

Oslo/Milan, March 9th 2017

Dear Railway Undertakings, Terminals and End Customers,

Thank you very much for your constructive and active participation in our Cross-Corridor Strategy Meeting in Frankfurt February 21st! We are overwhelmed by the quality of feedback, and the positivity shown by you towards the Rail Freight Corridors and the railways in general. Now, the task of implementing your input into action begins – together we will co-create the future of Rail Freight!

The community of the Rail Freight Corridors, the so-called “RFC Network” met the day after the workshop. During this meeting, the RFCs evaluated the Strategy Workshop.

Together with the moderator, we tried to identify the essence of the feedback that was given. Until the next meeting of the RFC Network, we will identify potential pilots and actions that may be implemented on a short term, and what actions have a longer-term perspective. Therefore, this letter is only a first feedback from the Corridor Network. Our goal is that we shall strengthen not only the involvement, but also the information flows with our customers and stakeholders. The RFC Network therefore agreed that this letter will be followed-up in due time, providing you with the state of play of our actions. On top of that, you will be invited to comment on our actions, thus continuing the co-creative process.

In our summary of the day, we identified the following feedback under the three clusters:

Business Approach

There was generally a call for user cases, specific business cases to “market test” different approaches. The following areas were identified as areas of action:

- Cooperation between stakeholders in developing the offer to customers;
- Identify concrete actions that may lead to concrete volume increase;
- Identify bottlenecks;
- Involve forwarders;

The user cases should be very clear on what resources are needed, and one could also consider involving freight forwarders depending on the specific case. Some of the you expressed concrete interest in participating to these user cases, namely:

- Euro Pool / Coolrail;
- Fret SNCF;
- CFL Terminals;
- P&G (see also www.cargostream.net);
- DB Cargo;
- Lanxess;
- Duisport;
- Lugo Terminal;
- B logistics;

Harmonization

The Railway Undertakings emphasized the urgent need for harmonization on all levels:

- Infrastructure parameters/interoperability;
- Cross-border requirements (e.g. language, safety cert.);
- Terms & conditions (e.g. NS, cancellation policy);
- Operational rules;
- Processes at IMs (e.g. timetabling, TCR);

The participating End Customer representatives made clear that the area of Harmonization is indeed important but nothing they want to be concerned with in detail. It was agreed that the topic should mainly be dealt with by the Railway Undertakings and Infrastructure Managers in the framework of the RAG meetings. For many topics, also Ministries and National Safety Agencies need to be involved.

Reliability

The topic of reliability was underlined as very important, especially by end customers and by terminal operators. If the promised times for delivery of goods are kept, transport costs can also be greatly reduced. The priorities and following next steps included:

- Specific workshop regarding performance management with the stakeholders in the transport chain (RFC RALP proposed to organize and many participants incl. RFCs directly volunteered to participate in the process);
- Priority in operations – start a political discussion;
- Better coordination and customer information on temporary Capacity Restrictions;
- Integration of information;
- Scheduling improvement;
- Coordination of Capacity offer with terminals;

- More integrated offer vis a vis the end customer;

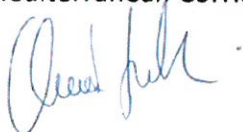
What is next?

All RFCs are now coordinating their joint work, concrete next steps and responsibilities regarding the actions identified in the Strategy Workshop. We will present the result of this process to all recipients of this letter in due time, including a proposal how topics can be addressed jointly with you as discussed in the workshop. There are also corridors that will host corridor specific Strategy Meetings, where the valuable input received in Frankfurt will be used as part of the foundation for the discussions.

We look forward to continue our discussions and cooperation in a co-creative process with you, our customers and stakeholders in the transport chain, to develop the best possible international rail freight services. We pledge to work tirelessly to make Rail Freight more competitive than before, and ask for your continued support and input in this endeavor.

Best regards, on behalf of the Corridor Community,

Andrea Galluzzi
Managing Director
Mediterranean Corridor – RFC 6



Sven Marius Utklev Gjeruldsen
Acting Managing Director
ScanMed RFC

