



Wagon noise: on the way to remove the last rail environmental burden

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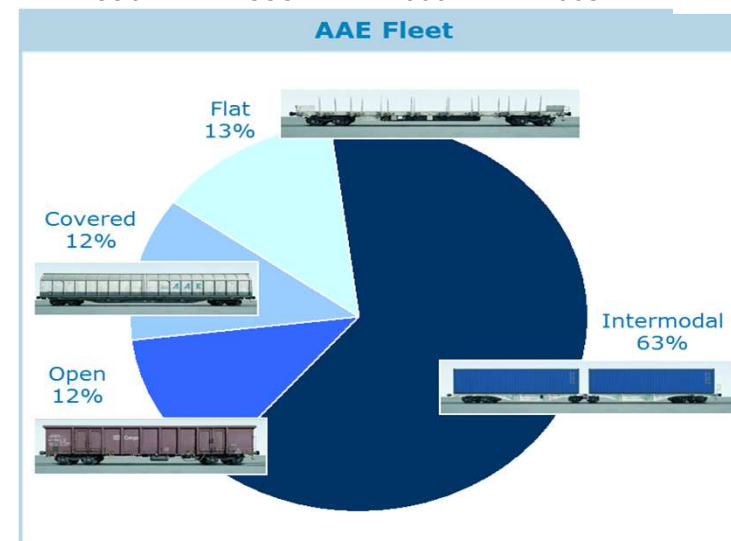
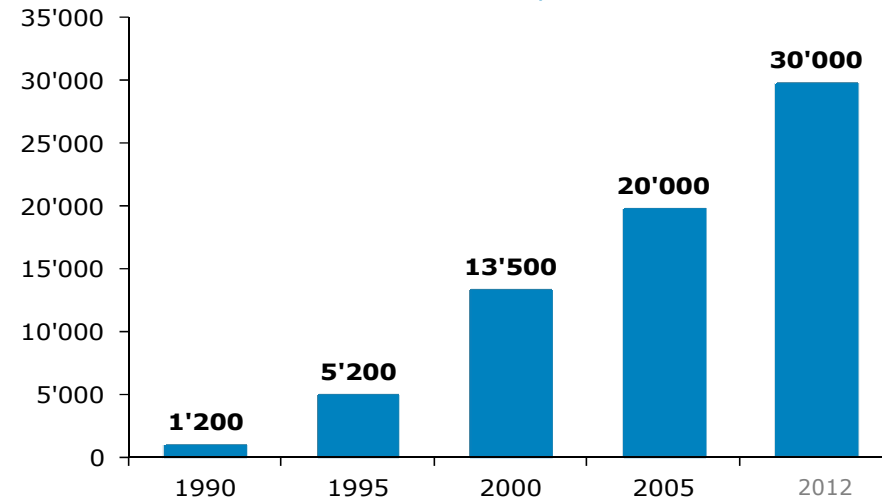
AAE - Ahaus Alstätter Eisenbahn

- Founded 1989
- Head Office Baar (CH)
- Fleet 30'000 railcars
 - 1435mm: 27'000 railcars
 - 1520mm: 3'000 railcars
- Ø-Age 12.5 years
- Headcount 100
- Customers in 22 countries (inkl. RU, EE)

Business Operations

- Market leader in the rental of standard freight railcars
- Complete range of repair and maintenance services & spare parts management
- Create added-value for customers:
 - A wide range of railcar types
 - Guaranteed availability of railcars

Fleet Development



Retrofitting existing wagons – Keepers concerns

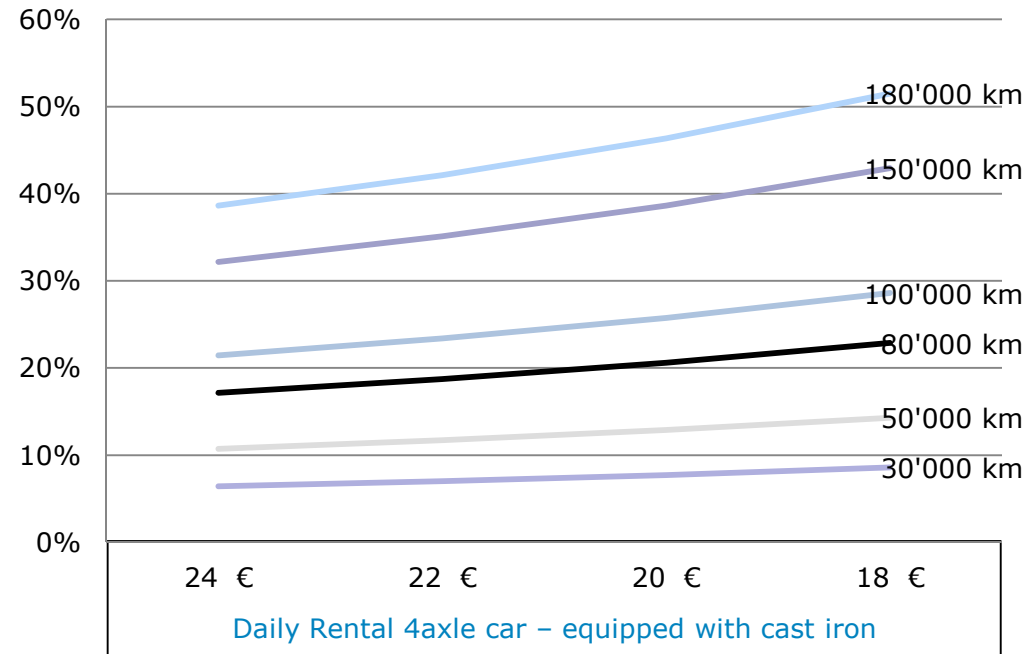
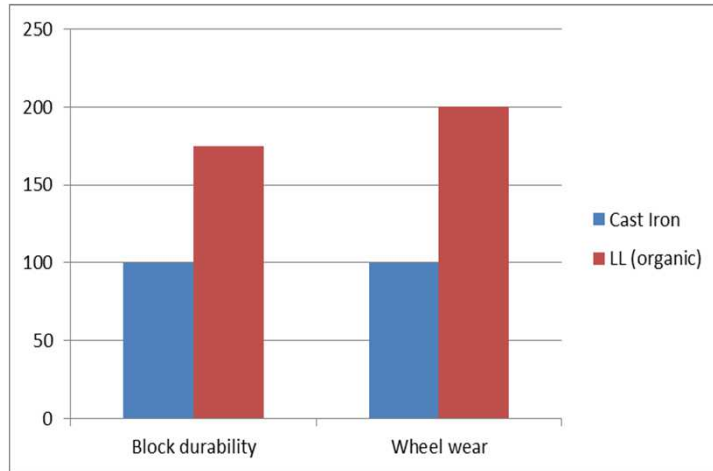
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Results from "Europe Train" – Cast Iron vs. LL Brake Blocks

Source: UIC, Europe Train, 2013



Daily rental cost increase (%) due to higher operating cost for LL compared to cast iron



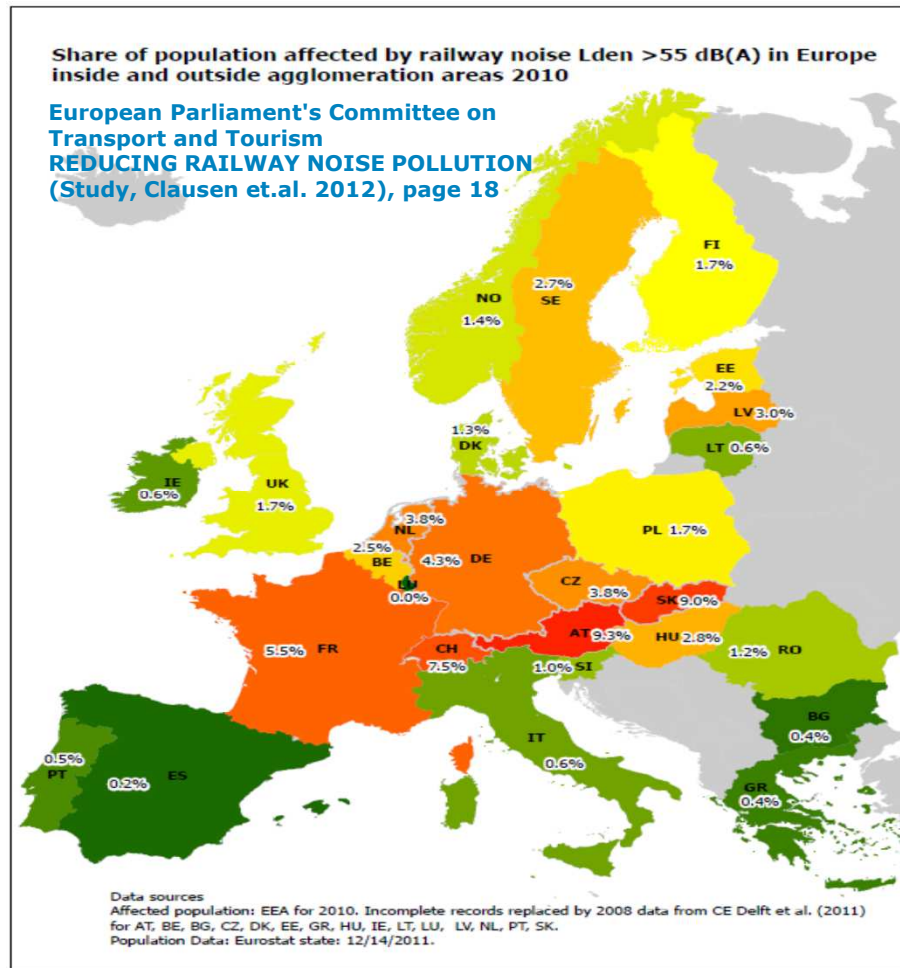
LL Brake Blocks

- Durability 75% better compared to Cast Iron
- Brake Block Unit Price 3-4x higher compared to Cast iron
- Wheel wear 100% higher compared to Cast Iron

Examples

Daily Rent	24 €	22 €	20 €	18 €
Yearly Mileage (1'000)	50	50	50	50
Cost Increase (%)	11%	12%	13%	14%
Yearly Mileage (1'000)	150	150	150	150
Cost Increase (%)	32%	35%	39%	43%

YES! – Noise is a serious obstacle and must be reduced



YES! – we are ready to retrofit, but

- we need appropriate cost funding by EU-MS (e.g. „**CEF**“) not limited to initial cost for retrofitting;
- we need homogenous and low transaction cost NDTAC Systems throughout the EU;
- we must avoid any differences in “ban dates” for wagons equipped with cast iron brake blocks – otherwise interoperability between retrofitted and non-retrofitted wagons is at risk;
- we must avoid any discrimination and market distortions – both between the rail sector **and** between the transport modes.