



# CROSSING THE ALPS

Connecting Europe,  
Opportunities NORTH, SOUTH  
and EAST of Italy

(23) 24-25 November 2016  
Hotel Dino, Baveno (near Milan)

**ZUNARELLI**  
STUDIO LEGALE ASSOCIATO



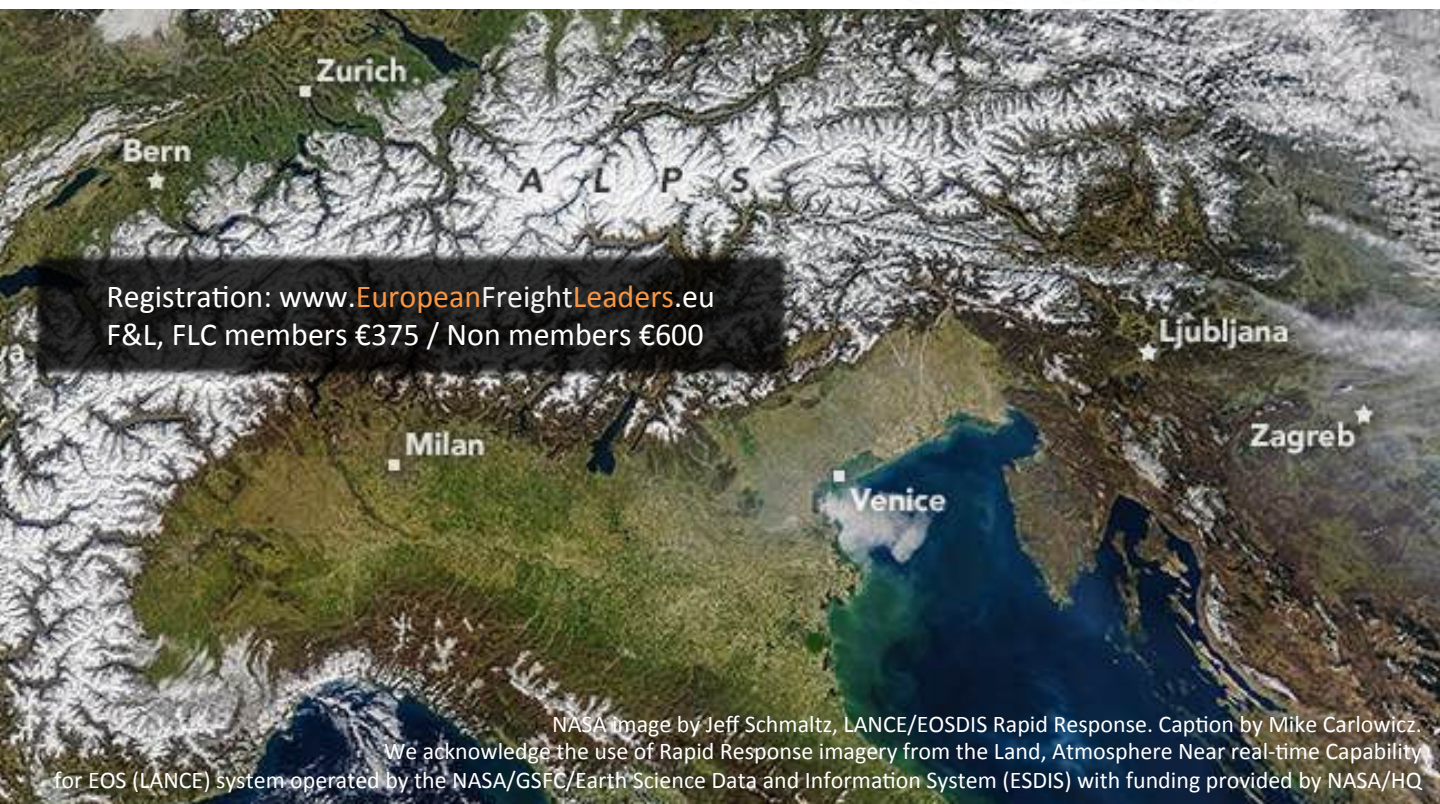
**arcese**



**bis**

**cargo**

**FERCAM**  
Logistics & Transport



Registration: [www.EuropeanFreightLeaders.eu](http://www.EuropeanFreightLeaders.eu)  
F&L, FLC members €375 / Non members €600

# Wed 23 November






WELCOME to one of F&L's most interactive meetings to debate how we can improve QUALITY, EFFICIENCY, COMPETITIVENESS and SUSTAINABILITY in our crossings of the Alps

**ONE LOCATION: TERMINAL TOUR AND F&L MEETINGS AT**

**RAIL HUB MILANO**  
**Hannibal (Contship Italia SPA)**  
 Via I Maggio 1  
 20066 Melzo (MI)  
  
 Phone +39 02 955 29611



RAIL HUB MILANO - Hannibal's Melzo terminal is one of Northern Italy's "big 4". Hannibal is part of Contship Italia

-  LINATE 15 mins to Hannibal terminal
-  MALPENSA 60 mins to Hannibal terminal
-  MILANO CENTRALE 30 mins transfer

Early arrivals	Coffee, quiet space to work * Airport transfers are available; email your travel details to SEC@EuropeanFreightLeaders.EU
14:00 – 15:00	<input type="checkbox"/> F&L Board Meeting <i>Board Members only</i>
15:00 – 15:45	<b>ALL WELCOME: Coffee / SHORT TOUR OF MELZO TERMINAL WITH Q&amp;A</b>
15:45 – 17:00	<b>ALL WELCOME: "CITY LOGISTICS – YOUR PERSPECTIVE?"</b>
15:45 – 17:00	<b>ALL WELCOME: "MOTORWAYS OF THE SEA" Group</b>
15:45 – 17:00	<input type="checkbox"/> F&L Management Committee Meeting <i>MC members only</i>
17:00	Group transfer to HOTEL DINO for check-in and WELCOME DINNER
20:00	<b>ALL WELCOME: APERITIVO and DINNER kindly sponsored by Hannibal in HOTEL DINO</b> <input type="checkbox"/> Welcome from <b>Daniele Testi</b> Director of Marketing & Corporate Communication



# Thurs 24 November



## HOTEL DINO – “VENERE” MEETING ROOM

Corso Giuseppe Garibaldi, 20, 28831 Baveno VB, Italy, Tel +39 0323 922 201

## DAY 1 - CONNECTING EUROPE

08:30 REGISTRATION and DIRECTION OF FULL AUDIENCE into specific seating

09:00 – 09:15 WELCOME

09:15 – 09:30 ITALY IN A GLOBAL CONTEXT

### Crossing the Alps

09:30 – 09:50 **QUANTIFYING THE TRAFFIC FLOWS OVER THE ALPS**  
 **Matthias Wagner** Scientific Collaborator and Head of Data Competence Centre Trans-Alpine Freight Transport FEDERAL OFFICE OF TRANSPORT (SWITZERLAND)

#### INFRASTRUCTURE

09:50 – 10:05  **Italy Paolo Foietta** Chief of the Italian Delegation of the Italian-French Intergovernmental Commission, ITALIAN GOVERNMENT (*live translation*)

10:05 – 10:15  **Germany, Austria, Italy Benedikt Werth** Secretary BRENNER CORRIDOR PLATFORM

10:15 – 10:25  **Switzerland Christian Maurer** Project Manager Traffic Planning, Federal Department of the Environment, Transport, Energy and Communications FEDERAL OFFICE TRANSPORT (BAV) SWITZERLAND

10:25 – 10:45 **IMPACT OF CORRIDOR STRATEGY**

**Pawel Wojciechowski** European Coordinator TEN-T RHINE-ALPINE CORRIDOR

10:45 – 11:00 **AUDIENCE Q&A AND DISCUSSION WITH SPEAKERS**

11:00 – 11:30 Coffee (members - statutory formalities)

### Optimizing Flows over the Alps

11:30 – 12:00 **CREATING CRITICAL MASS AND EFFICIENCY COMPETITIVELY DEEP INTO THE HINTERLAND**  
 **Emile Hoogsteden** Vice President Container, Breakbulk & Logistics PORT OF ROTTERDAM  
 **Francesco Parisi** Chief Executive Officer FRANCESCO PARISI GROUP

#### SMARTER UTILISATION OF INFRASTRUCTURE?

**Helmut Eder** Member of the Board LKW-WALTER

12:00 – 12:45 **SHIPPERS' TRANSALPINE FLOWS - DISCUSSION**

**Encarna Pitarch** Head of Logistics/Transport, Deputy Commercial Director ANECOOP

**Cordula Furrer** Process Director Operations MIGROS-GENOSSENSCHAFTS-BUND

**Aga Brol** Business Unit Manager, **Fredric Håkansson** VP After Sales DELLNER GROUP

**Dirk Wenzelburger** VP Supply Chain Management & Procurement (EMEA) INEOS

12:45 – 13:00 **AUDIENCE Q&A AND DISCUSSION WITH SPEAKERS**

# Thurs 24 November



13:00 – 14:00

Lunch generously sponsored by Arcese



## MAXIMISING QUALITY, EFFICIENCY AND COMPETIVENESS SOUTH/NORTH

“Making the railway system more competitive to work better for society” *European Union Agency for Railways*  
“Finding better, more sustainable ways to get everyone and everything to its right place” *IRU Mission*

14:00 – Open End

NOTE: THIS DEBATE IS ABOUT THE MARKET – IT DOES NOT REFLECT OPINIONS OF PARTICIPATING COMPANIES

**NOMINATION OF A SPOKES(WO)MAN** from each section of the audience  
**EXPLANATION OF RULES** [Lord Tony Berkeley](#) **MODERATOR** [Gavin W. Roser](#)  
**THE MOTION** “Is it Possible to Meet Future Demand for Freight Traffic Across the Alps? If Yes – How? If No – What are the Alternatives?”

### **POLITICS**

**STRENGTHS** [Andrea Giardini](#) Senior Partner ZUNARELLI

**WEAKNESSES** [Ralf-Charley Shultze](#) Chairman UIRR (Int’l Union Road-Rail Combined Transport)

**CROSSFIRE** [Andrea Giardini](#) / [Ralf-Charley Shultze](#)

### **ROAD**

**STRENGTHS** [Hannes Baumgartner](#) FTL Division Director FERCAM

**WEAKNESSES** [Marco Manfredini](#) FTL Division Director ARCESE

**CROSSFIRE** [Hannes Baumgartner](#) / [Arcese](#)

### **RAIL**

**STRENGTHS** [Dirk Stahl](#) CEO BLS CARGO

**WEAKNESSES** [Tony Berkeley](#) Chairman RAIL FREIGHT GROUP

**CROSSFIRE** [Dirk Stahl](#) / [Tony Berkeley](#)

**SUMMARY SPEECHES** [Hannes Baumgartner](#) / [Andrea Giardini](#) / [Ralf-Charley Shultze](#)

**GRAND CROSSFIRE** [All speakers](#)

**FINAL FOCUS** [Dirk Stahl](#) / [Tony Berkeley](#) / [Marco Manfredini](#)

**AUDIENCE VOTES** FOR or AGAINST the motion

Until 16:00

Coffee

16:00 – 16:15

**BUSINESS-DRIVEN REFLECTION**

[Alberto Grisone](#) Director Shuttle Net East-West HUPAC

16:15 – 16:30

**ECOLOGICAL REFLECTION**

[Manuel Herrmann](#) Head Transport Policy ALPINE INITIATIVE (Association for Protection of Alps from Transit Traffic)

16:30 – 16:50

**AUDIENCE Q&A AND DISCUSSION WITH SPEAKERS**

19:15

**NETWORKING DINNER at Piccolo Lago** generously sponsored by Zunarelli

## DAY 2 - OPPORTUNITIES SOUTH AND EAST OF ITALY

### F&L Secretary General's News Hour

- 09:00 – 10:00
- ❑ **INTERVIEW HIGHLIGHTS WITH Romano Prodi** OMRI, 10<sup>th</sup> President European Commission, twice Prime Minister Italy, Chairman United Nations-African Union High-level Panel for Peacekeeping in Africa, currently UN Special Envoy for the Sahel
  - ❑ **HANJIN BANKRUPTCY Berit Hagerstrand-Avall** Vice President Short Sea STORA ENSO, other stakeholders invited, **Björn Klippel** Managing Founder TIM CONSULT included
  - ❑ **Antonio Malvestio** President FLC FREIGHT LEADERS COUNCIL ITALY and former P&G ITALIA
  - ❑ **Further topics chosen on the day / F&L member input encouraged**

### Impacts on Your Business

10:00 – 10:30	Coffee
10:30 – 10:40	<p><b>PREDICTABILITY</b></p> <ul style="list-style-type: none"> <li>❑ <b>Gavin W. Roser</b> Secretary General F&amp;L</li> </ul>
10:40 – 11:30	<p><b>CHINESE SILK ROUTE INTO EUROPE: ONE BELT, ONE ROAD</b></p> <ul style="list-style-type: none"> <li>❑ <b>Gianluca Mirante</b> Director Italy HONG KONG TRADE DEVELOPMENT COUNCIL</li> <li>❑ <b>Pawel Wojciechowski</b> EUROPEAN COORDINATOR</li> </ul> <p><b>BREXIT</b></p> <ul style="list-style-type: none"> <li>❑ <b>F&amp;L “Legal Eagles”, Romano Prodi, Anthony Pétillon</b> Head of Marketing and Strategy PORT OF CALAIS, other comments invited</li> </ul> <p><b>DRIVERS IN GLOBAL SUPPLY CHAIN THINKING</b></p> <ul style="list-style-type: none"> <li>❑ <b>Wolfgang Lehmacher</b> Head of Supply Chain/Transport Industries WORLD ECONOMIC FORUM invited</li> </ul> <p><b>AFRICA</b></p> <ul style="list-style-type: none"> <li>❑ Dialogue with F&amp;L Audience with Interventions from Romano Prodi OMRI and Others</li> </ul>
11:30 – 12:30	<p><b>SPONTANEOUS COMBUSTION</b></p> <ul style="list-style-type: none"> <li>❑ Audience Q&amp;A and discussion with speakers</li> </ul>
12:30 – 12:45	<b>NEXT STEPS and NEXT MEETING F&amp;L GLASGOW 18-19 MAY 2017</b>
12:45 – 13:45	LUNCH generously sponsored by Fercam 