

Cooperation between the port of Antwerp and the port of Liège

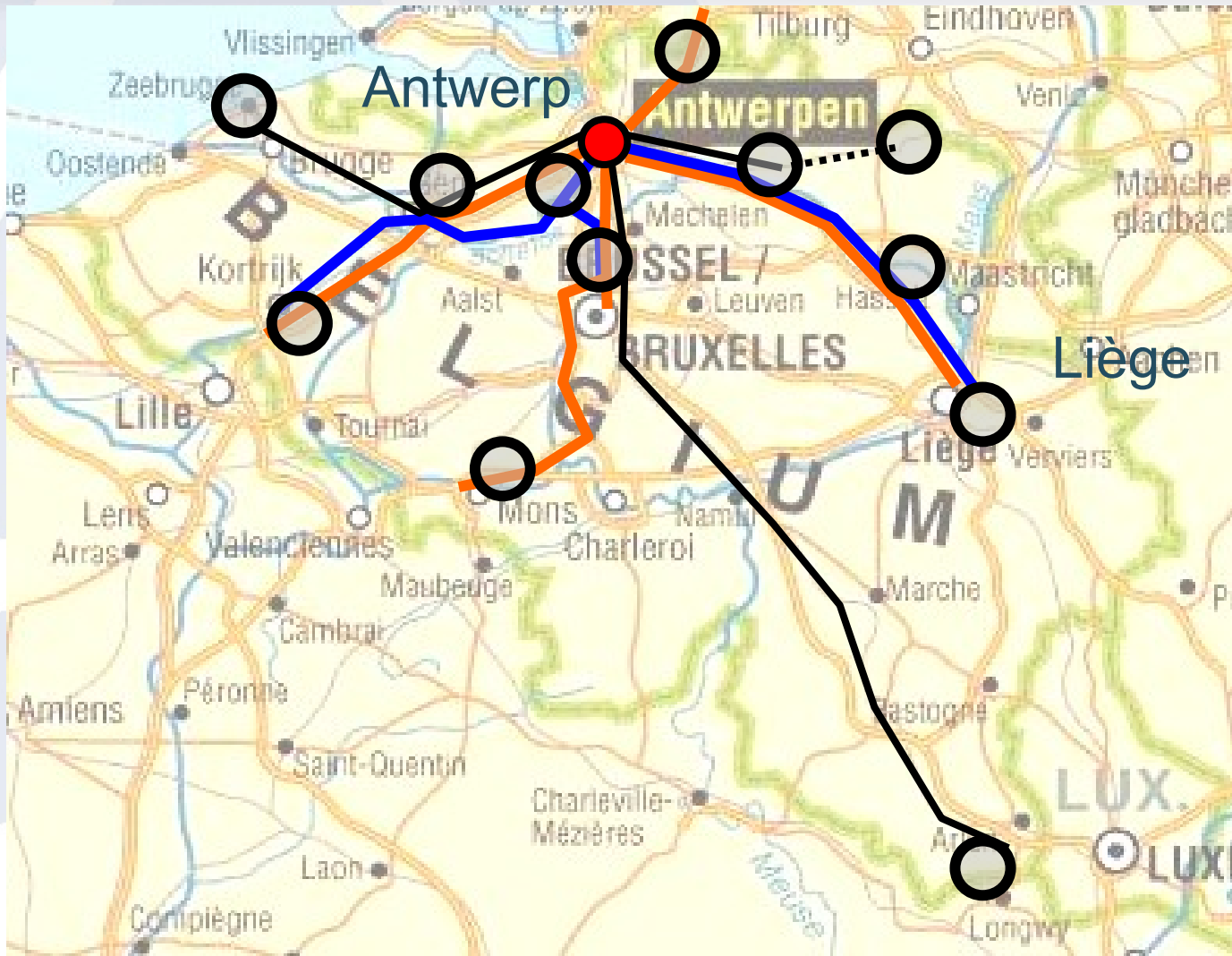
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Belgium: main transport corridors



Introduction: why cooperation? (1)

- Port authorities cannot leave everything to the market
 - Market players do not care about the individual interests of ports
 - Market players look for solutions that are best for their own chains / networks, not for all chains / networks

Source: Prof. T. Notteboom, University of Antwerp, ITMMA



Introduction: why cooperation? (2)

- Competition between seaports is more and more competition between logistical and transport networks;
- Flexibility, reliability, regularity and speed in hinterland connections are keywords: cooperation with hinterland nodes may benefit this;
- VAL along the corridors: better service to potential clients thanks to the combined offer of sea ports and hinterland nodes → creation of logistical poles

Source: Prof. T. Notteboom, University of Antwerp, ITMMA



Introduction: why cooperation? (3)

- Hinterland nodes can play an important role in “green” port management:
 - To gain public support for the transit function of ports
 - Necessity of an environmental friendly modal split
- Space is scarce
 - Utilize the complementary between sea ports and hinterland nodes
 - Better management of transport corridors (better utilization)
 - To increase port capacity / space productivity by means of a swift coupling with inland ports (cf. reduction of dwell time)
- Infrastructure is scarce

Source: Prof. T. Notteboom, University of Antwerp, ITMMA



Issues: where to invest?

invest where?

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graph TD; A[invest where?] --> B[In home market]; A --> C[In foreign market];
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In “home” market (natural hinterland)

- + Consolidation / development
- + Improving modal split
- + Offer “cheap” alternative to sparse port domain
- + Low risks
- + Short term benefits
- Focus only organic growth

In “foreign” market

- + Gain access to new markets
- + Improve market share
- Higher risks
- Benefits on longer term
- Investments may also benefit competitors

Issues: what kind of investment?

Low – involvement - high

Start up own terminals,...



Participate in local initiatives,...



Joint marketing, “think tanks”,...

Project Hermalle-sous-Argenteau

- North of the city of Liège, close to the border with the Netherlands and Germany
- 100 ha
- Next to the Albert Canal
- Tri-modal container terminal (13 ha)
- Mainly focused on logistics and VAL

Hermalle-sous-Argenteau
97 ha

Plate-forme multimodale à Hermalle 90Ha

Ligne de chemin de fer en projet

**Industrial Zone
Hauts Sarts**

PAE hauts Sarts

Extension Hauts Sarts 55Ha

Albert canal

Route en projet

Meuse

Port d'Argenteau 7Ha

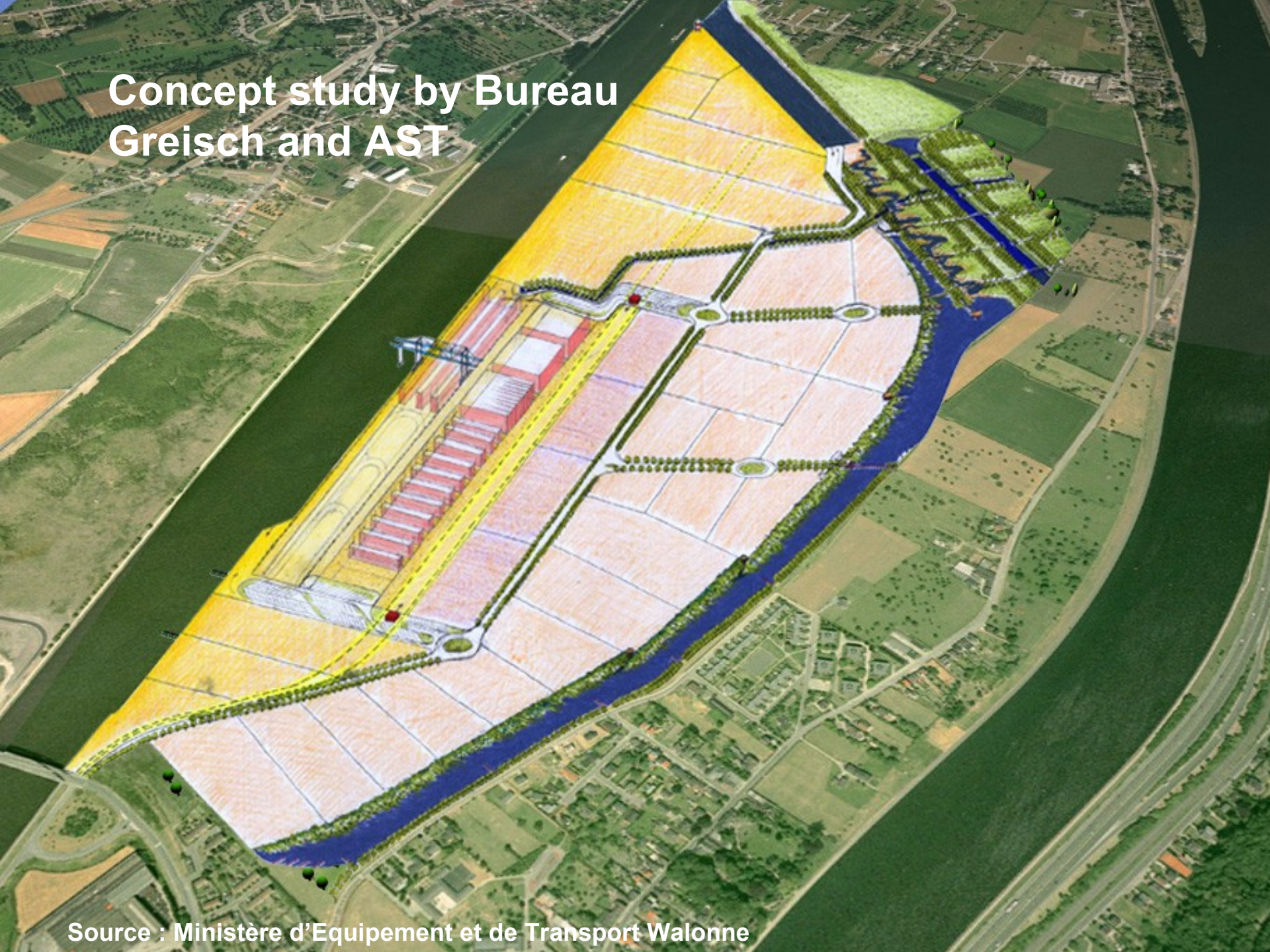
Future plate-forme de Chertal 160Ha

Arcelor
160 ha

Port d'accès au projet

Route intérieure de Chertal

Concept study by Bureau
Greisch and AST



Source : Ministère d'Équipement et de Transport Wallonne

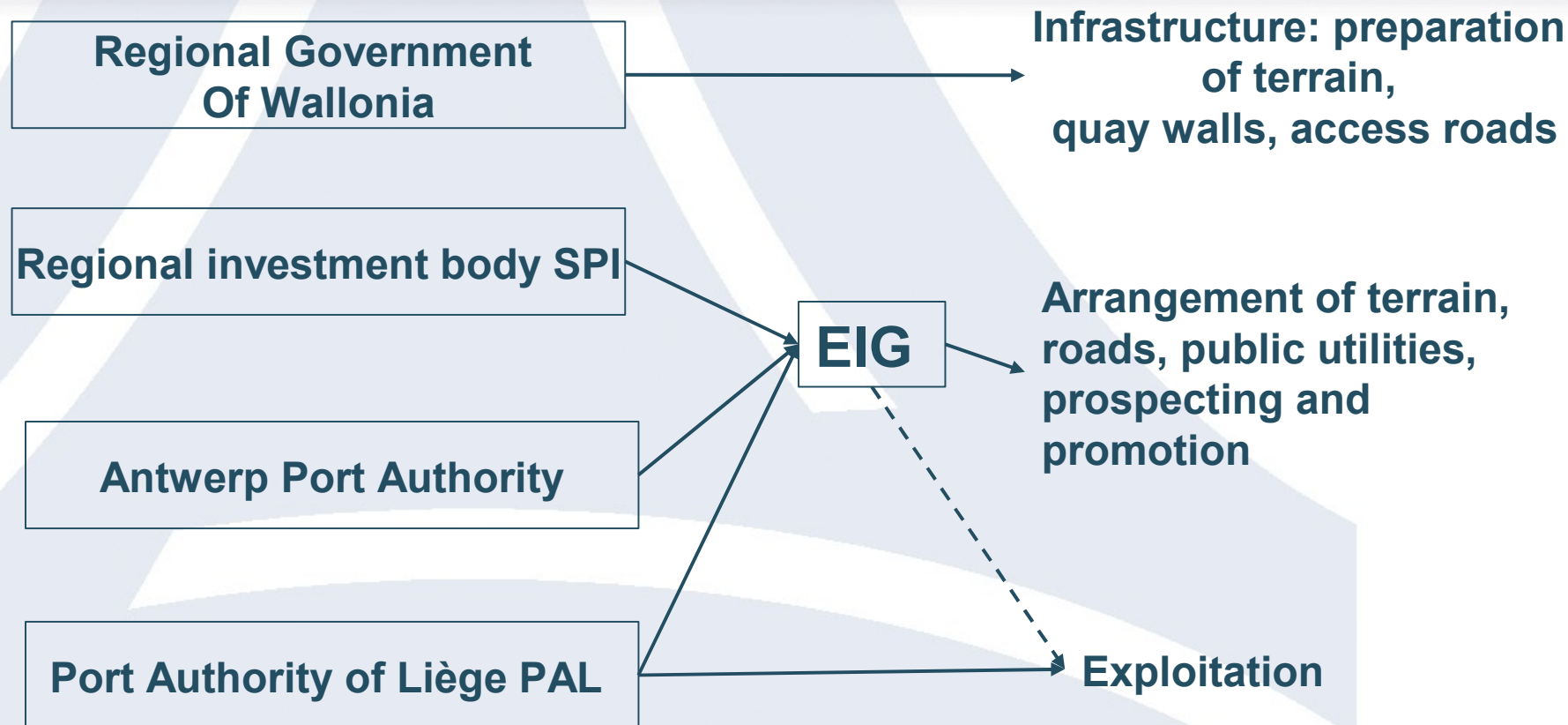
General Context

- Port of Antwerp
 - Available port domain not “infinite”;
 - Long term vision Flemish ports: greater emphasis on hinterland development;
 - Mobility management / modal shift
 - focus mainly on “natural hinterland”

General Context (2)

- Port of Liège
 - Difficult economic situation in area: in “transition” from traditional steel industry to logistics and services
 - Availability of terrains at the border of the Albert Canal (main transport corridor in Belgium) in Hermalle-sous-Argenteau, north of the city of Liège
 - Political willingness to do “something”
 - Ideal location on border with the Netherlands and Germany

Structure of project group



Main tasks Economic Interest Grouping

- planning “Logistical hub” Hermalle
- Joint Promotion
- Prospecting candidate
- Other services
- NOT exploitation! Cf. aim ELG: needs to have an accessory character for the members

Check with main principles APA

- Project is in accordance with the societal objectives of APA
- There is a clear strategic surplus value for the port community
- Axis Albertcanal - Liège clearly is part of the “natural” hinterland of Antwerp (cf. Venlo)
- Commercial possibilities and profitability of the project is good
- Economic Interest Grouping (EIG): transparent juridical structure + principle of equality respected
- Financial risks limited

Situation

- Aug 2003: consultation general directors
 - Joint study site Hermalle
 - Study market potential
- Oct 2003: proposition to form technical working groups
- June 2005: juridical and economical working groups finalize activities.