



MARCO POLO
NEW WAYS TO A GREEN HORIZON

For a Sustainable Freight Transport in Europe

**Patrick Vankerckhoven – Head of Unit Marco Polo
Executive Agency for Competitiveness & Innovation (EACI)**

**Marco Polo Baltic Conference
Gdansk 23-24 September 2009**



<http://ec.europa.eu/marcopolo>

The Issue



A more sustainable way to freight transport in the EU exists...



Programme Overview

■ **Objective:** “shifting freight off the road or reduce your traffic”

- ▶ Road freight transport estimated to grow by 50% in 2030
- ▶ Objective MP estimated to reduce by more than 20 billion tkm/year in EU-27 over the period 2007 – 2013 (see NB)

■ **Targets:**

- ▶ **Business-driven projects – commercial entities**
- ▶ International freight – EU (except aviation)
- ▶ Services only no research, studies or (core) infrastructure

■ **Eligibility:**

- ▶ Commercial undertakings (both public and private)
- ▶ EU-27 Member States + Iceland, Norway, Liechtenstein and Croatia.
- ▶ European dimension of the actions

NB: if a truck drives 100 km with a 20 tons load = 2.000T*Km



What is the role of the European Commission ?

- Prepare the annual work programme and call
- Marco Polo Committee
- Contacts with other EC services
- Consultation of European Parliament
- Propose revisions/updates of MP Regulation
- Establish future strategies
- ...



What is the role of EACI ? – Management of MP Unit



- Complete management of the grants life cycle
- Assist TREN with the preparation of the annual calls
- Evaluate annual calls from 2008 onwards
- Prepare and sign grant agreements and contract amendments
- Follow-up and check contracts
- Review and analyse technical and financial reports
- Execute intermediate and final payments
- Terminate/close contracts
- Organise dissemination of results and increase visibility of the programme



The 5 Key Actions

- **1 – Shifting freight** from roads to more environmental-friendly modes of transport
- **2 – Creating synergies** between companies willing to overcome structural market barriers
- **3 – Making a more effective use of the motorways of the sea** in combination with other modes
- **4 – Promoting traffic avoidance** by targeting practices of transporters and the industry at large
- **5 – Encouraging cooperation** amongst the key logistic players





1 – Modal Shift

- From **road** to **other modes** offering a more controlled impact on the traffic:
 - ▶ **Short-sea shipping** (no deep sea freight transport)
 - ▶ **Inland waterways** (leveraging the internal ports)
 - ▶ **Rail cargo** (e.g. shuttle services)
- Measured in T*kms shifted
- By far the most popular action to date - over 80% of all projects
- Max subvention duration 3 years



2 – Catalyst Actions

- **Overcoming structural market barriers to intermodal solutions**
- **Highly innovative: causing a real breakthrough**
- **Not tackling unique or company specific problems**
- **Service shifting freight off the road but no minimum threshold of tkm**
- **Examples: high-speed freight trains on international routes, IWT on low water level**
- **Max subvention duration 5 years**

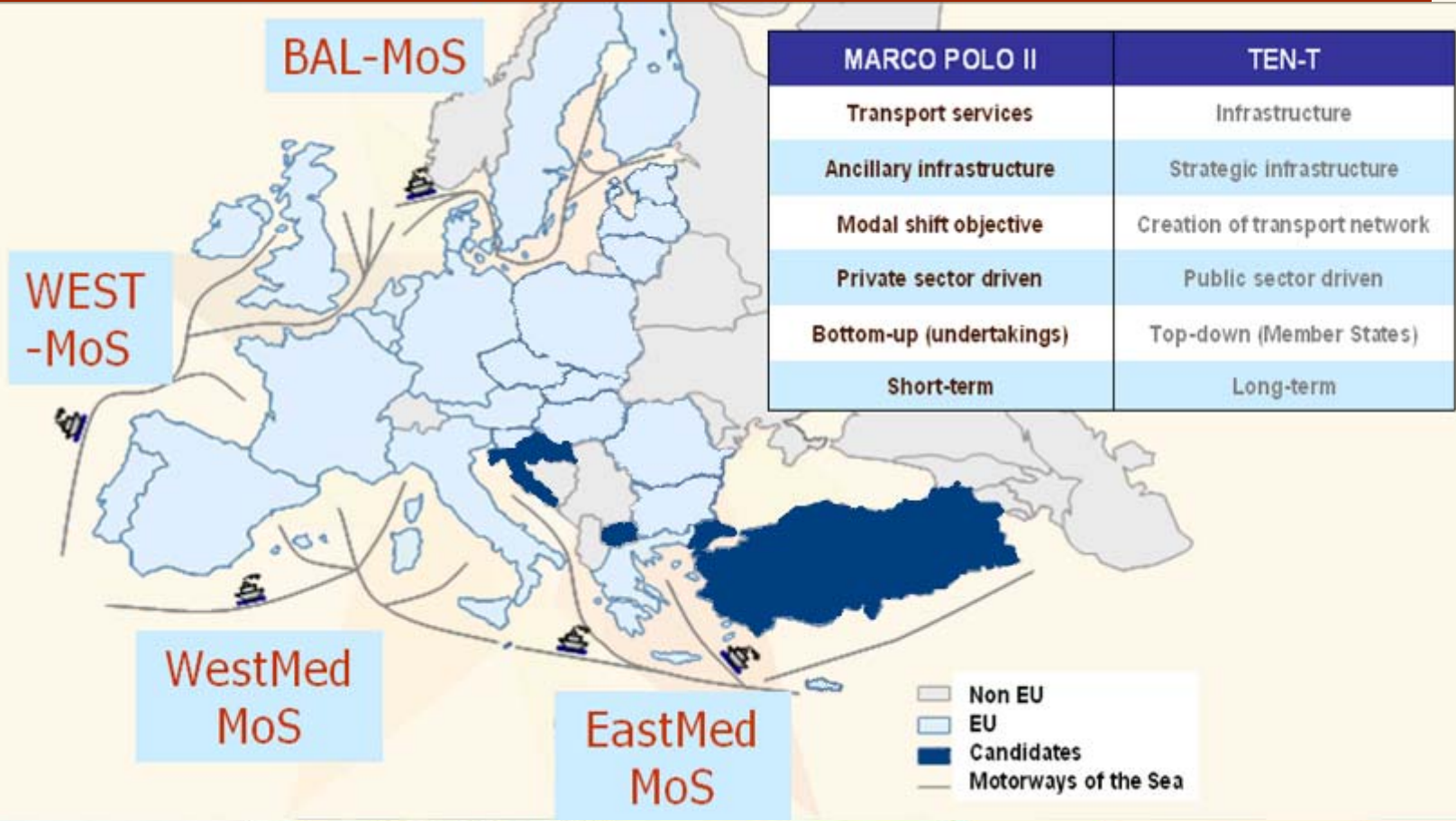


3 – Motorways of the Sea

- Use of regular maritime lines in combination with other modes of transport
- With an eye on the short-term, business-driven services
- An effective alternative to bypass natural inland barriers (Alps, Pyrenees, Balkans) and keep away from congested roads
- Based on TEN-T MoS priority ports
- Max subvention duration: 5 years



The Motorways of the Sea Concepts TEN vs MP



4 – Traffic Avoidance

- A new key action potentially appealing to industry players beyond the transport business
- Innovative integration of production and transport logistics
- Higher efficiency in international road freight transport
- Higher loading factors, combination of light and heavy goods, less empty runs, reduction of volume and/or weight etc. – *be creative!*
- Max subvention duration: 5 years



5 – Common Learning

- A way to disseminate best practices and promote more sustainable transport models across Europe
- Based on cooperation and exchange of know-how
- Transferring knowledge and expertise between private players
- Max subvention duration 2 years, with possibility of extension since 2010



Marco Polo II – Results of Call 2008

Received proposals	46
Requested subvention	€73 M
Selected proposals for negotiations	31
Awarded contracts	28
Subvention requested by projects after negotiation	€34 M
Available budget	€59 M

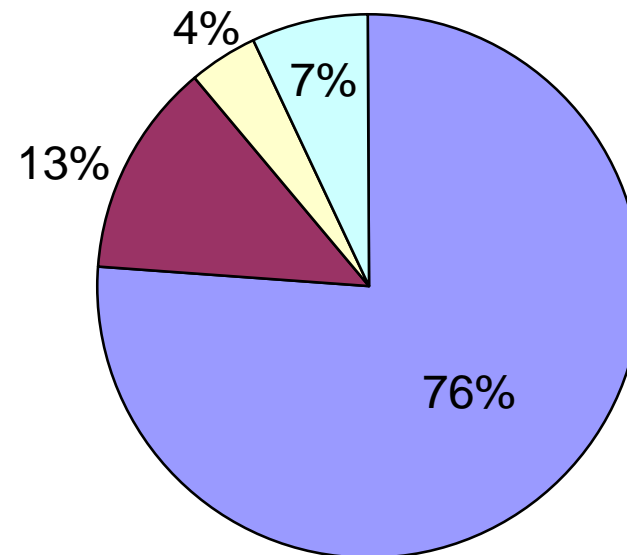


Call 2008

Total proposals received: 46

Key Action break-down:

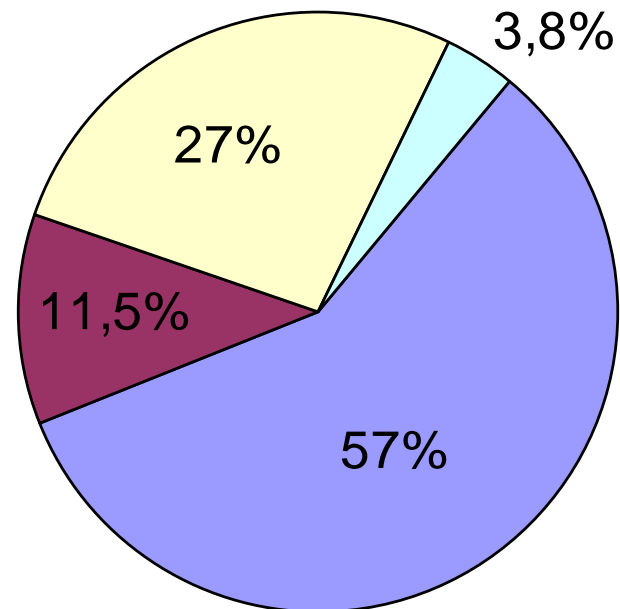
- Modal Shift actions: 35
- Common learning actions: 6
- Motorways of the sea: 2
- Catalyst actions: 3



Call 2008

Majority of proposals focus on rail modal shift.
30 (28 after merge) contracts have been signed.

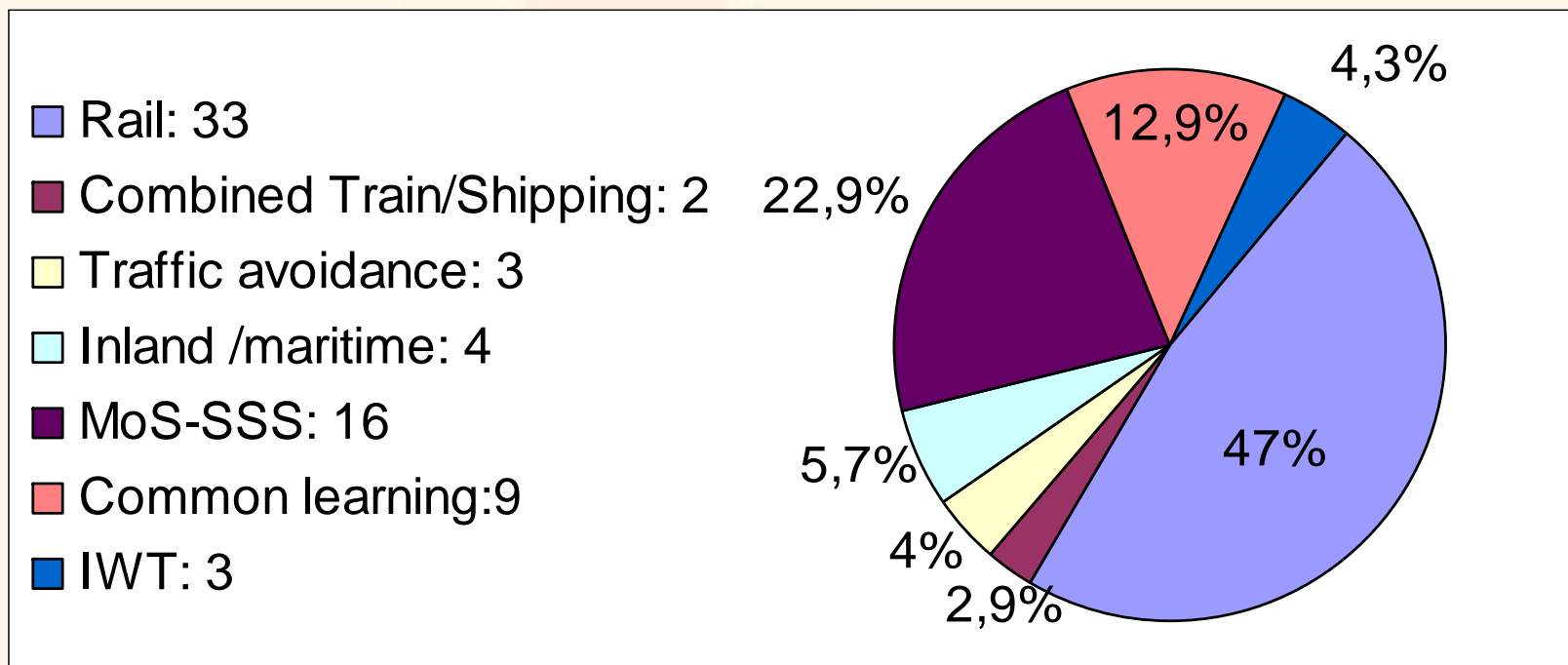
- Mode break-down:
- Rail: 15
 - Combined Train/Shipping: 3
 - MOS-SSS: 7
 - IWT: 1



Call 2009 New !!

Proposals received by modes of transport (70)

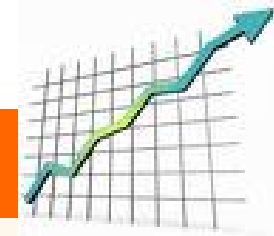
Mode break-down:



Call 2009 type of actions proposed

Modal Shift actions	66%
Common learning actions	13%
Motorways of the Sea actions	7%
Traffic Avoidance	4%
Catalyst actions	10%





Call 2009 Results of evaluation

Proposals received	70
Total requested budget	224 M€ 
Proposals evaluated positively	38
Total budget needed to cover 38 projects	110 M€
Projects under negotiation	20 (61,2M€)
Projects in reserve list	18 (50M€)




Call 2009 Projects under negotiation

Railway	7
Maritime / MoS	4+1
Mixed maritime / inland water ways	2
Mixed maritime / rail	1
Traffic Avoidance	2
Inland water ways	1
Common learning actions	2



Marco Polo – General overview 2003-2008

Funded projects		102
Partner companies involved		410
Ongoing projects		69
Shifted freight over the period up to date (T*km)		22.6 billion
Planned shift over 2003-2008 contracts (T*km)		91.8 billion
Available budget 2007-2013 (MP II)		€450 M



The current situation

- Increasing political will for a green and efficient transport
- More funds and new financial tools to launch new initiatives
- MP budget multiplied by 4 between MP I and MP II
- MP II regulation revisited to make programme more attractive (call 2009 + revamped regulation for 2010)



Interest in the MP programme

Period 2003 – 2009

- Historical main focus on transport business... increasing risk of competition on same route... (limited to existing main corridors)
- Shippers and Manufacturing industry partners would open new potential horizons for Marco Polo funding.





Your interest in Marco Polo !

- Achieve a more efficient delivery of your goods, rely on strong intermodal services.
- Make use of economies of scale by sharing capacities with transport or shipping partners.
- Reduce your investments in road rolling stocks
- Give a more environmental-friendly image of your company / brand.
- Receive co-financing for your modal shift and traffic avoidance projects



Having a look into 2010

- Marco Polo Info Day in Brussels on 10 February 2010
- Publication of Call in January/February 2010
- New applicable regulation!:
 - ▶ Lower minimum threshold values (annual basis)
 - ▶ Transport unit and empty containers will contribute to modal shift calculation
 - ▶ Projects can be presented by 1 company only
 - ▶ Possibility to support 20% of ancillary infrastructure
 - ▶ Subsidy raised to 2€500 tkm shifted (before: 1€500 tkm)
 - ▶ Possibility on a case by case to extend contract by 6 months



Existing support

■ MARCO POLO Website

<http://ec.europa.eu/marcopolo>

- ▶ Call text, model contract, templates
- ▶ Checklists, Frequently Asked Questions
- ▶ MARCO POLO calculator
- ▶ Slides of previous Marco Polo conferences

■ MARCO POLO Helpdesk

- ▶ Email: eaci-marco-polo-helpdesk@ec.europa.eu
- ▶ Tel.: +32 2 29-50924
- ▶ Fax: +32 2 29-79506

Sing up to the free
Marco Polo
e-newsletter!





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Thank you for your attention

Contact:

Patrick Vankerckhoven

Head of Unit

**Executive Agency for Competitiveness & Innovation –
Marco Polo (EACI.06)**

patrick.vankerckhoven@ec.europa.eu

**European Commission, EACI.06, OR10 06/52,
BE-1049 Brussels**



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