

Multimodality. A what? The MSP-s

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H-2045 Torokbalint Depo - Magyarország

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Lifting at Torokbalint Terminal, Budapest

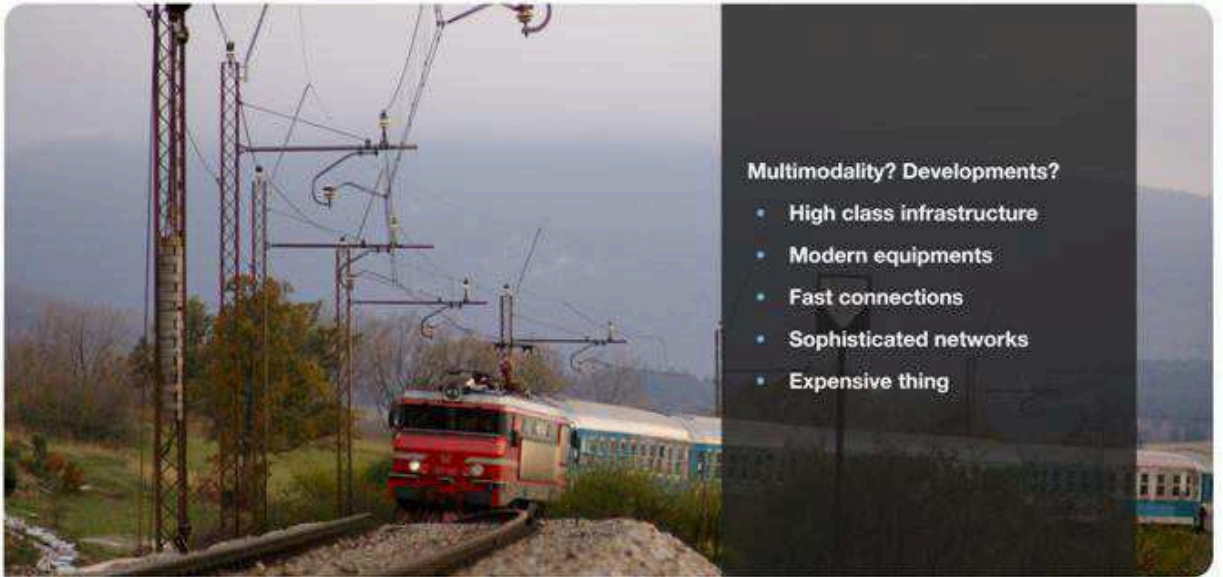
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M62 120 / 1970 Voroshilovgrad



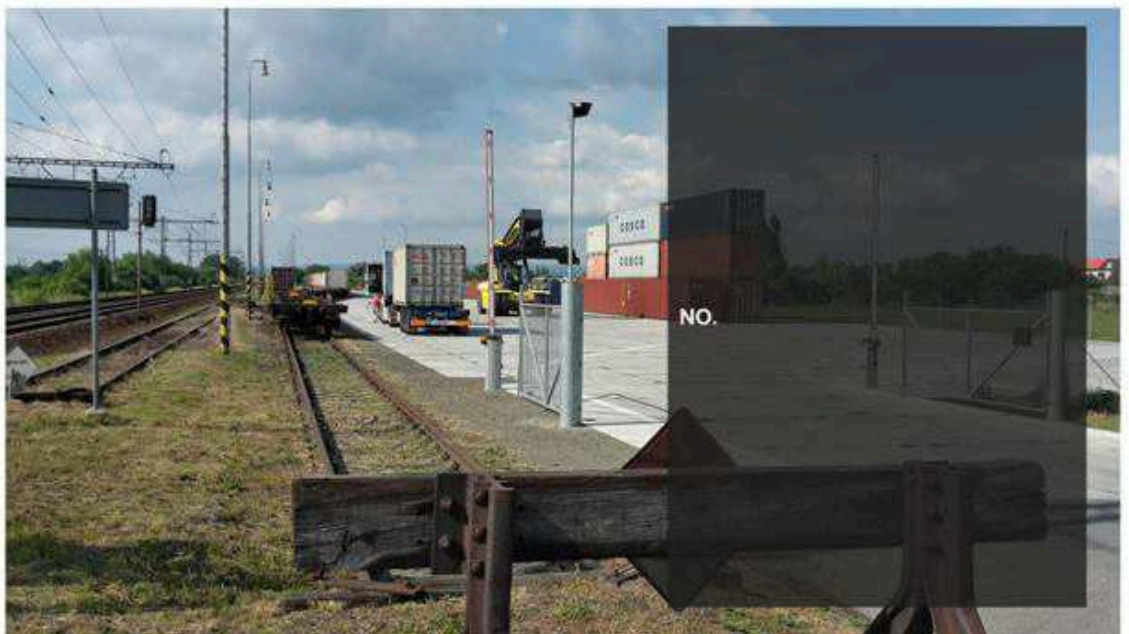
Siemens-Halske system, 1922, Hungary



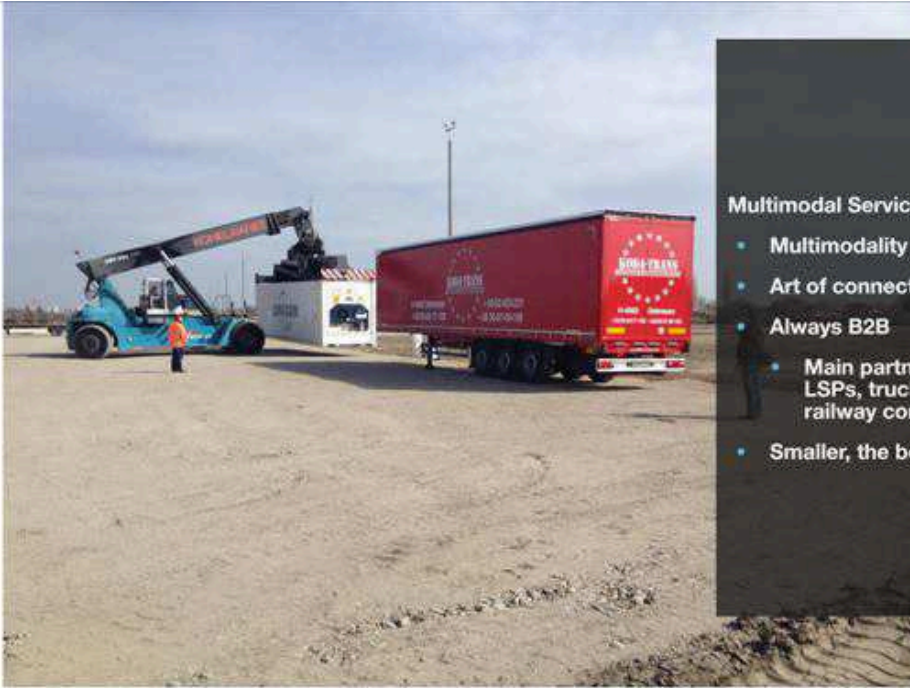
Multimodality? Developments?

- High class infrastructure
- Modern equipments
- Fast connections
- Sophisticated networks
- Expensive thing

Train approaching Divaca, Slovenia



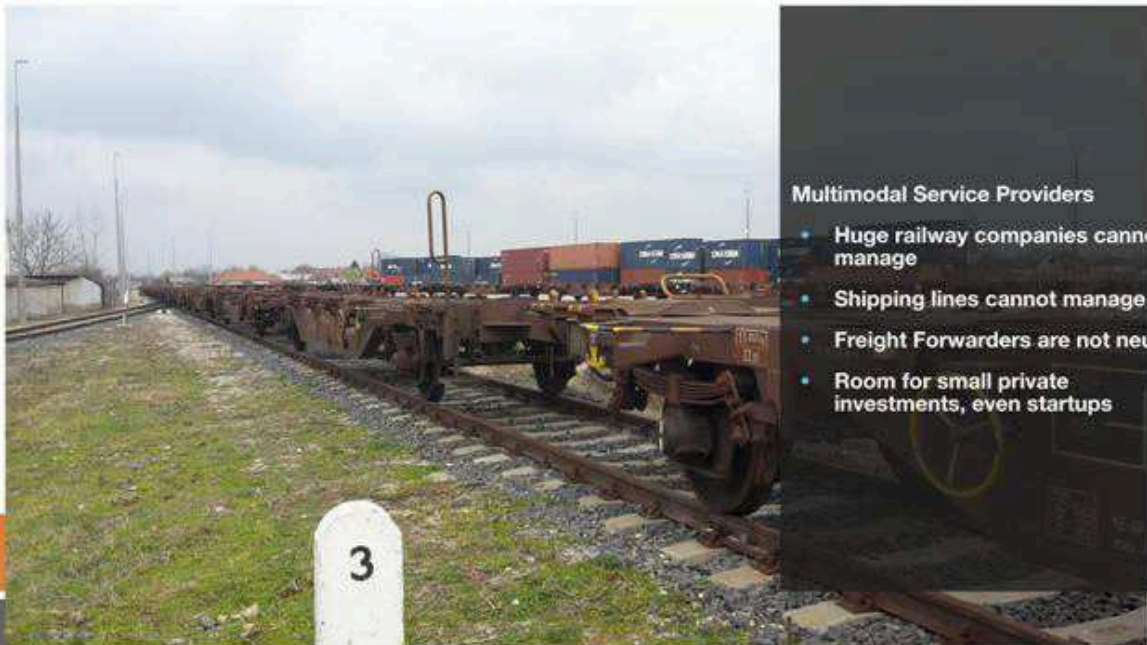
Prerov, Czech Republic



Multimodal Service Providers

- Multimodality is a service
- Art of connecting modalities
- Always B2B
 - Main partners: shipping lines, LSPs, trucking companies, railway companies
- Smaller, the better!


Very first container to Debrecen



Multimodal Service Providers

- Huge railway companies cannot manage
- Shipping lines cannot manage
- Freight Forwarders are not neutral
- Room for small private investments, even startups

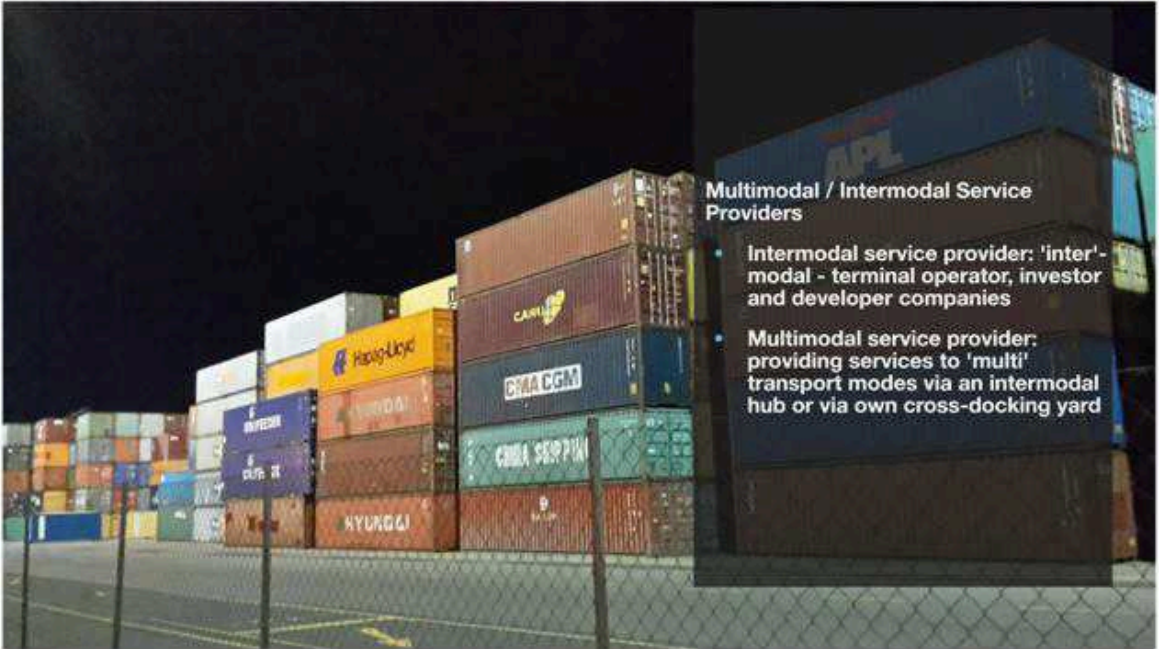
Debrecen, Hungary



Multimodal Service Providers

- A new class in the logistics 'portfolio'
- Can bring independent, fresh investments into small terminals, container yards, depots
- Only for cross-docking
- Austrian model: every 100-150 km radius requires a smallish terminal and a service provider

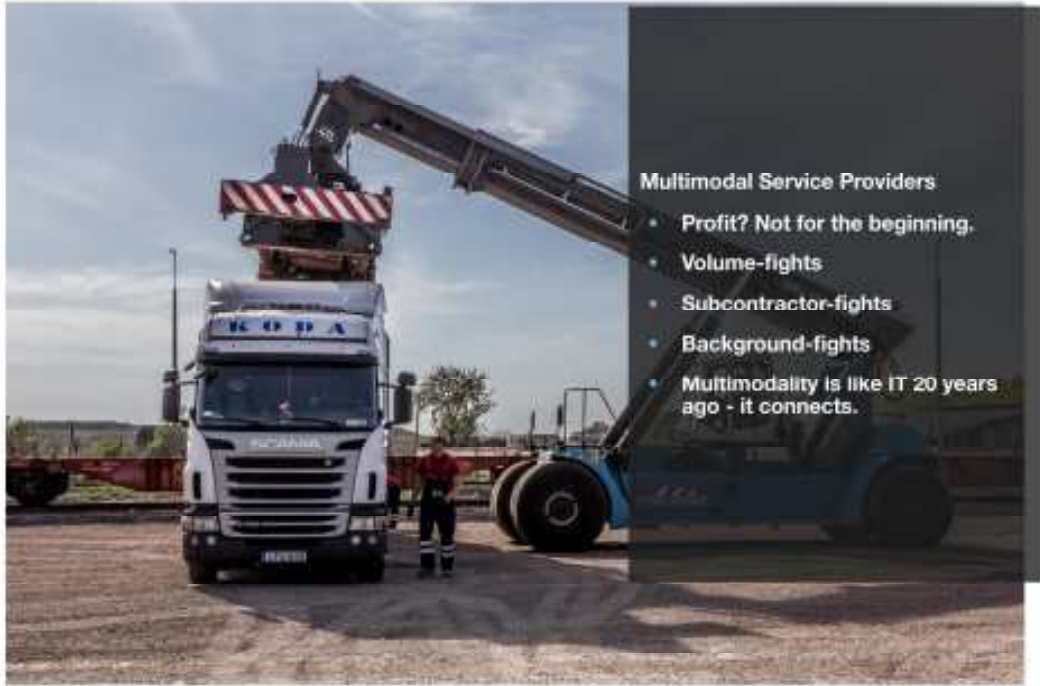
Győr, Hungary



Multimodal / Intermodal Service Providers

- Intermodal service provider: 'inter'-modal - terminal operator, investor and developer companies
- Multimodal service provider: providing services to 'multi' transport modes via an intermodal hub or via own cross-docking yard

Wiencont, Vienna, Austria



Multimodal Service Providers

- Profit? Not for the beginning.
- Volume-fights
- Subcontractor-fights
- Background-fights
- Multimodality is like IT 20 years ago - it connects.

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Thank you for your valued attention!

Gvörög Firkás Mr.

Firkás György

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