



European Rail Freight Association

THE VOICE OF THE INDEPENDENTS IN
THE RAIL FREIGHT MARKET

ERFA President

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Annual event

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WHO ARE WE ?



We are based
in Brussels



What are we doing ?

ERFA MAIN GOALS



**Improve the quality,
performance of rail
services**



**Remove remaining
market access
barriers**



Reduce the cost of rail



**Create a level playing
field rail vs road and
find the best way to
cooperate**

HOW AND WITH WHOM ?



We help our members to represent their interests in Brussels' politics

We contribute to technical and administrative development of railways

We actively support the political and juridical processes aimed at ensuring fair access

We seek opportunities in the field of EU funding



WHY ARE WE DOING THIS ?

Rail freight is safer, more environmentally friendly and reduces road congestion for other users

Benefitting the planet and everyone of us

Competition drives investment, innovation and improved service quality for customers.

A successful rail freight industry, where the market is open and competitive will result in more new entrants, which in turn will drive the success of the sector and support the movement of more freight

by rail.

HOW ARE WE DOING THIS ?

ERFA main message:



WE WANT TO CREATE THE RIGHT CONDITIONS
TO BOOST RAIL GROWTH

WE NEED AN ATTRACTIVE ENVIRONMENT FOR RAIL FREIGHT
COMPANIES TO BE ABLE TO GROW THEIR BUSINESS



→ The climate for private rail freight companies to set up **new routes and services** remains **difficult** in many European countries and this is **counter-productive** to the modal shift objective.

↓
Rail remains an unattractive choice for customers

WHY? QUALITY, RELIABILITY and COSTS

RUs must be able to offer quality, reliable services that offers customers a consistent and predictable time of arrival at a competitive price

The background of the slide is a photograph of railway tracks stretching into the distance under a cloudy sky. The tracks are made of steel rails on a bed of gravel. The sky is filled with white and grey clouds, and the overall scene is slightly hazy. The entire image is framed by a yellow border.

2018 MAIN ACHIEVEMENTS and CHALLENGES

Improving reliability



➤ Coordination of infrastructure works

ERFA chairs the Railway Undertaking sub group on developing a Best Practice Guide to support planning of infrastructure works and their planning across borders

➤ Germany introduces a performance scheme incentivising the reduction in delays caused by the Infrastructure Manager

➤ Contingency Management Handbook: Rail Network Europe has approved a Handbook for contingency Management in case of large international disturbances

➤ English became the language of international contingency management

➤ Tracking and tracing of goods

ERFA supports UIRR initiative regarding the on-going ELETA project (Electronic exchange of Estimated Time of Arrival information)

Reducing market access barriers:



- A common portal for information about all freight facilities is drafted and in testing mode



- The launch of the evaluation for revised Guidelines for State aid – the first step to improved guidelines

- The launch of the evaluation on Rail Freight Corridors– the first step to an improved framework

- Trials of using different language solutions across borders are embraced by the European Commission

- **European Union Agency for Railways opens the One-Stop Shop** ready for applicants to apply for european wide vehicle authorisation and safety certificate – another step towards the Single European Railway Area

- Single safety certification and vehicle authorisation become a reality on 16 June 2019 in 8 member states

Lower costs



➤ Rail freight Masterplan

The German Master Plan will see a 40-45% reduction in track access charges:

- Granted on a **transparent and non-discriminatory basis**
- **The reduction is based on compensation for the part of external costs that are avoided** by the use of rail freight transport instead of road

➤ Lower track access charges

ERFA published a position paper which highlighted concerns regarding track access charges and actions that can be taken to ensure that rail charging schemes support a more competitive rail freight sector. Key challenges:

- More efficient Infrastructure Managers through comparable benchmarking, increasing traffic and more efficient control of the costs
- Increasing controls on how mark-ups are calculated and their impact on the rail business
- Supporting the competitiveness of international rail services by adapting charging schemes to the Single European Railway Area

➤ Lower track access charges

ERFA is engaging with the Commission asking that the EU legislation on direct costs is correctly implemented in all EU countries

Level playing field



➤ Facilitating Combined transport

ERFA supported UIRR's position on the revision of Combined Transport Directive to support better conditions for intermodal traffic. We will continue to work on this in 2019

➤ Ensuring that there is an open and transparent railway system

ERFA took up the concerns of its members, where they have encountered anti-competitive behaviours – by highlighting these issues we are fighting for a rail system where fair access is possible for all

Improving Rail Freight Corridors and international paths



➤ Input to the European Commission on the evaluation of Rail Freight Corridors

➤ Operational co-ordination across borders

➤ Quality and flexible paths

➤ Priority for international freight

➤ Documented diversion routes



Improving Quality Reliability and punctuality



- Developing and implementing the Infrastructure Manager contingency management handbook
- EU wide performance incentives for Infrastructure Managers to improve reliability
- Open data to support new tools which provide on-time information for customers
- More accurate, up-to date and transparent information on gauge clearance
- Working with the European Commission on trials to support language simplification at borders

Track Access Charges and incentives



- Full implementation of the legislation setting access charges at the level of direct costs to be correctly implemented in all EU countries
- Compensation from Infrastructure Managers when trains are diverted – rather than additional charges diverted
- An end to path cancellation penalties when a train is cancelled by another Infrastructure Manager
- Rail freight noise – solutions to mitigate rail noise without jeopardising rail freight competitiveness
- Putting efficiency plans for Infrastructure Managers high on the agenda



Fair and transparent access



➤ Influence improved guidance around state aid

➤ Highlight examples of unfair access and discriminatory behaviour from our members

➤ Support the implementation of the 4th Railway Package – strengthening the separation between Infrastructure Managers and Railway Undertakings

➤ Continue to support stronger regulators in every country

Level playing field for all modes



➤ Working with UIRR continuing to raise the profile of the Combined Transport Directive to get a co-ordinated approach to intermodal transport back on the agenda

➤ Influence how the road charging agenda develops by highlighting the differences between road and rail charging

➤ Make the case for investment and modernisation of rail infrastructure to support modal shift



CONCLUSION

- We believe in the benefits of modal shift to rail
- We believe in competition providing the product the customer wants to buy
- It takes some time to really achieve a competitive market place - in many countries there is real progress
- We must continue to build on this success

