



## MII Europe Road & Rail Update Conference



### European Road & Intermodal Market – Capacity Bottlenecks, Service Issues and Sharp Cost Increases Initiate Shippers’ Quest for New Strategies

TIM CONSULT 2019 Market Intelligence Initiative Europe Road & Rail Update Conference

After the crisis mode at the end of 2017 the European Road & Intermodal market started calming down towards the end of 2018 – in line with our forecast. With past procurement strategies called into question – what are best practices for mastering the future?

Attend to the Market Intelligence Initiative’s Update conference for learning the current status of rate & cost levels, the outlook 2019/20 and beyond – and best practices for exploiting market intelligence to your benefit. Build insights into contracting, spot buying and the evolution of market engineering for road & intermodal transportation.

Gain fact-based insights into market drivers, forecasts on future trends and strategic imperatives. Become better equipped to seize competitive advantage – get on eye-level with your providers.

**Date:** September 5, 2019

**Location:** Frankfurt Airport

**Duration:** 10 am – 4 pm

**Costs:** The event is free of charge

**Attendance:** Shippers only & upon confirmation

### Agenda

	Registration & Welcome Coffee (8:30 h - 10:00 h)
10:00 h	<p><b>Welcome, Targets of the Day &amp; Personal Introductions</b></p> <p><b>Compliance Rules &amp; Code of Conduct</b></p> <p><b>Europe Land Transport Market Update 2018/19</b></p> <ul style="list-style-type: none"> <li>– Rate &amp; service changes 2018/19 domestic &amp; international</li> <li>– Cost trends: Fuel, wages, tolls</li> <li>– Demand &amp; supply evolution</li> <li>– Market status: Key lessons &amp; take aways</li> </ul> <p><b>Market Outlook 2020 &amp; Beyond</b></p> <ul style="list-style-type: none"> <li>– Demand, supply &amp; the impact of economic climate</li> <li>– New regulation wave – politics reacting to climate change</li> <li>– Mid &amp; long-term outlook on strategic cost factors</li> <li>– New age of intermodal transportation?</li> </ul>
12:30 h	Networking Lunch
13:30 h	<p><b>The Market Intelligence Initiative in Operation &amp; Growth</b></p> <ul style="list-style-type: none"> <li>– New partners, new perspectives: Selected new members’ strategy &amp; networks</li> <li>– Applying market intelligence for savings &amp; strategic benefits: Selected long-term members’ brief case studies</li> </ul>
14:00 h	<p><b>Analyzing Spot Markets 2017-2019</b></p> <ul style="list-style-type: none"> <li>– Rate &amp; capacity analysis 2017-2019 &amp; outlook</li> <li>– Mastering the waves - lessons learned</li> <li>– Using spot on purpose: New market engineering tool?</li> </ul>
14:45 h	<p><b>Market Engineering in Innovation: New Approaches to Procurement Strategy?</b></p> <ul style="list-style-type: none"> <li>– Transport contracting vs. contract hire</li> <li>– Structuring tenders: Bid packs &amp; length of contracts</li> <li>– Carrier development &amp; successful onboarding</li> <li>– Employing 4PL for success</li> </ul>
15:30 h	<p><b>Wrap up &amp; Key Take Aways</b></p> <p>Putting market intelligence &amp; benchmarking to work</p>
16:00 h	<p><b>End</b></p> <p>(Optional: Individual workshops &amp; continued discussions. Pre-scheduling kindly requested)</p>



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Oliver Kahrs



Christian Dolderer



Thomas Hang



Christian Wiesner



Max Hanselmann