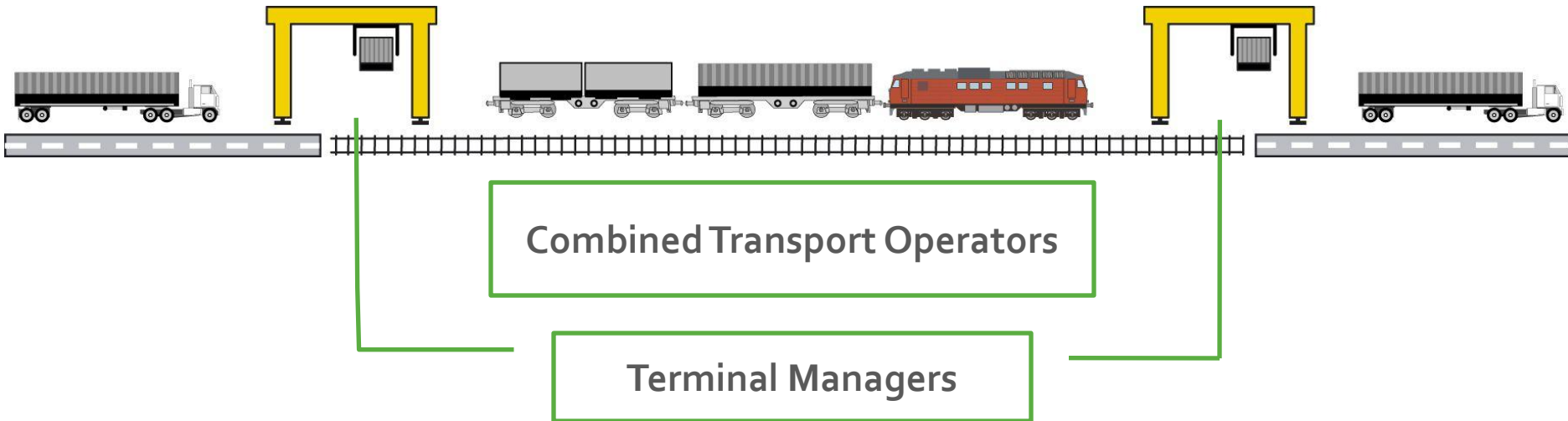


## 4th SERAC Rail Freight Corridor Working Group Meeting

# TERMINAL MANAGERS' VIEW: PROMISING STRUCTURE – LOTS OF WORK TO BE DONE



**Martin BURKHARDT**  
Director General



The **International Union for Road-Rail Combined Transport** exists since 1970 with the mission to catalyse the proliferation of this progressive intermodal system of freight transport

- Inform on and advocate the use of road-rail Combined Transport (CT)
- Contribute to the development of best practice
- Extend support services to daily operations (IT-related, ILU-Code issuance)

**UIRR members organise about half of European CT traffic.**

Combined Transport is the **only (dynamically) growing production system of rail freight.**

- CT traffic grew by 6-7% annually during the decade before the economic crisis
- Every third European freight train was a CT train in 2012
- 80% of CT trains cross borders – **MOST TRAVEL ALONG CORRIDORS**

CT Operators	Terminal Managers
Organise own trains	Operate terminal infrastructure
Own/lease (maintain) wagons	Allocate terminal slots (to CT Operators)
Book terminal slots	Record information into IT systems
Contract traction services	Arrange the loading of trains
Bearing commercial risk for trains	House CT operator agents



Rail Freight Corridors – as foreseen in the Regulation 213/2010 – are **viewed positively** as a means to resolve issues hampering the development of CT.

Corridors at the end of 2013 are **work-in-progress**:

- Corridor stakeholders
- Alignment of infrastructure investments
- Path allocation and the one-stop-shops (OSS)
- Daily operations





- Terminal Managers and Railway Undertakings: **IN** (through advisory boards)  
CT Operators: **OUT** (but **should be included as Authorised Applicants**)
  - *The prevailing CT business model should be accommodated: **CT Operators** bear the commercial risk for CT trains, they contract traction, book terminal slots, lease/own wagons, hence should be recognised for what they are – **stakeholders to be included on Corridor Advisory Boards***
- Choice of terminals: result of market analysis – **some are incomplete bypassing vitally important aspects:**
  - *Certain terminals serving Corridors were not included, and Corridors need to be extended to include “secondary” lines that connect terminals to the Corridor*



- Technical parameters – like train length, maximum gross weight – should be **harmonised to the maximum presently allowed** along Corridors
  - *The aim should be to standardise a given Corridor to the longest and heaviest train parameters allowed along the longest, busiest part of the Corridor (North Italy!)*
- Transparent evaluation and ranking of proposed investments – should be **consulted with Advisory Boards before deciding** (*national/“political” preferences continue to prevail*)



- The one-stop-shop (single) train path is still equal to **“several contracts”**
  - *A single contract would mean that the “Corridor/OSS” takes responsibility for the entire train during its entire journey – there should be no penalty for the user if there is an ‘internal delay’ en course a journey; every Corridor participant should make every effort to make up for any delay realised on any part of the Corridor.*
- The **inclusion of terminals in train path catalogues and the path allocation process** is inconsistent and cumbersome (valuable terminal slots are feared to be lost)
  - *Terminals agree too provide information on their allocated and the available slots, however can not guaranty to block a slot for a pre-definded catalog path (open access terminals are prescribed strict capacity allocation rules on the basis of ‘first come first serve’, and the application of a consiliation/auctioning process in case of multiple applications)*



- Written documentation of some Corridors is impressive, yet **putting into daily practice is still lacking**
- **Access to all information** – contained in the TIS – for Terminal Managers is a must
- Inclusion of **every relevant** (non-Corridor or “national”) **train** in the TIS (=Train Information System)
- Advisory boards can only react to top-down inquiries – **bottom-up initiatives remain unanswered**
- Inadequate mechanisms for conflict management, powerless management entities and a **general deficiency of complaint handling**
- **KPIs that include terminals** should only be adopted with the consent of Terminal Managers





- **Elimination of “national practices”:** *especially the removal of non-technical border crossing obstacles*
- **Harmonisation of technical parameters** *to the maximum offered on the largest part of the Corridor*
- **Efficient one-stop-shop for better quality train paths** *and uniform responsibility for the performance of a ‘Corridor train-path’*
- **Effective harmonisation of investments and works along the Corridor**
- **Easy to use IT systems and access to every relevant information for all parties**
- **Ultimately: a single, tendered Management Entity (independent legal entity) for every European Rail Freight Corridor**

In general: **A CONTRIBUTION TO MAKING RAIL FREIGHT MORE COMPETITIVE**



INTERNATIONAL UNION  
FOR ROAD-RAIL  
COMBINED TRANSPORT

# THANK YOU

For your attention

