almost immediate rotation of empty containers
- ✓ optimalisation of transport routes, adding new ones, improved attractiveness in the customers' eyes
- ✓ minimalisation/avoiding of congestion risk caused by ice in St. Petersburg during winter



### **CUSTOMERS:**

- ✓ regaining of confidency against polish ports and border services
- ✓ possibility of direct access to the cargo, same as constant remote access on-line
- ✓ outsourcing of warehouse/distribution activities
- ✓ spot deliveries withing only a few hours from the order
- ✓ Availability of means of transport all year long, decreasing „peak season“ congestions and problems

### **DCT, LOGISTICS AND OTHER COMPANIES:**

- ✓ increase of turnovers
- ✓ increase of employment
- ✓ elimination of „empty movements“ by combining imports with exports using the same truck or container
- ✓ better profitability thanks to the specialisation

### **REGION / BUDGET / ENVIRONMENT:**

- ✓ reduction of unemployment
- ✓ creation of new companies and work places
- ✓ improvement of qualifications
- ✓ respecting the road limits and rules
- ✓ increased fiscal incomes from taxes, duties, fees, VAT
- ✓ reduction of so called outern costs of transport (congestion, accidents, contaimeination, destruction of road infrastructure etc.)

*Compulsory close and long-term cooperation of all parties interested in the project, a.o.:*



# **Planned launch of project: late 2014/middle of 2015**

- ✓ *Necessity of appointing coordinators responsible for the further development of the project*
- ✓ *Necessity of determination of the particular phases and terms for the right implementation of the project*
- ✓ *Signature of the Letters of Intent by parties involved*
- ✓ *Forming a „Fruit Consortium” consisting of both the border services as well as private and state entities*



# Thank you for your attention!

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