



European Rail Freight Association



THE SINGLE WAGON LOAD TRAFFIC IN EUROPE THE ERFA position

*European Commission Stakeholder Seminar
Presentation PwC/ La Sapienza, University of Rome*

On 15th November 2013
In Brussels

François Coart, President & Pierre Tonon, Secretary General



PRESENTATION

- 1. ERFA, WHO WE ARE**
- 2. OUR MISSION: OPEN the market & OFFER competition**
- 3. ERFA POSITION ON THE SWL TRAFFIC**



1. ERFA ,WHO WE ARE President: François Coart, Europorte (F)

General Assembly

Company Members

1. AAE (DE)
2. Alpha Trains (BE)
3. AWT (CZ)
4. Bertschi (CH)
5. Captrain (FR)
6. Crossrail (BE)
7. Duisport Rail (DE)
8. ERS Railways (NL)
9. Europorte (FR)
10. Freightliner Group (UK)
11. Hector Rail (SE)
12. Hupac (CH)
13. LTE (AT)
14. Metallurgtrans (UA)
15. MEV Eisenbahn-Verkehrsges. (DE)
16. Rotterdam Rail Feeding (NL)
17. Samskip (NL)
18. TOUAX (FR)
19. Transachema (LT)
20. Wiener Lokalbahnen Cargo (AT)

Association Members

1. BeWAG (BE)
2. Cargo Rail Europe (CH)
3. Ferrmed (BE)
4. IBS - Bahnspediteure (DE)
5. IGTL - Izba Gozpodarcza Transportu Ladowego (PL)
6. Netzwerk Europ.Ebahnen (DE)
7. RFG - Rail Freight Group (UK)
8. ZNPK - Związek Niezależnych Przewoźników (PL)

Board of Directors

- | | | |
|------------------------|--------------|----|
| 1. François Coart (P) | Europorte | FR |
| 2. Tony Berkeley | RFG | UK |
| 3. Frank Schuhholz | ERS Railways | NL |
| 4. Konstantin Skorik | Freightliner | UK |
| 5. Irmtraut Tonndorf | HUPAC | CH |
| 6. Karst. Sachsenröder | AAE | DE |

Secretary General : Pierre Tonon



1. ERFA, WHO WE ARE

- Established in July 2002 (following the 1st Railway Package, **we are:**
 - the most active supporter of full market opening, **THE ALTERNATIVE!**
 - the pioneers of the long haul cross-border rail freight traffic,
- Our Members (~30):
 - RUs, Wagon Keepers, Leasing Companies, Service providers, Operators, Forwarders, Terminals, national associations Operating in 16 countries and representing ~70RUs
- Data (Companies):
 - More than 10.000 new jobs in 6 years / more than 900 locos, 55.000 wagons
- European Representative Body (invited and consulted by the RU institutions)
- **Our credo: Satisfied clients with lean, seamless, efficient cross-border rail freight traffic in a fully open single market ...**
with the best possible means: the full independent (as best separated) Infrastructure Managers, the cross-border technical harmonization, the full independent and quick reacting Regulator!



2. OUR MISSION: OPEN the market & OFFER Competition

- **How? Lobby on EU, Member States and Stakeholders levels**
 - On EU (EC, EP, Council, ERA, EESC,)
 - On MSs (CoRePer, Ministries, National Safety Authorities, Regulatory Bodies, Infrastructure Managers, Entities in charge of Maintenance, ...)
 - On Stakeholders (Industry, European and national associations,)
- **On different levels to eliminate discriminations and barriers**
 - Legal (1st RP recast, 4th RP, Core TEN-T, CEF, directives, regulations, ...)
 - Financial (State aids, Custom codes, Energy & IM prices, R&D subsidies, ...)
 - Technical (Standards harmonization, TSIs, National rules, Interop, Safety,)
 - Operational/ Industrial (ERTMS, ECMs, traffic rules, path allocation, TAF, GCU, ...)
 - Environmental (Rail Noise, Green corridors, Gigaliners, Loc emission caps, ...)
 - PR (events, press, presentations, face-to-face, ...)



3. POSITION ON THE SWL TRAFFIC (1)

- **ERFA MEMBERS QUALIFICATIONS**
 - Short as long distance traffic
 - Single wagon load operations
 - Yard management.
 - Industrial railway logistic
 - Local infrastructure management
 - Transport Commissioning
- **ERFA MEMBERS CONTRIBUTE OR CAN CONTRIBUTE** at all stages of the SWL System > SWL is NOT an historic operators only system



3. POSITION ON THE SWL TRAFFIC (2)

- **ABOUT THE KEY OBJECTIVES OF THE COMMISSION**
 - Assess the importance of SWL for shippers and as transport mode
 - Vital for industries as steel, chemicals, petro-chemicals (rail is safer than road for RID), wood products, automotive
 - Several service models can co-exist: X-Rail, MLMC, GEFCO, EURORAIL
 - SWL is of key importance for the hinterlands development.



3. POSITION ON THE SWL TRAFFIC (3)

- **ABOUT THE KEY OBJECTIVES OF THE COMMISSION**
 - Identify the main obstacles hampering the traffic growth
 - Non full opening or lack of efficiency of the marshalling yards
 - Lack of marshaling yards operated by independent managers
 - Lack of shortliners network in several countries and lack of cooperation with historic operators
 - Large fleet of specialised wagons not accessible
 - Lack of entrepreneurial initiative or organizational HR innovation (flexibility, polyvalence)
 - Capillary network sometimes at risk.



3. POSITION ON THE SWL TRAFFIC (4)

- **ABOUT THE KEY OBJECTIVES OF THE COMMISSION**
 - Define measures promoting a positive development of the market
 - Incent the development of shortliners with simplified procedures
 - Allow social conditions favorizing the flexibility and polyvalence for workers.
 - Favor fair and undiscriminated collaboration with historic operators (traction out-sourcing)
 - Develop financial supports for new private sidings and junctions/connections
 - Educate regulators to quickly react on access discrimination
 - Call of tenders for independent management of marshaling yards or terminals/hubs
 - List and characterize ALL terminals/hubs/yards along the corridors and their natural hinterland