

REPORT ON THE ESTABLISHMENT OF A MARKET PLAYER WORKING GROUP FOR EACH PILOT ACTION

D.T2.1.3 (LUKA KOPER)

Work paper

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1) Introduction

The fast development of technology and the contemporaneous spreading of port's capacities, due to the rising volumes of cargo transported through the port of Koper, are bringing new opportunities for the better organization of spaces and technologies adopted for the management of the cargo. The modal split in the port is in favor of railways, since we have 60% transport on rail and 40% on road. We are in search of the solution that can speed up the process, produce a better linking with stakeholders on the same logistic chain and a further and concrete collaboration in the region, including areas beyond national borders.

Thanks to globalization and the worldwide internet marketplace, the demand for fast cargo delivery is on the rise. According to a study, in the year 2030, the total volume will be five times that of the year 2000. The problem: most of the railway processes involved in cargo handling and freight are currently still manual in the port of Koper. Challenges arising in the port of Koper are that some data about railway transport and traceability of goods during their trips, are not always automatically or quickly shared with stakeholders. Our activities will focus on optimization of the usage of limited railway infrastructures connected with port's area in order to optimize the transport time and accuracy of data.

In the pilot action cameras on Terminal for iron ore and coal will be installed in order to read/register the numbers on wagons passing by. On Terminal for iron ore and coal there are only few freight forwarders active - two of them are Mediašped d.o.o. and M.B.L. d.o.o. and for one customer the company Luka Koper d.d. itself takes over the role of freight forwarder (officially signed contract). The company Energetika Ljubljana d.o.o. is important customer for the port and is also included in the Market Player Working Group.

2) Stakeholder description

| Name | Public/private | Category (eg.: local/regional/national public administration, railway infrastructure) | Reason for involving this stakeholder with respect to the pilot | Expected contribution | Relevance for the pilot action (low/medium/high) |
|------|----------------|---|---|-----------------------|--|
|------|----------------|---|---|-----------------------|--|



| | | manager, industry, logistics operators, railway undertakings, etc.) | action | | |
|--|---------|--|---|--|--------|
| Mediašped - Špedicija d.o.o. | Private | Freight forwarder | Directly involved in the working process on Iron Ore and Coal Terminal/ organization and execution of transport services | To promote new technologies and optimized processes; to share knowledge and best practices; to consult on expected results of pilot action; to support the development of new solutions | Medium |
| Energetika Ljubljana d.o.o. (unit TE-TOL) | Private | A client/customer | Receiving the goods (coal) from the port of Koper | To promote new technologies and optimized processes; to share knowledge and best practices; to consult on expected results of pilot action; to support the development of new solutions | Medium |
| M.B.L. d.o.o. | Private | Freight forwarder | Directly involved in the working process on Iron Ore and Coal Terminal/ organization and execution of transport services | To promote new technologies and optimized processes; to share knowledge and best practices; to consult on expected results of pilot action; to support the development of new solutions | Medium |
| Operations Department | Public | Port and logistic operator | Responsible for railway infrastructur e and processes in the port | To support the implementatio n of the pilot action (optimization of the process) | High |



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|----------------------------------|--------|----------------------------|---|---|------|
| Investment Department | Public | Port and logistic operator | Responsible for technical specifications of equipment and testing | To support the development of the solution and implementation in practice | High |
| Iron Ore and Coal Terminal | Public | Port and logistic operator | End-user of the tested solution | To enable the testing environment | High |
| Strategic Development Department | Public | Port and logistic operator | Responsible for coordination and reporting | Coordinating and reporting of the activities | High |

3) Establishment of a Market Player Working Group

Since the beginning of the REIF project Luka Koper d.d. - Strategic Development Department organized several meetings with Operations Department, Investment Department and Terminal for iron ore and coal operations manager in order to plan the implementation of the pilot action. In June 2020 consultations with the director of the Profit Center for Bulk and Liquid Cargoes were carried out, where we have identified key stakeholders for the implementation of the REIF pilot action. Terminal for iron ore and coal is a part of Profit Center for Bulk and Liquid Cargoes, which is one of five profit centers in the port of Koper.

Therefore, we organized a meeting for the establishment of Market Player Working Group on 3rd of July 2020 in the headquarters of Profit Center Terminal for bulk and liquid. The invitation was sent to the director of the Profit Center for Bulk and Liquid Cargoes (Mr. Bojan Tomišič) and he invited freight forwarding organizations and clients. Some of the representatives of freight forwarding organizations that are directly working with the Terminal for iron ore and coal (where pilot action will be implemented) were contacted over the phone and invited to the meeting. It is necessary to point out that at the terminal there are only few (3) organizations involved in the freight forwarding activities for the cargo group iron ore and coal.

At the meeting, which was held on 3rd of July 2020 in Koper, Slovenia, were present:

- Tina Bizjak, Strategic Development Department, Luka Koper, d.d.
- Milanko Drljič, Operations Department, Luka Koper, d.d.
- Edvin Raubar, Investment Department, Luka Koper, d.d.
- Boštjan Škvarč, Terminal for Iron Ore and Coal
- Bojan Tomišič, Director of PC Terminal for bulk and liquid cargoes
- Damijan Šavron, Mediašped d.o.o.
- Hrvatin Sebastjan (M.B.L. d.o.o.)
- Ernest Pasutto (M.B.L. d.o.o.)
- Samo Lozej (Energetika Ljubljana d.o.o.)

The presentation of the pilot action concept is important to explain the reason of the investment and the expected results, to discuss the expected results and to receive the possible feedback from the invited/present stakeholders or participants. The focus was on the benefits that the implementation of the pilot action will have to the port and to the freight forwarders, as well as to the costumers (port community).

The benefits foreseen are:

- Optimizing / speeding up the process of registering / recognition of the wagons
- Less manual work
- Less human made errors
- Improved health and safety at work (due to less work on-field, near the train)
- Digital evidence of the registered wagons (database of the pictures)

- Possibility of double-checking

Also, other aspects of the pilot action planning and implementation were presented, such as the best location for the testing of the cameras at the terminal, possible problems with visibility of the numbers on wagons (for example dirt on the wagons, damaged numbers etc.), the development of best software solution and possible integration in SCADA, training of staff etc.

After the presentation on behalf of Luka Koper, the fruitful discussion took place about the digitalization of processes, especially on rail network in the port of Koper. They expressed satisfaction that they will be informed about the results of the pilot action. The participants support the efforts of Luka Koper to speed-up the processes on the rail network and also to reduce the human errors in registering the wagons numbers.

Attachments:

- Market Player Working Group (MPWG) meeting - July 3rd, 2020 in Koper, Meeting minutes
- Attendance list
- PPT presentation for the meeting (in Slovenian language)