



## Survival of the fittest: Squeezing the lemon



Dr. Yvo Saanen / TBA / TOC Bremen 2009

October 2008: 9,000 TEU in yard



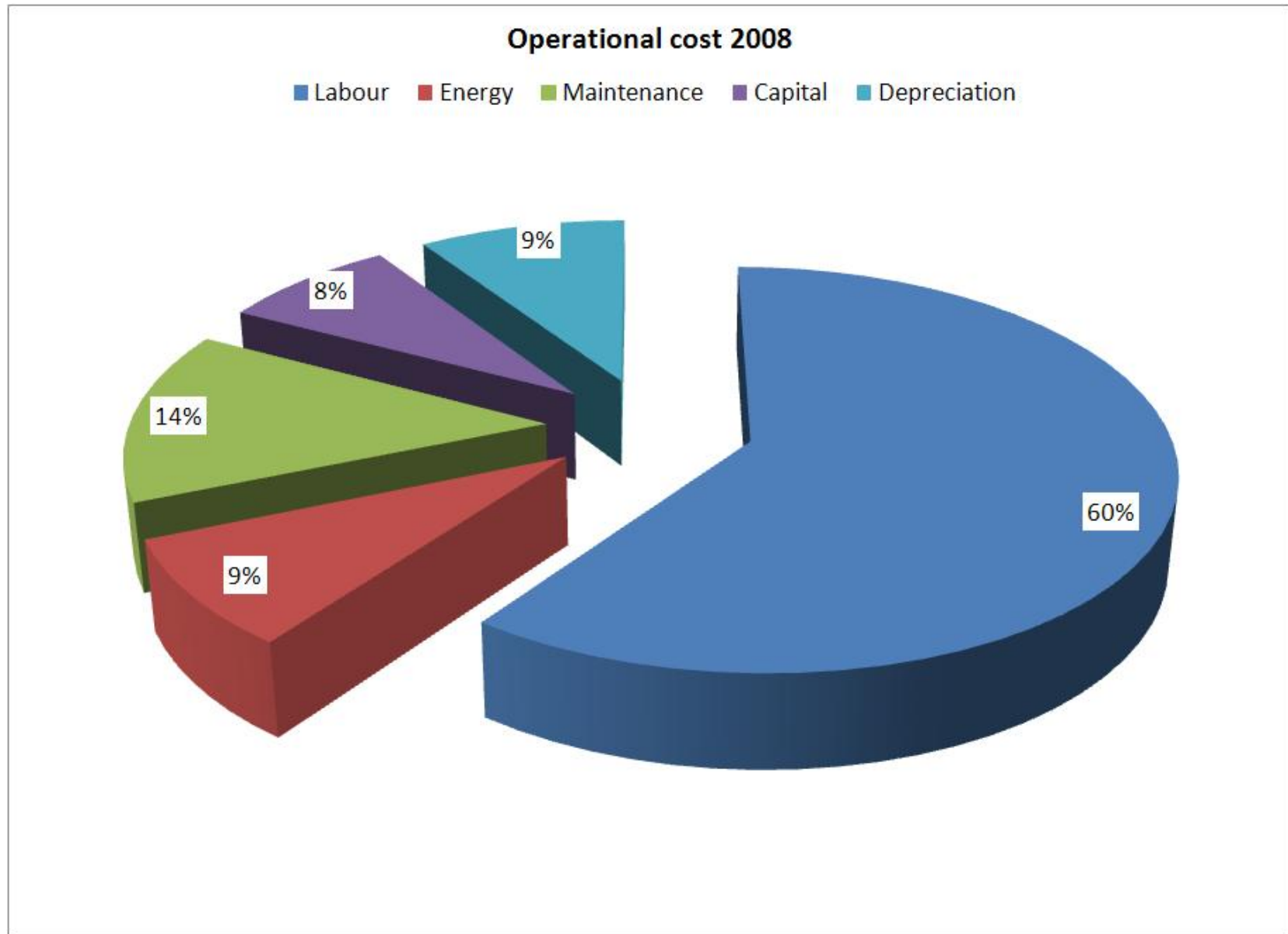
February 2009: 1,500 TEU in yard

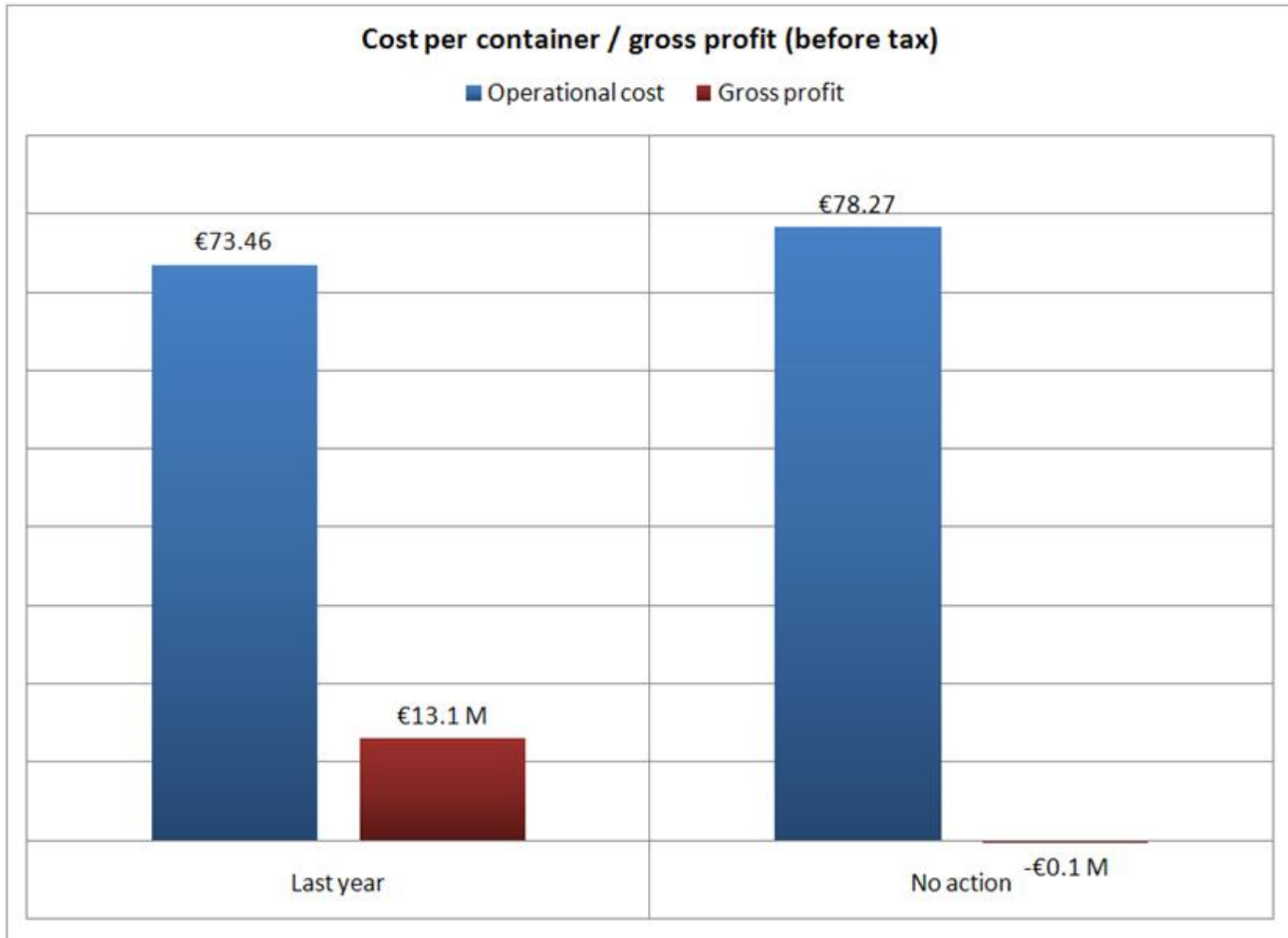


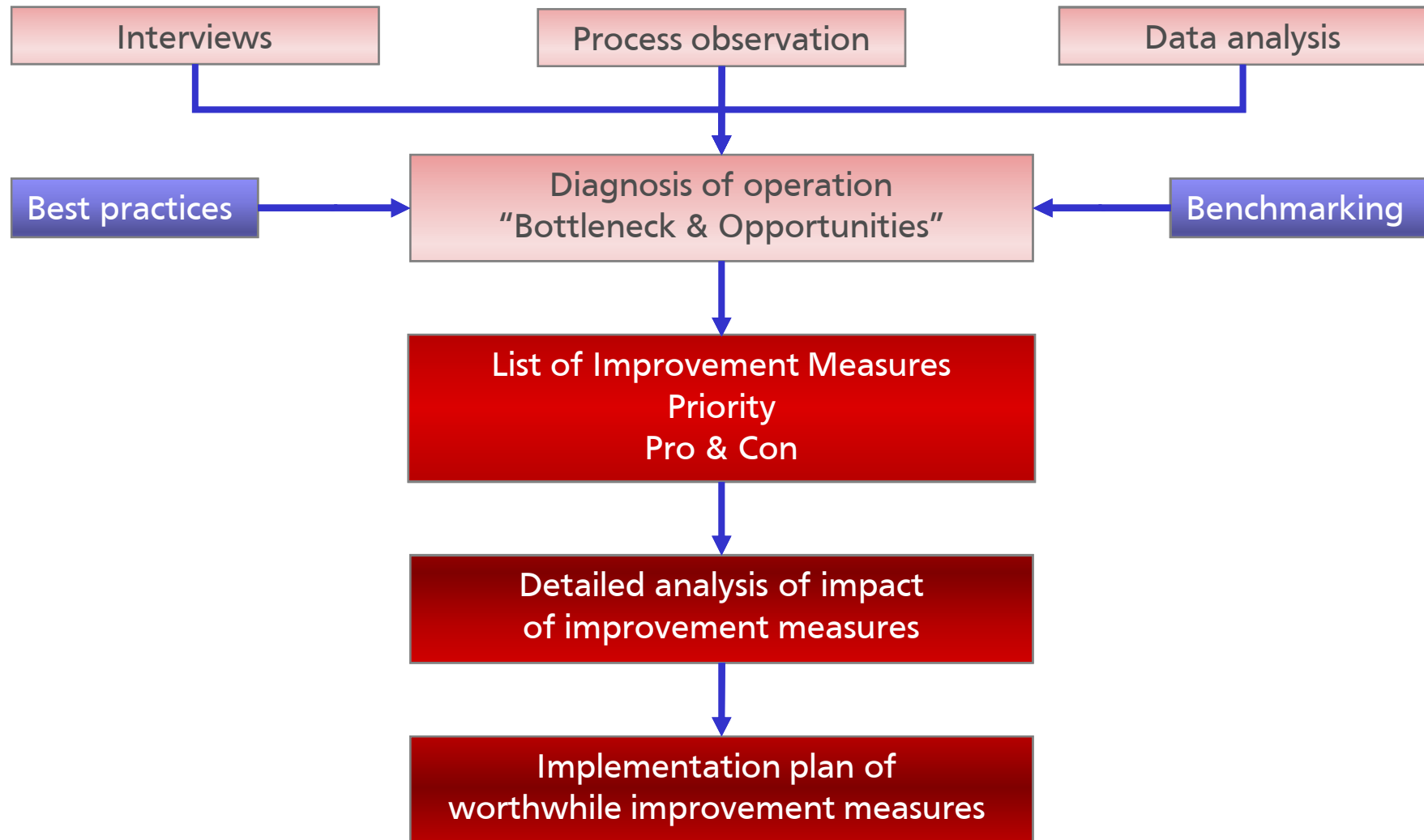
- § What to do?
- § How to keep writing the numbers in black?
- § How to avoid implementing “solutions” that do not contribute

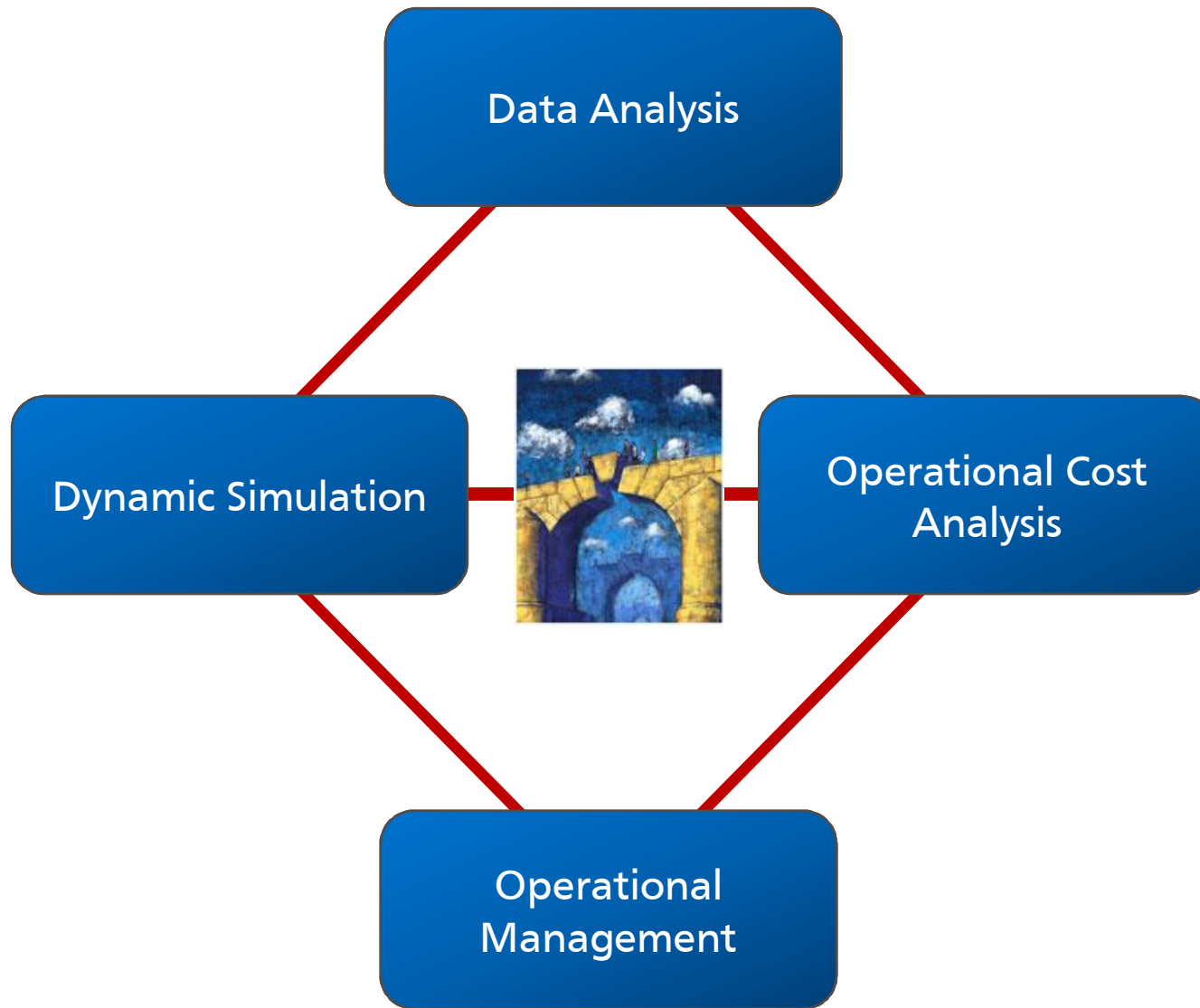


- § Volume 2008: 2.8 M TEU
- § Volume 2009 (expected): 2.1 M TEU
- § 50% T/S, 50% O/D terminal
- § 30% empty containers
- § Fleet of 118 straddle carriers (single lift, 4h)
- § QC's: 50% twin-lift, 50% single lift (50t)
- § Peak yard occupancy: 85% (2.45 high)
- § Navis SPARCS 3.6
- § Labour cost around 55 euro / hour
- § 40% flex / 60% fixed labour
- § Gross Crane Rate 2008: 28 bx/h average
- § 20% straddle moves are housekeeping
- § 50% of empties in straddle yard
- § MT yard: 6 high
- § 1 pinman per QC





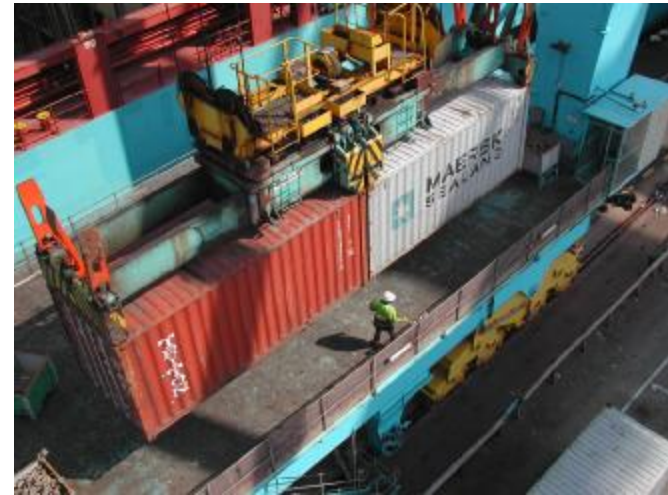


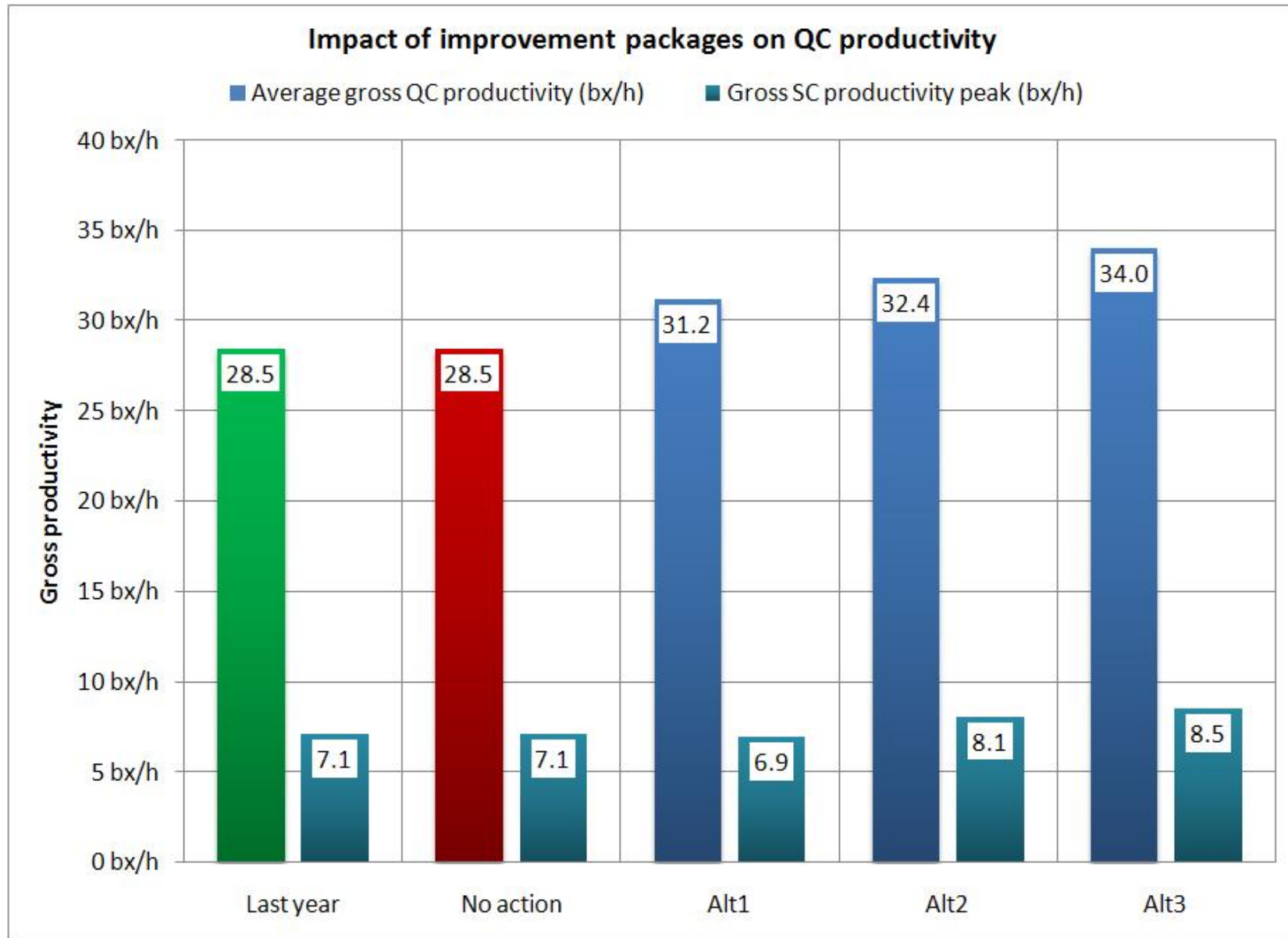


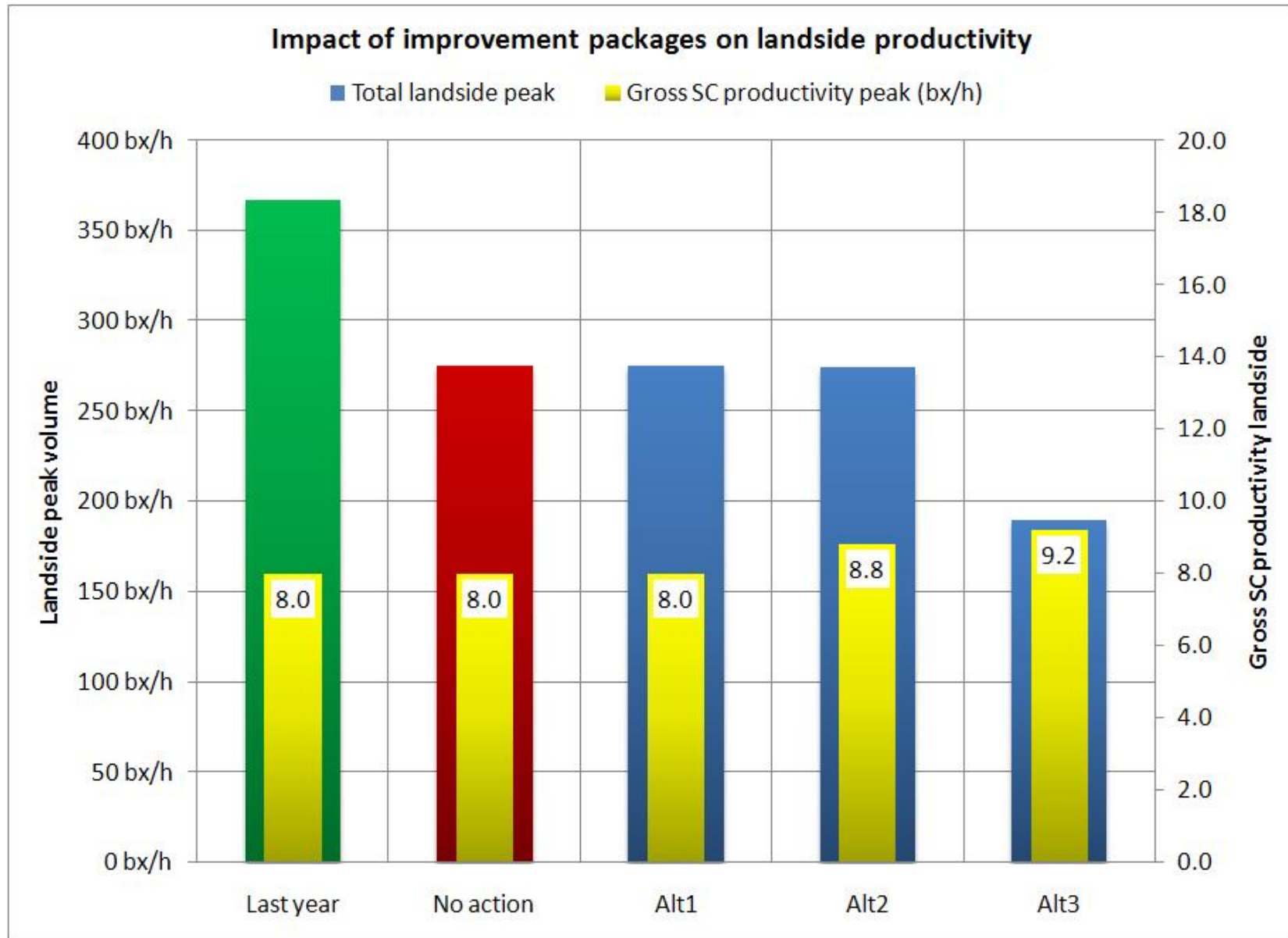


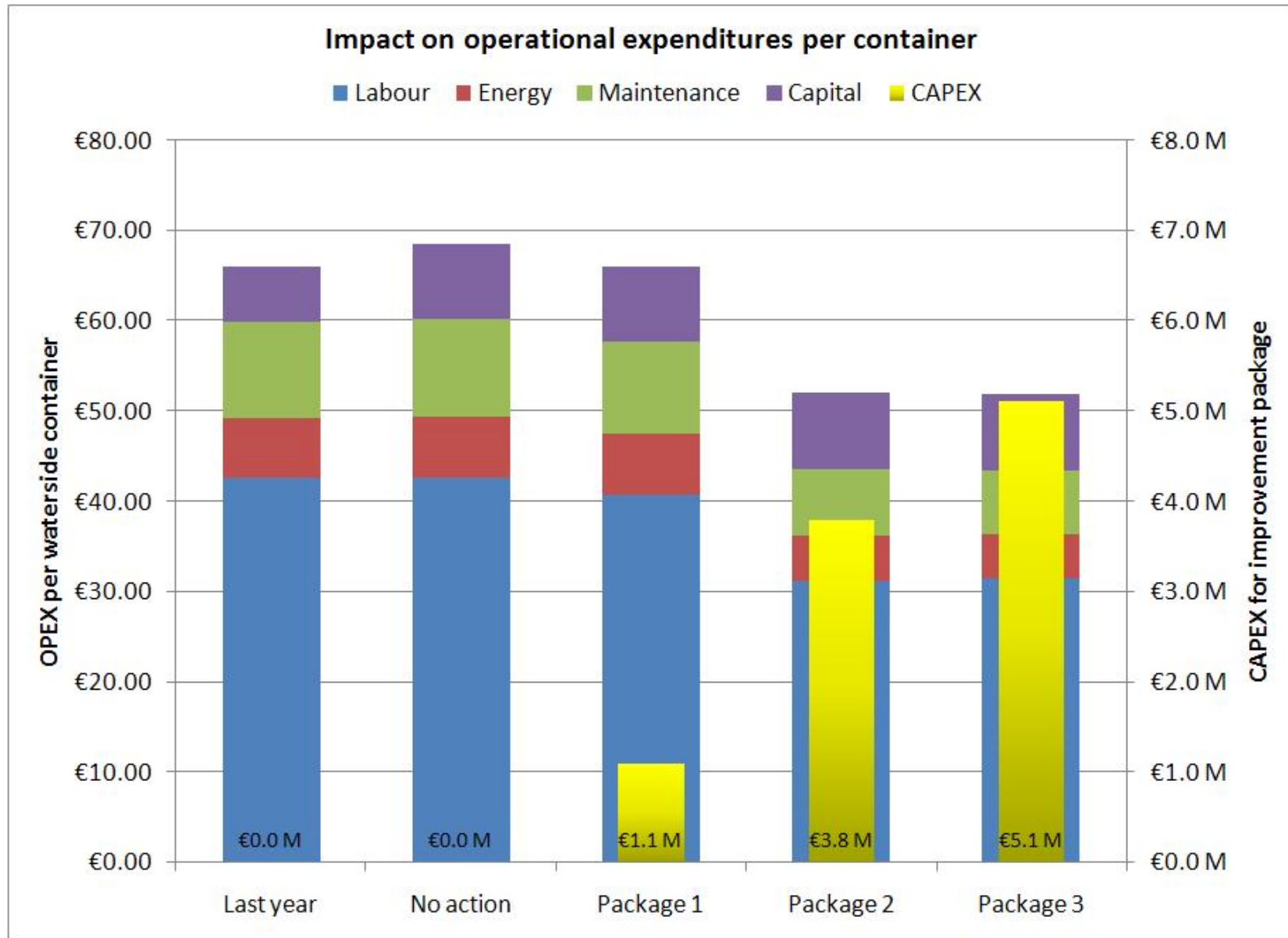
	Included in package 1	Included in package 2	Included in package 3
Increased SC deployment per QC	ü		
No Housekeeping		ü	ü
Exchange SC yard with MT yard		ü	ü
Truck appointment system			ü
Twin-lift spreaders on QCs (all)			ü
Straddle pooling waterside		ü	ü
Straddle pooling landside		ü	ü
Additional twistlock handler per QC			ü
Pincraddle under crane			ü
2 lanes per QC for straddles	ü	ü	ü

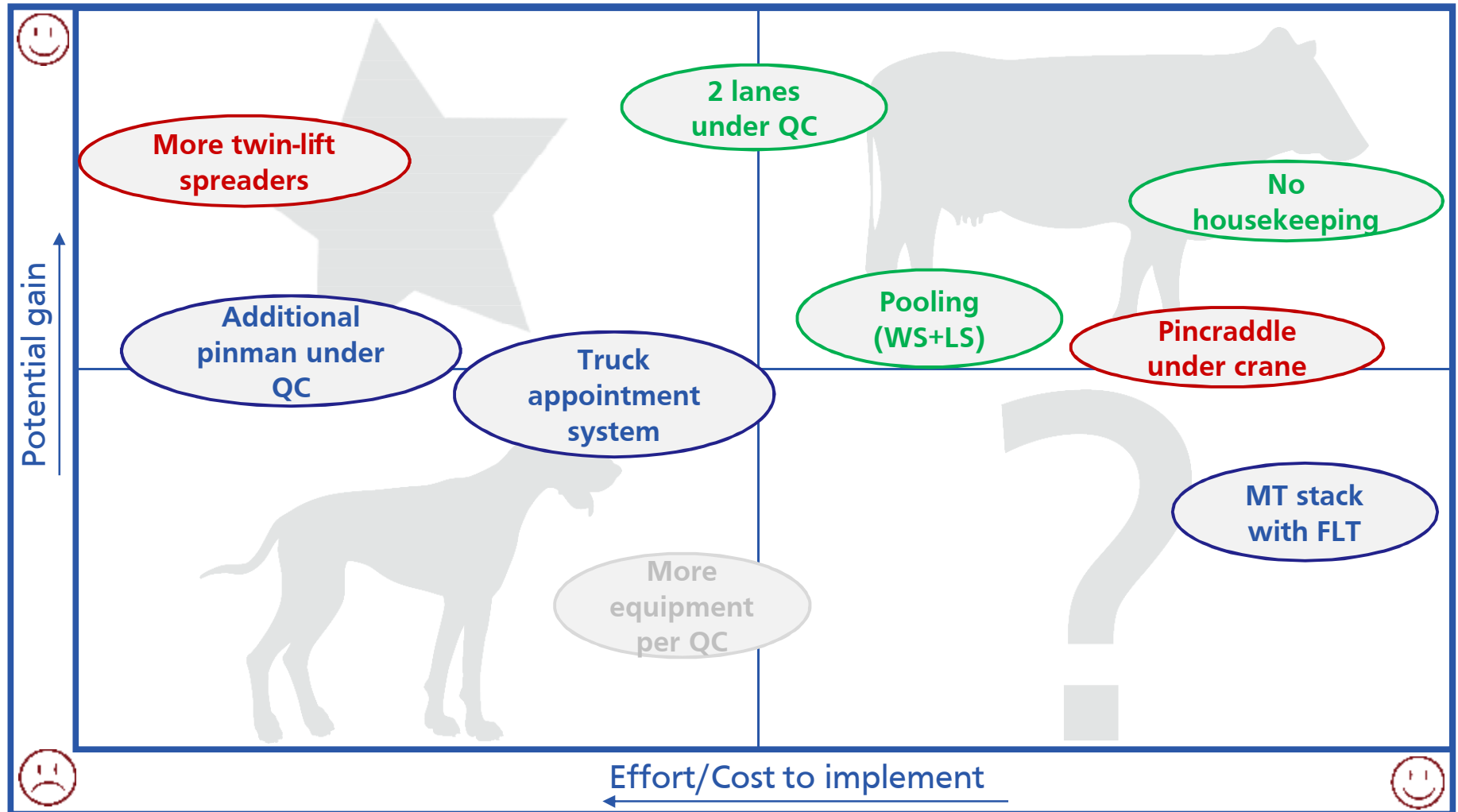






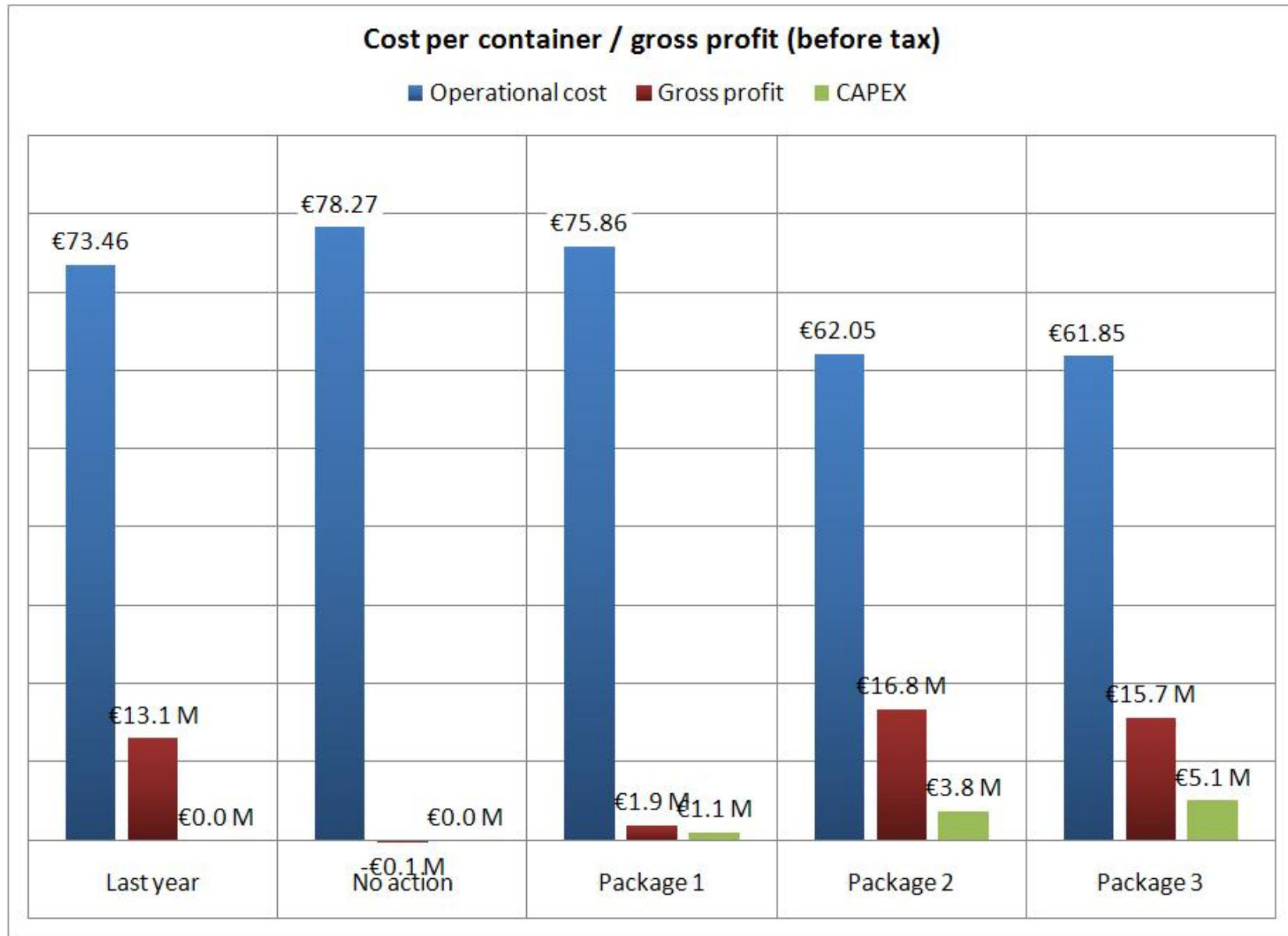






- Immediate
- Within 1 year
- To be studied
- Not now





- § Since there is quite some waste at terminals, or the opportunity to deploy new technology, there is room for improvement
- § Improvement measures need to be planned carefully, and analyzed systematically:  
if you *fail* to plan, better *plan* to fail
- § Tools to support this systematic approach are:
  - Data analysis
  - Modeling & simulation
  - Operational cost analysis
- § Implementation of improvement measures requires emphasis on operational management, and should not be taken lightly



## TBA Stands for



- Design driven by performance
- Partnership throughout the entire process
- If you fail to plan, plan to fail
- Making the future predictable
- Turning your planned solutions into reality
- A proven approach to focus on things that matter
- Delivering working solutions leading to planned results
- Skilled experts engineering success
- A unique position to match your expectations
- Maximizing performance
- Holistic approach
- Best practices
- Hands-on operations
- Benchmarking

Skilled Experts Engineering Success



■ Analyse ■ Quantify ■ Decide ■

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