

# Round Table local meeting report

Activity: WP 2, Activity 2.1.2.3

Version: 1.1 Draft

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## 1 Executive summary

The objective of the roundtable meeting in Estonia was to present the findings of the intermodal survey, serve as the feedback occasion for the companies that have participated in the interviews and introduce the NSB Core project in general.

The roundtable took place on May 24, 2017. In addition to the NSB CoRe project, it also included presentations regarding the Muuga multimodal terminal analysis and the Finest Link project as well as an introductory speech from the European Commission, represented by Herald Ruijters, Director at DG MOVE.

There were 48 participants from variety of backgrounds: the European Commission, central government, local municipalities, regulatory agencies, Rail Baltic-related enterprises, survey participants, and other companies both from the side of logistics and shippers. The objectives of the roundtable were successfully achieved.

## 2 General Background of Activity

Activities in 2.1 are focusing on gathering the background knowledge and building up the initial conditions for project's demonstration, evaluation and knowledge sharing activities, stronger networks between stakeholders and to make them work together regarding specific challenges.

Activity 2.1.2.3 from a side will set the picture of the current intermodal logistics situations within the North Sea Baltic Corridor and from the other side will define the main goals and needs of the relevant stakeholders (Logistics Service providers and Shippers) and will identify the main challenges, opportunities and priorities.

Round Table serve as the feedback occasion for the companies (Logistics Service Providers and Shippers) that have participated in the interviews – Activities 2.1.2.1 and 2.1.2.2.

The main focus is to gain more understanding and future users for that intermodal corridor.

## 3 Round Table Meeting report

### 3.1 General info

Table 1 – Participant list

No	Name	Organization	Type of organisation
1	Sakari Saarinen	Helsinki-Uusima regional council	Local government
2	Liivar Luts	Tallinn Transport Agency	Local government
3	Tavo Kikas	Estonian Ministry of Finance	Central government
4	Arno Keller	AS Merko Ehitus	Construction company
5	Andres Tolli	Tallinn University of Technology	University
6	Erki Habanen	AS Wendre	Shipper

7	Peeter Skepost	Skepost ja Pullesi OÜ	Investing
8	Ott Lumi	Meta Advisory Group OÜ	Consulting
9	Meelis Niinepuu	Civitta Eesti AS	Consulting
10	Tõnis Tamme	Triniti Law Firm	Consulting
11	Eva Unt	Estonian Ministry of Economic Affairs and Communications	Central government
12	Johann Peetere	Estonian Ministry of Economic Affairs and Communications	Central government
13	Triin Orav	Estonian Ministry of Economic Affairs and Communications	Central government
14	Lauri Beilmann	Metsä Forest Eesti	Shipper
15	Inna Borodenko	Viking Line Eesti	Logistics service provider
16	Ain Kalme	Triniti Law Firm	Consulting
17	Berit Luik	Rail Baltic Estonia	Rail Baltic company
18	Indrek Orav	Rail Baltic Estonia	Rail Baltic company
19	Aleksei Balöbin	E.R.S. AS	Logistics service provider
20	Ivar Uudeküll	Investment Agency OÜ	Investing
21	Olga van Kampen	Vopak E.O.S.	Shipper
22	Vaiko Eggert	Rail Baltic Estonia	Rail Baltic company
23	Ann Hiimaa	Meta Advisory Group OÜ	Consulting
24	Varmo Porovale	Baltic Industrial	Shipper
25	Margus Vihman	Tallinna Sadam AS	Logistics service provider
26	Alan Root	Harju County Government	Local government
27	Kaarel Kose	Harju County Government	Local government
28	Joel Suur	Harju County Government	Local government
29	Kaspar Rolens	RB Rail AS	Rail Baltic company
30	Mait Marran	Stora Enso	Shipper
31	Hillar Udras	Stora Enso	Shipper
32	Natalja Baidina	Tallinna Sadam AS	Logistics service provider
33	Margus Sitsi	Tallinna Sadam AS	Logistics service provider
34	Tiit Karu	Riigiressursside Keskus AS	Logistics service provider
35	Kalle Uusmaa	Prolog	Trade association
36	Urmas Peterson	EVR Cargo AS	Logistics service provider
37	Olga Nežerenko	Eesti Ettevõtlikõrgkool Mainor	University
38	Heigo Saare	Technical Regulatory Agency	State agency
39	Erik Terk	Tallinn University	University
40	Jaanus Kiss	Civitta Eesti AS	Consulting
41	Hakan Fagarstron	Tallink	Logistics service provider
42	Andres Kask	Meta Advisory Group OÜ	Consulting
43	Kari Ruuhonen	Finest Link	Finest Link project
44	Riivo Sinijärvi	Baltic Rail AS	Logistics service provider
45	Kristjan Kaunissaare	Estonian Ministry of Economic Affairs and Communications	Central government

46	Anti Moppel	Estonian Ministry of Economic Affairs and Communications	Central government
47	Teet Sibrits	Jõelähtme Municipal Government	Local government
48	Erki Taube	Civitta Eesti AS	Consulting

### 3.2 Round Table Meeting agenda

#### 9:30 – 9:45

- **Introduction** – Mr Tõnis Tamme (Triniti Law Firm)
- **Keynote** – Mr Herald Ruijters (European Commission)

#### 9:45 – 10:30

- **NSB CoRe Project** – Mr Sakari Saarinen (Helsinki-Uusima Region)
- **WP2 Intermodal Survey** – Mr Erki Taube (Civitta Eesti AS)

#### 10:30 – 11:30

- **Muuga Multimodal Terminal Analysis** – Mr Meelis Niinepuu (Civitta Eesti AS)
- **Finest Link Project** – Mr Kari Ruuhonen (Finest Link)

#### 11:30 – 12:00

- **Networking and discussion**

### 3.3 Key findings coming from the discussion

The discussion took place firstly in a formal format during the presentation and later during the networking session in a more informal format. Herein, we will an overview of discussion and the main findings from the formal part of the discussion:

- Companies voiced a positive attitude towards intermodality and Rail Baltica, arguing for a quick implementation of the infrastructure projects
- They noted that in many ways intermodality does not yet exist in Estonia, mostly due to the lack of a proper railway infrastructure (currently, operational only for the decreasing transit to and from Russia)
- One of the most problematic aspects with the future Rail Baltica is its cost and train schedule frequency. For example, a major forestry company said that they cannot fully prepare a position on the issue until those factors are not known.
- Companies responded that the most probable goods to be transported via intermodal solutions are wood, grain, machinery and metals. As always, there are

some who are sceptical and think that it will be very difficult to win, for example, trade volumes from the ships in the Baltic Sea.

- Regarding the destination of intermodal transports, the participants seemed to agree that one link is between Finland and Central Europe. In addition, some also saw potential towards the Adriatic Sea.
- The Arctic Sea route's potential was also discussed. With this, the majority found it hard to see any valid reasons why Chinese/Asian goods should be unloaded in Northern Russia and then shipped via rail through the Baltic States. The more probable scenario would be that the ships still go the ports in Central Europe.
- Some raised the concern regarding the financing of Rail Baltica from the European Commission. This concern received a swift response from the European Commission's representative Mr Ruijters who stated the Commission's and the Parliament's continued and lasting support for the project
- The companies noted that containerisation is an increasing trend that needs to be pursued by Estonian transport sector as well.
- Some companies argued that Estonia can take advantage of Russia by creating a so-called warehousing area in Estonia that can serve the Russian market but thereby avoiding the risks associated with Russian bureaucracy and business environment

## 4 General summary

The event achieved its objectives that were noted in the beginning with close to 50 participants from across the field. Participants were especially content with the possibility to have presentations from different ongoing project as well as for the opportunity to meet with a high representative of the European Commission on the Rail Baltica matter.

## 5 Attachments

### Pictures

Picture 1. The event: Briefing Rail Baltica 1.0 - Intermodality



Picture 2. Tõnis Tamme introducing the event

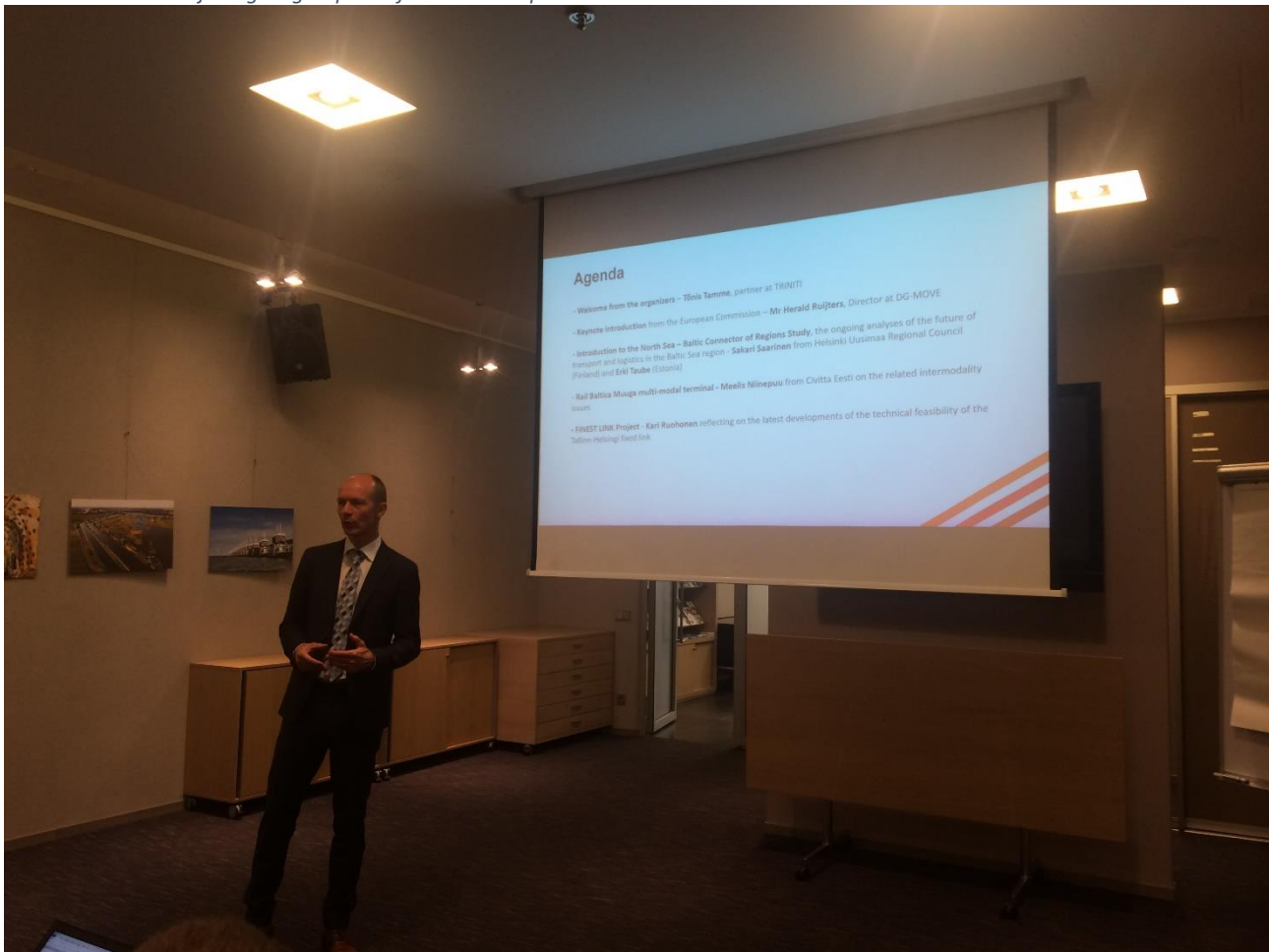




Picture 3. The participants



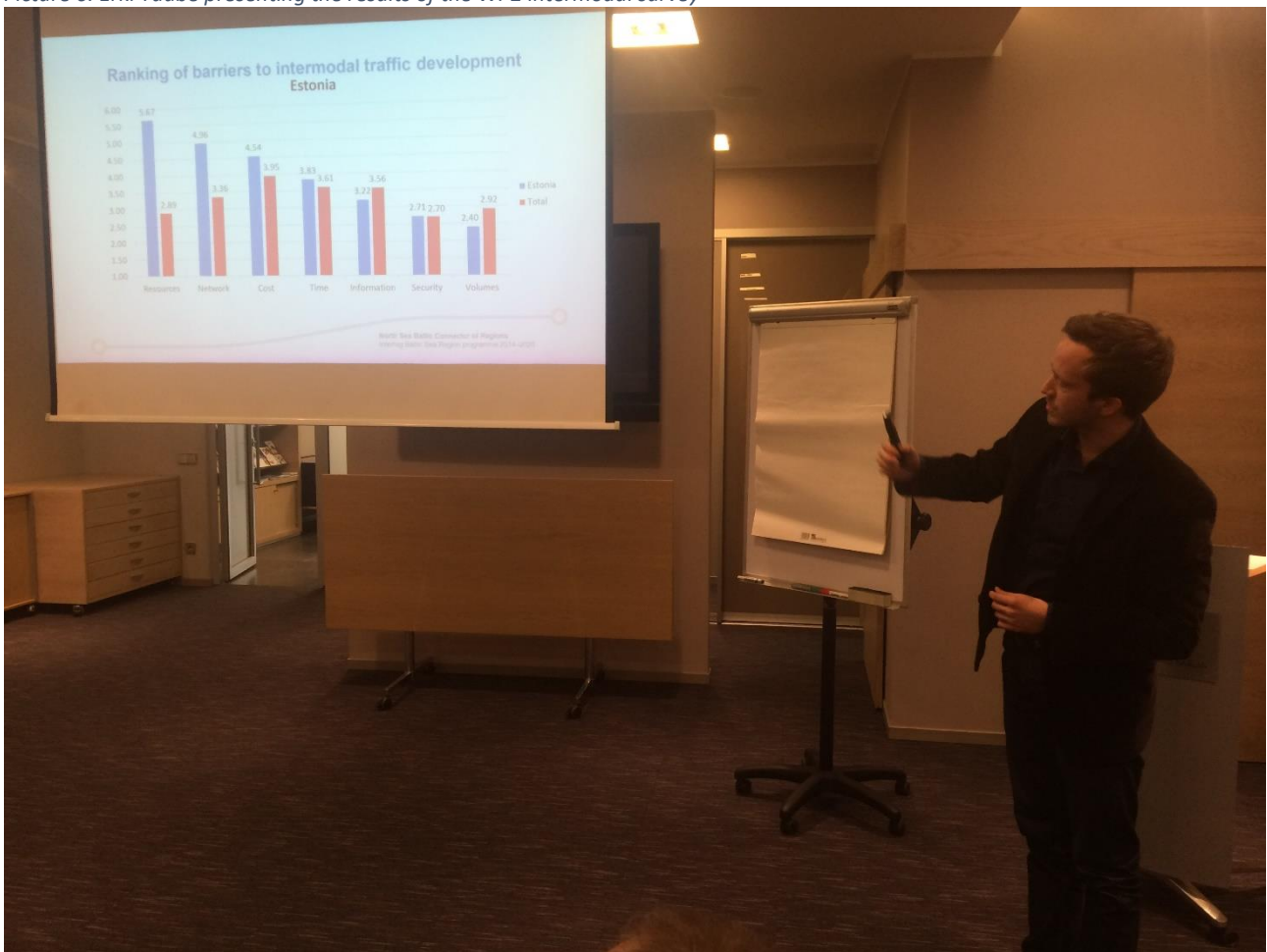
Picture 4. Herald Ruijters giving a speech from the European Commission's side



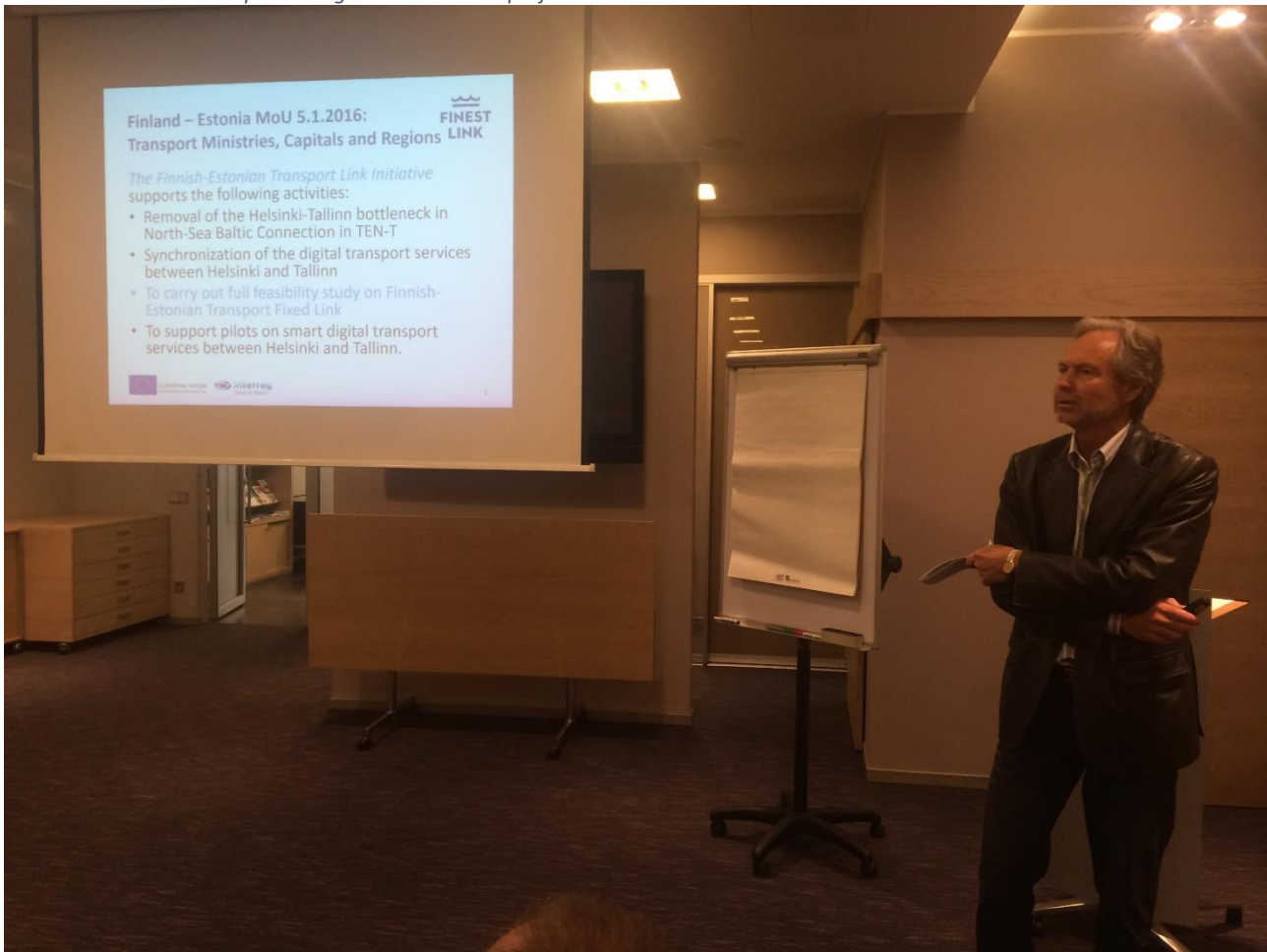
Picture 5. Sakari Saarinen presenting the NSB CoRe project






Picture 6. Erki Taube presenting the results of the WP2 intermodal survey



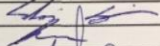
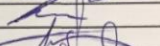
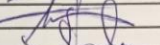
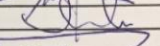
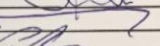
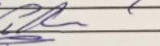
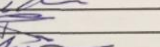
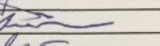
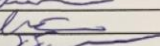

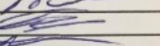
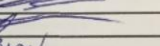
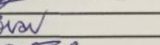
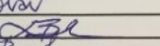
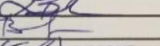
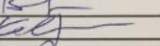
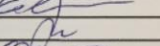
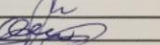
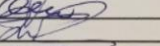
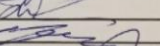
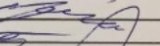
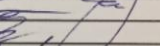
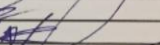
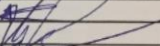

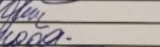
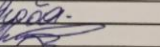
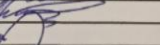
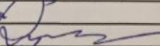
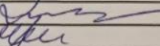
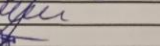
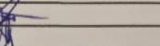
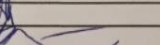
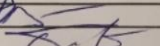
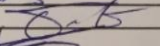
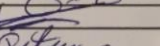
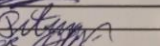
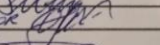
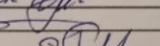
Picture 7. Kari Ruohonen presenting the FINEST LINK project



List of participants

**RAIL BALTIC BUSINESS NETWORK:  
„BRIEFING RAIL BALTIC 1.0 - Intermodality“**

	Name	Occupation	Signature
1	SARAH SAARIMON	HOUSING - VISITING REGIONAL COUNCIL	
2	LIIVAR LUTS	City of Tallinn	
3	TAVO KUKAS	EST. MINISTRY OF FINANCE	
4	Arvo Peller	AS MERKO Estonia Rail	
5	ANDRES PELL	AS MERKO Estonia Rail	
6	ERIKI HANSOEN	WENDRO AS	
7	Peeter Sirepost	Shepat & Puhkim ee	
8	OTT Lummi	META Advisory	
9	Mully Nymun	CRVITA	
10	JOUKO PAINO	TRIMITI	
11	Eva Unt	MEM	
12	John Peetere	MEM	
13	Triin Oru	MEM	
14	ZAURI BEILMANN	METSÄ FOREST ESTI	
15	Andrius Gerasimavicius	Viking Line Eesti	
16	Anu Kalme	ASTRIMITI	
17	Berit Luik	Rail Baltic Estonia	
18	Indrek Orav	Rail Baltic Estonia	
19	A. RAHOBAN	E.A.S.	
20	T. Claudoniel	Accommod Agency OÜ	
21	OLGA VIKI KAMPEN	COMMUNIC. IT. DEPT. EAS	
22	Vaiko Eggert	CSE	
23	Ann Pihlmaa	NETA	
24	Vasvo Poronalo	BALTIC INDUSTRIAL	
25	Martina Vilumäe	AVIOLIA OÜ	
26	Alan Rood	Harja Heavalditum	
27	Karel Kok	-	
28	Loe Luik	-	
29	VASPARS ROVENS	RB RAIL AS	
30	Matti Mänttä	SEB	
31	Mikko Uusikall	SEL	
32	Martina Salm	Tallinna Sadam	
33	Maria Järvik	Tallinna Sadam	
34	Siiri Kaur	Ringliiklussüsteemid Kures	
35	Kalle Uusmaa	PROLOG	
36	Vasvo Põrnalo	#EVR Cargo AS	
37	Olga Nežerensk	Cent. Ettevõttekoostööproj. Hainich	
38	Kenzo Sora	TSA	
39	Edin Teli	Paul Whitford	

40	Jaanus KISS	Civita Eesti AS	
41	Helen Fogesström	Tallinn Group	
42	Anders Kvarn	Mutua Advisory	
43	Kari Kuskon	Fi-Port Ltd Group	
44	Riina Siingos	Baltic Rail AS	
45	Grzegorz Kowalczyk	M&M	
46	Artur Mager	M&M	
47	Terttu Siivola	Jõelähtme Municipality	
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