



**Interreg**



EUROPEAN UNION

Danube Transnational Programme

**Danube SKILLS**

*Increased institutional capacity in Danube navigation by boosting joint transnational competences and skills in education and public development services*

# Organisation of a Danube logistics promotion centre

## Second Learning Module

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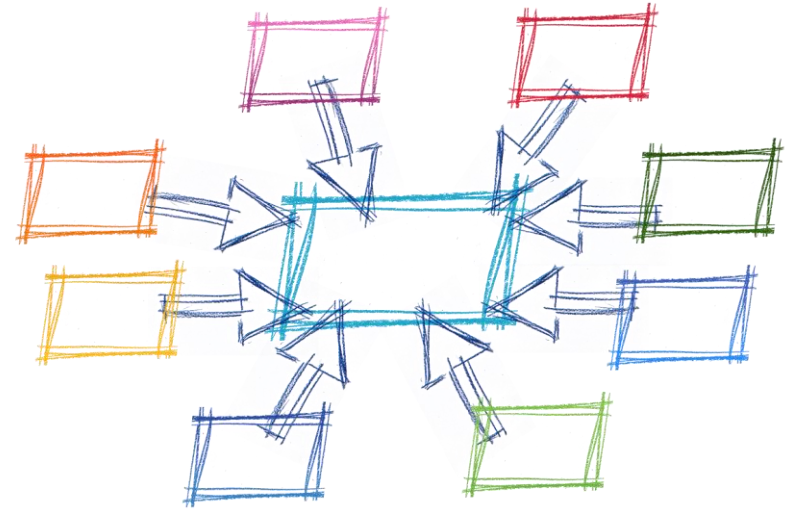


Photo credit: geralt / Pixabay



### 1. Introduction

#### Objective of this Learning Module:

- provision of useful **information & data basis** for developing a **country-specific** Danube logistics promotion centre
- focus on six thematic blocks that cover all relevant aspects of Danube navigation promotion (see Deliverables of Act. 4.1)
- identification of the **competencies** and **skills** that are required to **organize and lead** a Danube Logistics promotion centre successfully.



## 2. Introduction - overview six thematic blocks

- Fairway information (e.g. notices to skippers, locks status, water levels, etc.)
- Danube ports (e.g. contact data, port handling & storage facilities, etc.)
- Shipping and forwarding companies (e.g. contact details, transported cargo, served ports, etc.)
- Funding schemes (national/ international, relevant for Danube logistics)
- Promising markets for Danube logistics (e.g. market analysis, events with thematic focuses on specific cargo groups, etc.)
- Promotion of Danube logistics (on national/ international level, e.g. promotion at events, log. advantages, strengths, possibilities)



### 3. Task and role of Danube logistics promotion centers

- customer-oriented services**
- free and easily accessible services**
- neutral partner** for current and potential users of Danube Navigation
- central contact point** in the respective country
- uniform **service level** regarding the provision of information on Danube navigation

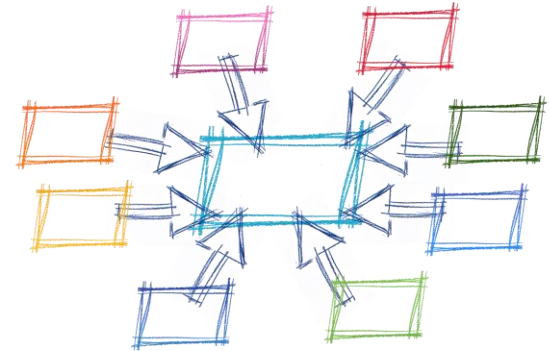


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### 4. Best Practice I: viadonau



## 4. Best Practice I: viadonau

### 4.1. Overview

#### viadonau at a glance

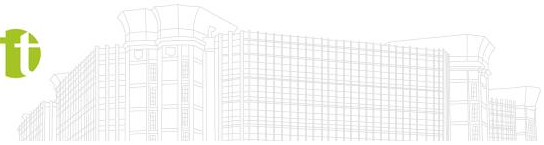
- state-owned company
- known as the leading international waterway operator in the Danube region
- provides for a safe and efficient waterway
- promotes innovative solutions for environmentally friendly ship traffic
- maintains and improves flood protection systems along the Danube
- lock operation along the Danube
- maintains and improves environmental habitats along the Danube
  
- viadonau places great emphasis on preparation, collection and sharing of **expert knowledge** relating to the Danube
- serves as public contact point for customers in the Danube regions ( → Team Transport Development)



### 4. Best Practice I: viadonau

#### 4.2. Structure & Financing

bm 



source: [https://www.bmvit.gv.at/include/images/bereichsbild\\_startseite.jpg](https://www.bmvit.gv.at/include/images/bereichsbild_startseite.jpg)

viadonau: 100% owned by the Federal Ministry for Transport, Innovation and Technology (bmvit)

Established as a limited company in year 2005

→ **Core competences** such as waterway management, supervision of locks, property management were merged to a single organization



Photo credit: [www.btd-service.de](http://www.btd-service.de)

Financing of viadonau (2016):

- ~ 75% financial allowances of the federal government,
- ~ 10% funding by the European Commission,
- ~ 15% revenues from property management

(source: *viadonau Lagebericht 2016*)





### 4. Best Practice I: viadonau

#### 4.2. Corporate objectives



Team Transport  
Development



## 4. Best Practice I: viadonau

### 4.3. Team Transport Development



**Simon Hartl**

Head of Team



**Bettina Matzner**

Project Manager



**Milica Nikolic**

Project Manager  
(on maternity leave)



**Ulf Meinel**

Project Manager



**Benedikt Grath**

Junior Project Manager



### 4. Best Practice I: viadonau

#### 4.4. Strategic approach – Transport Development

- Interface and neutral platform for **business contacts in the field of Danube Logistics**
- Active support of actors from the business sector and representative bodies (**customer orientation**)
- Technical **know-how** and **subject-specific contact network** for the implementation of projects in the field of inland waterway transport and multimodality
- Bundling** of knowledge and expertise regarding Danube Logistics

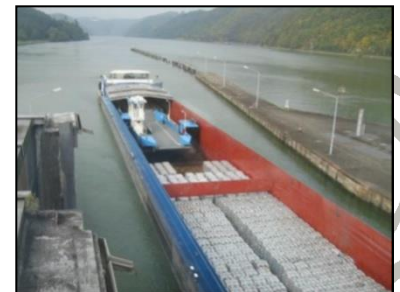


Photo credits: viadonau

### 4. Best Practice I: viadonau

#### 4.5. Service Portfolio

- Key account support** (companies using the Danube as transport axis)
- Advice on **logistics services & funding schemes** (requests from the business and logistics sector)
- Sector-specific analyses & market observation** regarding Danube Navigation
- Working initiatives and **B-2-B platforms** in the field of Danube Logistics
- Information services** on Danube Logistics (online directories of logistics providers)



Photo credits: viadonau

## 4. Best Practice I: viadonau

### 4.6. Communication Channels

- Direct communication:** inquiries regarding Danube navigation are answered in a prompt and efficient manner
  - phone
  - e-mail
  - personal contact
  - information meetings
  
- Indirect communication:**
  - website (→ minimum service set & best service set!)
  - newsletter
  - brochures
  - social media channels
  
- Events and workshops:**
  - initiatives focusing on a specific cargo or a specific region
  - business-to-business (B2B) platforms



## 4. Best Practice II: VBW (Association for European Inland Navigation and Waterways)



## 5. Best Practice II: VBW

### 5.1. Overview



**VBW:** (Association for European Inland Navigation and Waterways) private association of stakeholders in IWT. International accredited think tank and branch network for the promotion of IWT.

Leading expert and branch network for ship technology, transport economy, shipping law and infrastructure and digitalization in IWT in Western Europe.

#### **VBW's mission:**

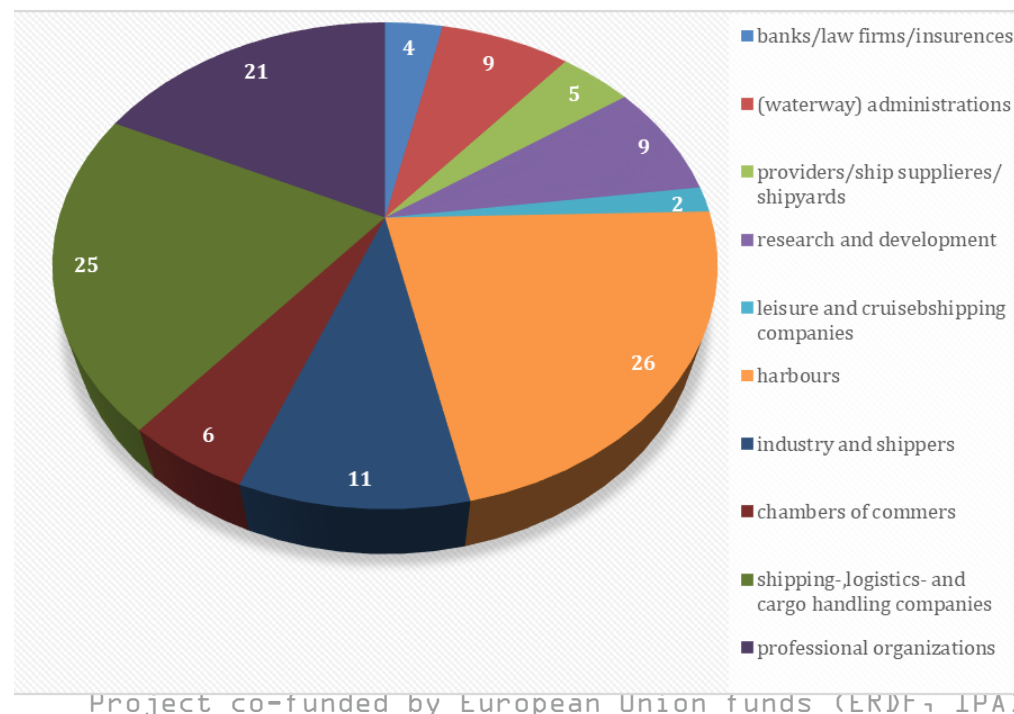
- Help improve infrastructure quality and develop free capacities
- Support the development of the ecological advantages of inland shipping
- Promote the integration of transport modes
- Disseminate of successful modal shift projects
- Harmonize shipping law and support reducing administrative barriers
- Foster the digitalization of supply chains



## 5. Best Practice II: VBW

### 5.2. Structure & Financing

- VBW is **100% privately funded** through **membership fees**
- VBW has around 200 members from all important stakeholder groups in IWT (100 corporative members/ 100 personal members)





## 5. Best Practice II: VBW

### 5.2. Structure & Financing

- Core structure VBW: **5 expert groups** for ship technology/ infrastructure/ transport law/ transport economics/ digitalization
- About 90 volunteers from VBW member companies/institutions meet in these expert groups and their sub working groups.
- Expert group meeting are held **twice per year**. Sub working groups may gather more often.
- Each expert groups consists of 15-20 members.
- Tasks** of the expert groups:
  - to identify and work on future topics vital to IWT
  - to promote a cross sectoral exchange
  - the publication of data and recommendations on economic legal and technical issues to the market, policy makers and administrations
  - to set impulses for further research and development
  - to identify scope for harmonization/standardization and elaborate proposals concerning these matters



## 5. Best Practice II: VBW

### 5.3. Strategic approach

**Interface and neutral platform** between businesses, R&D (research and development) institutions, administrative bodies for all technical, legal and economical issues in IWT with the aim to:

- develop projects and initiatives regarding promotion of IWT in Europe
- bring together experts from all stakeholder groups to solve the sectors problems by the sector
- make balanced suggestions to policy makers, the sector and administrations
- serve as a hub for know-how transfer B2B (Business-to-Business)/ B2G (Business-to-Government)



## 5. Best Practice II: VBW

### 5.4. Service Portfolio

- Access to a huge know-how hub and expert network
- News on current trends and developments through events and workshops
- Access to data collections such as brochures and publications  
(suitability of IWT for container transport, hydrodynamics of inland vessels, greening technology, ships simulators)
- Working initiatives and B2B/B2G platforms in the field of logistics, technical and legal harmonization, infrastructure procurement and greening
- Information services on IWT  
(VBW-Magazine, discounted member subscription for magazine “Binnenschifffahrt”, website, mobile app )



## 5. Best Practice II: VBW

### 5.5. Communication Channels

- Direct communication:** questions regarding IWT are answered in a prompt and efficient manner
  - phone
  - e-mail
  - personal contact
  - information meetings
- Indirect communication:**
  - website → limited access for non members (access to news and limited publications); members have full access to all publications
  - VBW-Magazine (1-2 issues per year)
  - Brochures
- Events and workshops:**
  - Lunchtime lectures (1-2 hours event with 1 or 2 presentations on specific topics)
  - Workshops on technical, logistical or legal issues (0.5 - 1 working day)
  - Expert group meetings
  - Joint working platforms with other associations



## 5. Best Practice II: VBW

### 5.5. Communication Channels

#### VBW mobile app

##### Features:

- mirrors the VBW website and webcontent such as news, publications
- delivers information on innovative technology (propulsion/hydro-dynamics/engines concepts)
- is linked to an operational costs calculator
- is linked to the EU funding database



## 6. Strengths and assets of VIA & VBW (“success factors”)

Both companies place great emphasis on...

### **Customer orientation**

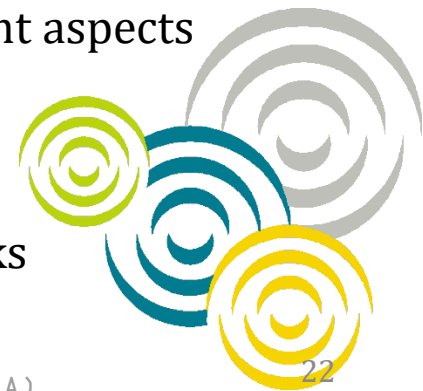
- continuous interaction with sector representatives
- regular know-how exchange with sector
- organisation of workshops, information events & B2B events
- constant alignment of service portfolio to customers' needs

### **Bundling of expert knowledge**

- collection and elaboration of neutral information on different aspects of inland waterway transport to support decision-making of private and public stakeholders
- participation in relevant international and national networks



Photo credit: LinkedIn



## 6. Strengths and assets of VIA & VBW (“success factors”)

Both companies place great emphasis on...

- Targeted approach**
  - constant market observation and definition of focus initiatives on
    - regional potentials
    - sector- or cargo-specific potentials
  - Targeted selection of suitable communication channels:
    - direct communication
    - indirect communication
    - invitations to inland waterway transport-related events
- Neutrality and objectivity**
  - same information for all market actors
  - low-threshold access to relevant information and data  
(avoid direct business relations)



Photo credit: LinkedIn



## 7. Service Portfolio

Based on the reports D 4.1.2 (demand) and D 4.1.3 (Working Programme) this section is subdivided into **6 thematic blocks**:

1. Fairway information
2. Danube ports
3. Shipping and forwarding companies
4. National/international funding schemes relevant for Danube logistics
5. Promising markets for Danube logistics
6. Promotion of Danube logistics on national/international level





## 7. Service Portfolio

### 7.1. Fairway information - national



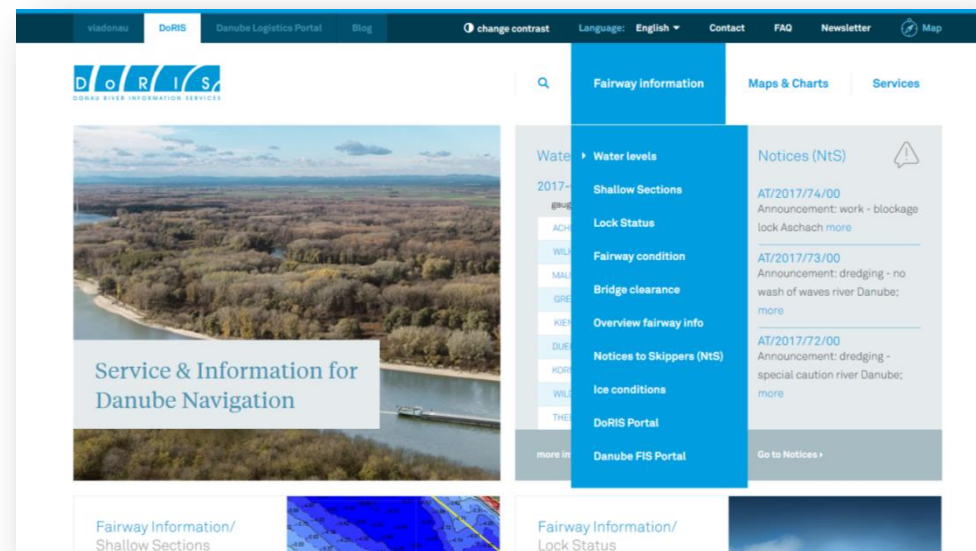
source: <http://www.doris.bmvit.gv.at/>

### Example viadonau (AT): DoRIS website

Fairway information on the Austrian section of the Danube is provided via the DoRIS website operated by viadonau: [www.doris.bmvit.gv.at/en](http://www.doris.bmvit.gv.at/en)

### Features:

- Water levels
- Shallow sections
- Lock status
- Fairway condition
- Bridge clearance
- Notices to Skippers (NtS)
- Ice conditions
- Maps & charts
- Also available:  
DoRIS mobile (app)



source: <http://www.doris.bmvit.gv.at/en/>

## 7. Service Portfolio

### 7.1. Fairway information - national

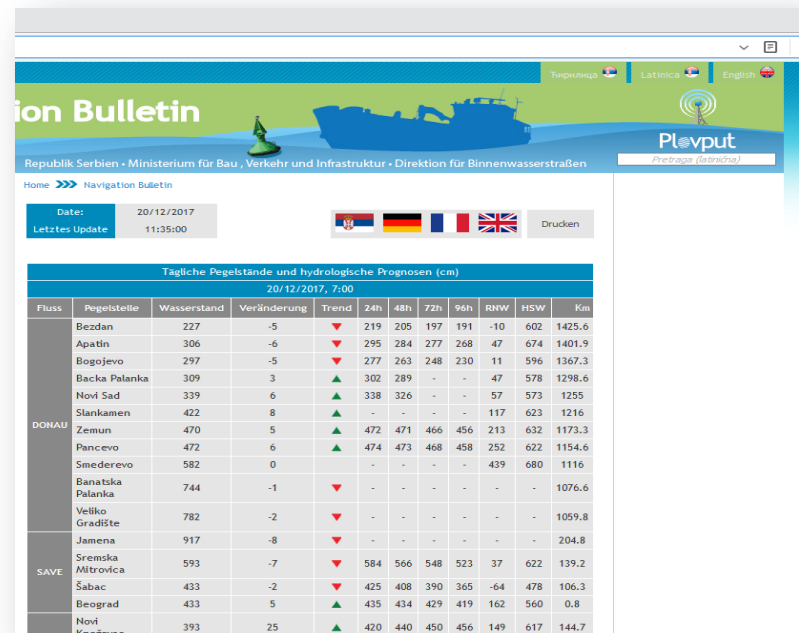
#### Example Plovput (RS): Navigation Bulletin

- information platform for IWT in Serbia
  - [www.plovput.rs/navigation-bulletin](http://www.plovput.rs/navigation-bulletin)
  - available in EN/DE/FR/RS

#### **Features** (updated on daily basis):

- Water Levels
- Hydrological Forecast (cm)
- Wind data
- Notices to Skippers
- Fairway depths at critical sectors  
(Forecasts minimum depths)
- Bridge clearance
- Available depths at berths
- Lock status
- Contact data

source: <http://www.plovput.rs/navigational-bulletin>



The screenshot shows the 'Navigation Bulletin' page for the Republic of Serbia, Ministry of Construction, Transport and Infrastructure, Directorate for Inland Waterways. The page is in English and displays data for 20/12/2017 at 7:00. The table below shows the daily water levels and hydrological forecasts for various river stations.

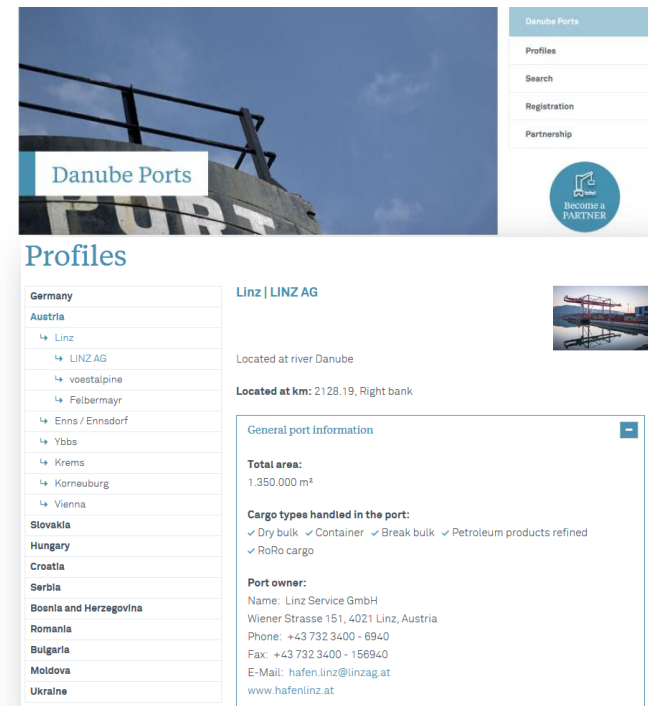
Tägliche Pegelstände und hydrologische Prognosen (cm)											
20/12/2017, 7:00											
Fluss	Pegelstelle	Wasserstand	Veränderung	Trend	24h	48h	72h	96h	RNW	HSW	Km
DONAU	Bezdán	227	-5	▼	219	205	197	191	-10	602	1425.6
	Apatin	306	-6	▼	295	284	277	268	47	674	1401.9
	Bogojevo	297	-5	▼	277	263	248	230	11	596	1367.3
	Backa Palanka	309	3	▲	302	289	-	-	47	578	1298.6
	Novi Sad	339	6	▲	338	326	-	-	57	573	1255
	Slankamen	422	8	▲	-	-	-	-	117	623	1216
	Zemun	470	5	▲	472	471	466	456	213	632	1173.3
	Pancevo	472	6	▲	474	473	468	458	252	622	1154.6
	Smederevo	582	0	-	-	-	-	-	439	680	1116
	Banatska Palanka	744	-1	▼	-	-	-	-	-	-	1076.6
SAVE	Veliko Gradište	782	-2	▼	-	-	-	-	-	-	1059.8
	Jamena	917	-8	▼	-	-	-	-	-	-	204.8
	Sremska Mitrovica	593	-7	▼	584	566	548	523	37	622	139.2
	Šabac	433	-2	▼	425	408	390	365	-64	478	106.3
	Beograd	433	5	▲	435	434	429	419	162	560	0.8
Novi Kneževac	393	25	▲	420	440	450	456	149	617	144.7	

## 7. Service Portfolio

### 7.2. Danube ports (national & international)

#### Example viadonau (AT): “Danube Ports” – platform

- Comprehensive database with information on ports along the Danube (such as company details, contact data)
- Information on available handling and storage facilities
- [www.danube-logistics.info/danube-ports/](http://www.danube-logistics.info/danube-ports/)
- Features:**
  - > 60 ports between Kelheim and the Black Sea
  - Port profiles incl. service portfolios, handling equipment etc.
  - Interactive maps covering the whole Danube region & inland ports



The screenshot displays the 'Danube Ports' platform interface. At the top, there is a navigation menu with options: Profiles, Search, Registration, and Partnership. Below the menu is a 'Become a PARTNER' button. The main content area is titled 'Profiles' and features a sidebar with a list of countries: Germany, Austria, Slovakia, Hungary, Croatia, Serbia, Bosnia and Herzegovina, Romania, Bulgaria, Moldova, and Ukraine. Under 'Austria', several ports are listed, including Linz, LINZ AG, voestalpine, and Felbermayr. The selected profile is for 'Linz | LINZ AG', which is located at river Danube, 2128.19 km from the riverbank. The profile includes general port information such as total area (1,350,000 m²) and cargo types handled (Dry bulk, Container, Break bulk, Petroleum products refined, and RoRo cargo). It also lists the port owner: Linz Service GmbH, with contact details for name, address, phone, fax, and email.

source: <http://www.danube-logistics.info/danube-ports/>

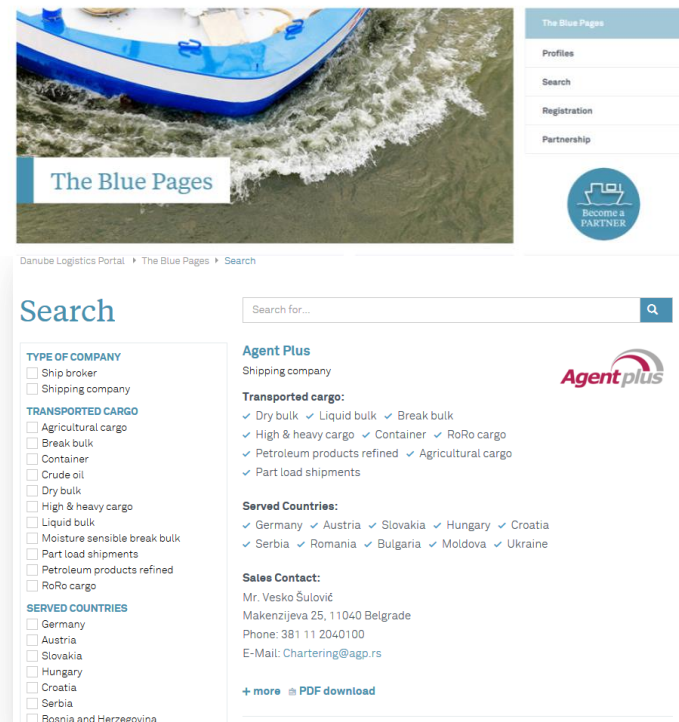
## 7. Service Portfolio

### 7.3. Shipping and forwarding companies (national & international)

#### Example viadonau (AT): “Blue Pages” – platform

- Comprehensive directory of the shipping companies and brokers operating on the Danube
- [www.danube-logistics.info/the-blue-pages/](http://www.danube-logistics.info/the-blue-pages/)
- Features:**
  - > 40 shipping companies & ship brokers for your logistics demands
  - Data of cargo transport service operators on the Danube
  - company profiles incl. service portfolios, fleet, contact details, etc.

source: [www.danube-logistics.info/the-blue-pages/](http://www.danube-logistics.info/the-blue-pages/)



The Blue Pages

Profiles

Search

Registration

Partnership

Become a PARTNER

Danube Logistics Portal > The Blue Pages > Search

**Search**

Search for...

**TYPE OF COMPANY**

- Ship broker
- Shipping company

**TRANSPORTED CARGO**

- Agricultural cargo
- Break bulk
- Container
- Crude oil
- Dry bulk
- High & heavy cargo
- Liquid bulk
- Moisture sensible break bulk
- Part load shipments
- Petroleum products refined
- RoRo cargo

**SERVED COUNTRIES**

- Germany
- Austria
- Slovakia
- Hungary
- Croatia
- Serbia
- Bosnia and Herzegovina

**Agent Plus**

Shipping company

**Transported cargo:**

- Dry bulk
- Liquid bulk
- Break bulk
- High & heavy cargo
- Container
- RoRo cargo
- Petroleum products refined
- Agricultural cargo
- Part load shipments

**Served Countries:**

- Germany
- Austria
- Slovakia
- Hungary
- Croatia
- Serbia
- Romania
- Bulgaria
- Moldova
- Ukraine

**Sales Contact:**

Mr. Vesko Šulović  
 Makenzijeva 25, 11040 Belgrade  
 Phone: 381 11 2040100  
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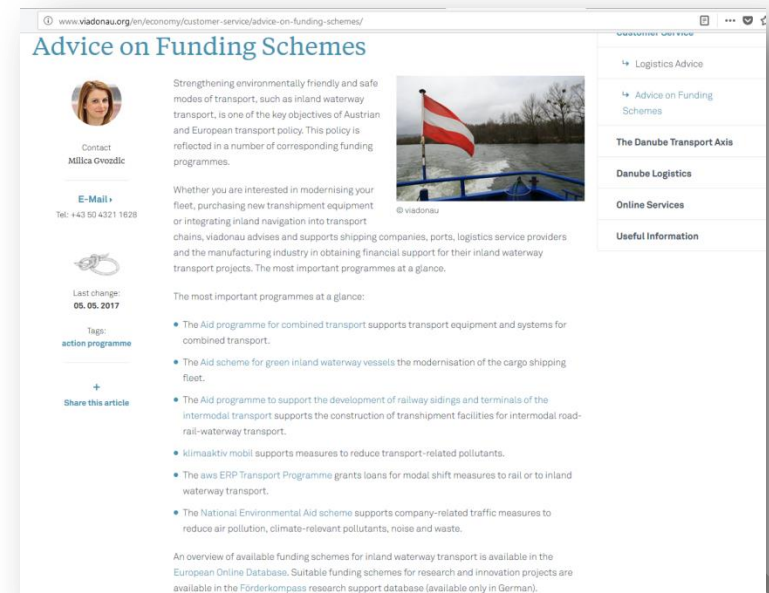
## 7. Service Portfolio

### 7.4. Funding schemes relevant for Danube logistics – national

#### Advice on funding schemes - viadonau

##### Service portfolio:

- personal advice on funding schemes
- online advice via website & email
- Contact data (email/phone)
- Available in DE & EN language
- Up-to-date and comprehensive information on national/international funding schemes
- Newsletters on current call deadlines



[www.viadonau.org/en/economy/customer-service/advice-on-funding-schemes/](http://www.viadonau.org/en/economy/customer-service/advice-on-funding-schemes/)

### 7. Service Portfolio

#### 7.4. Funding schemes relevant for Danube logistics - international

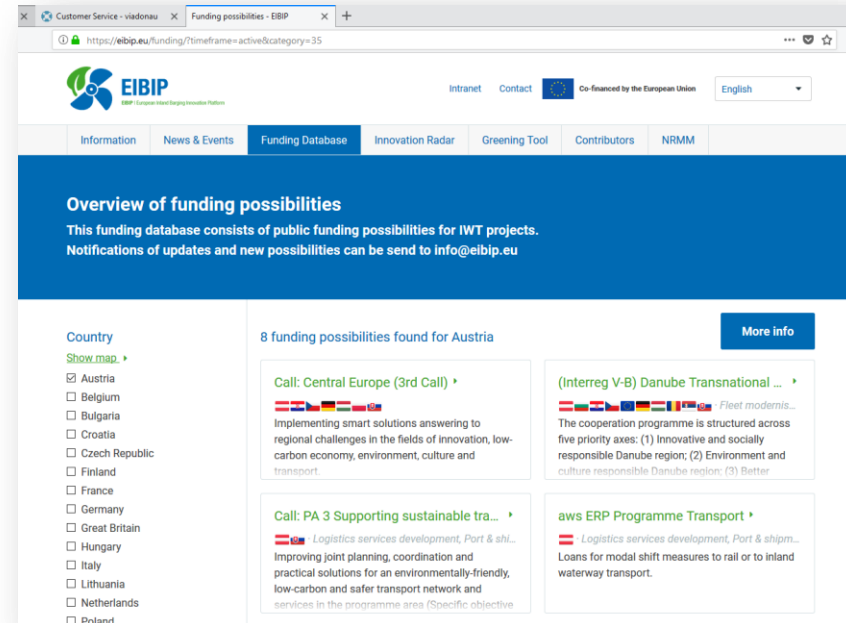
### EIBIP – Funding database

#### Service portfolio:

- available for the entire European region
- basic information (facts, deadlines, etc.) on available funding possibilities
- specific information on type of aid, time frame, budget, etc.
- contact data
- available in EN/DE/NL/FR

[www.eibip.eu/funding/](https://www.eibip.eu/funding/)

→ see Learning Module “Internet Based tools”



The screenshot shows the EIBIP website's funding database interface. The page title is "Overview of funding possibilities" and it states that the database consists of public funding possibilities for IWT projects. A search filter for "Austria" is active, resulting in 8 funding possibilities. The visible results include:

- Call: Central Europe (3rd Call)**: Implementing smart solutions answering to regional challenges in the fields of innovation, low-carbon economy, environment, culture and transport.
- (Interreg V-B) Danube Transnational ...**: The cooperation programme is structured across five priority axes: (1) Innovative and socially responsible Danube region; (2) Environment and culture responsible Danube region; (3) Better
- aws ERP Programme Transport**: Logistics services development, Port & shipm... Loans for modal shift measures to rail or to inland waterway transport.

### 7. Service Portfolio

#### 7.5. Promising markets for Danube logistics - national

##### Working initiatives & market studies

- viadonau regularly carries out working initiatives with national participants
- Basis for working initiatives are:
  - regular know-how exchange with relevant sectors (cargo-owners, logistics providers)
  - market studies, in which new promising market segments are identified
- Following working initiatives already have been initiated by viadonau:
  - building materials (current, 2017-2018)
  - recycling products (2015-2016)
  - renewable resources on (2012-2014)
  - high and heavy transports (2010-2012)



### 7. Service Portfolio

#### 7.5. Promising markets for Danube logistics – international

##### **Danube Business Talks (DBT)**

- successful event format regularly carried out by viadonau (every 2 years)
- meeting points for all that are interested in logistics solutions and business relations in the field of inland navigation
- 150 visitors from 12 countries attended the DBT 2016
- next DBT is planned in Oct. 2018 in Vienna (in cooperation with ENERGY BARGE)





## 7. Service Portfolio

### 7.5. Promising markets for Danube logistics – international

#### **Danube Business Dating (as integral part of the DBT)**

##### **Methodology (basic approach: speed dating)**

- logistics suppliers and shippers register weeks ahead of the event
- after registration closing, meeting partners can be chosen & identified
- meeting inquiry is sent
- final meeting schedule is set shortly before the conference
- execution of B2B meetings (20-30 minutes)



## 7. Service Portfolio

### 7.6. Promotion of Danube logistics - national

#### Manual on Danube navigation

- Standard work in European inland waterway transport
- Currently 3<sup>rd</sup> version, published in February 2013 (revised version in 2018 planned)
- Available in following languages: EN/DE/HU/RO
- Also available online

#### Content:

- Danube as an international waterway
- Vessel types
- Navigability of the Danube
- Port and handling infrastructure
- Modal shift to inland navigation
- Description of fairway information



### 7. Service Portfolio

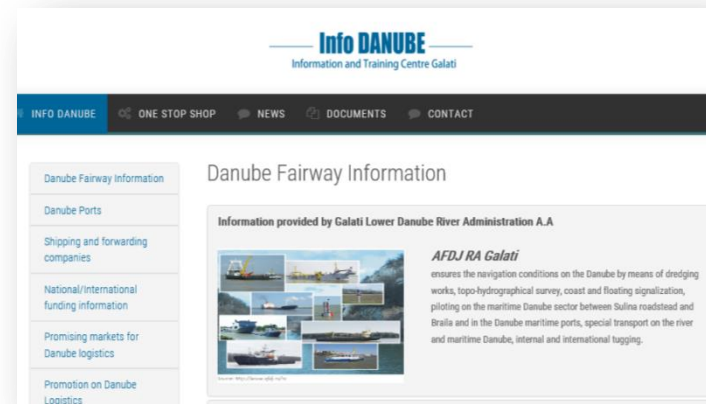
#### 7.6. Promotion of Danube logistics – international

##### “Info DANUBE” online platform (CER)

- Comprehensive and up-to date information about Danube navigation
- Promotion of Danube navigation & logistics
- <http://www.infodanube.ro/DanubeFairwayInformation.html>

##### Manual on Danube Navigation (CER & RSOE)

- Available in RO & HU language
- Download free of charge, e.g. <http://dhk.rsoe.hu>



### 8. CHECKLIST

- Use existing staff as contact person
- Training of staff to apply available info/data efficiently
- Use (!) existing information of network partners (such as EBU, EIBIP, etc...) and of your PPs
- Define a group of experts responsible for Danube log. prom. inquiries
- Keep regular info exchange with partners from the sector (also beyond the project!!)
- Again: a lot of know-how and information is already available for free!!
- Your working programme **is the key** to a successful promotion centre → **you are already in the process** of being a successful Danube Logistics promotion centre! 😊



## 9. Overall objective

Future Danube Logistics promotion centers should be able to offer a **comprehensive and neutral service portfolio** to all who are interested in **Danube Navigation**.



Photo credit: www.colourbox.com/



Any questions or remarks?



source: <https://wernerhahn.de/>



## **Annex: Real customer inquires (role game)**

### **Q1) Transport request**

The company XY plans a shipment of liquid bulk (such as liquid fertilizers) from Bulgaria to Austria per inland navigation: The company needs a shipping company which seems to be suitable for the transport request.

### **Response options?**

### **Which tools and contact persons are relevant for this request?**



## Annex: Real customer inquires (role game)

### Q1) Transport request

The company XY plans a shipment of liquid bulk (such as liquid fertilizers) from Bulgaria to Austria per inland navigation: The company needs a shipping company which seems to be suitable for the transport request.

### Response options?

- e.g. via email: “The following online portal provides you with information and a full set of contact data of transport and forwarding companies operating along the Danube: *\*insert here a list of appropriate companies\**”

### Which tools and contact persons are relevant for this request?

- Please use online tools such as the Blue Pages,
- Use your network to find appropriate shipping companies (contact person – please remain neutral)
- Use your own know-how (please remain neutral, no preference!), etc.





## **Annex: Real customer inquires (role game)**

### **Q2) Lock Status**

A shipping company from XY plans an inland waterway transport downstream in the next two months and has heard that the Iron Gate I lock in Serbia will be closed due to maintenance activities.

**Response options?**

**Which tools and contact persons are relevant for this request?**



## Annex: Real customer inquires (role game)

### Q2) Lock Status

A shipping company from XY plans an inland waterway transport downstream in the next two months and has heard that the Iron Gate I lock in Serbia will be closed due to maintenance activities.

### Response options?

- e.g. via email, phone or website

### Which tools and contact persons are relevant for this request?

- Use personal contacts (e.g. contact directly the lock operator or the respective Danube logistics promotion centre) and provide the obtained information directly to the client
- Use the information provided online: <http://www.plovput.rs/navigational-bulletin>

## **Annex: Real customer inquires (role game)**

### **Q3) Fairway information – ice status/closure of waterway?**

Sometimes weather situations with long cold periods lead to a waterway closure due to intense ice formation. Of course, shipping companies and users of Danube navigation are interested into up-to-date information on the waterway status – Please help our client to get appropriate information!

### **Response options?**

### **Which tools and contact persons are relevant for this request?**



## Annex: Real customer inquires (role game)

### Q3) Fairway information – ice status/closure of waterway?

Sometimes weather situations with long cold periods lead to a waterway closure due to intense ice formation. Of course, shipping companies and users of Danube navigation are interested into up-to-date information on the waterway status – Please help our client to get appropriate information!

### Response options?

- e.g. via email, phone, website

### Which tools and contact persons are relevant for this request?

- Use personal contacts (e.g. contact directly the national waterway operator or the respective Danube logistics promotion centre) and provide the obtained information directly to the client
- Use the information provided online (usually Notice for Skippers, e.g. <http://nts.bulris.bg/> (available in all Danube languages) and [www.danubeportal.com/index.php](http://www.danubeportal.com/index.php) (Danube FIS portal)

## References

### **Fairway information**

[www.doris.bmvit.gv.at/en](http://www.doris.bmvit.gv.at/en)

[www.plovput.rs/navigation-bulletin](http://www.plovput.rs/navigation-bulletin)

### **Danube ports**

[www.danube-logistics.info/danube-ports/](http://www.danube-logistics.info/danube-ports/)

### **Shipping and forwarding companies**

[www.danube-logistics.info/the-blue-pages](http://www.danube-logistics.info/the-blue-pages)

### **National/international funding schemes relevant for Danube logistics -**

[www.viadonau.org/en/economy/customer-service/advice-on-funding-schemes](http://www.viadonau.org/en/economy/customer-service/advice-on-funding-schemes)

[www.eibip.eu/funding/](http://www.eibip.eu/funding/)

### **Promising markets for Danube logistics**

[www.viadonau.org/en/economy/danube-logistics/working-initiatives-for-danube-logistics](http://www.viadonau.org/en/economy/danube-logistics/working-initiatives-for-danube-logistics)

[www.viadonau.org/en/company/project-database/aktiv/danube-business-talks-2016](http://www.viadonau.org/en/company/project-database/aktiv/danube-business-talks-2016)

### **Promotion of Danube logistics on national/international level**

[www.viadonau.org/en/newsroom/publications/manual-on-danube-navigation](http://www.viadonau.org/en/newsroom/publications/manual-on-danube-navigation)

[www.infodanube.ro/PromotionDanubeLogistics.html](http://www.infodanube.ro/PromotionDanubeLogistics.html)

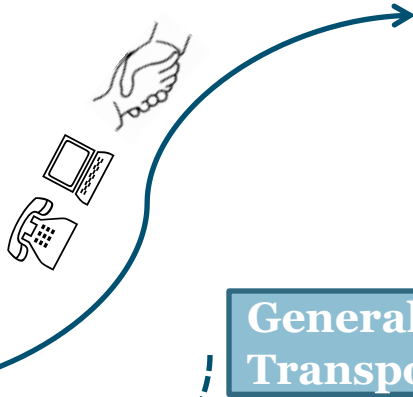
[dhk.rsoe.hu](http://dhk.rsoe.hu)



Additional slides for a better understanding  
of the concept „Danube Logistics  
promotion centre“



# Danube Logistics promotion centre



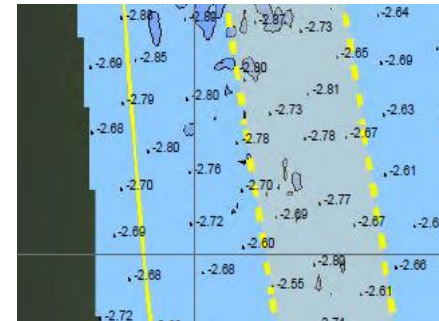
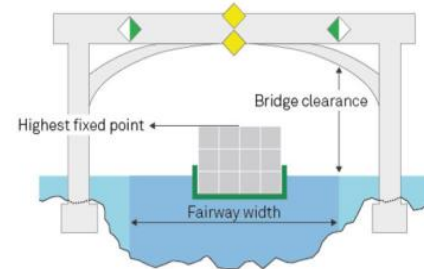
**General information on the Danube Transport Axis**

**Information on the Danube fairway**

- Water levels, shallow sections
- Interactive maps
- Inland Electronical charts
- Danube FIS, NtS (entire Danube Region)
- Analysis of navigability

**Ports and Terminals**

- Danube Ports ([www.danube-logistics.info/danube-ports/](http://www.danube-logistics.info/danube-ports/))
- List of High & Heavy ports in Danube Region
- List of Danube logistics service providers for H&H



# Danube Logistics promotion centre



## Transport companies

- Blue Pages  
([www.danube-logistics.info/the-blue-pages/](http://www.danube-logistics.info/the-blue-pages/))



## Funding schemes

- National funding programmes
- European funding programmes



## Promising markets

- Working initiative on selected cargo groups
- Market studies





# viadonau as Danube logistics promotion centre

