



# From Shanghai to Rotterdam: the landbridge concept 10 years on

„Expectations from the market“

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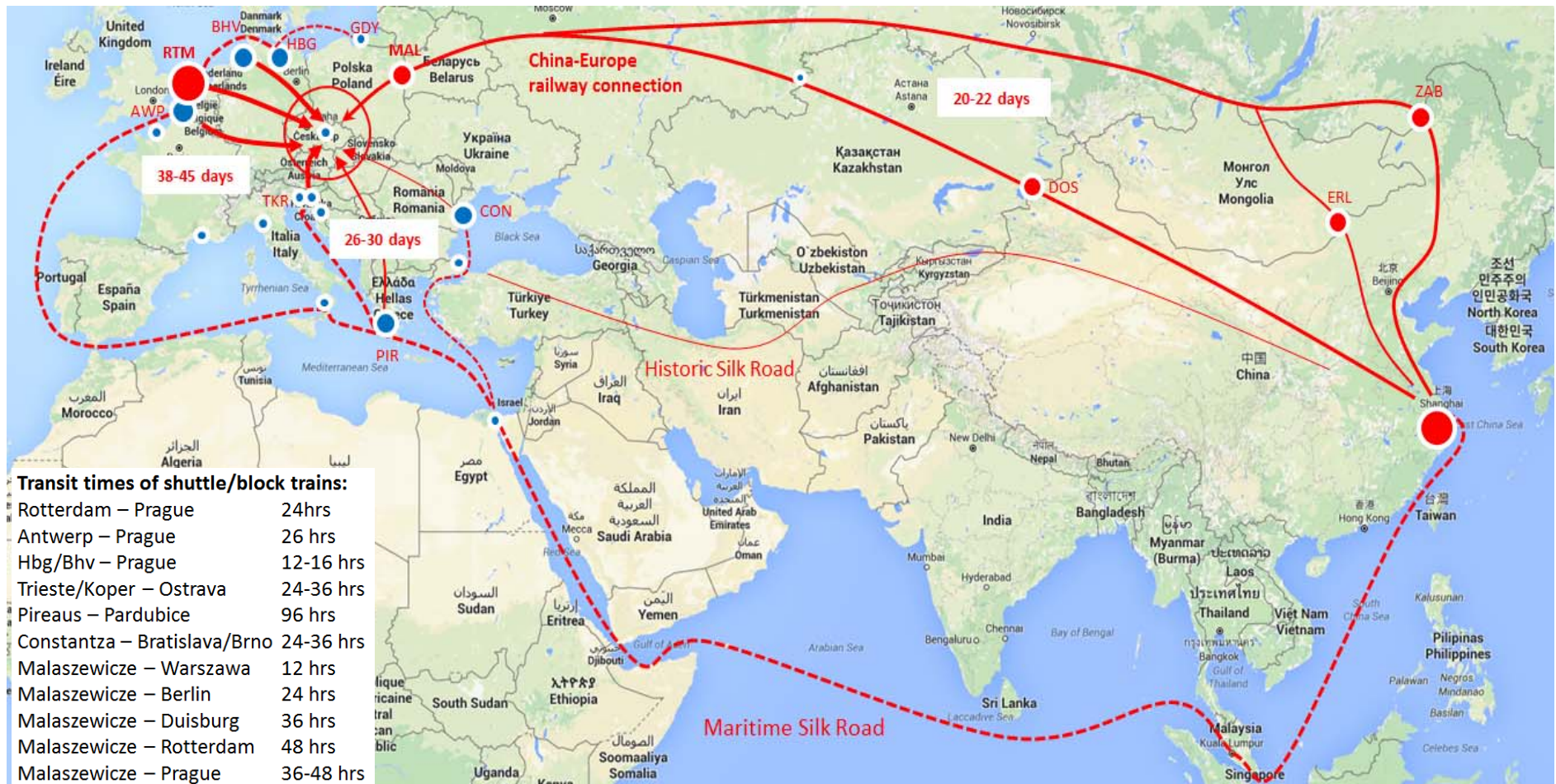
Czech Logistics Association, Prague

presidium member

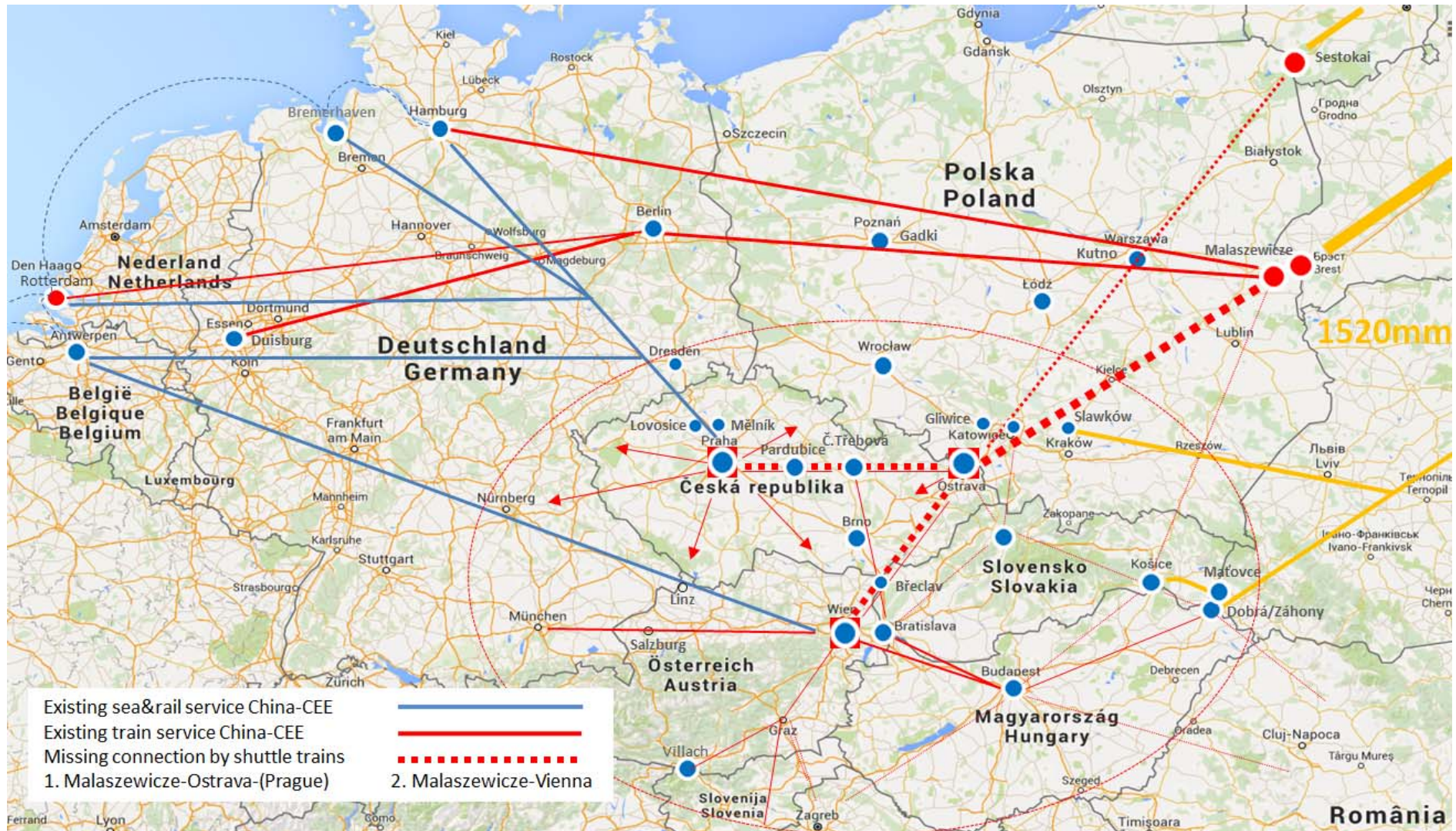
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# Competitive routes China-CEE on axle Shanghai - Rotterdam



# CEE area suitable for direct rail service from China



# Container volumes and potential for trains China - CEE

## Market analysis of the Czech Logistics Association

### Transported TEUs in 2015:

Between China and selected CEE terminals  
By sea&rail/road routes via significant EU ports

Czechia	523.200
Slovakia	124.900
Hungary	136.100
Poland	239.500
N/ Austria	208.800
S/N Germany	404.100

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Total TEU 1.636.600  
In one-way 818.300

### Transported TEUs in 2015:

Between significant EU ports and selected CEE terminals  
By railways

Hamburg/Bremerhaven	993.400
Rotterdam	133.200
Antwerp	27.500
Trieste/Koper	198.600
Pireaus	8.300
Istanbul	16.600

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Total TEU 1.377.600  
In one-way 688.800

If 4% of these transported volumes will be rerouted from the maritime transport to railway China – Europe and will be completed by new volumes from growing market China - CEE countries, the regular shuttles Malaszewicze – Prague/Vienna may start operation in daily frequency 7 days per week.

What is missing?

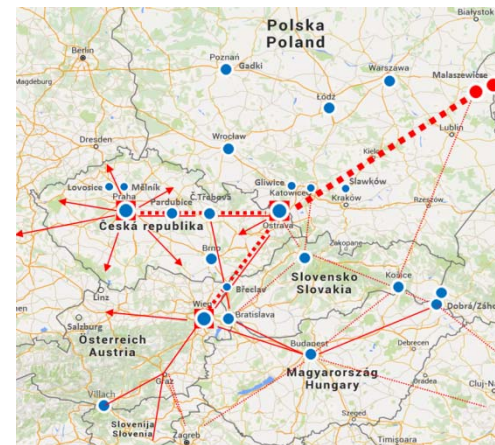
# What is missing to load more trains Shanghai – CEE countries v.v.?

Sorted by priorities:

1. Direct and regular shuttle train connection from Brest/Malaszewicze to any CEE terminal and to start promotion (*previous projects were unsuccessful because of still high prices of national infrastructure managers and national cargo railways*)
2. Permanent promotion of already existing rail connections China – Europe, targeted on forwarders and traders, emphasize advantages (=shorter transit time, regularity, reliability...which is not always) *Customers are conservative and still believing more in traditional maritime transportation and also because of lower maritime all-in rates*
3. Lower all-in prices (*rail rates China-EU are still higher than all-in rates by the sea&rail*)
4. Conditions for transport of sensitive cargo with controlled temperature (*electronics in a winter season, foodstuffs in summer season, reefer trains system*)
5. Creation of shuttle trains system in Russia running in fixed shedule and capacity (*not wait untill the minimal train lenght and weight parameters will be reached*)

# Missing direct shuttle train connection Malaszewicze-CEE

- Poland and Germany are quite good served by direct trains from China running via border crossing and transshipment centers in Brest/Malaszewicze to Poland and Germany
- To Czech republic, Slovakia, Hungary and Austria there is no shuttle connection from Brest/Malaszewicze offering regular and reliable service with 24hrs door-to-door delivery time (reachable!)
- Suggested shuttle connections
  - Malaszewicze - Ostrava
  - Malaszewicze - Prague
  - Malaszewicze - Vienna



## How to achieve daily connection by shuttle trains?

- Just to reroute 4% of transported volumes from the sea to railway China – Europe, or bring new volumes. Trade between China and CEE countries grows and will grow.
- $4\% = 32.732 \text{ TEU} = 372 \text{ trains} / 88 \text{ TEU/year} = 7 \text{ trains/week} = 1 \text{ train a day} = \text{SERVICE !}$

# Thank you for attention

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