

FERRMED NEWS

LINKING HARBOURS AND PROMOTING A SUSTAINABLE RAIL FREIGHT NETWORK!

GLOBAL STUDY DEVELOPMENT REVIEW

CONTENTS

[Global Study Development Review](#)

[1st FERRMED CONFERENCE](#)

[R+D+4i Project News](#)

[FERRMED Request to Spanish Political Parties](#)

[Principal Activities Oct '07 - Feb '08](#)

[Principal Activities March-June 2008](#)

[Interview with Mr. Eric Peetermans](#)

[FORD](#)

[DECATHLON](#)

[Port of Rotterdam](#)

[EWS](#)

The following CONSORTIUM is developing the FERRMED Global Study:

- WYG International (UK)
- DORSH Consult (DE)
- GESTE ENGINEERING (SWZ)
- INEXIA (FR)
- NTU (DK)
- RINA INDUSTRY (IT)
- SENER (ES)
- SIGNIFICANCE BV (NL)
- SPIEKERMANN GmbH (DE)
- STRATEC (BE)
- PROGTRANS AG (SWZ)
- WSP AB (SE)
- WYG Consulting Group (UK)

The Study is undertaken with a regional approach, but with a European vision. It is analyzing all regions involved in the FERRMED Great Axis Network. Located in Belgium, Denmark, Finland, France, Germany, Great Britain, Italy, Luxemburg, the Netherlands, Spain, Sweden, Switzerland as well as North of Africa .

- 1
- 2
- 3
- 3
- 3-4-5
- 6
- 7
- 8
- 9
- 10
- 11

The Global Study of the FERRMED Great Axis Network is currently underway, having commenced at the end of August 2007. The Study will continue until November 2008, when all its results will be available.

The Global Study comprises of the following component elements: (i) The Supply and Demand Analysis, which involves the use of a freight transport model, and the simulation of all the freight transport flows in the study area and the calculation of the supply available in terms of infrastructure and operational capability, (ii) an investigation of investment proposals for improvements to transport infrastructure, operational systems, and evaluation of the extent to which these will meet demand, (iii) calculation of the socio-economic impact of developments in goods transportation within the time period from 2010 to 2025 (Cost Benefit Analysis), (iv) estimation of the environmental impacts (positive or negative) of the anticipated developments in goods transportation by all modes and (v) identification of all the legal and policy issues that need to be resolved in order to achieve the objectives of FERRMED Association.

Work is well underway, with the bulk of the required data from the 13 countries collected and processed. In addition, to the collection of specific statistics, the Project will survey the views of key opinion formers from a variety of rele-

vant backgrounds including shippers (including manufacturers), infrastructure owners/managers, policy makers, transport and logistics companies/associations.

Much care and attention, in the design of the interview programme, has gone into the identification of those to be interviewed, the intention being to ensure that in any sector or group, those organisations which are the most significant (in terms of market share or membership) are included. Interviewing will commence in the immediate future.

In the framework of the project, the TRANS-TOOLS model will be used, which has been developed in the recent past with the support of DG TREN. This will be the first application of this model, so the results are eagerly awaited. Early simulations using the TRANS-TOOLS model have been encouraging, and work currently is underway to improve the model.

A detailed infrastructural inventory of the FERRMED Great Axis Network is currently underway with a key objective to identify the current capacity, bottlenecks and operational weaknesses of the rail network system. On this analysis, the future investment plans of public and private parties will be taken into account, which together with the traffic forecasts and the future will form the scenarios for the future

target years (2010-2015-2020-2025).

A key objective of the Study will be to consider the impact of the adoption of the proposed FERRMED standards, a topic which will also be addressed through the FERRMED Conference scheduled for June 2008.

Work has commenced to look into the environmental impact of transfers of freight traffic from road to rail. This will be laid out, primarily, in terms of additional external costs generated and external savings realised.

Significant results from the Study are expected during the next 3 to 5 months and these will be reported in volume 5 of FERRMED News.



GLOBAL STUDY - DEVELOPMENT TIMING

Activity	2007					2008												
	Month:	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	
Project Implementation																		
Study commenced		♦																
Inception Report			📖															
Supply and Demand Study			→ (8.5 months)															
Technical Study			→ (9 months)															
Socio-Economic Study		→																
Environmental Study																		
FERRMED Conferences												♦					♦	
Recommendations																	→	
Monthly Reports																		
Project Steering Committee Meetings																		
Project Driving Team Meetings																		
Advisory Board Audits						★										★		



FERRMED

in partnership with

European
railway review

FERRMED CONFERENCE

FERRMED Standards,

the Keystone of Rail Freight Competitiveness in Europe

Brussels - 26th June 2008
Marriott Brussels Hotel

Meeting Point of EC Representatives, Logistic Operators, Different Industry Actors, Main Shippers, Infrastructure Managers, Rolling-Stock Manufacturers, Rail Operators, Harbours etc.

FERRMED Standards promote the development of a rail network in the whole EU, in the form of reticular and polycentric network with a great socio-economic and intermodal impact.

The Association suggests that the Great Axes network should have a double line, one giving priority to freight and the other to passengers. The line meant for freight should have the capacity of handling long and heavy trains.



Reticular and Polycentric Rail Network



The objectives of the Conference:

Proposal of FERRMED standards and their progressive implementation.

Discuss technical, social, environmental, and economic issues related to rail freight with key experts in Workshops and Round Table Discussions:

- Reticular and polycentric rail network of high socioeconomic and intermodal impact
- Freight line characteristics: UIC width of the tracks; UIC-C loading gauge; 22.5 ÷ 25 tons per axle; limited slopes of maximum 0.012; and 25.000 Volts
- Long and heavy trains (up to 1.500m long and 3.600 ÷ 5.000 tons)
- Unified and improved management, operational systems, and legislation
- Network of intermodal, polyvalent, and flexible terminals
- Free competition and advantageous fees
- Reduction of environmental impact

For more information or to register please visit
www.europeanrailwayreview.com
or contact Tim Dean Tel: +44 (0) 1959 563311 tdean@russellpublishing.com

R+D+4i Project NEWS

R+D+4i Project is being presented in different leading economic regions of EU countries, involved in FERRMED Great Axis Network (Red Banana). A great interest and support is being received from employer associations, chambers of commerce, universities, business schools, and professional associations.

For more information please contact FERRMED Secretary General.

FERRMED REQUEST TO SPANISH POLITICAL PARTIES

In November 2007 FERRMED sent a letter to the different political parties with representation in the Spanish Parliament, asking for the support in the development of the Southern Part of Ferrmed Great Axis main trunk (Mediterranean corridor).

Up till now, positive answers have been received from Convergència i Unió (CiU), Partido Popular (PP), and Partido Socialista Obrero Español (PSOE).

In the case of PSOE, the answer has been received from the Vice-Presidency of the Spanish Government.

You can see the contents of the FERRMED letter and the corresponding answers in the section "Novedades del Eje" on the FERRMED website www.ferrmed.com/es.

PRINCIPAL ACTIVITIES OCTOBER '07– FEBRUARY '08

	Board Meeting (BM) + General Assembly (GA)	Working Groups, PDT Meetings	Participation in the national and international events and fairs	Events organized by FERRMED
October		25.10 WGB: Brussels	3.10 FSANI General Assembly Valencia 5.10 RO RAIL Mediterranean, Paris 2-5.10 BCN Rail Barcelona (ES) 9-11.10 ELMIA NORDIC RAIL, Jönköping (SE) 19.10 The European East-West Corridor; Castellanza (IT) 24.10. Manifestation Alpes 2020, Lyon (FR)	
November		22.11 WGB: Brussels	6.11 General Assembly of Groupement National des Transports Combinés (FR) 12-14.11 Railtec DORTMUND 12.11 Conference Forum at RAILTEC 13-15.11 5th IRF Valencia 27.11 The Future of Rail Freight Europe (BXL) 29.11 Presentation in Kouvola Region	
December	19.12. GA: Valencia	19.12 WGB: Valencia	12.12 meeting with M. Noel Belin (SNCF) 12.12 Conference High Speed Europe, the Regions' issues (BXL) 18.12 La potenciación del Eje ferroviario Mediterráneo, factor determinante del desarrollo de la economía española (Murcia) 20.12 meeting with M. Papinutti (FR)	19.12 FERRMED press conference in Valencia
January		14.01 PDT: Barcelona 24.01 WGB: Paris	23.01 New Opera, Stakeholders' Conference (BXL) 31.01 Conference on internalization of external transport costs	
February	14.02 BM Almería	12.02 PDT: Barcelona 19.02 WGB: Brussels	13.02 EIM conference 2008 13.02 Jornada: Murcia, Plataforma Logística de Europa 14.02 Jornada: Almería, punto clave del Gran Eje FERRMED 19.02 ERFA. Rail Freight Conference and 7th Annual Reception	

BCN RAIL FORUM, 2TH-5TH OF OCTOBER BARCELONA (SPAIN)

FERRMED was present in the BCN RAIL FORUM 2007, which took place in Barcelona from the 3th to the 5th of October.

BCN Rail aims to become one of the exhibitions of reference for the railway sector, which boasts tremendous economic potential and excellent prospects for growth.

BCN Rail, the International Railway Industry Show, is aimed at trade professionals and will be held every two years.



INTERNATIONAL RAIL FORUM, 13TH-15TH OF NOVEMBER VALENCIA (SPAIN)

FERRMED was present in the INTERNATIONAL RAIL FORUM 2007, which took place in Valencia from the 13th to the 15th of November. Next year **Rail Forum** will take place in **Madrid**. Around 4,000 experts and professionals of the rail sector will be present at the Exhibitions Institute of Madrid (IFEMA) in the 6th International Rail Forum, 11th - 13th November 2008.

FERRMED Stand received a great number of visitors and exhibitors of the Event. Besides, the FERRMED General Secretary presented the future objectives and action plans of the Association in the Conference on "Investment in the Freight Networks".



PRINCIPAL ACTIVITIES OCTOBER 2007 - FEBRUARY 2008



Elmia Nordic Rail 2007
9-11 oktober 2007



FERRMED was present in the ELMIA NORDIC RAIL 2007, which took place in JONKOPING from the 9th to the 11th of October. FERRMED Stand received a great number of visitors and exhibitors of the Event.

The Adam Smith Institute's 3rd Annual Conference
THE FUTURE OF RAIL FREIGHT IN EUROPE
26th & 27th November 2007
Le Méridien Brussels

Mr. Joan Amorós made a presentation in the Seventh Session: *Developing a Freight Network — Two Case Studies* with a title **"Promoting a rail Freight Axis: the FERRMED Project"**. The following were the most important points covered:

- Deciding on the important axis: how is this process done?
- Financing investment for dedicated freight corridors: the role of the Europea Commission
- How can interoperability be ensured throughout the routes?
- Ensuring sufficient capacity in the long term



12-14 November 2007, Dortmund (Germany)

On the 12th of November 2007

Mr. Amorós took part in the conference forum *"Patchwork progress – when will the expansion of the European rail network finally take off?"* in the RAILTEC exhibition.

The following speakers shared their opinion in the panel: **István Heinczinger** (MÁV Zrt), **Lord Tony Berkeley** (the Rail Freight Group), **Peter Spuhler** (Stadler Rail AG), **Camiel Eurlings** (the Ministry of Transport of the Netherlands), **Andreas Meyer** (SBB AG) and **Alan Gibson** (ERS Railways).

FERRMED PRESS CONFERENCE 19TH OF DECEMBER 2007, VALENCIA (SPAIN)



From left to right: Mr. AUVRAY (CCI Marseille-Provence), Mr. CAMARA (CIERVAL-FERRMED Spain), Mr. AMORÓS (FERRMED), Mr. CAPILLA (VOSSLOH)

On the 19th of December FERRMED's Secretary General, **Joan Amorós** and some other members of the association, offered a Press Conference in Valencia (Spain) presided by **Mr. Alain Auvray** from the Chambre de Commerce et d'Industrie de Marseille-Provence, **Mr. Juan Camara**, the FERRMED Vice-President for Spain, and by **Mr. Joaquin Capilla**, the representant of VOSSLOH.

In the event many FERRMED members attended, among others Joan Amorós (FOC/FERRMED), Alain Auvray (CCI Marseille-Provence), Xavier Bada (Association Internationale pour le Tunnel du Salau), Juan Cámara (CIERVAL), Joaquín Capilla (VOSSLOH), Ignacio Erce (VOSSLOH), Ramón Gómez (Autoridad Portuaria de Valencia), Manuel Guerra (Autoridad Portuaria Valencia), Charles Heck (Transfesa), José María Langa (Autoridad Portuaria de Valencia), Ángel Martínez (Autoridad Portuaria de Cartagena), Manel Medina (SEAT SA), José María Ojea (EMTE, SA), Rafael Olivares (Autoridad Portuaria de la Bahía de Algeciras), Pedro Pérez (Autoridad Portuaria de Barcelona), Luis Rafecas (Ford España SL), Mar Rivas (VOSSLOH), Jacques Roca (Association Internationale pour le Tunnel du Salau), Josep M^a Rovira (Colegios Ingenieros Industriales de Andalucía, Catalunya, Comunidad Valenciana y Murcia), Francisco Selma (Colegio ICCP- Comunidad Valenciana), Susana Soria (Autoridad Portuaria de Castellón), Jesús Terraza (PROMALAGA, SA)

CONFERENCE, "MURCIA, EUROPEAN LOGISTIC PLATFORM 13TH OF FEBRUARY 2008, MURCIA (SPAIN)

The event was organized by the *Cámara de Comercio de Murcia* and the *Confederación Regional de Organizaciones Empresariales de Murcia (CROEM)*.

The railway communications was one of the most important subjects of the conference. The two presentations on the subject were followed by a round table discussions. Among other participants, we would like to highlight the following: Mr. Miguel del Toro, the President of CROEM, together with his counterpart in Alicante, Mr. Modesto Crespo, the President of COEPA; Mr. Adrián Ángel Viudes, the President of the Port Authority of Cartagena, Mr. Carlos Egea, the General Manager of Cajamurcia and Mr. Fernando de Esteban, Honorary General Manager of the European Commission, Mr. Joan Amorós, the General Secretary of FERRMED; .



CONFERENCE, "ALMERÍA, A KEY POINT IN THE FERRMED GREAT AXIS" 14TH OF FEBRUARY 2008, ALMERÍA (SPAIN)

The Conference took place on the 14th of February in the headquarters of the Chamber of Commerce of Almeria. An impact for this Region of Great Railway Freight Connection was analyzed in the event.

Mr. Joan Amorós, the General Secretary of FERRMED, presented the project, the objectives, and the action plan for the next years.

Previously to this act. Was held the FERRMED Steering Committee, presided by Mr. Diego Martínez Cano, the President of the Chamber of Commerce of Almeria, and Mr. Juan Cámara, the Vice-president of FERRMED for Spain.



From left to right: Ms. Cabeo, Mr. Martínez Cano, Mr. García Garrido, Mr. Cámara, Mr. Amorós, Mr. López Spain.

PRINCIPAL ACTIVITIES OCTOBER '07– FEBRUARY '08

MEETING WITH COMPANIES AND ASSOCIATIONS

In the last four months, **eight new members** have joined FERRMED, more than 100 other companies and organisations have been contacted.

Belgium: Imob, Antwerp Port Authority, Helios Media, Goldman Sachs & Co., Port of Rotterdam, Strukton, Vpe, Mvaconsultancy, Eurofer, Port of Ghent, Kent County Council, Eurofer, Rail Web.Ch, Vignerone, Isocab, Haven Genk, Siemens, Db Logistics, Dhl, Gs International, Dsv, Ademarts, Polar Nordic Express, Baldwin Filters, Zeno, Oryx Bvba, Sliker Global Logistics B.V. Van Dijk Staal, Hn Transport Grupe Transalliance, Broekman Logistics Nv, Fpi Nv Finger Print Infalible, Brasseire Champigneulles Sas, Balder Logistiek, Easy-fairs, Nicholls, Cfl Multimodal, Dce Euroterminal, Consultants, Owens Corning, Mecam, Nilfish Advance, Is Industrial Securities, Ninatrans, Mcs, Seko, Forem Formation Logistique, Gad, Crossrail, Schenker Logistics, Katoen Natie, Port Autonome De Strasbourg, Nyk Logistics & Megacarrier, Abx Logistics, Transportsgroup Cornnel Geerts, Gefco, Sncf Fret Benelux, Transport Echo, Verbrugge Zeeland Terminals B.V., Cadev, A.J.Veurink, Port Oostende, Kalmar, T.R.W., Vias Dfk, Europort, B Cargo, Get-Rail, Wauters, Contank, S.A., Intermodal Logistocs, Infrabel, P&O Ferrymasters, Cargo Care, Buck Consultants International, Tractebel Engineering, Stratec, etc.

Finland: Lappeenranta University Of Technology, Kouvola Avainasema, Tekes, The Kouvola Region Federation of Municipalities, Green Integrated Logistics, Kouvola Cargo Handling Oy, Likenne-Ja Viestintaministerio, Port Of Helsinki, Finnish Rail Administration, Tapio Simos, Kouvola Region Business Services, Finnlines, Vr Ltd., Kemira, Tikkurila, Ek, Elc, Confederation of Finnish Industries, etc.

France: Sncf, Marseille Manutention, Ministere De La Defense, European Shortsea Network Bp 2s, TI & Associates, Ld Lines, Cma Cgm, Aquitaine-Euskadi, Alstom, Caisse Des Depots, Cci De Lyon Chambre Lyon, Sotradel, Port Of Le Havre Authority, Federation Francaise De L'acier, Cci Beaujolais Chambre De Commerce & D'industrie Du Beaujolais, S.I.To Societa Interporto Di Torino Spa Rhonealpes Region, To Ferro, Crci Languedoc-Roussillon, Reseau Ferre De France, Cci De Nimes, Agence De Urbanisme Et De Developpement De La Region Nimolse, Reseau Haute-Marne, Carrefour, Jhm Le Journal De La Haute-Marne, Balogh, Edifret, etc.

Germany: Schwab Schwingungstechnik Ag, Basf, Bremensports, Cargonet, Dagab, Helsingin Satama, Kombiverkehr, Dachser, Crossrail, Dhl, Hafen Hamburg Marketing, Dialoggesellschaft Für Service Und Kommunikation, Spiekermann, Siemens, Etc Transport Consultants, Leoni, Ohe, Angel Trains, Arriva, Dqs Gmbh, Dvv Media Group, Lufthansa Systems, Dvz Deutsche Logistik-Zeitung, Norgren, Eurailmag, Latvian Republic State Railway Administration, Faiveley Transport,

Mav-Tiszavas, Magazin Privatbahn, Fahrleitungsbau Gmbh, Gah Gruppe, Railway Gazette International, On Rail, Kmk Karlsruhe Messe –Und Kongress-Gmbh, Bochumer Verein, Erschließungsgesellschaft Emmerich Am Rhein Mbh, Deloitte, Mav, Indanet, Db Infrastruktur Nets, Dujburg Am Rhein, Mgk, Rsm Rail Service Management Gmbh, Stadtwerte Hamm Gmbh, Arbeitskreis Lsw, Russian Railways, European Investment Bank, Dow, Calemborg Ingenieure, Kombiconsult, Etc.

Norway: Eaci, Regionsamarbeidet, North Sea Commission, Buskerud Fylkeskommune, Oslo Region European Office, etc.

Spain: Lamur Levante S.L., Ferrocarrils De La Generalitat Valenciana, Gerb S.A., Region Wallonne De Belgique, Sefac, Cps Ingenieros, Itrat Instituto De Transporte Y Territorio, Ministry Of Transport, Ecisa, Mare Nostrum Ingenieros S.L., Thyssenkrupp, Goal Systems, Mvaconsultancy, Spain Rail Transporte Intermodal, Ge Transportation, Port Authority Zeebrugge, N.V. Zeebrugge Visveiling, Psa The World's Port Of Call, Port Of Ghent, Duisport Agency, The A R T Of Forwarding, The Antwerp Rapid Transit Team N.V., Christophe Du Chatelier, Nv Rewin West-Brabant, Manuport Group, Lamberti S.P.A. Chemical Specialties, Ital-container, Aae Ahaus Alstatter Eisenbahn, Interporto Merci Padova, Lyon Turin Ferroviario, Promo Logistica, Liuc Universita Carlo Cattaneo, Uirr Union Internationale Des Societes De Transport Rail-Route, Ipc, Sta Sociedad De Tecnicos De Automocion, Groupe Heppner, Burgmaster Investment Management, Abantia, Acciona, Transfesa, M, Ontane Communication, Technrail, Iese, Jausas, March & Asociados, Comsa Rail Transport, Eurotribune, etc.

Sweden: Hara-Trading, Railcare Lining, Bombardier, Europa Korridoren, Tyrens, Irj International Railway Journal, Vr, Ikea, Thorbjorn Collin, Swedish Rail Consulting, Cz Loko, Corus, Mjølby Kommun, L-Kopia, Kockums Industrier Railway Logistics Since 1859, Chalmers, Netrail, Ansladosts, Lucchini Sweden, Helsingborgs Hamn Ab, Birma, Strukton Systems, Arcs Development & Support Ab, Sormlands Bygden, Jernbaneverket, Voestalpine One Step Ahead, Oao, Botniabanan Ab, etc.

The Netherlands: Tuv, Samsara Shipping Pvt. Ltd., Port Of Rotterdam, Essae, Plisa Logistics, Cargill Ocean Transportation, Corus, Ews Industrial, Logistics Online, Icc Agencia De Navegacao E De Transportes Terrestres Lda., Securite Ferroviarie, Racces Reseau, Nma, Delta-rail, Abovo, etc.

U.K.: Interfleet, etc.

WELCOME

ADVISORY COUNCIL:

MR. JOST WICHSER
TECHNICAL UNIVERSITY OF
ZURICH (ETHZ)
(SWITZERLAND)

MR. EUGENIO MUZIO
PRESIDENT UIRR SC (IT)

MR. FERDINANDO BECCARO
PROGETTI SPECIALI
ITALCONTAINER (IT)

VICEPRESIDENTS:

- MR. NOEL COMTE
(VICE-PRESIDENT FOR FRANCE,
C.C.I. LYON ET C.C.R.I
RHONE — ALPES)

MEMBERS:

- RAIL LINK EUROPE (FR)
- FORD (ES)
- PORT DU HAVRE (FR)
- ARBEITSKREIS (DE)
- CDM
- PORT OF ANTWERP
- CHAMBER OF COMMERCE
OF LLEIDA
- LOGITREN FERROVIARIA
S.A.U.

MEETING WITH INSTITUTIONS

European institutions:

Ms. Beatriz YORDI, Head of Unit of Eco-Innovation (EACI); Mr. Massimo COSTA, DG TREN; Mr. Mathew AMDT, European Investment Bank; Katrien PRINS, EC Directorate-General for Energy and Transport

National and regional governments:

BE: Mme Béatrice DE FEYTER, M. Henry MAILLARD (SPFMT); Mr. Bart DANEELS, Attaché, Federale Overheidsdienst Mobiliteit en Vervoer; Ms. Vera SELNES, Director of Oslo Region (European Office); Mr. Dafydd PUGH, Kent County Council

CH: Mr. Vojtech KOCOUREK, Ministry of Transport;

DE: Mr. Herwig NOWAK, Pan-European Transport Corridor IV; Mr. Jorg HENNERKES, Federal Ministry of Transport, Building and Urban Affairs; Ms. Sabine HOSTER, Municipality of Duisburg

FI: Mr. Hannu PENNANEN and Mr. Jari GROHN, The Ministry of Transport and Communications

Mr. Rami METSAPELTO, Finnish Rail Administration

Mr. Pertti VANHALA, Technical Director of Kouvola City; Hannu KOVEROLA, Planning Director of Kouvola Region Federation of Municipalities;

Mr. Tapio SIMOS and Mr. Ilka SEPPANEN, Finnish Railways

FR: M. Marc PAPINUTTI, Ministère de l'écologie, de l'aménagement et du

developement durable

M. Noel BELIN, Direction de la Strategie, SNCF

ES: Sr. D. Ramon Luis Valcárcel, Presidente de la Comunidad Autónoma de la Región de Murcia

Sr. D. Jose Ballesta German, Consejero de Transportes de la Comunidad Autónoma de la Región de Murcia.

Excmo.Sra.Dña Concepción Gutiérrez del Castillo, Consejera; Sr. D.Luís García Garrido, Viceconsejero; Sr. D.Ignacio Pozuelo Meño, Director General de Planificación; Sr. D. Teofilo Serrano Beltran, Director General de Ferrocarriles Consejería de Obras Públicas y Transportes de la Junta de Andalucía.

Sr.Manel Nadal, Secretari de Mobilitat, Conselleria de Política Territorial i Obres Públiques, Generalitat de Catalunya

HU: Mr. Istvan HEINCZINGER, MAV Hungarian State Railways;

NO: Mr. Bjorn Reisz, Mr. Lars D. HAUKVIK, and Ms. Vibeke JAKOBSEN from the North Sea Commission

Mr. Hilde BALLIERE, Buskerud Fylkeskommune – Dpt. Regional Development; Ms. Lisbeth SMEDBRATEN, Norwegian National Rail Administration

RU: Mr. Boris M. LAPIDUS, Russian Railways

SE: Mr. Niklas LUNDIN, Ministry of Enterprise, Energy and Communications

PRINCIPAL ACTIVITIES MARCH - JUNE 2008

For the next 4 months an intensive agenda has been prepared. FERRMED will participate in the international exhibitions in Paris, Utrecht, and Barcelona. Furthermore, meetings with companies and national, regional and European institutions will continue.

	Board Meeting (BM) + General Assembly (GA)	Working Groups, PDT meetings	Participation in the international events and fairs	Events organized by FERRMED
March		12.03 PDT: Basel 27.03 WGB: Marseille	6-7.03 EIA, European Intermodal Association. VALENCIA 11-14.03 SITL, PARIS	
April	BM Luxembourg	10.04 PDT 29.04 WGB	17.04 L'eix ferroviari de l'Arc Mediterrani (Valencia) 17.04 FERRMED Project workshop (Sevilla) 18.04 IBS Conference (Sevilla)	
May		14.05 WG A 20.05 WGB	7-8.05 Transport & Logistiek (Utrecht) 27-29.05 All Routes to Russia (Helsinki)	
June	GA Barcelona		4.06 5th International Railway Seminar in Kouvola (Finland) 3-6.06 SIL	26.06 FERRMED Conference (BXL)

INTERNATIONAL FAIRS

SITL (PARIS)

11TH - 13TH MARCH



SITL Europe is a must attend business to business event that provides all users and suppliers of the freight transport and logistics industry, a complete access to the whole range of services and products serving the dis-

tribution and supply chain management. Visitors and exhibitors gain a **competitive advantage** with business meetings; networking and learning through an up-to-date market content both on operational and strategic aspects.

We are looking forward to meeting you at our stand No. D79

TRANSPORT & LOGISTIEK (UTRECHT)

7TH - 8TH MAY

Transport and logistics is one of today's fastest growing industry sectors. Globalization drastically increases pressure on the sector; the continuous competition for faster delivery, cheaper prices and better service are built rock-solid into our daily routine, and automation is sky-rocketing in the industry!

We are looking forward to meeting you at our stand

easyFairs **TRANSPORT & LOGISTICS** is growing and developing in parallel.

It offers a **unique platform for logistics suppliers** to present themselves to decision makers in manufacturing industry and wholesale.



All this will take place in modular stands, in just two days, making it a highly **time-efficient** event.



The International Logistics and Material Handling Exhibition (SIL) has confirmed itself as a meeting point for all the logistics activity in Southern Europe, the Mediterranean area, especially the countries of Maghreb, Latin America and Southeast Asia.

After 9th editions, SIL has become the greatest Logistics and Transport event in Spain and the most important one in Southern Europe. Each edition of SIL has received good feedback both from exhibitors and visitors.

SIL widens its Exhibitors' Area

In its 10th Anniversary, SIL extends its Exhibitors' Area into Halls 2 & 3 at Fira de Barcelona Gran Via Venue for the Benefit of Logistics Operators. It will take up a large area of Hall 3 and will be shared with the sectors of Infrastructures, Transport Systems, W-Transnet Area, Industrial Vehicle Area and Information Technologies & RFID Area. On the other hand, the exhibitor companies of Hall 2 will be those related to the Material Handling sector, as well as demonstration and training Areas.

FERRMED FORUM

A Business point for FERRMED Members

DURING THE FIRST TWO WEEKS OF APRIL THE FERRMED FORUM WILL BE PLACED ON-LINE. IT WILL INCLUDE: **"BUSSINESPOINT"**, OR A MEETING POINT FOR BUSINESS, THIS SECTION WILL CONSIST OF: **SUPPLIES AND MEETINGPOINT**. ONLY FERRMED MEMBERS WILL HAVE AN ACCESS TO THE **FIRST ONE (SUPPLIES)** AND WILL BE ABLE TO PUBLISH THEIR OFFERS VISIBLE TO ALL THE FORUM USERS. THE SECOND ONE (**MEETINGPOINT**) WILL BE A MEETING POINT, WHERE THE INSERTED OFFERS ARE GOING TO BE DISCUSSED, CLARIFIED AND / OR A MORE DETAILED INFORMATION PROVIDED.

DISCUSSION AND SUGGESTIONS **THIS SECTION IS** GOING TO BE DEDICATED TO ALL THE THEMES RELATED TO THE FERRMED PROJECT. THE USERS WILL BE ABLE TO INCLUDE THEIR COMMENTS, SUGGESTIONS AND / OR DIFFERENT INFORMATIONS.

CALENDAR THE EVENT CALENDAR WILL BE DEDICATED TO ALL THE EVENTS RELATED TO THE **ASSOCIATION FERRMED** AND THE ACTIVITIES ORGANIZED AND PERFORMED BY ITS MEMBERS, AS WELL AS THE EVENTS ORGANIZED BY PRIVATE AND PUBLIC INSTITUTIONS THAT WOULD BE OF INTEREST FOR THE DEVELOPMENT OF THE ASSOCIATION OBJECTIVES.

<http://www.ferrmed.com/forum>

INTERVIEW WITH MR. ERIC PEETERMANS

1. What is your relation to freight railway transportation?**And what are your responsibilities related to this sector?**

At SNCB/NMBS Holding, I'm in charge of all freight related institutional international and RU/IM interface issues. I've been involved in rail freight for 30 years now, the last 20 of which in has been Combined Transport. At an international level, I currently have a leading role in projects such as the Quality and Interoperability aspects of the ERMS migration on Corridor C (Antwerp-Basle/Lyon), the wagon users' issues (very sensitive in the current transition from a regulated to a contractual system), the needs of the RUs in terms of infrastructure capacity and specifications.

I'm Chairman of the UIC Combined Transport Group and of the UIC Wagon Users' Group.

2. Could you, please, briefly characterize the situation of rail freight transportation in Belgium and all over the EU?**What are the challenges and the opportunities?**

B-Cargo, the Freight Division of the SNCB/NMBS, is in the final stages of a very profound restructuration started five years ago, leading to a financial breakeven around the middle of this year. B-Cargo has become leaner, more able to face the increasing competition from new railway entrants and delivers higher quality service.

The activity is focused on the international corridors serving the sea ports and the industrial basins. The main growth segment is Combined Transport (CT), serving both maritime container hinterland transport and continental combined transport. The CT segment of B-Cargo is growing now with double digits and represents almost 1/3 of B-Cargo's ton-kms. In a densely populated country like Belgium, the freight railways, whether they are the existing B-Cargo or the new entrants that are now increasing their footprint on the Belgian rail freight market, are of course competing with passenger services to get quality space on the infrastructure. Present priorities do not favour rail freight, although Infrabel, the Belgian Infrastructure Manager, is very sensitive and very open to the requirements of the rail freight railways. Nevertheless, additional infrastructure capacities are needed for rail freight, authorized train lengths must increase in order to enhance capacity use and im-

prove productivity, and priorities must be reviewed.

3. How did you find out about FERRMED?

I was contacted by the project leaders.

4. You are a member of the Advisory Board of FERRMED, which offers you the opportunity to participate, by giving your expertise and advice, in the studies carried out by FERRMED in the field of freight railway transportation. Could you explain to us your motivation to help integrate this body? What does it mean for you?

The enhancement of the European railway infrastructure, and its upgrade to the true requirements of rail freight, is a major issue for the future of rail freight, and, for that matter, the future of the mobility in Europe and, hence, the competitiveness of the European economy and the living standards of the European citizens.

As a citizen, and as a professional in the sector, it is a civic duty and a privilege to contribute to these issues to the best of my ability. That is the opportunity given by participating in such a body, among others.

5. What do you think the added value of FERRMED is for the Belgian and Flemish companies?

FERRMED has the capacity to mobilize and focus energies and knowledge, and gives visibility, legitimacy and an important communication channel. It fully fits in the Corridor strategy that now seems to be the most promising for developing internationally integrated and interoperable railway infrastructures and rail freight services.

As mentioned earlier, rail freight in Belgium is fully integrated in the international corridors serving our world class sea ports and our industrial basins. Therefore the corridor development strategy is of vital concern for us, and FERRMED is an important element of it.

A word of warning though : intra-corridor interoperability should not be allowed to lead to a possible new non-interoperability between different corridors. The corridor strategy is a useful

instrument that should not diminish a basic advantage of the European railway mode, namely the network effect. Therefore connecting nodes and interoperability between corridors must remain a main issue.

6. What do you think about the FERRMED standards and the possibility of their implementation to the main axes of the European freight railway network? How real does it seem to You?

The FERRMED standards are ambitious but not unrealistic. In fact they are a reasonable representation of the requirements of rail freight. What we most urgently need are longer and heavier freight trains than those presently allowed in most European countries.

This is, in the current RU/IM dialectic, the most pressing issue and the one with the most tangible and consequential productivity enhancement potential. And we need more steel tracks on the ground for our freight trains ! Nobody, and especially no public authority, can be allowed to presume that we will bring about a significant modal shift, and generally speaking preserve mobility of people and goods in Europe, without additional infrastructures, especially bottleneck relieving and enhanced rail infrastructures, including nodes and CT terminals. At UIC level, the Study on Infrastructure Capacity Reserves for Combined Transport by 2015, published by the UIC Combined Transport Group in May 2004 paved the way for further inquiries.

Our follow up DIOMIS project (Developing Infrastructure and Operating Models for Intermodal Shift) proposes concrete and operational measures allowing to significantly increase freight within a constrained infrastructure. Following projects like ERIM (European Rail Infrastructure Master Plan) of UIC, and the Corridor Business Cases prepared by McKinsey for CER, the recent (October 18th 2007) communication of the EU Commission on a Rail Freight Oriented Network is more than welcome and encouraging.

But it is also up to the actors to come up with projects and proposals, and this is where FERRMED plays its part.

FERRMED MEMBERS - PRESENTATION

We are pleased to introduce you following FERRMED Members: **FORD (ES)**, **DECATHLON (FR)**, **Port of Rotterdam (NL)** and **EWS (UK)**

FORD

Ford Motor Company, a global automotive industry leader based in Dearborn, Mich., manufactures or distributes automobiles in 200 markets across six continents. With about 245,000 employees and about 100 plants worldwide, the company's core and affiliated automotive brands include Ford, Jaguar, Land Rover, Lincoln, Mercury, Volvo and Mazda. The company provides financial services through Ford Motor Credit Company.

In 2007, Ford Motor company has sold 6,553,000 vehicles worldwide and generated revenues of over \$173,9 billion.

Ford European operations – known as Ford of Europe – has four car manufacturing plants. Two in Germany, Cologne and Saarlouis, where the Fiesta/Fusion and Focus are manufactured respectively. One in Genk that produces the Ford Mondeo, Galaxu and S-MAX and Valencia that currently produces the Ford focus, Fiesta and Ka. This latter is ford's most flexible manufacturing facility since it is capable of building three different models and rapidly adapt to the changes in the market.

In Spain, Ford Almussafes runs on a three shift pattern working 24 hours per day and has a daily manufacturing capacity of 2050 units.

Ford España S.L. actively leads the Logistic Comitee of the Spanish Automobile Manufacturers (ANFAC). A recent study has shown that current logistic costs are higher than the labour costs. Hence the importance to pursue solutions to remain competitive while protecting the environment.

At present, the factory Ford in Almussafes has a great number of tracks where two European length trains are accepted in the station daily (3 trains of Spanish length).

The application of FERRMED proposals for the Mediterranean corridor would allow a greater and better use of railway as an option for the transport of vehicles that would result in the decrease of the CO₂ emissions and the maintenance of the competitiveness.



FERRMED MEMBERS - PRESENTATION

DECATHLON

www.decathlon.com



Rendre accessible au plus grand nombre le plaisir du sport

Histoire brève:

- 1976: Michel Leclercq ouvre la première grande surface de vente d'articles de sport en libre-service à Englos, près de Lille.
- 1986: DECATHLON Production voit le jour, avec la mission de assurer la conception e la fabrication d'articles signés DECATHLON. La même année, DECATHLON ouvre son premier magasin en dehors du territoire français, à Dortmund, en Allemagne.
- 1996: DECATHLON crée ses deux premières marques Passion: Tribord, la marque des sports d'eau et Quechua pour la montagne.
- 1999: DECATHLON franchit les frontières et ouvre ses premiers magasins aux Etats-Unis (autour de Boston) et en Grande Bretagne (Londres). La même année Quechua, la marque des sports de montagne, s'installe au pays du Mont-Blanc.
- 2003: Le développement international de DECATHLON prend une nouvelle dimension avec l'ouverture du premier magasin chinois à Shanghai
- 2004: Tribord la marque des sports d'eau et ses équipes s'installent à Hendaye.
- 2006: DECATHLON part à la découverte de la Russie

Maintenant:

- 394 magasins dans le monde (au 31 octobre 2007)
- 16 pays producteurs

Une moyenne de 35.000 produits référencés des grandes marques internationales aux exclusivités des marques Passion

2.500 collaborateurs

DECATHLON adhéré à FERRMED en janvier 2007.



DECATHLON



Pékin



Rendre accessible au plus grand nombre le plaisir du sport

FERRMED MEMBERS - PRESENTATION

Port of Rotterdam

The Port of Rotterdam Authority has a staff of approximately 1200 employees, with widely varying commercial, nautical and infrastructure-related responsibilities. The Port Authority is the authority that develops, manages and operates the port of Rotterdam effectively and efficiently. The Port Authority also promotes the interests of the port community and helps strengthen the port's competitive position. The scope of the Port Authority's activities is safety, quality of life, employment and sustainability.

The Port Authority wishes to be part of the action and decision-making, and to assert influence on the highest level, in developing the definitive European world-class port together with its partners.

The Port of Rotterdam Authority has defined the following core values for achieving its aims:

Reliability	sticking to agreements;
Enterprising	proactive and businesslike conduct within the set course and the vision;
Customer-orientation	putting the interests of the port
Care	honest and responsible in dealing with interests and resources;
Sustainability	working with an eye to the future on the definitive world-class European port.



The port of Rotterdam, which covers some 10,500 hectares, is a major factor in the national and regional economy. The port is a hub in the international freight flows, and a business location for industry and logistics services. Every year, some 35,000 deepsea ships and 130,000 inland waterway vessels call at the port of Rotterdam.

The Port of Rotterdam Authority is responsible for the efficient, safe and reliable handling of all this deepsea and inland shipping. We do so using an advanced radar system, patrol boats, and inspectors who keep a close eye on the transport of dangerous freight. Attention for safety and the environment is crucial for the Port Authority. As the manager of the port, the Port of Rotterdam Authority leases sites amounting to around 5,000 hectares to businesses. The Port of Rotterdam Authority also provides the infrastructure of waterways, roads, quays and other services for the users of the port area.

The reason that Port of Rotterdam Authority joined Ferrmed is because we firmly believe that the quality and the competitive position of a port is strongly influenced by the quality of the hinterland connections. More specific in the present European situation it is of utmost importance to improve the quality of the hinterland links. When we look into the present performance of the railways and the enormous volumes in terms of cargo we expect, then we have to improve this railway capacity, quantitative and qualitative. Via Ferrmed we hope to contribute to the quality of the European ports. Only in a mutual effort of all modalities and logistic nodal points in the European transport network it will be possible to accommodate the forecasted cargo flows and to fulfill the objectives of the Lisbon agenda. Ferrmed as an organisation where stakeholders have found each other can play an important and integrating role in the implementation of this policy.



www.portofrotterdam.com



FERRMED MEMBERS – EWS Presentation



www.ews-railway.co.uk

English Welsh & Scottish Railway (EWS) is the UK's largest rail freight haulier. EWS was formed in 1996 from five of the companies put up for sale by the UK Government as part of the privatisation of British Rail. The five companies were

- British Rail's (BR) parcel and mail business known as Rail Express Systems
- Three, geographically based, bulk freight companies
- BR's international freight business, which was acquired in 1997.

Since then EWS has added other companies to its portfolio including the rail assets of National Power, one of the UK's electricity generating businesses and the main works of the Marcroft rolling stock refurbishment and repair business.

EWS operates across a wide range of freight haulage. Besides rail's traditional markets of coal, steel, stone and oil EWS provides engineering train services for Network Rail, hauls deep-sea containers from Britain's major ports and operates a wagonload network covering the UK and through the Channel Tunnel. EWS also runs a passenger charter train business and is the operator of the Royal Train.

EWS moves around 100 million tonnes of freight a year with under 5000 staff and using 500 locomotives and 13,000 wagons. It is part of a major expansion in the UK, which has seen rail freight grow by 70% since privatisation and surface market share increase from 8% to 12%

EWS has three strategies:

- To develop the UK business through its four customer focused Business Units: Energy, Industrial, Network and Construction.
- To expand its rolling stock overhaul and maintenance business – Axiom Rail
- To grow in Europe with its subsidiary Euro Cargo Rail (ECR)

EWS's European expansion began in 1997 when it acquired Rail Freight Distribution, BR's international freight business that was set up to move freight trains through the Channel Tunnel. Expansion was hampered by service quality and the year long asylum seeker crisis, which saw immigrants seeking to use EWS's freight services as passenger trains. Once security was increased international services were faced with charges for using the Channel Tunnel and it was only in 2007 that an economic solution was obtained.

In parallel EWS entered the French market through its ECR subsidiary. A safety certificate for France was obtained in 2005 with the first service running in 2006. By early 2008 ECR was operating in France with

- Over 70 diesel and electric locomotives with more on order
- 200 drivers and more in training
- Eight service centres
- Access rights enabling the company to operate throughout France

More than half of ECR's business has been captured from road and the success of the company has encouraged EWS to expand its services to Spain and Belgium.

The opportunity to build a freight network with EWS's owners, Deutsche Bahn, means that significant expansion is expected on the corridor between the Low Countries, France and Spain. FERRMED's objectives of enhancing the capability and capacity on this route match EWS's European strategic plans making membership a natural part of EWS / ECR's mainland European plans.



Promotion du Grand Axe Ferroviaire de marchandises
Scandinavie-Rhin-Rhône-Méditerranée Occidentale A.S.B.L

General Secretariat
Rue de Trèves, 49 boîte 7, B-1040 Brussels

Phone: +32 2 230 59 50
Fax: +32 2 230 70 35

For more information,
please consult:
www.ferrmed.com