



Samsung multi model solution

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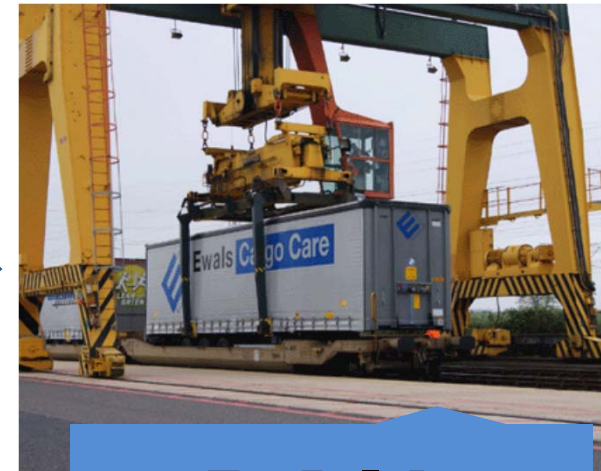
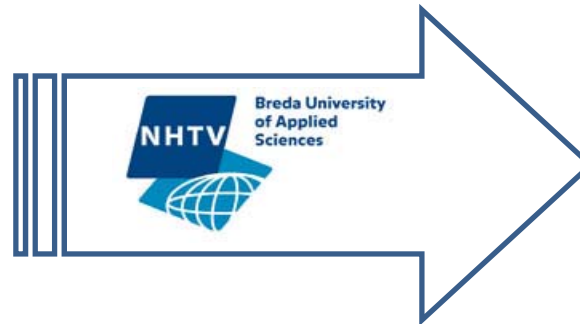


<https://www.youtube.com/watch?v=UYz6fYaQJ28>

Neutral shippers platform to bundle volumes in order to stimulate multimodal solutions



ROAD

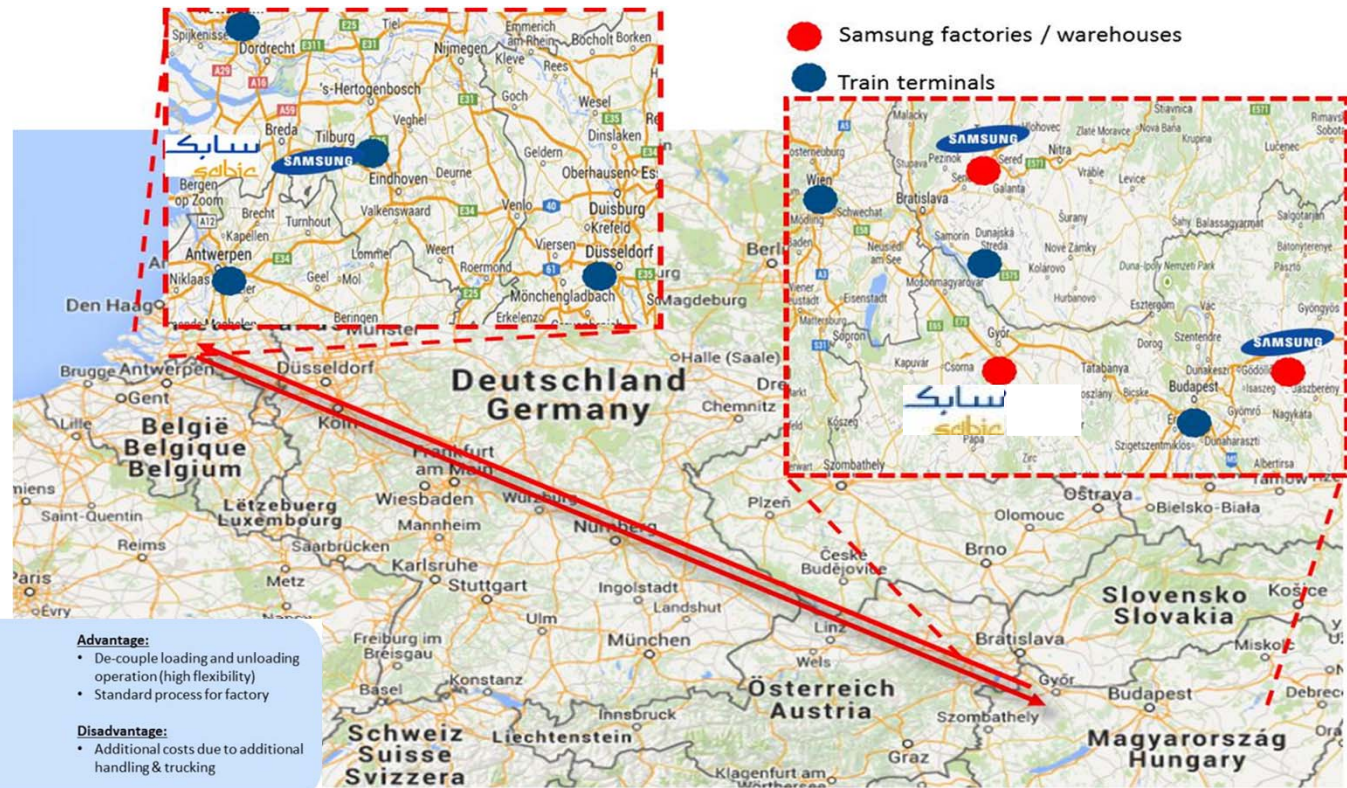


RAIL

Samsung-Sabic case



High level match of transportation flows...but after that, the real work starts



1. Standard

Advantage:

- De-couple loading and unloading operation (high flexibility)
- Standard process for factory

Disadvantage:

- Additional costs due to additional handling & trucking

2. Roundtrip

Advantage:

- Lowest cost model

Disadvantage:

- Unloading & loading to be coordinated (same day); very difficult with current time with confirmed loading slot

.... but persistence leads to real results

1. Reduction in transportation cost (-8% Slovakia / -1% Hungary)
2. Significant reduction in CO2 emissions and increasing sustainability
3. Increase in payload from 24 -> 26 pallets
4. Non tangible benefits like optimized resource planning warehouse



Lessons learned

1. Road transportation culture
2. Equipment
3. Daily / Weekly volume imbalances
4. No traffic jam, however....



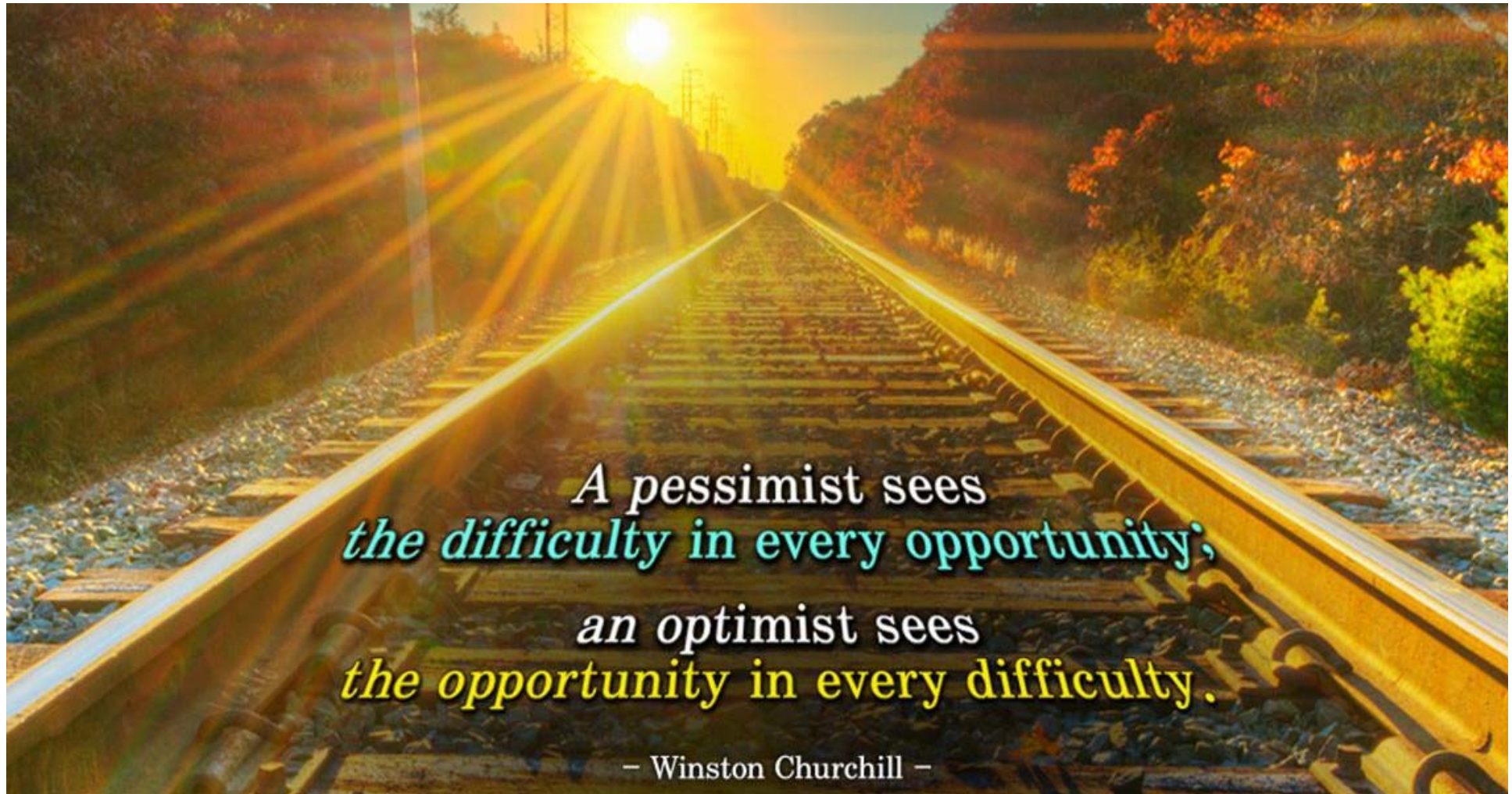
Success factors

1. Cut out the middleman
2. Trust between companies
3. Non tangible benefits



Most important question...why?





*A pessimist sees
the difficulty in every opportunity;
an optimist sees
the opportunity in every difficulty.*

– Winston Churchill –

Thank you!