



FERRMED

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

www.fermed.com

Volume 3

October 2007

FERRMED NEWS

LINKING HARBOURS AND PROMOTING A SUSTAINABLE RAIL FREIGHT NETWORK!

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The Study will be undertaken with a regional approach, but with a European vision. It will analyze 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.

Three specific analysis will be carried out:

SUPPLY/DEMAND analysis.
Considering the multisectoral economic activities and opportunities, the different transport modes for period 2007-2025 will be analyzed. We will determine – with particular attention to the years 2010, 2015, 2020 and 2025 – **the reasonable evolution of the distribution of traffic between the different transport modes increasing rail freight to 35% of land transportation.**

TECHNICAL analysis in rail transportation considering the relation with other transportation modes will determine **“what should be done in order to match Supply with Demand”**.

It will take into account:

- the progressive results of the Market Analysis
- the forecasted development programs in infrastructure, operation and management of the railway system
- the implantation of the “FERRMED Standards on the main branches of the Great Axis.

SOCIOECONOMIC analysis will be based on:

- the progressive results of the Market Analysis
- the progressive results of the Technical Analysis.

We will consider three alternatives concerning the application of the Action Plans (minimal, medium and complete).

For each case we will determine the **costs, investments and expected profitability from the economical, social, and environmental points of view.**

Finally, the analysis of the consequences if we go ahead or do not go ahead will be undertaken as well.

The organization of a **FERRMED Conference** and the establishment of a **FERRMED Forum** will accompany the realization of the Study (see p.2)

EXPECTED RESULTS OF THE GLOBAL STUDY

The optimal modal rebalancing of the various transport systems, reducing logistical costs and increasing the participation of the most suitable and sustainable modes.

The actions to be undertaken in the main branches of the railway network of the zone of influence of the Great FERRMED Axis (“Red Banana”) to satisfy the needs for freight traffic on three levels:

- Infrastructures
- Operational Systems
- New Transport methods

The priority criteria in the development of these actions over time based on:

- The necessary investment
- The expected profitability
- The socio-economic and environmental advantages



NEWS
ITALIAN VERSION OF THE FERRMED WEB SITE IS NOW ONLINE
WWW.FERRMED.COM

SELECTED consortium
According to the European tendering procedure, in order to carry out the FERRMED GlobalStudy we have finally selected the international consortium made up of:

- 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)
- PROGRANS AG (SWZ)
- WSP AB (SE)
- WYG Consulting Group (UK)

GLOBAL STUDY –DEVELOPMENT TIMING

Indicative Work Plan	Month: Week:	2007						2008									
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Project implementation																	
Kick off meeting		▲															
Supply/Demand study																	
Technical study																	
Socio-economic and environmental study																	
FERRMED Conference and Final Conference																	
Recommendations																	
Monthly reports and follow up meetings																	
Advisor Board Audits																	

R+D+4i project**NEWS**

The purpose of the *R+D+4i project* is to respond to the challenges that globalization poses for the European Union's economy.

The project has been drawn up by Europe's regions that contribute most to the EU GDP.

The project aims to foster progress in the EU through the *R+D+4i Concepts*, which are:

*Research
Development
innovation
identity
impact
infrastructure*

The primary aim

Is to set up a **European Opinion Group on R+D+4i concepts and New business Culture**, based upon the following social and institutional triumvirate:

- Business/Employer associations
- Professional associations
- The academic world, including business schools

The objectives:

- analyze European competitiveness on a regional basis
- Produce reports on findings
- Evaluate the current situation
- Propose future measures
- Hold periodic conferences
- Make known the conclusions reached
- Carry out suitable monitoring

For more information please contact **FERRMED Secretary General**.

FERRMED STANDARDS' PROMOTION

The promotion of the FERRMED Standards is one of the main objectives of FERRMED Association.

As we were able to observe during our meetings with companies and institutions, FERRMED Standards are highly appreciated among the representatives of private and public sector.

On the proposal of the representatives of several German Länders, a new standard related to the environmental norms has been added:

- **Reduction of the environmental impact of the freight transporting system** (particularly noise, vibration, and CO2 emissions) as a result of the retrofitting of the old railway rolling stock, infrastructural solutions where needed, and an increase in the share of the rail in land transportation modes of up to 30+35%.

RETICULAR AND POLYCENTRIC NETWORK OF HIGH SOCIO-ECONOMIC AND INTERMODAL INCIDENCE

**FERRMED FORUM - CONNECTING OUR MEMBERS**

A new service for our members - FERRMED FORUM is being planned to be introduced by the end of the year 2007.



There will be a real place on the website where FERRMED Members can exchange proposals, add news and/or establish collaboration or business links.

Content:

FERRMED Forum will be composed of the following sections:

- **Calendar** (events organized by FERRMED, its members and/or other events related to the logistics and freight transportation)
- **Downloads** (reports, calls for proposal, studies, maps, etc)
- **Members** (list of the FORUM Members)
- **Forum** (comments and opinions of the FERRMED Members)
- **News**
- **Private message**
- **Business** (offers, proposals of collaborations, business opportunities)
- **Webchat**
- **Links**
- **Your account**

The use of the **FERRMED FORUM** will be submitted to the Special FERRMED FORUM Regulations.

FIRST FERRMED CONFERENCE

In the framework of the development of the FERRMED GLOBAL Study it is planned to hold two FERRMED Conferences.

The 1st FERRMED Conference will take place in March 2008 in Brussels. The second one will take place at the end of the Study, in November 2008, in order to present its results. For more information, please contact FERRMED General Secretary.

The main objectives of the 1st FERRMED CONFERENCE:

- to make sectoral workshops with stakeholders of the different sectors in order to know their opinion regarding the Supply/Demand analysis' evolution (market and infrastructure).
- To ask the opinion of some key members of FERRMED Advisory Council regarding the overall development of the Global Study.

PRINCIPAL ACTIVITIES MAY-SEPTEMBER 2007

AGREEMENTS WITH THE NATIONAL AND REGIONAL GOVERNMENTS IN ORDER TO CARRY OUT THE FERRMED GLOBAL STUDY

On the 2nd of May 2007 the economic agreement was signed with the **Region of Valencia** (see picture: Mr. Antonio Garcia Anton, *Conseller d'Infrastructures i Transports de la Generalitat Valenciana* on the left and Mr. Joan Amoros, *FERRMED Secretary General* on the right).

On the 21st of June 2007 the **Region of Murcia** and FERRMED signed an economic agreement as well.

On the 10th of August we have received the decision of the government of **Grand-Duché du Luxembourg** granting us a subvention.

Several important agreements will be reached with other national and regional governments as well.

Finally, it was agreed that the Belgian government will monitor the overall development of the FERRMED Global Study.



MEETING WITH COMPANIES AND ASSOCIATIONS

In last five months, **eight new members** have joined FERRMED, more than 150 other companies and organisations have been contacted.

Belgium: Arcelor Mittal, ETEX, Alfaport, ABX Logistics, UIRR, Groupama Transport; Shell Oil Products, CLECAT, P&O Ferrymaster, CER, UIC, EUROFER, RFG, EIM, CIT, Total Petrols, Euroterminal, Broekman, FPI, SEKO, QAD, A.J.VEURINK, Ninatrans, MECAM, Nilfisk advance, ISO-CAB, Vignerol, Brasserie Champigneulle, Zeeland Terminals, Haven Genk, Corneel Geerts, DCE, ABX, KATOEN NATIE, DHL, Le Loyd, DSV, HN Transport, DB Logistics, GAD, Schenker Logistics, Infrabel, BCargo, Get Rail, Kalmar, P&O Ferrymasters, Eurotranspool, Wauters Transport, ViasDFK, Port Oostende,

Finland: Outkumpu

France: CCI Valenciennois, MEDEF, Paris Terminal, S.A., ADEME, Elic, Sea Projects, TFE, Renault Trucks, Eneria CAT, BALOGH SA, CCI Nimes, Agence de développement—Région Nimoise, CAdev, Container Leasing, Industrial Securities, NYK LOGISTICS, Port Autonome de Strasbourg, Etablissement publique de la sécurité ferroviaire

Germany: Schwab Schwingungstechnik AG, BASF, Bremsenports, CargoNet, Dagab, Helsingin Satama, Kombiverkehr, DACHSER, CROSSRail, DHL, Hafen Hamburg Marketing, DiaLogGessellschaft für Service und Kommunikation, SPIEKERMANN, SIEMENS

Italy: Università Commerciale Luigi Bocconi; Confindustria Lombardia, Contship, Autorità Portuale di Genova, Autorità Portuale Livorno, TRANSPADANA, Cemat, Sogemar, Ambrosio Transporti, Ceva Logistics Italia, SAPEN-

DO, Inione Industriale di Torino, Finpiemonte, Apsaci, Camera di Comercio di Torino, Unioncamere Piemonte, Uniontransporti, 5T, Provincia di Torino, Saima Avandero, S.I.T.O. S.p.A., Regione Piemonte, Gruppo Geodis, Iveco, Fiat Auto

Luxemburg: CFL, Accès réseau

Portugal: Luis Simões Logistica Integrada, SA, Logistics Online, ICC

Spain: Alain Receveur Transport, Ballo, S.A., Can Ruet, SL, Collegi Oficial de Agents d'Aduanes de la Jonquera, Complements Josep & Josep, SL, Centre d'Estudis master, Flora Baltica, SA, Merca Agrícola, RICARSA, Roura y Pujol, S.L., Electrodomestics Ymbert, Transportes Padrosa, Comercial Aduanera Llorente, Petrem, Imoabril 2003, Promsard, CEMEX, ACCIONA RAIL SERVICES, Asociación Catalana de Empresas de Transporte de Mercancías, AGGREKO, Transportes Frilogic, Integral Consultoria, NISSAN MOTOR IBERICA, SA, EFECTO MULTIPLICADOR, MONTANE COMUNICACIÓN, CIRMAD, Autoridad Portuaria de Sevilla, Torras Papel Holding, Platform logistic Aquitaine-Euskadi, Plisa, Contank, Bou Preu, Torras Papel, Autoridad Portuaria de Sevilla

Switzerland: Cargill, CrossRail

The Netherlands: SABIC Europe, Ewals Cargo Care, PIT, Balder Logistiek, CORUS, INTERMODAL Logistics, Nmanet

WELCOME.

ADVISORY COUNCIL:

MR. PIET RIETVELD,
PROFESSOR AT THE VRIJE
UNIVERSITEIT OF AMSTERDAM
(NL)

BOARD:

• PORT AUTHORITY OF
ROTTERDAM (NL)

VICEPRESIDENTS:

• MR. VICTOR SCHOENMAKERS
(VICEPRESIDENT OF
FERRMED FOR THE
NETHERLANDS)

MEMBERS:

- CADEV (FR)
- CAMBRA OFICIAL DE COMERC, INDUSTRIA I NAVEGACIÓ DE GIRONA (ES)
- SKF (SE)
- GEFECO (FR)
- EWS (UK)
- ERFA
- FEMCAT (ES)
- PARIS TERMINAL, S.A. (FR)

MEETING WITH INSTITUTIONS

European institutions:

Mr. Edgar THIELMANN, TEN policy, DG TREN B1
Mr. Vicente LUQUE, TEN policy, DG TREN B1
Mr. Karel VINCK, Coordinator for Interoperability, Mr. Jonathan SCHEELE, Director (RTE, Transport&Energy) DG TREN B
Mr. Roberto FERRAVANTE, Deputy Head of Unit, Mr. Bernhard SCHNITTGER, Policy Officer (Logistics, Innovation, intelligent transport&co-modality, DG TREN G3)

Mr. Maurizio CASTELETTI, Head of Unit, Mr. Lionel BESSARD, Expert National Détaché, Mr. Patrick ROUSSEAU, Policy Officer, Mr. Frank JOST, Policy Officer (Rail Transport and Interoperability, DG TREN E2)

National and regional governments:

BE: M. Karl TASKIN (Cabinet of Minister Grouwels, BXL-Capitale), M. André WALGRAFFE (Cabinet de Ministre Antoine, Wallonie), Mme Béatrice DE

FEYTER, M. Henry MAILLARD (SPFMT)

DE: Dr. Andrea LUDWIG, Mr. Rudolf BECKER (Ministerium für Wirtschaft und Arbeit, Saarland), Mr. Andreas HEINZ, M. Michael PUSCHEL (Ministerium für Wirtschaft, Rheinland-Pfalz), Dr. Christian LANGHAGEN-ROHRBACH (Ministerium für Wirtschaft, Hessen), Mr. Michael TREDER (Freie und Hansestadt Hamburg), Dr.-Ing. Norbert HECKÖTTER (Niedersächsisches Ministry, Hannover), Prof. Dr. PÄTZOLD, Mr. Siegbert KAISER (Baden-Württemberg)

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

ES: Sr. Don Pedro RUEDA CASADO (Consejería de Obras Publicas y Transportes de la Junta de Andalucía), Sr. D. Joaquin BASCUNANA (Comunidad Autónoma de la Region de Murcia)

NL: Mr. Bert KINGMA (Policy Advisor, Ministry of Transportation)

PRINCIPAL ACTIVITIES MAY-SEPTEMBER 2007

	Board Meeting (BM) + General Assembly (GA)	Working Groups	Participation in the national and international events and fairs	Events organized by FERRMED
May		16.05 WGA: Barcelona 24.05 WGB: Brussels 30.05 WGB: Brussels	9-12.05 Movint-Expologistica : Bologna (IT) 24.05 Atelier fret: Montpellier (FR) 31.05 Reorient Conference: Brussels	2.05. FERRMED Press Conference (Brussels) 10.05 FERRMED-TRANSALPINE-TRANSPADANA Conference (Bologna)
June	7.06 AG Barcelona	5.06 WGB: Valencia 18.06 WGB: Brussels	5-8.06 SIL : Barcelone (ES) 12-15.06 Transport&Logistics Fair: München (DE) 12-14.06 SIFER: Lille (FR) 25.06 UIRR: Brussels (BE) 27.06 Nouveaux Tunnels: Paris (FR) 28.06 Promouvoir l'atout bimodal: Chalin-drey (FR)	8.06 Press Conference: Barcelona
July	5.07. BM: Paris	5.07. WG B (kick off meeting): Paris	12.07 Presentation at Confindustria de la Région Piémont : Turin 12.07 Comité Partenarial: Montpellier 26.07 Customer/Railways meeting on dedicated rail freight network, Brussels	11.07 meeting with RFF 13.07 Presentation of the FERRMED proposal to achieve in 2009 the rail link of UIC width between Barcelona and the French border: Barcelona
August				
September	13.09 BM: Rotterdam	27.09 WG B: Brussels	13.09 ROLY Steering Committee 17.09 Colloque, Fédération française de l'Acier: Paris 24.09 Steel Logistic Conference, Rotterdam 25-27.9 Transport and Logistics fair: Antwerp (BE)	

FERRMED PRESS CONFERENCE 2ND OF MAY 2007, BRUSSELS



On the 2nd of May FERRMED's Secretary General, **Joan Amorós** and some other members of the association, offered in Brussels a Press Conference presided by **Edgar Thielmann** and **Vicente Luque** from the DG-TREN of the European Commission, and by **Henry Maillard**, in representation of the Belgian Ministry of Transport and Mobility. They all expressed their "total support for the FERRMED project, in order to promote a new ser-



vice culture within the rail freight transport sector". In the event some FERRMED members, like **Victor Schoenmakers** (Port of Rotterdam); **Don Van Riel** (TRIMODAL); **Eric Bosman** (TRW); **Jaime Tamarit** (Member of the Advisory Board -ERTMS Users Group); **Thierry Nuttin** (CEFL); **Klaus Ebeling** (EIA) also participated.

FERRMED-RFF MEETING, 11TH OF JULY 2007, PARIS

With the attendance of Mr. Faussurier, Ms Rodrigues, Mr. Leguay, Mr Rul, Mr. Parent and Mr. Beauchet from RFF and Mr. Amoros, Mr. Bernis, Mr. Grau, Mr. Guyot and Mr. Rovira from FERRMED, the FERRMED-RFF meeting was held in the RFF premises in Paris on the 11th of July.

Several issues were analyzed, among others the following ones:

- Long trains
- Connection Montpellier-Perpignan
- Traffic volumes
- Operational procedures ("gestion des sillons")
- New "ferroustage" link between Bettembourg and Perpignan
- Proposal to guaranty the connection between Barcelona and Perpignan with the European width of tracks by 2009
- International traffic improvement

PRESENTATION IN BOLOGNA, 10TH OF MAY 2007

On the 10th of May the Conference entitled *FERRMED-TRANSALPINE-TRANSPADANA, Key projects for the North of Italy and the whole EU* took place in the framework of the MOVINT EXPOLOGISTICA Exhibition in Bologna.

From left to right: Mr. AMOROS (FERRMED), Mrs. CAPPELLETTI (TRANSPADANA), Mr. GUYOT (TRANSALPINE).



PRINCIPAL ACTIVITIES OCTOBER-DECEMBER 2007

For the next 3 months an intensive agenda has been prepared. FERRMED will participate in the international exhibitions in Barcelona, Jönköping, Dortmund and Valencia. Furthermore, meetings with companies and national, regional and European institutions will continue.:

	Board Meeting (BM) + General Assembly (GA)	Working Groups	Participation in the international events and fairs
October	24.10. Lyon	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	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)
December	AG Valencia	WG A 20.12 WGB: Brussels	

INTERNATIONAL FAIRS

BCN RAIL (BARCELONA)
2ND - 5TH OCTOBER



BCN Rail the first railway show to be held in Spain. 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.

On 2 and 3 October, experts from all over the world will be discussing sustainability and

We are looking forward to meeting you at the stand n°F 619

innovation in railways with a view to the year 2020. All agents from the railway industry will come together in BcnRail.

ELMIA NORDIC RAIL (JÖNKÖPING)
9TH - 11TH OCTOBER



Elmia Nordic Rail 2007
9-11 oktober 2007

FERRMED will co-exhibit at this event together with Järnvägsforum

We are looking forward to meeting you at the stand n°B02:50

RAILTEC 2007 (DORTMUND)
12TH - 14TH NOVEMBER



We are looking forward to meeting you in Hall 3B, At stand n°3012

On the 12th of November at 4pm Mr. Amorós will take part in the conference forum "patchwork progress – when will the expansion of the European rail network finally take off?" of the #railtec exhibition

Among the participants the following persons have been invited: István Heinczinger of MÁV Zrt., Lord Tony Berkeley of the Rail Freight Group, Peter Spuhler of Stadler Rail AG, Camiel Eurlings from the Ministry of Transport of the Netherlands, Andreas Meyer of SBB AG and Alan Gibson of ERS Railways.

5TH IRF (VALENCIA)
13TH - 15TH NOVEMBER

We are looking forward to meeting at our stand



FREIGHT & PASSENGER RAILWAY AND URBAN TRANSPORT CONGRESS & EXHIBITION

Valencia. Spain. 13th - 15th November 2007
Feria de Valencia
Pavillion N° 5

More than 6.000 experts and professionals of the railway sector will meet in Valencia, from 13th to 15th of November, 2007 in the International Rail Forum. This event is the point of reference for the railway sector in Spain.

International Rail Forum will hold its Fifth Edition in Fira de Valencia. More than 150 companies will show their latest products in more than 9,000 square meters of exhibition area

Simultaneously to the exhibition, Valencia will host, during three consecutive days, a Congress which will gather together the most renown experts and representatives from the Railway Authorities.

INTERVIEW WITH PROF. DR. ALEX VAN BREEDAM, Managing Director , Vlaams Instituut voor de Logistiek VZW - VIL

1. What is your relation to the freight railway transportation?

And what are your responsibilities related to this sector?

I represent the Flanders Institute for Logistics (VIL) which is a knowledge centre with the mission to support and enhance the competitiveness of the logistics sector in Flanders. It intends to be a platform with answers to relevant logistics problems. This way, the VIL aims to be the centre of excellence that gathers, builds and spreads logistics knowledge. It innovates and encourages innovation. It pushes the promotion of the Flemish logistics sector and of logistics services in Flanders.

One of these relevant logistics issues is undoubtedly **multimodal transport**. Often multimodal transport is considered one of the sustainable solutions for mobility issues. Both public and private actors look at solid initiatives and innovations in this domain. Moreover, a well developed multimodal transport system is the critical success factor for the preservation and expansion of Flanders as the logistics top region.

For VIL multimodal transport means combining the strengths of the different transport modes. In this way VIL is modus neutral. Rail transport is one of the transport modes subject to study projects. Last year we made a 'state of the art' study about opportunities of rail transport in a liberalised market. Based on that experience we were asked to conduct specific pilot projects for companies studying the chances of a shift of their freight flows towards rail transport.

2. Could you, please, briefly characterize the situation of rail freight transportation in Belgium and in particular in the Flanders?

First of all, rail transport is still a federal (Belgian) issue. There is not a specific rail policy in Flanders.

In Flanders we have a very dense rail network, the densest network in

the European Union. The crucial point is that capacities must be shared between passenger and freight transport. Especially in the Antwerp region the maximum capacity is almost reached. Infrastructure projects are planned, but are rather difficult to implement because of the high costs and a public opinion which is not always convinced of the sense of urgency. However the competitiveness of the ports depends strongly on appropriate hinterland connections. Rail connections offer an important part of that hinterland connection capacity.

Anyway, new railway companies have entered the Belgian rail market and have set up new shuttle trains not only in the traditional north-south corridor, but more and more in the east-west corridor. Also the traditional state-owned rail companies are taking new initiatives in order to improve customer service.

3. How did you know FERRMED?

The Flanders Institute for Logistics was contacted when the initiative was launched.

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

Flanders is a leading logistic region in Europe. The combination of its central location, accessibility through the international gateways, accessibility of the European market through an exceptionally dense multimodal network, the logistics expertise and know-how, and on top of that, the productivity and education level of the workers, makes of Flanders a world class logistics region. Flanders wants to reinforce its unique position and secure it for the future. Therefore,

Flanders is interested in all initiative which can affect its leading position in Europe.

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

For us, primarily FERRMED is a platform where rail actors can meet each other. The idea of corridors is growing step by step. Spain and France are still very difficult to reach from Flanders. International shuttles towards these countries are not evident to set up, because of various reasons. Probably FERRMED can offer the framework in which these shuttles become feasible. Anyway, there is a demand from shippers in Flanders for these connections.

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?

Standardisation and harmonisation are hot items in the European rail market. FERRMED is precisely focussing on these topics. FERRMED is rather unique as platform with representatives of the different logistics actors (gateways, terminal operators, rail operators, associations, knowledge centres,...). Rail transport in Europe is more and more developing in terms of corridors. There is still a long way to go, but it seems to us that FERRMED has already succeeded to put a first, important step.

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FERRMED MEMBERS - PRESENTATION

We are pleased to introduce you following FERRMED Members: **AUTOTERMINAL (ES)**, **Cercle pour l'Optimodalité en Europe (FR)**, **HUPAC (SWZ)** and **SKF (SE)**



Autoterminal is a port terminal devoted to vehicle traffic. It is located in the Port of Barcelona.

Autoterminal carries out what are known as *marine operations*, in other words shipping operations: the loading, unloading and shipping of the vehicles that reach its terminal. These vehicles may be for import (Autoterminal receives them from foreign factories and stores them in its terminal for subsequent distribution to authorised dealers), transfers (Autoterminal receives them and distributes them to foreign or domestic terminals) and export (Autoterminal receives them from domestic factories and then distributes them by ship).



It also carries out what are known as *land operations*: receipt operations for vehicles arriving by lorry or train and their subsequent storage, and delivery operations of vehicles by lorry and train. As well as performing the tasks expected of a terminal, Autoterminal offers added value services such as pre-delivery inspections (PDI), accessory assembly, personalisation, issuance of transit and dispatch notices, etc. In terms of improvements, last year Autoterminal implemented an automatic position detection system that makes it possible to view the location and movements of terminal vehicles in real time.

Autoterminal's large, modern facilities occupy a total area of 895,000 m². It has five vertical spaces for storing up to 49,500 vehicle units. Similarly, it has 4 train terminals and 1,210 metres of mooring space, which is to say capacity for 6 ships. This makes it an intermodal vehicle transport centre (marine, rail and overland).

Why FERRMED?

Developing the FERRMED corridor is clearly essential for striking a balance between the land network and the marine line in the Western Mediterranean Basin. The rail axis that Ferrmed proposes will boost the development of the ports on the Mediterranean façade and the North Sea and the interconnection of the port fronts in Northern and Southern Europe. Autoterminal is not only one of Ferrmed's founding partners, but also considers the participation of all intervening countries to be of priority importance for the progress and modernisation of goods transportation by rail.

FERRMED MEMBERS - PRESENTATION



Cercle pour
l'Optimodalité
en Europe

Le Cercle pour l'Optimodalité en Europe : « Optimiser économie et impact environnemental du transport »

Initiative lancée et conduite en 2007 par différentes personnalités européennes du monde des transports, le Cercle entend devenir un acteur contributif du renouveau de la politique des transports.

Ses atouts :

39 membres unis par la volonté de faire vivre un mode innovant d'évaluation de projets, et adapté de financement des projets retenus : Alstom transport, APRR, Calyon, la Caisse des Dépôts, CFT, Charles André SA, CMA-CGM, Dexia, Fedex, FNTR, Galaxy, Geodis, Kuehne+Nagel, LDA, Marseille Manutention, Modalohr, RFF, SNCF, TLF, VINCI, VNF, VTG, sont ainsi engagés formellement dans cette nouvelle dynamique. Des membres invités représentant nombre d'associations ou de clubs œuvrant sectoriellement sur l'optimisation de techniques ou d'infrastructure particulière, et notamment FERRMED sur les standards ferroviaires en Europe et la magistrale eco-fret nord-sud européenne.

Son organisation :

Un **Conseil d'Administration** composé de Messieurs Edouard Berlet (Cma-Cgm), Pierre Blayau (Géodis), Alain Bréau (Mory Group), Philippe Louis-Dreyfus (Louis-Dreyfus Armateurs), Philippe Mangeard (Modalohr), Jean-François Roverato (Aprr), Patrick Vandevoorde (Caisse des Dépôts et Consignations).

Et un **bureau** composé de : Messieurs Edouard Berlet - Secrétaire, Philippe Louis-Dreyfus - Trésorier, Alain Bréau - Vice-président, et Philippe Mangeard - Président.

L'**objectif** est de ne plus seulement analyser la performance d'une chaîne de transport du seul point de vue de ses coûts et délais, mais aussi de son **impact global (sécurité, flexibilité, pérennité, dimensions sociale, industrielle et écologique)**.

L'**Optimodalité** est donc définie comme :

L'Optimisation des performances techniques, économiques et environnementales des chaînes de transport de marchandises.

La création de ce Cercle de réflexion et d'évaluation de projets s'accompagne de la création **d'un fonds d'investissement, OPTICAPITAL**, en charge, sur proposition de son comité d'investissement, d'investir dans les projets innovants sélectionnés par ses membres ou présentés opportunément par le marché, parmi lesquels plusieurs sont ou seront bientôt à maturité technique et économique :

- Autoroute ferroviaire à grand cadencement sur l'axe atlantique pour soulager le flux routier Espagne France Benelux
- Autoroute ferroviaire à grand cadencement sur l'axe Perpignan Bettembourg et la traversée des Alpes par l'autoroute ferroviaire alpine
- Autoroute de la mer sur la façade atlantique couplée à une autoroute ferroviaire emportant les semi-remorques directement en Europe du Nord et Grande Bretagne
- Autoroutes de la mer Maghreb-Marseille avec reprise immédiate sur autoroute ferroviaire vers l'Europe du Nord
- TGV de fret aérien au départ de Roissy
- Trains mixtes longs de containers et de semi-remorques au départ des grands ports européens dont notamment Barcelone, Gènes, Le Havre, Marseille, Nantes, Dunkerque, Rotterdam, Trieste,
- Barges fluviales et fluvio-maritimes pour le transport de semi-remorques sur le Rhône et la Seine.

Dans le cadre de la promotion de la nouvelle production ferroviaire, le **Cercle pour l'Optimodalité en Europe** entend par ailleurs soutenir l'action des promoteurs des services d'Autoroute Ferroviaire, qui se proposent d'exploiter cette nouvelle activité ferroviaire **avec des trains longs**.

Ce mode d'exploitation a un intérêt considérable pour l'exploitant du service comme pour le gérant d'infrastructures

C'est aussi l'occasion de réfléchir à l'opportunité forte, dans la perspective de ces trains longs, de créer concomitamment des « sillons directs » dans les nouveaux graphiques cadencés qui optimiseront la disponibilité de l'infrastructure ferroviaire.

L'ensemble de ces projets contribue à nourrir la complémentarité entre le **Cercle**, outil de réflexion animé par des professionnels et des industriels de premier plan, et **OPTICAPITAL** fonds dédié aux transports innovants « Optimodaux », complémentarité promise à un bel avenir :

Opportunité nouvelle pour les financiers désireux d'investir dans des projets de transport innovants crédibilisés par de grands professionnels.

Labellisation de projets pour les industriels du transport, facilitant ainsi leur recherche de financements, malheureusement jusqu'à ce jour souvent difficiles du fait de la notion de risque toujours attachée à l'innovation.

Nouvel espace de dialogue pour les collectivités régionales, nationales et Européenne, leur permettant de disposer d'expertises, de compétences et de partenaires fiables, et d'envisager et mettre en œuvre de nouvelles logiques de transport plus respectueuses des contraintes environnementales.

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FERRMED MEMBERS - PRESENTATION

HUPAC

Hupac is the leading rail transport provider of intermodal traffic through the Swiss Alps. Day by day Hupac works hard to ensure that an increasing volume of goods can be transported by rail and not by road, thus contributing to reduce global traffic and protect the environment.

Hupac operates a network with more than 100 trains a day between Europe's most important economic areas as well as between the major harbours and the European hinterlands. The company offers efficient and innovative intermodal transport solutions specifically designed to meet European transport requirements and customers needs with fast, regular and reliable transport services.

Intermodal transport combines different means of transport: road, rail, sea. In unaccompanied combined transport (UCT) the consignments - containers, swap bodies and semi-trailers - are carried by road or by vessel to the loading terminal. There they are loaded onto railway wagons and forwarded train. The drivers stay at the terminal. At the destination terminal the consignments are picked up by truck and transported to their final destination. An increasing number of logistics and transport enterprises is shifting its traffic to the environmental-friendly and efficient UCT.

The Rolling Highway is a complementary service for Alpine transport. Trucks are loaded onto special wagons; drivers travel in a separate sleeping car.

The Hupac Ltd was formed in 1967 and has 99 shareholders. The share capital amounts to CHF 20 mio; 72% of it belongs to road hauliers and forwarding companies, while 28% belongs to rail companies, thus guaranteeing closeness to the market place and independence from the railway companies. The Hupac Group formed by 10 companies based in Switzerland, Germany, Italy, The Netherlands and Belgium. The head office is based in Chiasso.

Hupac totalled a transport volume of 620.000 road consignments in 2006. With its 400 collaborators the company manages a network of over 100 trains daily between the main European economic areas. For the strategy period 2006-2010, the annual target is plus 10-12%, corresponding to an increase to 928,000 annual consignment in 2010.

Since 2004, Hupac operates its trains according to the principle of international end-to-end integrated traction responsibility in co-operation with its rail partners SBB Cargo, Intermodal DB Logistics, Trenitalia Cargo, Ferrovie Nord Cargo, Rail4Chem, DLC, Veolia, WLB and SNCF. Thanks to this new arrangement, made possible by railway liberalisation, a single rail company is responsible for each train all the way from source to destination. This has made possible a distinct improvement in the price/performance ratio of intermodal traffic.

In addition to the North-South connection via the Alps, Hupac offers East-West connections that encounter increasing interest on the marketplace. Since May 2007 France is connected to Hupac's Europe-wide Shuttle Net. The new shuttle train runs four times weekly between Antwerp and Perpignan and is laid out for the transport of containers, swap bodies and semi-trailers. Thus Hupac has established the first connection in France according to the principle of international integrated traction responsibility.

"Our focus on East-West connection has led us to a membership in Ferrmed", points out Alessandro Valenti, Business Manager Shuttle Net. "The railway system must improve as a whole if it wants to compete with road transportation. We expect that Ferrmed can take a strong lead on this behalf."



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FERRMED MEMBERS - PRESENTATION



Established in 1995 as an independent business unit, SKF Logistics Services provides warehousing, transportation, packaging and value-added services to the SKF Group worldwide.

Based on their wide experience in industrial logistics, SKF Logistics Services offers the same services to third party manufacturers, which gives those partners the possibility to focus on their core business.

SKF Logistics Services employs approximately 1,000 employees worldwide, and serves more than 30 third party logistics customers.

SKF Logistics Services manages its own worldwide transportation network with scheduled departures by land, air and sea, ensuring reliable deliveries up to the end customer's door. A dedicated Transport Team manages the entire transportation operation, handling all supplier relationships. Our customers therefore benefit from one point of contact.

Strategically located warehouses are integrated into our distribution network, optimizing inventory levels and costs.

This is only possible thanks to extensive IT systems integration capabilities allowing efficient, fast and accurate order handling, according to tight specifications and special requirements

SKF Logistics Services is continuously looking into improving its service offer. Anders Forsberg, President SKF Logistics Services has therefore decided to join the FERRMED association to obtain first hand knowledge about opportunities to reduce costs and negative impact on the environment by using Railway for transports within Europe instead of Road. SKF Logistics Services are also keen to influence this development from within the FERRMED organization.

About SKF

The SKF Group is a leading global supplier of products, solutions and services in the area of bearings, seals, mechatronics, services and lubrication systems.

SKF has 100 manufacturing sites distributed all over the world. With its own sales companies in 70 countries, supported by some 15 000 distributors and dealers worldwide, its e-business marketplace and global distribution system, SKF is always close to its customers for the supply of both products and services.

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Our SKF Logistics Services in Tongeren, Belgium. Tongeren is ideally located in the East of Belgium, close to Germany, The Netherlands and France. Most of the European end customers are delivered in 24 or 48 hours."



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