



HAMBURG, 27-28 OCTOBER 2011

## Day One – Thursday 27 October 2011

13:00 – 14:00 **Registration**

*Oliver Sellnick – UIC, Director Freight, Chairman and Moderator of the Market Place Seminar 2011*

14:00 – 14:30 **Opening and Welcome**

*Frank Horch – City of Hamburg, Senator for Economic Affairs, Transport and Innovation  
Dr. Ivan Petrov – FIATA-UIC Contact Group, Co-Chairman FIATA  
Heiner Rogge – DSLV, General Manager  
Dr. Sebastian Jürgens – HHLA, Member of the Executive Board  
Dr. Alexander Hedderich – DB Schenker Rail, Chairman & CEO*

14:30 – 15:45 **Rail Hinterland – connection to the world**

What is the Future of Containerization in maritime and inland freight distribution?  
*Jean-Paul Rodrigue, Ph. D., Hofstra University New York, Professor of Global Studies & Geography*  
What are the Customer Requirements for logistic solutions in the 21<sup>st</sup> Century?  
*Thilo Heinrich – Maersk Deutschland A/S & Co. KG, Head of Trade & Marketing*  
How can Rail and Sea be combined into seamless logistic solutions?  
*Dr. Alexander Hedderich – DB Schenker Rail GmbH, Chairmen & CEO*  
Capacity now and in the Future – perspective and challenges for seaport hinterland transport  
*Dr. Sebastian Jürgens – Hamburger Hafen und Logistik AG, Member of the Executive Board – Intermodal Segments, Logistics Segments*  
How to integrate different functions along the transportation chain?  
*Karl Michael Mohnsen – TX Logistik AG, CEO*

15:45 – 16:15 **Coffee break: networking [Press briefing in parallel]**

### THE RAIL LOGISTICS COUNCIL at the Market Place Seminar

16:15 – 17:45 **Efficiency Gains from Industrializing Combined Transport “Door-to-Door”**

- How to industrialize the production of CT? What are the benefits?
- What are the latest trends and best-practices in the inland terminal development?
- What is expected from freight forwarders and shipping lines to support efficiency gains?

*Walter Schultze-Freyberg, POLZUG Intermodal GmbH, Managing Director  
Andreas Schulz, DB Schenker Rail Deutschland AG, Senior Vice President Intermodal  
Edouard Laverny, SNCF Fret DF Combi-Express, Managing Director  
Mark Stevenson, Ahaus Alstätter Eisenbahn AG, Head of the Management Board, Director Finance & Controlling*

17:45 – 19:00 **New Business Designs for Inland-Terminals**

- What is the relevance of maritime CT-inland-terminals for freight forwarders?
- How can freight forwarders and terminal operators benefit from cooperation?

*Harald Rotter, HHLA Intermodal GmbH, Managing Director  
Frank Bensaid, Naviland Cargo, International Development Director  
Oliver Haas, CTS Container Terminal GmbH, Operation Director  
Alexander Stern, Deutsche Umschlaggesellschaft Schiene – Straße (DUSS) mbH, Managing Director*

20:00 – 23:00 **Networking dinner**

## Day Two – Friday 28 October 2011

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### 09:00 – 10:30 **Infrastructure – from being a bottle neck to becoming an enabler of intermodal traffic**

How will the European Rail Network for Competitive Freight help us fulfilling customer needs?

*Libor Lochman, CER, Deputy Executive Director*

How will the German infrastructure master the challenges of hinterland traffic?

*Dr. Jörg Sandvoß, DB Netz AG, Member of the Executive Board for Sales and Timetable*

Railways Ports Connections: from a bottle neck situation to a future added value; Port of Genoa Case Study

*Vincenzo Carpinelli, UIC, Technical Advisor*

Does the expansion railway of infrastructure in the harbor and hinterland keep up with traffic growth?

*Wolfgang Hurtienne, Hamburg Port Authority, Managing Director*

### 10:55 – 11:25 *Coffee break: networking*

### 11:25 – 12:30 **Creating customer value with multimodal transport solutions**

How to build just-in-time logistics for the automotive industry with intermodal solutions?

*Matthias Braun – Volkswagen Logistics GmbH & Co OHG, Head of Inbound Logistic Material*

How to use the advantages of intermodal rail solutions for modern logistics?

*Alan Gibson – Captrain Netherlands BV, Managing Director*

Flexible rail freight transport - a contradiction?

*Michael Lückenbach – Contargo Network Service GmbH&Co. KG, Project Manager Rail Systems*

### 12:30 – 13:00 **Wrap-up and conclusions**

*Oliver Sellnick – UIC, Director Freight, Chairman and Moderator of the Market Place Seminar 2011*

### 13:00 – 16:00 *Cutting edge multimodal operation: Hamburg Altenwerder Pier of HHLA*