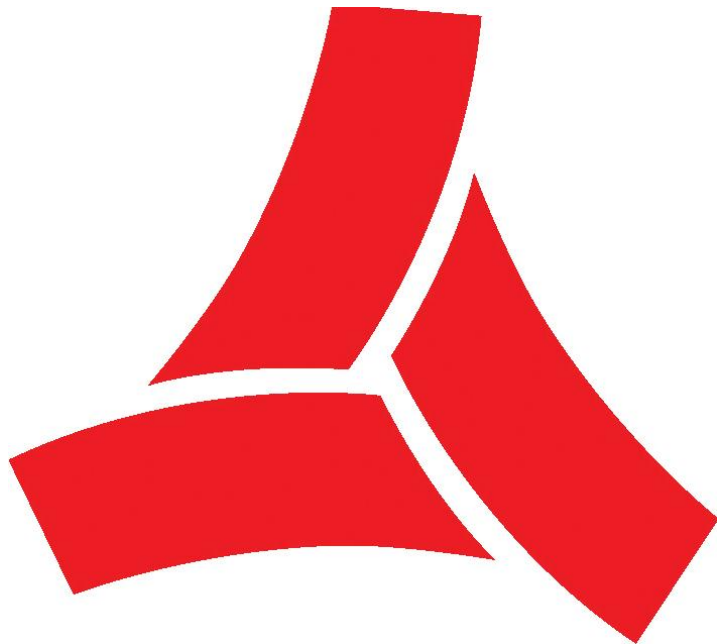


Improving European Railways

The Retrack Rail freight Demonstration:

The pilot demonstration in a time of crisis

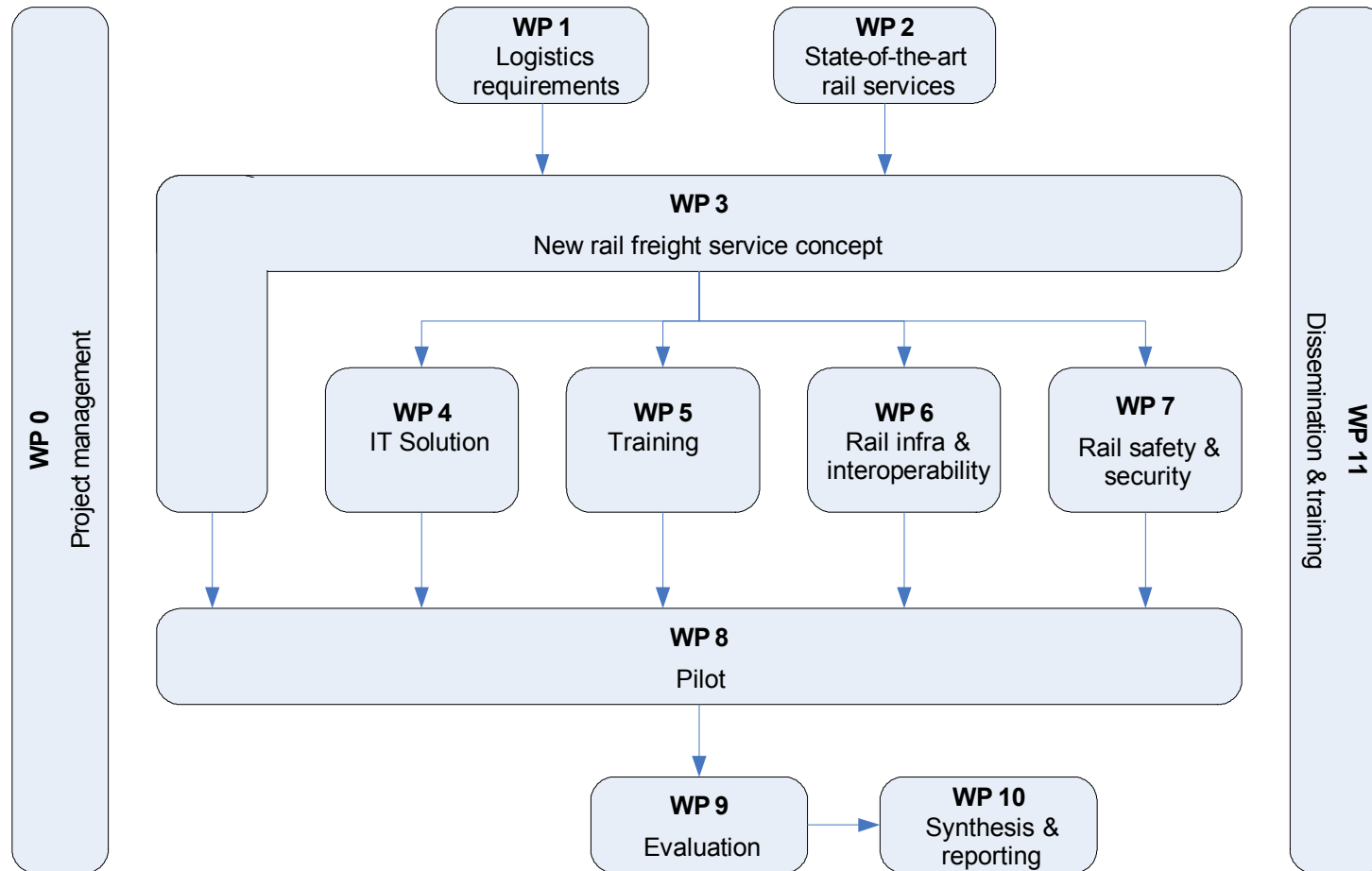


Retrack Synthesis Workshop 2009:
Challenges in a declining rail freight market
Johannes Marg
Transpetrol, Hamburg, Germany

retrack

An Integrated EU-Project

RETRACK Work Packages



Outline of RETRACK's rail service

RETRACK Rail freight shuttle

- Objective: offer a weekly rail freight service NL – RO in 72 hours
- Different stops in EU possible, according to market demands

RETRACK Rail markets

- Maritime containers
- Continental loading units
- Chemical sector
- Bulk sector



RETRACK Rail freight shuttle, operated by partners:

- Transpetrol
- LTE
- CER
- Servtrans

Rail Concept of Railtrack (1)



Railtrack offers:

- Direct connection between Rotterdam and economic regions in South-East-Europe beyond Budapest
- Improved transit times (A - C) due to abdication of a gateway concept

All terminals in Rotterdam will have access to the Railtrack services: by rail feeder, barge or truck.



Rail Concept of Railtrack (2)

Retrack does offer the possibility to add wagons – either conventional or container cars – to the trains in Cologne and in Nuernberg.

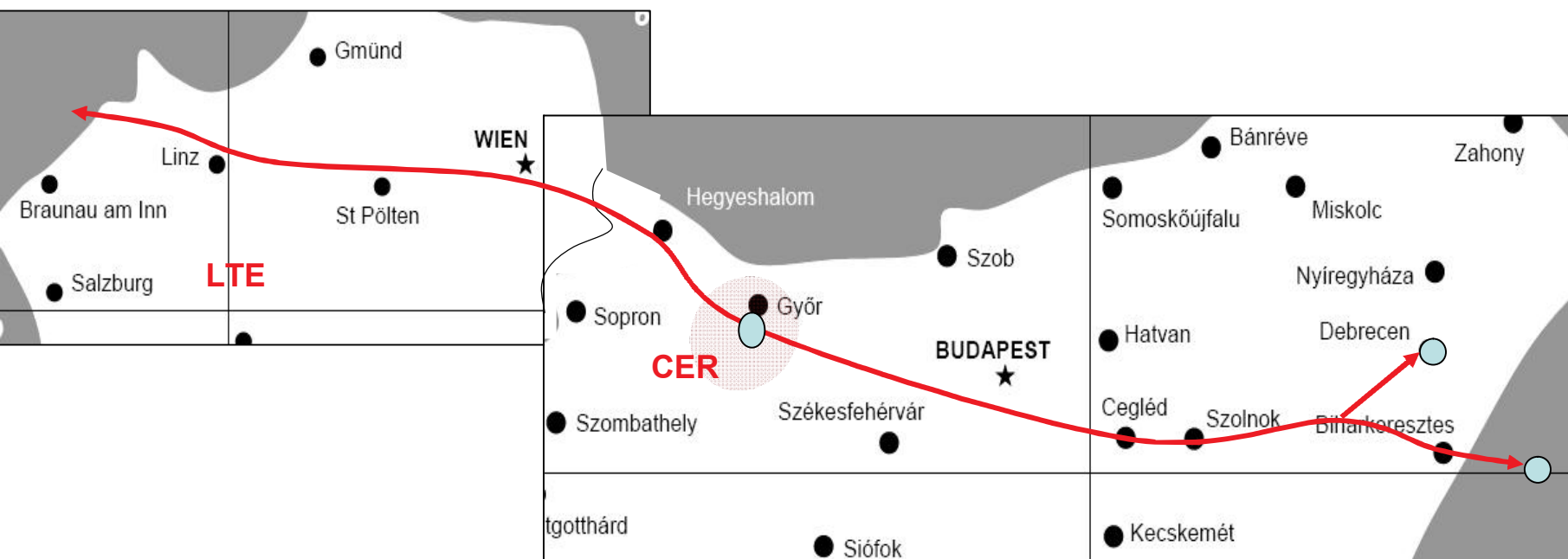


Advantages for our Customers:

- ▶ Link to the German North Sea Ports via existing services in Nuernberg
- ▶ Connection to the mayor industrial regions in Germany, the Netherlands and Belgium
- ▶ Combination of liquid and dry bulk freight, containers, industrial goods in conventional cars and chemical bulk in one train with block train quality

Rail Concept of Railtrack (3)

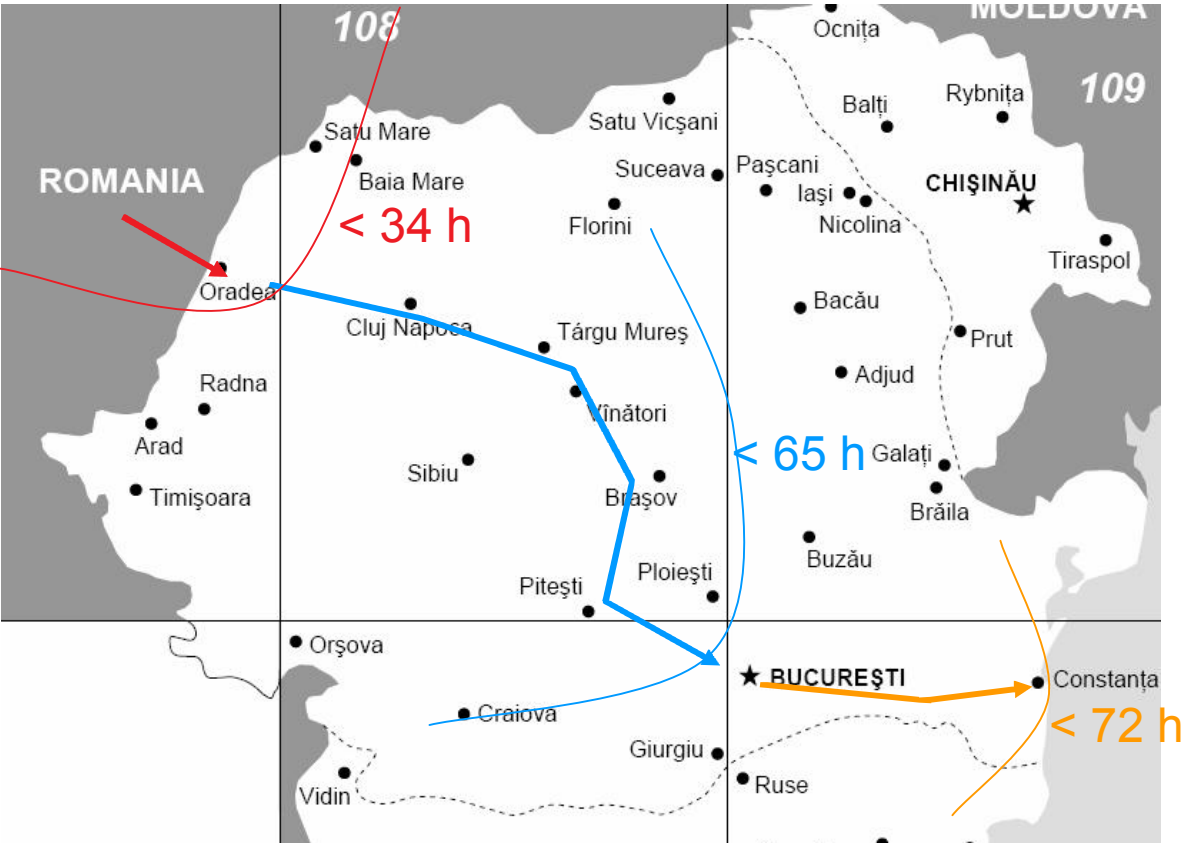
Other than existing rail services to South-East-Europe, Retrack does not use a Gateway (i.e. Budapest), but does connect it's final destinations directly with the West European starting points. The result is a transit time not achieved up to date.



Rail Concept of Railtrack (4)



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Improving European Railways

Status of Rail demonstrator in a times of crisis

The Situation:

- ⚠ Considerable to drastic drop of “railable” volumes from & to south eastern Europe (Volume deterioration);
- ⚠ Sharp decline of road and maritime transport cost level (Price deterioration);

The Effects:

- ⚠ New and even (or especially?) innovative products such as Retrack find it difficult to win over volumes from other modes of transports;
- ⚠ However, demand for loads less than block train does increase due to suboptimal utilisation of company trains,

The Solution:

- ⚠ Set up of trains for wagon groups of different customers with maximum train length (up to 700 m), maximum gross weight (up to 2.250 t), flexibility in respect to source and destination of the individual wagon groups and the quality of an international block train.

RETRACK Rail demonstrator

RETRACK Railway operators

- Romania: Servtrans
- Hungary: CER
- Austria: LTE
- Germany: Transpetrol

RETRACK Rail markets

- Continental & maritime containers
- Automotive Industry
- Chemical sector
- Bulk sector

