



REorganization of Transport networks by advanced RAIL freight Concepts

www.Retrack.eu

Minutes Trans European Rail Freight Seminar

Date:	September 3, 2008
Host:	TNO
Venue:	Schoemakerstraat 97, Delft, the Netherlands
Chairman:	Arnaud Burgess
Secretary:	Yu Bai
Status	Final



1. Welcome & Opening

Arnaud Burgess welcomes all participants at 11:30 at TNO for the Trans European Rail Freight Seminar. He gives a short overview of the Retrack project and its rail freight concept, as well as a short introduction of the host institution TNO.

2. Key note speeches

11:50 Rail freight transport in the Netherlands—the current state and future developments

By Brigit Gijsbers, Ministry of Transport, the Netherlands

Key conclusions:

- ◆ Enormous growth of rail freight transport volume in the Netherlands (NL) from 19.5 million tonnes to 41.5 million tonnes during the period of 1994—2006
- ◆ Infrastructure in NL is ready for further growth and investment: Technical specifications of Betuweroute and expected further improvements; An overview of major terminal projects at Rotterdam
- ◆ Corridor approach is recommended for rail freight services: (example of Rotterdam—Genoa corridor) actions dealt with Customs procedures, cross-acceptance of rolling stock, cross border drivers etc.
- ◆ Future route strategy for rail freight 2020
- ◆ Retrack will help develop international rail freight transport

12:10 Trends in Dutch rail transport

by Max Philips, Rail Cargo, the Netherlands,

Key conclusions:

- ◆ An introduction of Rail Cargo Information Netherlands
- ◆ European open market for new entrants: overview of new entrant rail operators
- ◆ Strong growth in rail transport volumes especially in the Netherlands, Germany and UK.
- ◆ Setting up of new rules (parking fees, bonus-malus schemes etc)
- ◆ Growing interest by road transport companies and shippers
- ◆ Need for cooperation in order to create critical mass for rail freight
- ◆ Existing shuttle train services' frequency has increased in 2008
- ◆ Fresh goods logistics as one of the new market segments for rail
- ◆ Major take-overs and mergers in the past two years
- ◆ Newly launched services to CEE and challenges to Retrack

Comment [a1]: This is an independent information office

Questions brought up by audience:

- ◆ To what extent has the Marco Polo project contributed to the EU and Retrack objectives?
- ◆ What cargoes are expected to be transferred to rail by Retrack concept?

3. Session one presentations

13:30 Logistics requirements for rail freight services in Europe,

By Gerwin Zomer, TNO

Key conclusions:

- ◆ Estimate Retrack market potentials using a top-down approach (modelling)
- ◆ Logistics requirements by shippers using bottom-up approach
- ◆ Top 4 important logistics requirements and top 4 satisfaction gaps
- ◆ Top 10 suggested improvements to rail freight along Retrack corridor
- ◆ Analyze logistics requirement and market potentials of different market segments such as bulk, maritime containers, oversized-special goods, continental loading units.
- ◆ Reliability is still one of the most important.

14:00 Intermodal transport situation and potential in Romania: a demand side approach, by Robin Martens, Archicom B.V., the Netherlands

Key conclusions:

- ◆ Overview of business activities of Archicom
- ◆ Assessment of distribution costs and throughput time from Shanghai to CEE shows Constanta has CEE gateway potential
- ◆ Analysis of logistics profiles of Romania regarding infrastructure, environment, demand and supply shows positive result
- ◆ Current inter-modality of Romania is in its infancy
- ◆ Foresee rapid development of inter-modality in Romania in the near future

14:35 Logistics requirements for rail freight transport from a client perspective,

By Martin Dudink, Corus Group, the Netherlands

Key conclusions:

- ◆ Emphasized from a client's point of view existing problems with rail freight service which already existed 30 years ago, namely: place of origin, delivery location, time of depart/arrival, quantity, frequency, flexibility and quality elements of rail-based logistics services.
- ◆ Display of outbound freight flow of Corus 2007 to major destinations in Europe and North America
- ◆ Major destinations for Corus strip products in 2007
- ◆ Modal split of Corus transport solutions in 2007: Barge and truck has highest share.
- ◆ Display of rail transport volume of steel and limestone to diverse destinations in Europe of 2007

14:45 Rail corridor assessment: technical evaluation of the route obstacles and opportunities,

by Phil Mortimer, Newrail, Newcastle University, UK

Key conclusions:

- ◆ Introduction of Retrack work package 2 and project background
- ◆ Existing transshipment techniques, terminal technologies and layout along Retrack corridor countries. Actions needed for terminal operation on the side of terminal operators, rail operators as well as road operators
- ◆ Existing ICT system on Retrack corridor is segmented both among different operators and among different core processes. Define ICT requirement for Retrack services
- ◆ Retrack approach on safety and security
- ◆ Assess Electricity power system, signalling, command control system and train capacity along Retrack corridor
- ◆ Overview of drafted Retrack train parameters

- ◆ Assessment of corridor countries in terms of open access to national network as well as infrastructure conditions
- ◆ The study suggests feasibility of train freight service on Retrack corridor while some interoperability issues need to be addressed.

4. Session two

15:40 Competitiveness of the Retrack rail freight service—outcomes from the first year of WP3 work, by Kjell W. Johansen, TOI, Norway

Key conclusions:

- ◆ Definition of Retrack container train service
- ◆ Targeted market segments, key quality dimensions and identified competitors for Retrack container train
- ◆ Identified major challenges of operating trains in five countries and meeting customers' quality requirements
- ◆ Presenting four types of business models applicable to Retrack network operators as well as their empirical examples.
- ◆ Defining key requirement elements to network business model

16:00 Presentation of the Retrack pilot, by Juraj Banský, Transpetrol, Germany

Key conclusions:

- ◆ Introduction of Transpetrol and its network
- ◆ Overview of purpose of the work package 8 pilot and Retrack train concept
- ◆ Main content of the demonstrator starting early 2009 and display of Retrack network
- ◆ Main terminals on Retrack corridor
- ◆ Split of train operating among four rail operators
- ◆ WP 8 status on the planning of the Pilot
- ◆ Identified operational, commercial, competition and financial risks for rail operators

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16:10 Collaborative planning in rail transport, by Semir Husagic, Soptim, Germany

Key conclusions:

- ◆ Introduction of Soptim AG and Retrack goals regarding IT system
- ◆ Value of IT to Retrack services lies in improving IT based intra-corporate railway operation processes, in connecting railways and in creating added-value to rail freight customers.



- ◆ Retrack IT approach
- ◆ State-of-the-art in European collaborative planning and identified barriers and challenges
- ◆ Display Retrack contract structure and decomposition to customers, major contractors, leading and other rail undertakings
- ◆ Collaborative planning among involved partners is a key to profitability

Questions brought up by audience:

- ◆ Currently inter-modal hauling price is higher than that of trucks. How could the rail based intermodal freight lower its price?
- ◆ Who are the actual leading rail operators of Retrack?

5. Concluding remarks by Arnaud Burgess

Arnaud Burgess thanked the audience and speakers for an interesting and informative day, with presentations of updated findings and different aspects of the RETRACK project to the “outside world”. The presentations from these guest speakers filled in the existing knowledge base and the overall environment that RETRACK works in.

The next seminar will be held fall 2009, and by then we will have gained experience from real operating of the Retrack train demonstrations.

Power Point presentations from the seminar will be available on the RETRACK web-site:
<http://www.retrack.eu/site/en/documenten.php>

LIST OF PARTICIPANTS

	Title	Firstname	Lastname	Organisation	Country
1	Mr.	Jos	de Zeeuw	Alblas Int. Transport BV	The Netherlands
2	Mr.	Floris	Rademaker	Alstom	The Netherlands
3	Mrs.	Desiree	van der Lem	Arcadis Nederland B.V.	The Netherlands
4	Mr.	Robin	Martens	Archicom B.V.	The Netherlands
5	Mr.	Gerrit	Wijers	Barenbrug Holland B.V.	The Netherlands
6	Mr.	Hans	Brand	Bravel vof	The Netherlands
7	Mr.	Mart	van Tol	Catan	The Netherlands
8	Mr.	Zoltan	Kalotai	CER	Hungary
9	Mr.	István	Bárány	CER	Hungary
10	Mrs	Liselot	Baarsma	Ceres Paragon Terminals B.V.	The Netherlands
11	Dr.	Bernd	Seidel	Combinet Gmbh	Germany
12	Mr.	Martin	Dudink	Corus	The Netherlands
13	Mr.	Johan	Booij	Cross Limits Logistics B.V.	The Netherlands
14	Mr.	Jaap	Huizinga	DB Mobility-Networks-Logistics	The Netherlands
15	Mrs.	Margreet	Beuving	DeltaRail	The Netherlands
16	Mr.	Pieter	Dings	DeltaRail	The Netherlands
17	Mr.	Cees	van der Moolen	DeltaRail	The Netherlands
18	Mr.	Herman	van Doorn	DeltaRail	The Netherlands
19	Mr.	Hans	van Kempen	DFDS Container Line BV	The Netherlands
20	Mr.	Didi	Ilunga	Didi Full Business	UK
21	Mr.	Ben	Jager	Dutch Romanian Network	The Netherlands
22	Mr.	Timon	Heinrici	DVZ Deutsche Logistik-Zeitung	Germany
23	Mr.	Frans	Zoetmulder	Electro-Motive Diesel Inc	USA
24	Mr.	Peter	Tanis	Enigmatry	The Netherlands
25	Mr.	Torben	Holvad	Era Europe	France
26	Mr.	A.J.	Gibson	ERS Railways B.V.	The Netherlands
27	Mr.	J.	Morizet	ERS Railways B.V.	The Netherlands
28	Mr.	Eric	ten Feld	ERS Railways B.V.	The Netherlands
29	Mr.	Hanno	Reeser	Essers	Belgium
30	Mr.	Pascal	Vranken	Essers	Belgium
31	Dr.	Theodor	Schlickmann	EU	Belgium
32	Mr.	Michael	Robson	European Rail Infrastructure Managers	Belgium
33	Mr.	Michael	Robson	European Rail Infrastructure Managers	Belgium
34	Mr.	Joris	Tenhagen	EVO	The Netherlands
35	Mr.	Joost	van de Kar	Ewals Cargo Care	The Netherlands
36	Mr.	Mark	van Huijstee	Fastmover BV	The Netherlands
37	Mr.	Johan	Baggerman	Fenex	The Netherlands
38	Mr.	Frank	Verwaal	General Electric	The Netherlands
39	Mr.	Michiel	Munting	HSH Nordbank AG, London Branch	UK
40	Mr.	Theo	Noordman	IKEA distribution N.V.	The Netherlands
41	Mr.	J.	Taks	Incodelta	The Netherlands
42	Mrs.	Yu	Bai	Institute of Transport Economics	Norway
43	Mr.	Teunis	Steenbeek	Keyrail	The Netherlands

44	Mr.	Casper	van den Bos	Keyrail	The Netherlands
45	Mr.	A.J.	Toet	Koninklijk Nederlands Vervoer	The Netherlands
46	Mr.	Jürgen	Verhoeven	Kuehne-Nagel	Belgium
47	Mr.	Lambert	van Ouwkerk	Luxcontrol Nederland B.V.	The Netherlands
48	Mrs.	Brigit	Gijsbers	Ministry of Transport	The Netherlands
49	Mr.	Ronny	van Belzen	Ministry of Transport, Directorate Rail	The Netherlands
50	Mr.	Martin	Quispel	NEA	The Netherlands
51	Mr.	Wouter	Montfoort	Netherlands Competition Authority, Office of Transport Regulation	The Netherlands
52	Dr.	Dewan	Islam	NewRail	UK
53	Mr.	Phil	Mortimer	NewRail	UK
54	Mr.	Tom	Zunder	NewRail	UK
55	Mr.	Nicolai	Folkert	Nieuwblad Transport	The Netherlands
56	Mr.	Jean Philippe	Florijn	Optimodal Nederland B.V.	The Netherlands
57	Mr.	Laurens	Berger	ProRail	The Netherlands
58	Mr.	J.W.	de Haan	ProRail	The Netherlands
59	Mr.	Floris	Visser	ProRail	The Netherlands
60	Mr.	Roel	van de Vrande	Quyntess	The Netherlands
61	Mr.	Max	Philips	Rail Cargo	The Netherlands
62	Mr.	Patrick	van der Lem	Rail Training Service Centre	The Netherlands
63	Mr.	Arian	den Hollander	Rail4Chem	The Netherlands
64	Mr.	Kerstin	Esser	Railistics Gmbh	Germany
65	Mr.	Udo	Sauerbrey	Railistics Gmbh	Germany
66	Mr.	Bjorn	Ormeling	Railwork	The Netherlands
67	Mr.	J.P.H.	Boom	RnR Group	The Netherlands
68		Hendrik	Jansmer	RWS-Zuid-Holland	The Netherlands
69	Mrs.	Willemien	de Jong	Samskip	The Netherlands
70	Mr.	Frans	de Jong	SeaRail Consultancy BV	The Netherlands
71	Mr.	Wim	Bakker	SenterNovem	The Netherlands
72	Mr.	Robert	Goevaers	SenterNovem	The Netherlands
73	Mr.	Erik	van de Burgwal	SenterNovem, EG-Liaison	The Netherlands
74	Mr.	George	Buruiana	SERVTRANS	Romania
75	Mr.	Dragos	Florioiu	SERVTRANS	Romania
76	Mr.	Martijn	Elbers	Shuttlewise BV	The Netherlands
77	Mr.	Matthias	Gropp	Soptim	Germany
78	Mr.	Heiner	Halbach	Soptim	Germany
79	Mr.	Semir	Husagic	Soptim	Germany
80	Mr.	R. J.	Poiesz	Spoorflex Safety First B.V.	The Netherlands
81	Mr.	Erland	Tegelberg	Strukton	The Netherlands
82	Mr.	Wolfgang	Rohling	TCI	Germany
83	Mr.	Nathan	Bowden	TNO	The Netherlands
84	Mr.	Arnaud	Burgess	TNO	The Netherlands
85	Mrs.	Sandra	Krupe	TNO	The Netherlands
86	Mevr.	Marina	Taal	TNO	The Netherlands
87	Mrs.	Min	Zhang	TNO	The Netherlands
88	Mr.	Gerwin	Zomer	TNO	The Netherlands
89	Mr.	Olav	Eidhammer	TOI	Norway



90	Mr.	Kjell Werner	Johansen	TOI	Norway
91	Mr.	Juraj	Bansky	Transpetrol	Germany
92	Mrs.	Miriam	Schuhr	Transpetrol	Germany
93	Mr.	Gert	Sieksmeyer	Transpetrol	Germany
94	Mr.	Elmer	de Bruin	Transport en Logistiek Nederland	The Netherlands
95	Mr.	Marcel	van der Lem	Vectra Group	The Netherlands
96	Mr.	Robert	Groiss	WIENCONT MANAGEMENT GMH	Austria