

# ECONOMIC OUTLOOK OF THE MARKET OF INLAND WATERWAY TRANSPORT

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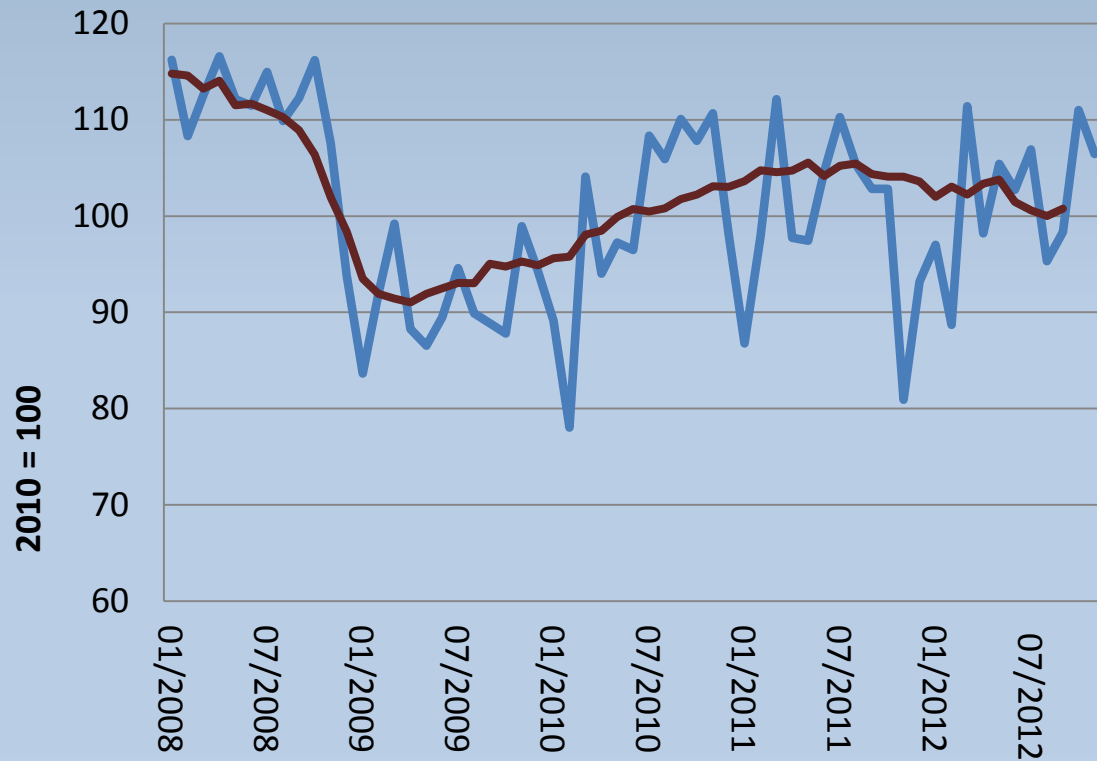
Round Table | Possibilities for reducing fuel consumption and greenhouse gas  
emissions from inland navigation

24 April 2013



# Economic situation:

## Transport on the Rhine and industrial production in the EU



— Transport on the Rhine  
— Industrial production in the EU-27

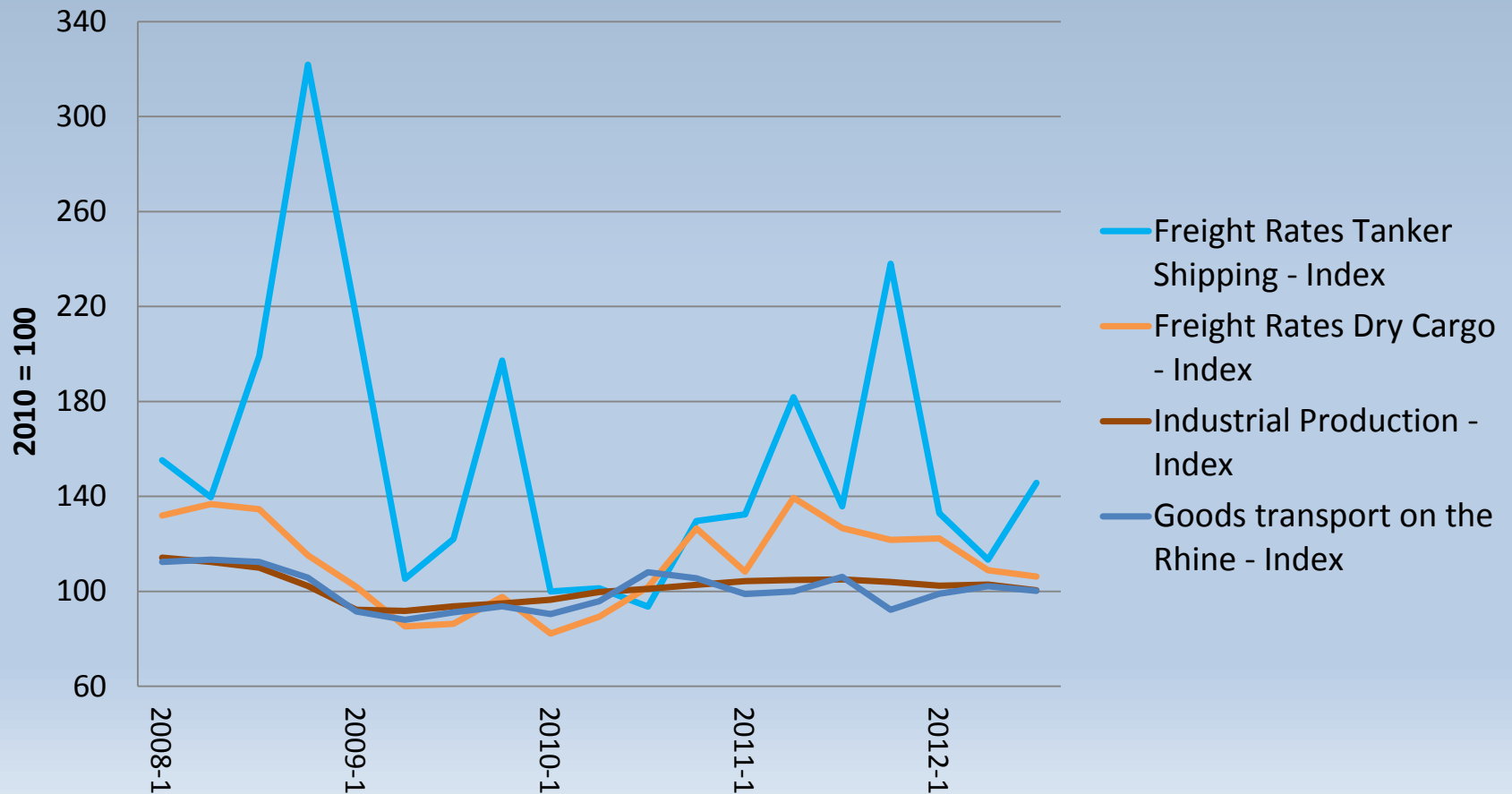
**Economic recovery stopped at the beginning of 2011**

**Outlook for the near future rather pessimistic:**

- No growth foreseen for 2013-2014
- High risks ahead (economic crisis not over)



# Economic situation: Freight rates, goods transport on the Rhine and industrial production in the EU\*



Source: Eurostat; Rabobank; Panteia; calculation CCNR.

\*smoothed data, due to calculation of quarterly data based on monthly data



# The “market paradox” of profitability: Tanker shipping and dry cargo shipping

## ▪ The “paradox” |

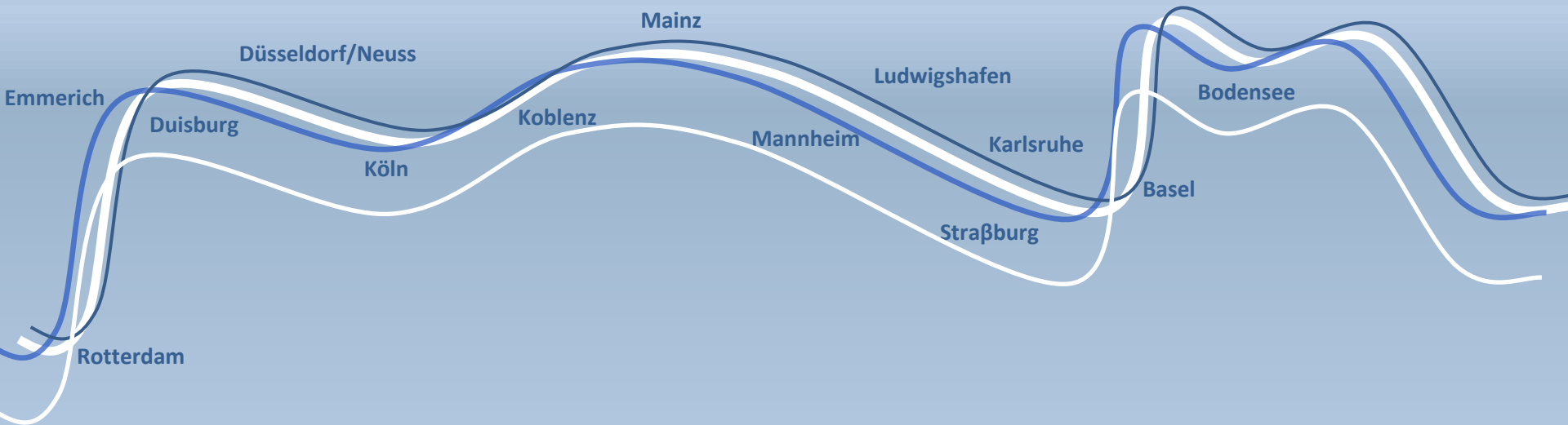
- Both dry cargo shipping and tanker shipping hit by the economic crisis
- Tanker shipping has to shift from single hull to double hull vessels
- But: Indications that financial position of companies in tanker shipping is on average better than in the dry cargo sector

## ▪ Suggested explanation |

- Higher barriers for market entry in tanker shipping (due to high safety standards) create a quality-orientated market niche
- Market niches help to avoid ruinous cost and price competition
- Focus on quality-approach in transport services is stronger in tanker shipping



***How can dry cargo shipping be segmented and create market niches?***



**THANK YOU FOR YOUR ATTENTION!**

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