

Baltic's Platform for West and East -Logistics Requirements-



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What and Who is the BVL?

Profile



- **Non-profit organisation**, objective, independent, does not represent special interests
- More than **10,000 members** from the top echelons of industry, trade, services and science
- **More than 30 chapters** worldwide, about 300 free events every year
- **250 honorary officials**
- Exchange of **knowledge** and **experience**
- Communicating the **importance of supply chain management** and promoting its application and development



What and Who is the BVL?

Mission



BVL is ...

- ... an **open network** of people who are committed to efficient and effective cooperation in a globally active sector of industry.
- ... a **voluntary association** of management executives and decision-makers from the worlds of industry, science and politics.
- ... an **active community** whose members look beyond their own specific field of activity to both reap and generate specialised and interpersonal benefits.



What and Who is the BVL?

Worldwide contacts



1 The West-East Routes, Question of Perspective!

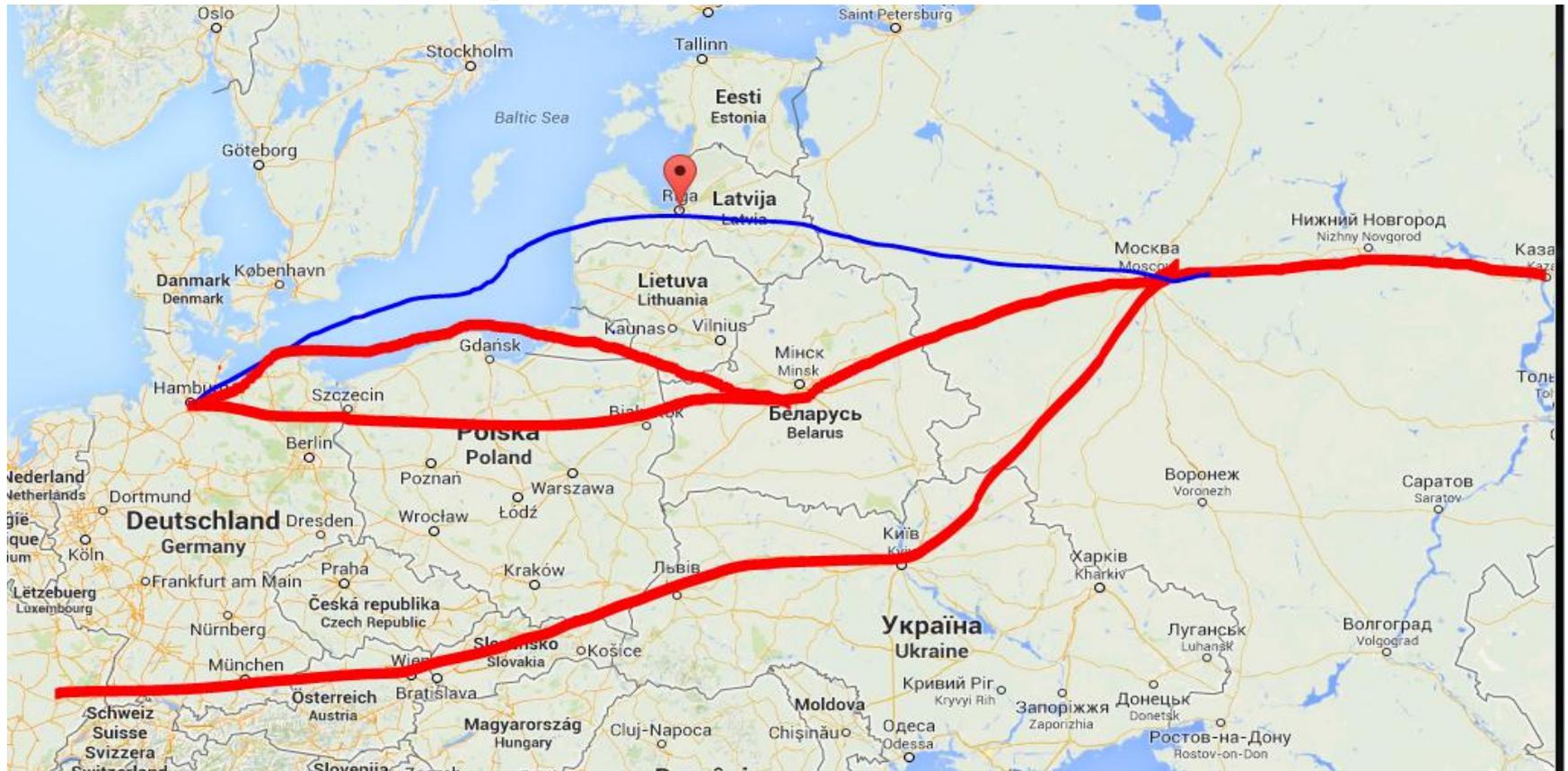
2 EU: Planning TEN and follow up?

3 What we know, what we should know

4 Expectation, Prerequisites, Requirements

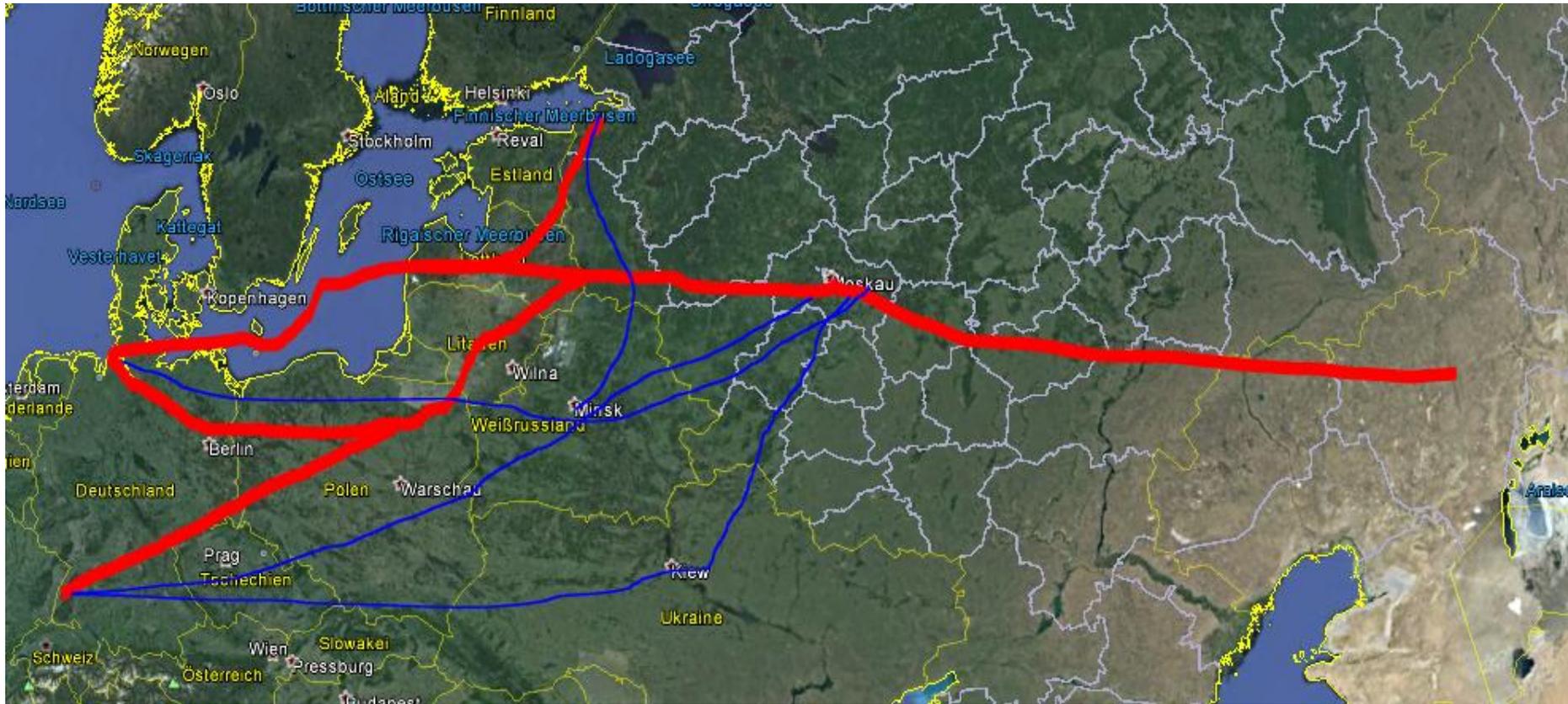
5 Conclusion, To Do

A View on the map



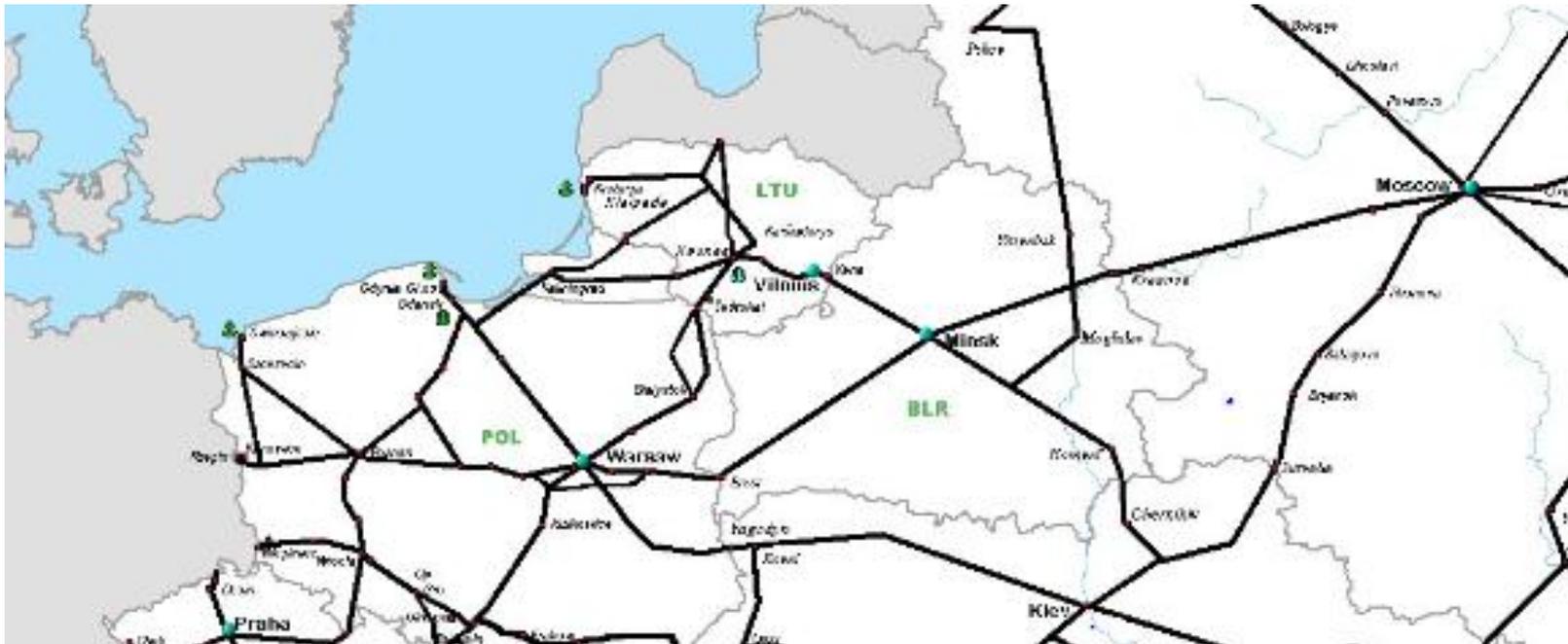
... Shortest way seems to be via Belarus or Ukraine

A View on the Globe ...



... Shortest way is via Baltic

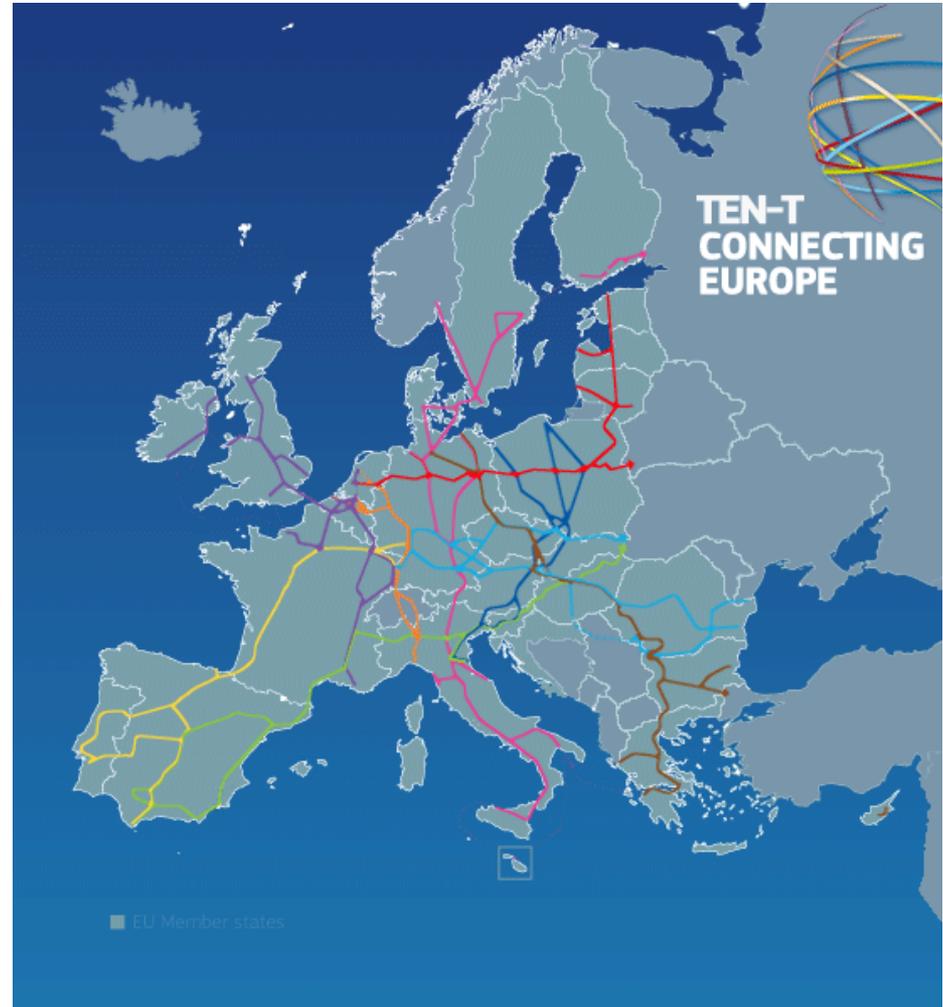
The United Nations Economic Commission for Europe: Back Bone of Railway Network



<http://www.unece.org/trans/main/ter/map.html>

As of January 2014, the European Union has a **new transport infrastructure policy**:

- **Connect the continent** between East and West, North and South.
- **Close the gaps** between Member States' transport networks, remove bottlenecks.
- **Overcome technical barriers** such as incompatible standards for railway traffic.
- It promotes and strengthens **seamless transport chains** for passenger and freight.
- **Budget of €26 billion** up to 2020.
- **New coordinators** will now enter into contact with Member States authorities and ministers



What do the Middle European know about Latvija?

- It is a small country as a Country of the Baltic States
- In a direct neighbourhood with Russia
- Is part of the European Union and ...
- ... part of the European Monetary Union
- Riga city with long tradition and a seaport for cruising
-

What should we know about Latvia?

- Managed the EURO Crisis as Best in Class
- Has a excellent growth rate again
- Does not need any longer cheap money from the EU
- Has very well educated young people
- Is multi lingual
- Excellent Data Highways
- Has a very well equipped sea port in Riga
- Broad Gauge Railway Connection with Russia

- **European Capital of Culture 2014 is Riga**

Logistics expectations

- Secure Supply Chain e.g. Damage and Robbery
- Trustful Supply Chain e.g. Data Flow
- Exact Delivery e.g. no Delays
- Legal Certainty in all Cases e.g. Property Rights
- High Service Mentality e.g. Customer Orientation
- Competitive Transportation and Warehouse Cost
- Functional Transportation Infrastructure
- Customs Clearance for Eurasia Customs Union
- Speaking Russian and understand Russian Mentality
- Good Relationship to Russia

Prerequisites and Requirements

- No Border no Customs in the European Union!
- Transshipment Center of all Kinds of Transportation
 - Sea, Air, Road and Rail
- Riga in Competition with e.g. Ust Luga and Baltijsk
 - End to End Cost and Time
 - Hinterland Infrastructure
- Beside the Sea, Railway and Road Connectivity to Middle Europe
- Secure and careful Handling of Good till Destination
- Contact persons who feel always responsible
- Transparency in Customs Clearance with Russia

Conclusion , To Do

Profiling of Competitiveness of Latvija

- **' I trust in the Baltic States as Transshipment Points West<>East'**
 - **Klemens Rethmann, CEO of Rhenus**
- **'Do good and talk about it'**
 - **Proverb**