



European Rail Freight Association



The single wagon load traffic – present situation The ERFA POSITION

IBS (Interessengemeinschaft der Bahnspediteure e.V.)
32nd General meeting

On 12th October 2012
in Antwerpen (B)

Speaker: Mr. Pierre Tonon, Secretary General of ERFA



PRESENTATION

- 1. ERFA, WHO WE ARE?**
- 2. OUR FOCUS : SATISFY THE CLIENTS**
- 3. ERFA STATEMENT ON SWL TRAFFIC BUSINESS**
- 4. THE SWL TRAFFIC INSTITUTIONAL FRAMEWORK**
- 5. ERFA ACTIONS AND PROPOSALS**
- 6. FINAL WORDS**



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

General Assembly

Company Members

1. AAE (D)
2. Alpha Trains (B)
3. AWT (CZ)
4. Bertschi (CH)
5. Captrain (F)
6. Crossrail (B)
7. Duisport Rail (D)
8. ERS Railways (NL)
9. Europorte (F)
10. Freightliner Group (UK)
11. Hector Rail (S)
12. Hupac (CH)
13. Interporto Servizi Cargo (I)
14. LTE (A)
15. Metallurgtrans (UA)
16. MEV Eisenbahn-Verkehrsges. (D)
17. Rotterdam Rail Feeding (NL)
18. Samskip (NL)
19. TOUAX (F)
20. Transachema (LIT)
21. Wascosa (CH)
22. Wiener Lokalbahnen Cargo (A)

Association Members

1. ASSTRA (I)
2. Cargo Rail Europe (CH)
3. Ferrmed (B)
4. IGTL - Izba Gospodarcza Transportu Ladowego (PL)
5. NetzwerkPrivatbahnen (D)
6. RFG - Rail Freight Group (UK)
7. VDV - Verband Deutscher Verkehrsunternehmen (D)
8. ZNPK - Związek Niezależnych Przewoźników (PL)

Board of Directors

- | | | |
|-----------------------|--------------|----|
| 1. François Coart (P) | Europorte | F |
| 2. Martin Henke (VP) | VDV | D |
| 3. Tony Berkeley | RFG | UK |
| 4. Beni Kunz | HUPAC | CH |
| 5. Maria-F. Ricchiuto | ASSTRA | I |
| 6. Frank Schuhholz | ERS Railways | NL |
| 7. Konstantin Skorik | Freightliner | UK |
| 8. Markus Vaerst | AAE | D |

Secretary General : Pierre Tonon



1. ERFA, WHO WE ARE (2) ?

- Born in July 2002 with the 1st Railway Package, we are
 - the pioneers of the long haul cross-border rail freight traffic,
 - the most active association for a full market opening, THE alternative!
- European Representative Body (with key players of market opening)
- Lobbying : EC, EP, EU Council, MS, ERA and NSAs, EESC, Sector Associations
- Members (30) and Business: RUs, Wagon Keepers, Leasing Companies, Service providers, operators, forwarders, terminals, national associations **operating in 16 countries**
- Data (cies): More than 10.000 new jobs in 6 years / > 800 locos, 55.000 wagons
- **Our credo: Satisfied clients with a lean, seamless, efficient cross-border rail freight traffic in a fully open single market**



1. ERFA, WHO WE ARE (3) ?

- Our fears of excessive transport costs increases
 - Interoperable locomotives (different energy systems, safety requests, STM, ERTMS)
 - Freight wagons (post Viareggio, noise requests, ECMs)
 - Track access charges
 - Energy prices (less nuclear, more gaz & coal, size discounts)
 - Drivers (scarcity, IT support, HR management, risk of social harmonization)
- Our tool : the complaints > EC infringement procedures against MS
 - State aids
 - Legal and abuses of dominant position
 - Mergers & acquisitions
 - Cartels
 - Technical & operations
 - Safety



1. ERFA, WHO WE ARE (4)? OUR MAIN CONCERNS

- Our main concerns
 - Abolish the entry and operational barriers
 - Speed up the processes
 - Stimulate the market and develop dynamic partnership
 - Fight against dominant positions avoiding RUs development or new initiatives
 - Pay attention to development of opportunities (Rail-port, regional and local RUs, independant operators of rail related services, multimodal platforms, EC funding,)
 - **Strongly support the 2012 /13 EC initiatives (1st RP Recast implementation and 4th RP objectives)**
 - **Pay continuous attention to risk of discrimination, of non open access, of non transparency, of excess of costs endangering our competitiveness !!!**



2. OUR FOCUS: SATISFY THE CLIENTS

- Final, industrial clients and freight forwarders are waiting a competitive rail transport service vis-à-vis other modes
- Clients often complain on the incumbent services
- Clients clearly want to benefit from a competitive market (alternatives)
 - They support the ERFA's objectives
- The client's criteria to choose a RU are:
 - The reliability
 - The price
 - The availability of capacity
 - The information management
 - The transport and handling times
 - The transport frequency
- We know our offers had to be competitive and we lobby against cost's increases (relating to drivers / locos and wagons / access charges / energy)
- That's why we are fighting for a faster European institutional and technical harmonization



3. ERFA STATEMENTS ON THE SWL TRAFFIC BUSINESS

- Important for clients > needs for solutions > ERFA interested
- Dominated by incumbent > no more a priority > capture the market
- Need to modernise infras and RRS facilities > out-source
- Need to clearly open the facilities > share the use, co-activity
- Scarcity (> cost!) of wagons owned by incumbents > cooperate
- Speed up the traction XA and PIS on network > single authorization
- Poor productivity of operations > re-organize
- Problem of scale effect > sub-contract to shortliners
- Shipment tracking and tracing > IT services development
- Focus on trans-shipment and marshalling yards > independency



4. THE SWL TRAFFIC INSTITUTIONAL FRAMEWORK

- 1st Railway Package (2001) > 10 years lost in market opening!
 - Barriers, complains + the crisis! > Difficult to resist for new entrants
- 1st RP Recast (2012) > nat. implementation 2014/15!
 - But improvement of RRS access and openness
- 4th RP proposal (2012) > approval 2014 > nat. Implementation 2017
 - Definition of structural model, optimal infrastructure management for the future
- Freight corridors regulation (2010) > implementation start end 2013
 - Relations RUs, IMs, RRS, Terminals
- TEN-T new Guidelines (2011) > new core and comprehensive network
- CEF financial instrument (2011) > new funding for rail (> 25bio€)
- EC program and study on SWL traffic (2013) > models and evidence
- Shift-2-RAIL initiative (2013) > 900 mio€ rail RTD program



5. ERFA ACTIONS and PROPOSALS (1)

- **OPERATIONAL proposals (short & medium term) ... no Magic!**
 - No opposition incumbent and new entrants
 - Syndication of new entrants resources to reach economy of scale
 - Distinction long haul and shortlines (+ shunting, train formation)
 - Out-sourced or sub-contracted operations from incumbents to new entrants
 - Call of tenders for independent marshaling yards or terminals management
 - Check and book availability of initial and terminal sidings
Immediately complain to the regulator in case of discrimination
 - Denounce immediately to IM or facility manager (+ if needed to the regulator) the unefficiency of technical installations
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5. ERFA ACTIONS and PROPOSALS (2)

- **INSTITUTIONAL proposals (medium & long term)**
 - In TEN-T guidelines and CEF regulation, introduce amendments
 - Securing accessibility to rail freight facilities (list, capacity, use, degradation, ...)
 - Improving accessibility (revitalisation, new construction spurs, sidings, ...)
 - In CEF, co-funding grants for
 - Cross-border bottlenecks
 - Rail inland transport connections to ports
 - Development of multimodal platforms
 - Freight transport services
 - Within EC programs
 - Database European train formation facilities (terminals, yards)
 - Market inquiry different business models and best practices. Ex. Hallsberg (SE), Wustermark, Falkenberg (DE), Lerouville (FR), Keifhoek (NL)
 - Check the Rail freight corridors 1/A, 2/C, 3/B, 8/F
 - Terminals data for SWL business (via RAG and TAG)



6. FINAL WORDS

- The needs of the clients are recognized and welcomed
- ERFA , as Representative Body, is heard by EC and EP
- ERFA is in permanent contact with/ and supported by the clients
European Associations ESC, CLECAT

ERFA invites IBS to join forces for all issues of common interest

ERFA FOCUS on

- SPEED UP processes, CONTROL costs, PROMOTE safety
- FEEL & LISTEN the market, SATISFY the clients