



INTERNATIONAL UNION  
OF RAILWAYS

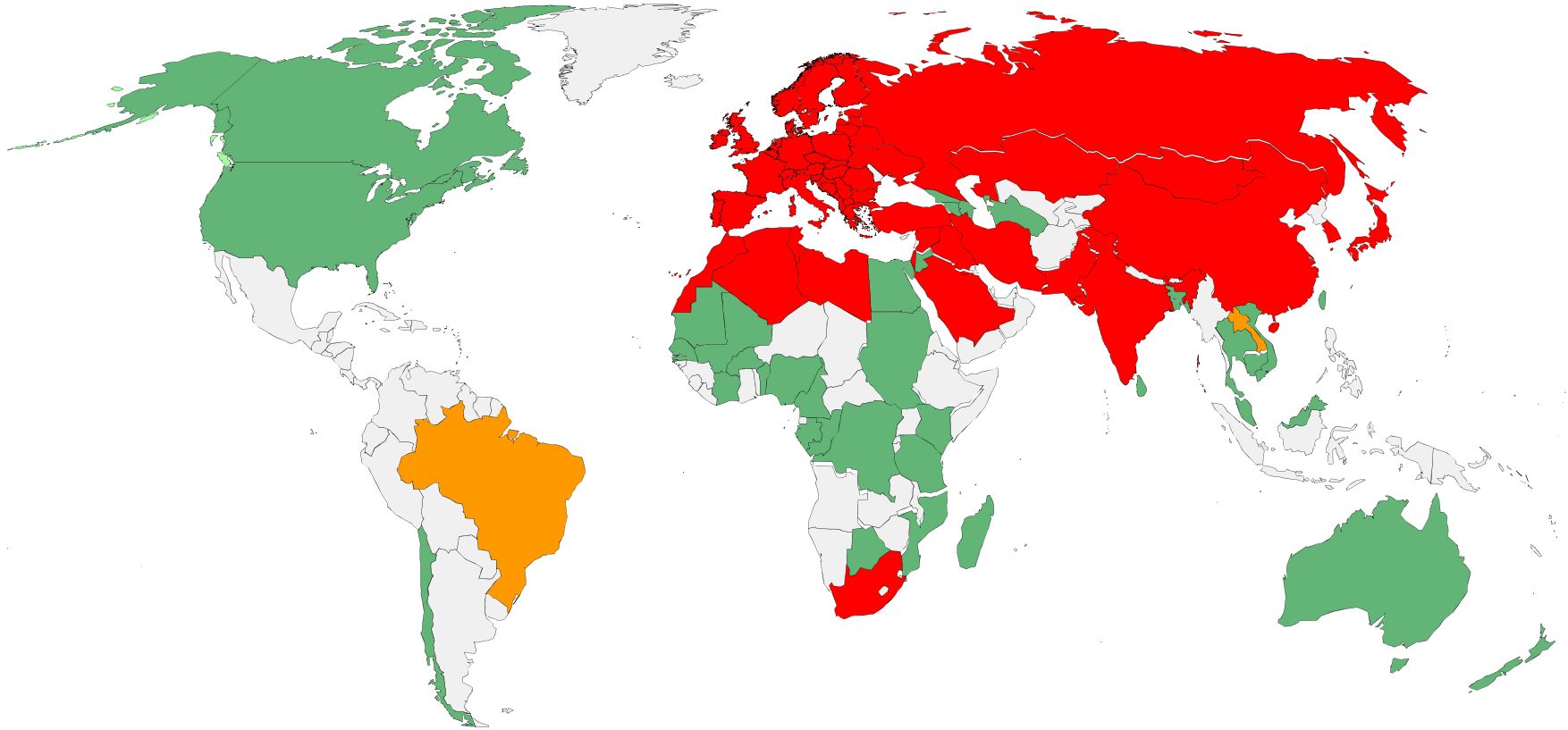
*unity, solidarity, universality*

# Freight at UIC

UN, Geneva, 3 November 2011

*Sandra Géhénot, Senior Freight Advisor*

# UIC – a global association with over 200 members around the world



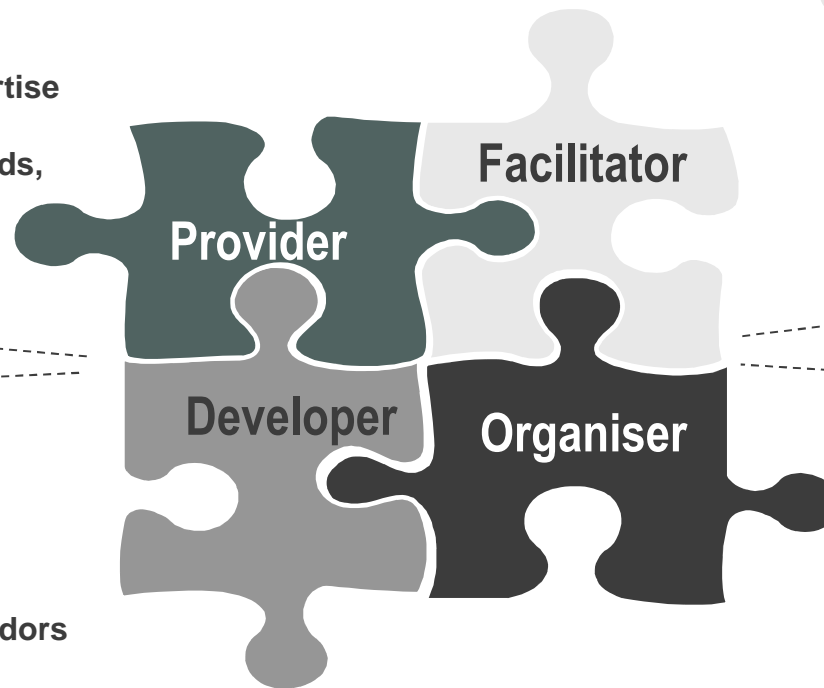
Members **80** Active **82** Associate **35** Affiliate

# The World-wide organization for co-operation among Railways

Promoting the development of rail transport at world level,  
in order to meet the challenges  
of mobility and sustainable development

- 1 ✓ Know How, technical and operational expertise  
✓ Technical solutions  
✓ Regulations, standards, best practises

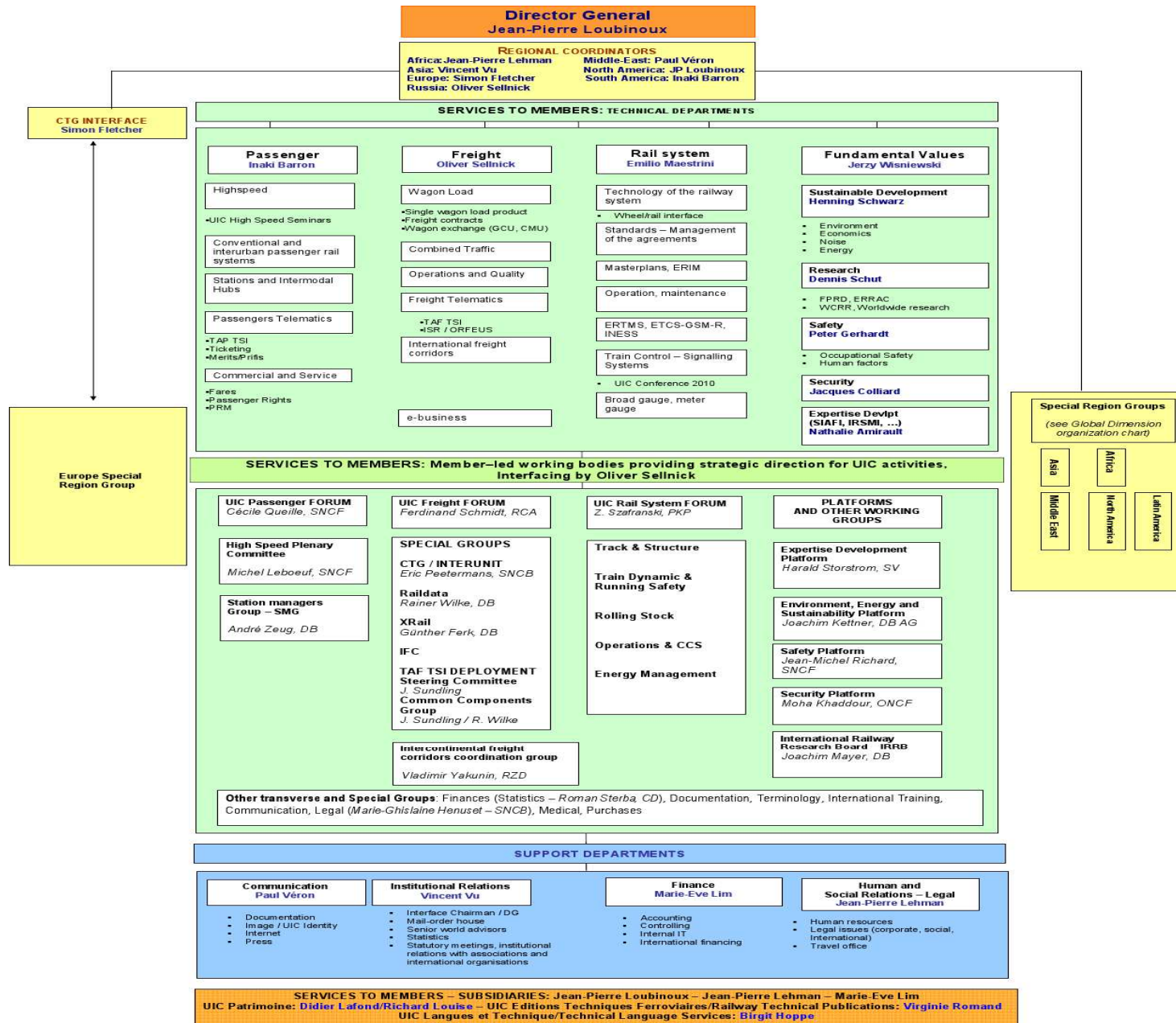
- 2 ✓ Specifications  
✓ Standards  
✓ Interfaces  
✓ Studies  
✓ Interoperability for international rail corridors



- 3 ✓ Exchange platforms, Innovation: new ideas, new concepts  
✓ Project management  
✓ Support policies of development of key infrastructure projects

- 4 ✓ Forums  
✓ Platforms  
✓ Study groups  
✓ International conferences  
✓ Congresses

# UIC organisation structure



# Mission of freight department

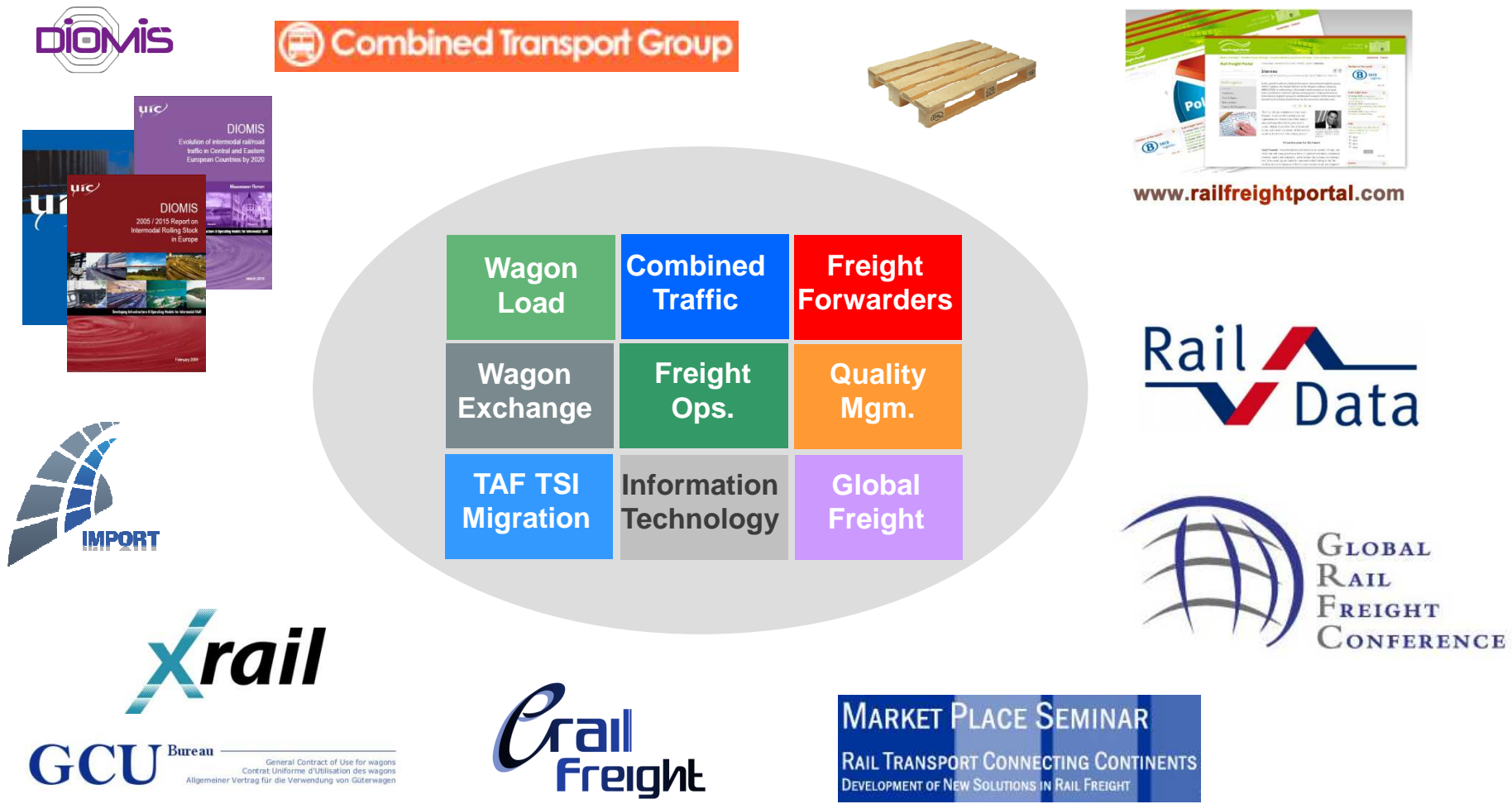
## „What“

- Increase revenues of members by improving the **competitiveness of international products and services**
- Reduce costs of members by **harmonizing international business, operational and information processes**

## „How“















- Being the major facilitator and neutral manager of **multilateral cooperation** in non-competitive areas among members
- Organising **knowledge transfer** among members and from other industries with benchmarking, workshops, conferences

# Active cooperation of members on projects and in permanent activities



# Working structures

CER-UIC HIGH LEVEL FREIGHT MEETING - Chairman Ferdinand Schmidt  Ein Unternehmen der OBB

EU TAF TSI	UIC FREIGHT FORUM - Chairman Ferdinand Schmidt  Ein Unternehmen der OBB							GLOBAL
TAF TSI Implem.	New Entrants	Combined Traffic	Freight Forwarders	Wagon Users	Freight Ops.	Quality Mgm.	Information Technology	Global Freight
Deployment	SG Small RUs	 GTC	 Contact Group	 SG Wagon Users	SG Ops	SG Quality	 SG Rail Data	 GTE GLOBAL RAIL FREIGHT CONFERENCE
CCG		Interunit 						
J.Lutz	K.Dieck	S.Gehenot	K.Dieck A.Akulov	B.Schmitt J.Fazik	S.Gehenot	S.Gehenot	B.Schmitt	S.Gehenot A.Akulov
J. Sundling R. Wilke	N.N.	E.Peetermans 	C. Biteau 	E.Peetermans 	Streicher 	H.Pfeiffer  Ein Unternehmen der OBB	R.Wilke 	V.Yakunin 
<ul style="list-style-type: none"> <li>Deployment activities and sector coordination</li> <li>EU Commission interface</li> <li>Common Components Development</li> </ul>	<ul style="list-style-type: none"> <li>Orientation into UIC and interface to other groups</li> <li>Best-practise exchange and benchmarks</li> <li>...</li> </ul>	<ul style="list-style-type: none"> <li>IMPORT: industrialisation of CT*</li> <li>Market issues</li> <li>Joint activities with UIRR in Interunit</li> </ul>	<ul style="list-style-type: none"> <li>Regular exchange with Freight Forwarders*</li> <li>Market Place Seminars (Barcelona 2-3 Nov)</li> </ul>	<ul style="list-style-type: none"> <li>GCU Joint Committee</li> <li>Rest of RIV</li> <li>Commercial Model Use of wagons (CMU)</li> <li>Loading rules*</li> </ul>	<ul style="list-style-type: none"> <li>Cross border process optimisation*</li> <li>Coordination with Infrastructure (Q, corridors)</li> <li>Supply chain security</li> <li>Operations TSI</li> </ul>	<ul style="list-style-type: none"> <li>Dangerous goods*</li> <li>Management systems</li> <li>Business Excellence*</li> </ul>	<ul style="list-style-type: none"> <li>TAF TSI RU Cluster</li> <li>RICS + Hermes (Messaging)*</li> <li>ISR, ORFEUS</li> <li>eRail Freight</li> <li>NHM / DIUM</li> <li>USE-IT</li> </ul>	<ul style="list-style-type: none"> <li>GTE: Landbridges and international corridors*</li> <li>Project ICOMOD*</li> <li>GRFC</li> </ul>



[www.RailFreightPortal.com](http://www.RailFreightPortal.com)

K. DIECK

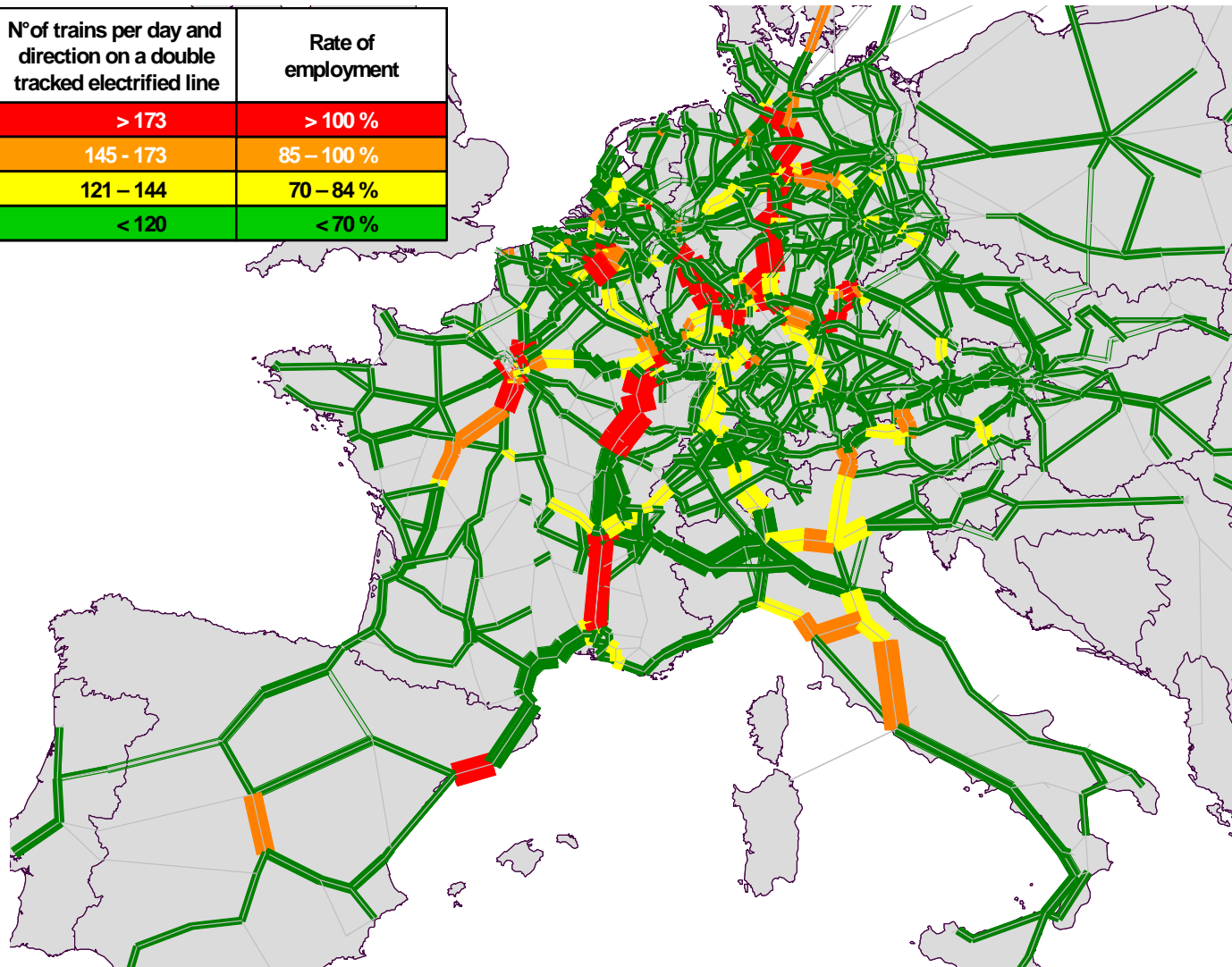
## **SOME HIGHLIGHTS**

- Combined Transport**
- Single Wagon Load**
- IT solutions**
- Communication tools**
- Business Events**



# Combined Transport: from capacity study to productivity improvements

N° of trains per day and direction on a double tracked electrified line	Rate of employment
> 173	> 100 %
145 - 173	85 - 100 %
121 - 144	70 - 84 %
< 120	< 70 %

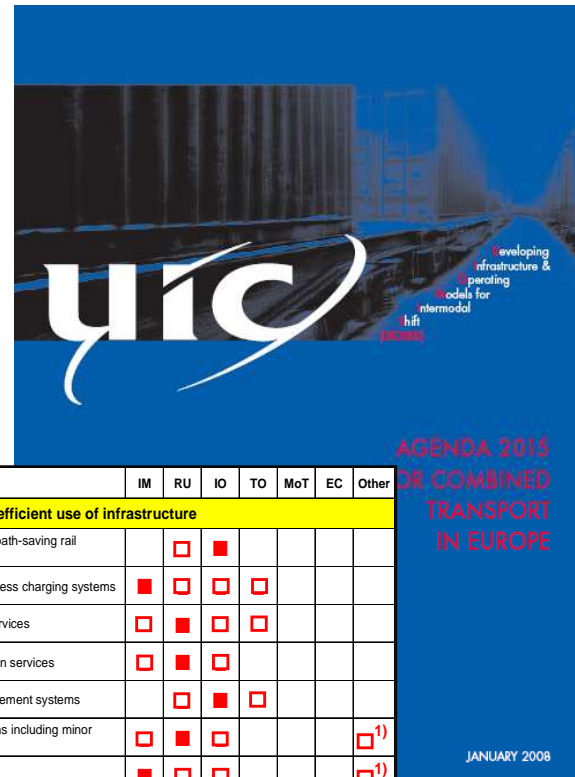


# Agenda 2015 for Combined Traffic in Europe

## Efficient use of infrastructure and international coordination

### (selected measures)

1. Path-saving *production systems*
2. Enhanced process *organisation of rail traction*
3. Train and network *capacity management systems*
4. Application of *best practices in terminal operation and management*
5. Regular nationwide and international *coordination of terminal development*



Actions	IM	RU	IO	TO	MoT	EC	Other
<b>More efficient use of infrastructure</b>							
Employment of infrastructure-efficient, train path-saving rail production systems		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				
Application of incentives in infrastructure access charging systems	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
Improvement of punctuality of rail traction services	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
Enhanced process organization of rail traction services	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				
Advanced train and network capacity management systems		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
Implementation of longer and/or heavier trains including minor infrastructure adaptations	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/> <sup>1)</sup>
Increased wagon axle loads	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/> <sup>1)</sup>
Best practices in terminal operation and management	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
<b>More infrastructure investments and international co-ordination</b>							
Implementation of ongoing and envisaged rail network investments	<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
International agreement on "Achilles' heels" removal programme	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Realization of ongoing and envisaged terminal investments and intermodal hub programme	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Standardized process for international co-ordination of CT terminal development	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
<sup>1)</sup> Railway Industry <span style="float: right;"><input checked="" type="checkbox"/> Main Actor <input type="checkbox"/> Involved Party</span>							

# All project results available via homepage and disseminated via Forum, workshops, conferences



[www.uic.org/diomis](http://www.uic.org/diomis)





➤ Aim is to improve productivity looking at :

- Conditions needed to achieve an industrialized production system
- Logistic offer (untapped market segments)
- Business models
- Processes
- Rolling stock

# Leading railways launched wagonload production alliance



- > Zurich, 18 February 2010: signing of alliance and press conference
- > Xrail: production alliance
- > For international wagonload business
- > Uniform production standards





# The future is paperless



## Goals

- paperless transport
- No manual intervention, thus *improved quality*
- avoiding physical paper transport, thus *reduced costs*



**eRail Freight**

**Declaration of Intent**

(Company) \_\_\_\_\_, having its registered offices at (Place) \_\_\_\_\_ declares its intention to support the e-RailFreight initiative of the International Union of Railways (hereafter referred to as the "UIC"), having its registered offices at 16 rue Jean Rey, 75015 Paris, France, by committing:

- to exchange the data contained in the consignment note electronically with other railway undertakings ("Level 1") by 1 July 2009,
- (OPTIONALLY) to join the ORFELUS platform of RAILDATA for the data exchange with other railway undertakings,
- (OPTIONALLY) to integrate the order data into the production systems and to adapt work routines to the transport without a physical paper consignment note ("Level 2"),
- to nominate an internal project leader and to communicate his/her name to UIC
- to staff an internal project under the supervision of the internal project leader
- to provide all internal resources required for the implementation of the project
- to support the initiative publicly with communication.

(Place) \_\_\_\_\_, (Date) \_\_\_\_\_

(Name) \_\_\_\_\_

**Appendix:**  
- Description of the e-RailFreight project

UIC eRail Freight - Declaration of Intent - 2008-08

# [www.RailFreightPortal.com](http://www.RailFreightPortal.com) – the central information hub for rail freight

The screenshot displays the Rail Freight Portal website. At the top, there is a navigation bar with the UIC logo, a search bar, and links for PRESSROOM, BLOG, CONTACT, and LINKS. Below this is a secondary navigation menu with links for 'What is rail freight?', 'Rail freight benefits', 'European initiatives', 'Facts and figures', and 'Railway standards'. The main content area is divided into several sections: a large 'CUSTOMER CASES' banner featuring a magnifying glass over a network diagram; a 'TOPIC OF THE MONTH' section highlighting RAILDATA; a 'CUSTOMER CASES' section listing various rail freight companies; a 'RAIL FREIGHT NEWS' section with recent articles; an 'INTERVIEWS' section featuring an interview with Michail Stahlhut, CEO of SBB Cargo International; and a 'BLOG' section with a recent entry by Goran Branković, CEO of Slovenske Železnice. A 'LATEST VIDEO' section at the bottom right shows a video player with a play button and a 'YouTube' logo.

UIC website UIC Freight

SEARCH:  >> PRESSROOM BLOG CONTACT LINKS

[What is rail freight?](#) [Rail freight benefits](#) [European initiatives](#) [Facts and figures](#) [Railway standards](#)

## CUSTOMER CASES

TOPIC OF THE MONTH

RAILDATA is an international organisation of European Cargo Railway Undertakings. It is established as a special group of the International Union of Railways (UIC).

[See all...](#)

## CUSTOMER CASES

[Efico favours rail for its daily traffic from Antwerp to Zeebrugge](#)  
[DB Schenker Rail](#)  
[Slovenske Železnice](#)  
[Rail Cargo Austria](#)

[See all...](#)

## RAIL FREIGHT NEWS

10 February 2011 [International Transport Journal](#)  
PKP Cargo handles 120 million t in 2010

4 February 2011 [Reuters](#)  
Botswana-Namibia coal rail link work to start 2012

3 February 2011 [International Freighting Weekly](#)  
Signals ahead all green for SNCB Logistics

[See all...](#)

## INTERVIEWS

[SBB Cargo International](#)

### 3 questions to

Michail Stahlhut, CEO SBB Cargo International

- [What are the success factors of the new company SBB Cargo International?](#)
- [What is special about the new carrier?](#)
- [What are the benefits for clients and the market?](#)

[Read more...](#)

## BLOG

4 February 2011  
[Goran Branković, CEO of Slovenske Železnice](#)  
I was appointed as the CEO of Slovenske Železnice in the beginning of October 2009. During my introductory press conference shortly afterwards I told the members of the press that I felt as if I stepped into a Die Hard series movie. My statement was ( )

## LATEST VIDEO

[See all videos](#)

# The GRFC tries to encourage greater exchange on a global level among all stakeholders



SAINT PETERSBURG  
JULY 6-7, 2010



- > Platform for exchange
- > Globally oriented
- > At executive level
- > On key management issues
- > Hosted by major railway (Russian Railways 2010, Indian Railways 2007)
- > Organized by UIC
- > In cooperation with leading rail organizations
- > Under patronage of the UN and the Russian Transport Minister

Patronage



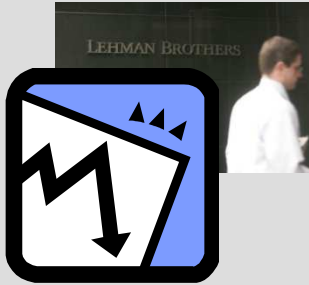
Cooperation Partners:





# The GRFC: A platform for global exchange about key developments

## MANAGEMENT



Open: Crisis Management



S4 - Investing in rail



S6 - Green Logistics

## PRODUCTS



S5 - Wagonload



S1 - Combined Traffic

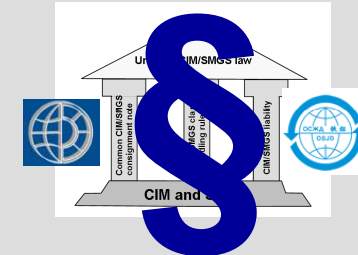


S8 - The Future of the Container

## (INTER)CONTINENTAL



S3 - Ultra long-distance



S2 - Legal harmonisation



S7 - Customer value through global logistics built on rail

# 300 participants from 30 countries, 45 speakers in 10 sessions



# GRFC 2012: will take place in Tangier

ONCF

FRET / LOGISTIQUE ENTREPRISE ACHAT VOYAGELERS

Nos Espaces Recherche

STRATÉGIE FRET CONTACT ENQUÊTE DE SATISFACTION

**Fret ONCF**  
la sécurité est notre priorité

ACCES E-FRET  
LE SERVICE CLIENT FRET ONCF

Utilisateur

Mot de passe

Se connecter

A propos de E-Fret

**Les marchandises**  
Présentation  
Notre Organisation  
Notre Matériel roulant  
Nos aloués  
Partenaire  
Notre réseau

**La logistique**  
Les terminaux à conteneurs  
Notre réseau de terminaux  
Nos services

**NOS ENGAGEMENTS**  
**ECONOMIE**  
Des prix compétitifs garantissant un meilleur rapport qualité/prix  
**SECURITE**  
Le transport de vos produits en toute sécurité  
**EFFICACITE LOGISTIQUE**  
Des solutions logistiques adaptées à vos besoins  
Un réseau commercial professionnel à votre écoute  
**EXPERTISE**  
Solutions spécifiques et prestations à fortes valeurs ajoutées

**STRATEGIE FRET**  
Une stratégie développée adaptée au marché  
- Accroître le trafic des marchandises.  
- Se positionner dans la logistique des conteneurs.

**TERMINAL A CONTENEURS D'AIN SBAA**  
- Le 1er terminal à conteneurs Multimodal.  
- CASSA MITA, au coeur du centre économique du royaume.

**LE RESEAU**  
Un réseau de plus de 4000 km sur tout le royaume couvrant la majorité des grands axes, avec des accès à l'Atlantique et à la Méditerranée via Tanger Med

**ILS NOUS FONT CONFIANCE**

**A VOIR AUSSI**

- Les embranchements particuliers.
- Les occupations temporaires.
- Le transport combiné.

© 2010 ONCF - TOUS DROITS RÉSERVÉS





# MARKET PLACE SEMINAR



HAMBURG, 27-28 OCTOBER 2011

UIC AND FIATA ARE PLEASED TO ANNOUNCE THE FOURTH EDITION OF THE MARKET PLACE SEMINAR THAT WILL BE HELD ON 27-28 OCTOBER IN HAMBURG, BRINGING TOGETHER RAILWAY UNDERTAKINGS, SHIPPING LINES, FREIGHT FORWARDERS AND CUSTOMERS. THIS YEAR THE MARKET PLACE SEMINAR WILL FOCUS ON INNOVATIVE RAIL SOLUTIONS TO HINTERLAND TRAFFIC.

### DAY ONE – THURSDAY 27 OCTOBER 2011

- 13:00 – 14:00 REGISTRATION
- 14:00 – 14:30 **OPENING AND WELCOME**
- 14:30 – 16:00 **RAIL HINTERLAND – CONNECTION TO THE WORLD**
- 16:00 – 16:45 COFFEE BREAK: NETWORKING
- 16:45 – 17:45 **EFFICIENCY GAINS FROM INDUSTRIALIZING COMBINED TRANSPORT “DOOR-TO-DOOR”**
- 17:45 – 18:45 **NEW BUSINESS DESIGNS FOR INLAND-TERMINALS**
- 20:00 – 23:00 NETWORKING DINNER

### DAY TWO – FRIDAY 28 OCTOBER 2011

- 09:00 – 10:45 **CREATING CUSTOMER VALUE WITH MULTIMODAL TRANSPORT SOLUTIONS**
- 10:45 – 11:15 COFFEE BREAK: NETWORKING
- 11:15 – 13:00 **INFRASTRUCTURE – FROM BEING A BOTTLE NECK TO BECOMING AN ENABLER OF INTERMODAL TRAFFIC**
- 13:00 – 13:30 **WRAP-UP AND CONCLUSIONS**
- 13:30 – 16:00 **CUTTING EDGE MULTIMODAL OPERATION: HHLA CONTAINER TERMINAL ALTENWERDER**

### SEMINAR OVERVIEW

- DATE: 27-28 OCTOBER 2011
- VENUE: HOTEL HAFEN HAMBURG, HAMBURG
- LANGUAGES: ENGLISH. SIMULTANEOUS TRANSLATION IN GERMAN IS PROVIDED
- SOCIAL EVENT: NETWORKING DINNER ON 27 OCTOBER
- FEE: 290 € / PERSON
- EARLY REGISTRATION: 240 € / PERSON (BEFORE 16 SEPTEMBER)
- FIELD VISIT OF HHLA CONTAINER TERMINAL ALTENWERDER INCLUDING LUNCH BOX: 10 €.

WE LOOK FORWARD TO MEETING YOU,  
THE ORGANIZING TEAM

CO-HOSTS: **SCHENKER**

CO-OPERATION PARTNERS:



REGISTER AT [WWW.MARKETPLACESEMINAR.ORG](http://WWW.MARKETPLACESEMINAR.ORG)



All is explained ....



Thank you for your attention!