



**Planning an Open
Freight Centre
in the Port of Thessaloniki**

7th BESTUFS Workshop

La Rochelle, April 2002

Freight Centre ID

- **Location: Basis of 6th pier – Port of Thessaloniki, Greece**
- **Area: 300.000 m²**
- **Development cost: 35 mio €**
- **Expected throughput: 320.000 pallets (3PL)
170.000 pallets (C/N stuffing-stripping)**
- **Status: Study (Feasibility-Masterplan-Business model-
Development Scheme)completed
Development Scheme establishment under preparation**

Locational advantages

- Area provided by the port – serving its corporate objectives
- Proximity to the city centre without surcharging it with traffic
- Interchange of sea-road-railway transport

Major challenge



The FC business model should:

- Fulfil the port's corporate objectives and, at the same time
- Contribute to the creation of a sustainable environment for transport and logistics in the area
 - Severe congestion problems
 - Excessive fragmentation of industry
 - Smaller transport operators located within urban areas

Business Model Strategic Positioning

- **Emphasis on the provision of 3PL services**
- **“Open” character**
- **Special attention to incentives and conditions for the attainment of synergies between the tenants, e.g. a common city logistics scheme**

Freight Centre Ownership

It should ensure:

- The necessary development resources
- Know-how and loads for the prescribed FC operation
- Influence to establish the FC as a predominant and widely accepted node
- The authority to create and sustain synergies



Crucial involvement:

- Thessaloniki Port Authority S.A.
- Greek Railways Organisation (OSE)
- A major 3PL service provider

Involvement to be pursued:

- Local business community representatives
- Local government

Business Model of the ThPA Freight Centre

Freight Centre Company

Logistics Services

- Container Stuffing/Stripping Facilities
- 3PL Facilities

Supporting Services

- Road transport station
- Container maintenance/repair/ rental facilities
- Telematics platform
- Recreation facilities

“Infrastructure” Services

- Cleaning, security, basic IT infrastructure, etc.

Real Estate Management

- Logistics facilities management
- Office space management

Railway Terminal

FCC provides land, basic infrastructure, superstructure, “infrastructure” services

FCC’s income from rents / service fees

Supporting Services Subcontractors

Tenants:

- Transport Operators
- Freight Forwarders
- 3PL Service Providers

Internal/ External Users

Internal/ External Users

Internal/ External Users

External Users

FC Tenants' "mix"

The demand is expected to come from companies which are differentiated from the FCC either at an activities- or at a magnitude level

- Exclusion of business not related with the transport and logistics sector

- Maximisation of tenants-operators to maximise value added

- Manufacturing/trading companies only if major port customers or having activities of a significant magnitude or urban distribution related