



The European Rail Freight Association

General Presentation
- November 2007 -

© ERFA asbl – Monika Heiming – Secretary General – Brussels (B)

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2. Mission Statement

3. Organisation

4. Brussels Office

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- House of Rail -

Foundation:

July 2002 in Brussels (B)

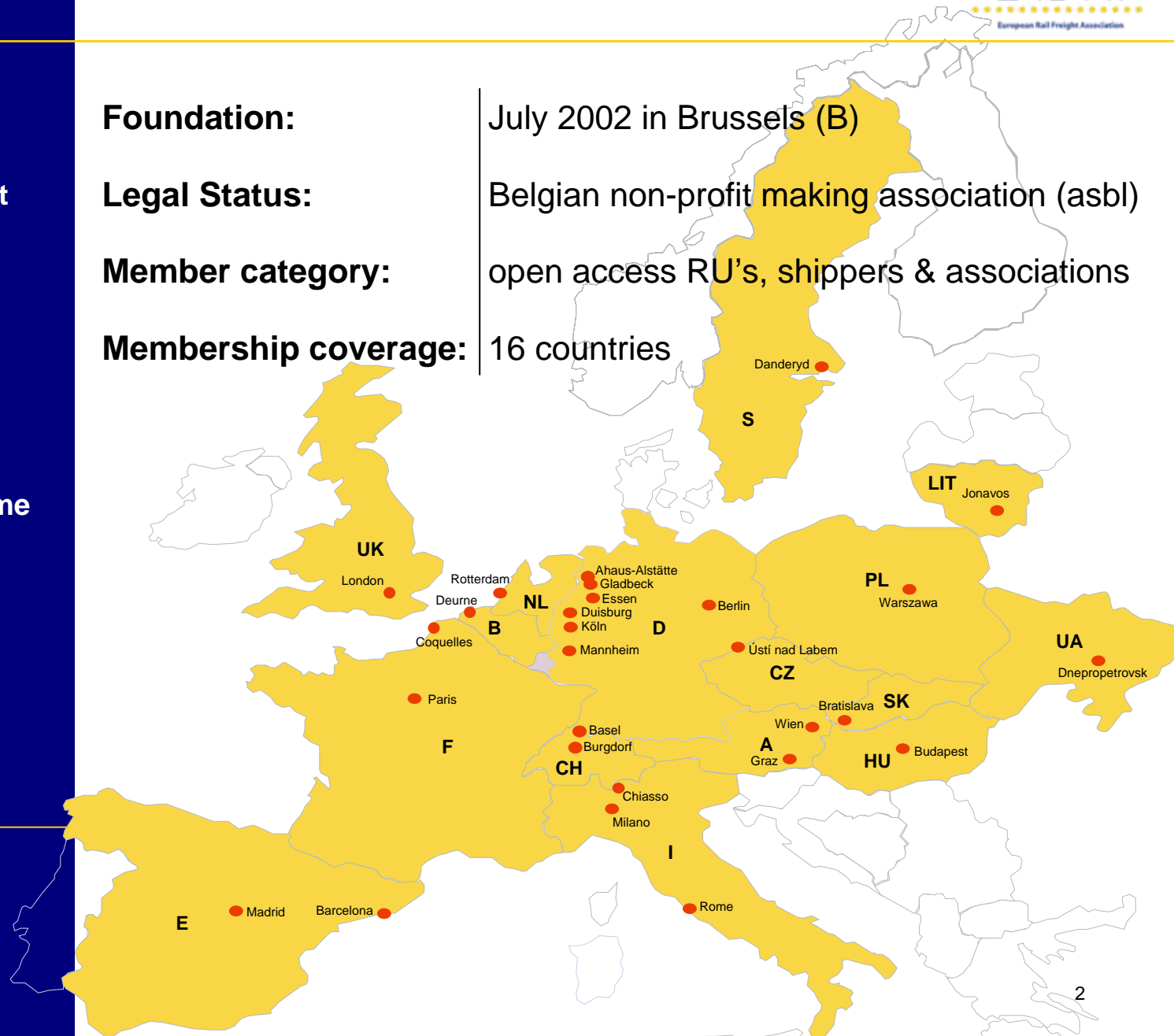
Legal Status:

Belgian non-profit making association (asbl)

Member category:

open access RU's, shippers & associations

Membership coverage: 16 countries



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The objective of the Association is to promote European rail freight transport and its stakeholders active in that area through the complete liberalisation of the market.

- to support the development of an **economically attractive environment** for strengthening efficient European rail freight transport throughout the entire logistics and supply chain;
- to improve the **competitive position of rail freight** against other modes especially in a political and legal context;
- to bring about **optimal operating conditions** for rail freight on the European rail network;
- to work towards **reducing the legal and material obstacles** to cross-border and international transport services;
- to strive for **growth of rail freight** through **genuine liberalisation** for a fully transparent, independent and open market;
- to bring about European regulations in order to harmonise and guarantee the **competitiveness of access charges**.
- to work towards the **development of interoperability and the definition of common safety standards** commensurate with competing modes;

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President: Dr Luca Ronzoni, NordCargo (I)

General Assembly

Company Members:

1. AAE - Ahaus Alstätter Eisenbahn (D)
2. Activa Rail (Transfesa) (E)
3. Bertschi (CH)
4. Comsa (E)
5. Crossrail (CH)
6. DLC - Dillen & Le Jeune Cargo (B)
7. Duisport Rail (D)
8. ERS (NL)
9. European Bulls (NL)
10. Europorte 2 (F)
11. EWS - English Welsh & Scottish Railway (UK)
12. Freightliner Group (UK)
13. GB Railfreight (UK)
14. Hector Rail (S)
15. HGK AG - Häfen u. Güterverkehr Köln (D)
16. Hupac (CH)
17. LTE (A)
18. Metallurgtrans (UA)
19. MEV Eisenbahn-Verkehrsges. (D)
20. Nord Cargo (I)
21. Pannontrain Vasúti (HU)
22. Rail4Chem (D)
23. RBH Logistics GmbH (D)
24. Transachema
25. Transpetrol GmbH (D)
26. Veolia Cargo (F)
27. Viamont (CZ)

Association Members:

1. ASSTRA (I)
2. Ferrmed (B)
3. Izba Gozpodarcza Transportu Ladowego (PL)
4. NetzwerkPrivatbahnen (D)
5. Rail Freight Group (UK)
6. Verband deutscher Verkehrsunternehmen (D)
7. Wirtschaftskammer Österreich, Fachverband der Schienenbahnen (A)

Board of Directors

- | | | |
|----------------------|-------------------|----|
| 1. Tony Berkeley | RFG | UK |
| 2. Martin Henke | VDV | D |
| 3. Beni Kunz | HUPAC | CH |
| 4. Jeroen Le Jeune | Dillen & Le Jeune | B |
| 5. Denis Paillat | Veolia Cargo | F |
| 6. Luca Ronzoni | Nord Cargo | I |
| 7. Konstantin Skorik | Freightliner | UK |
| 8. Graham Smith | EWS | UK |
| 9. Markus Vaerst | AAE | D |
| 10. Martin Vosta | Viamont | CZ |



General Secretariat

Monika Heiming

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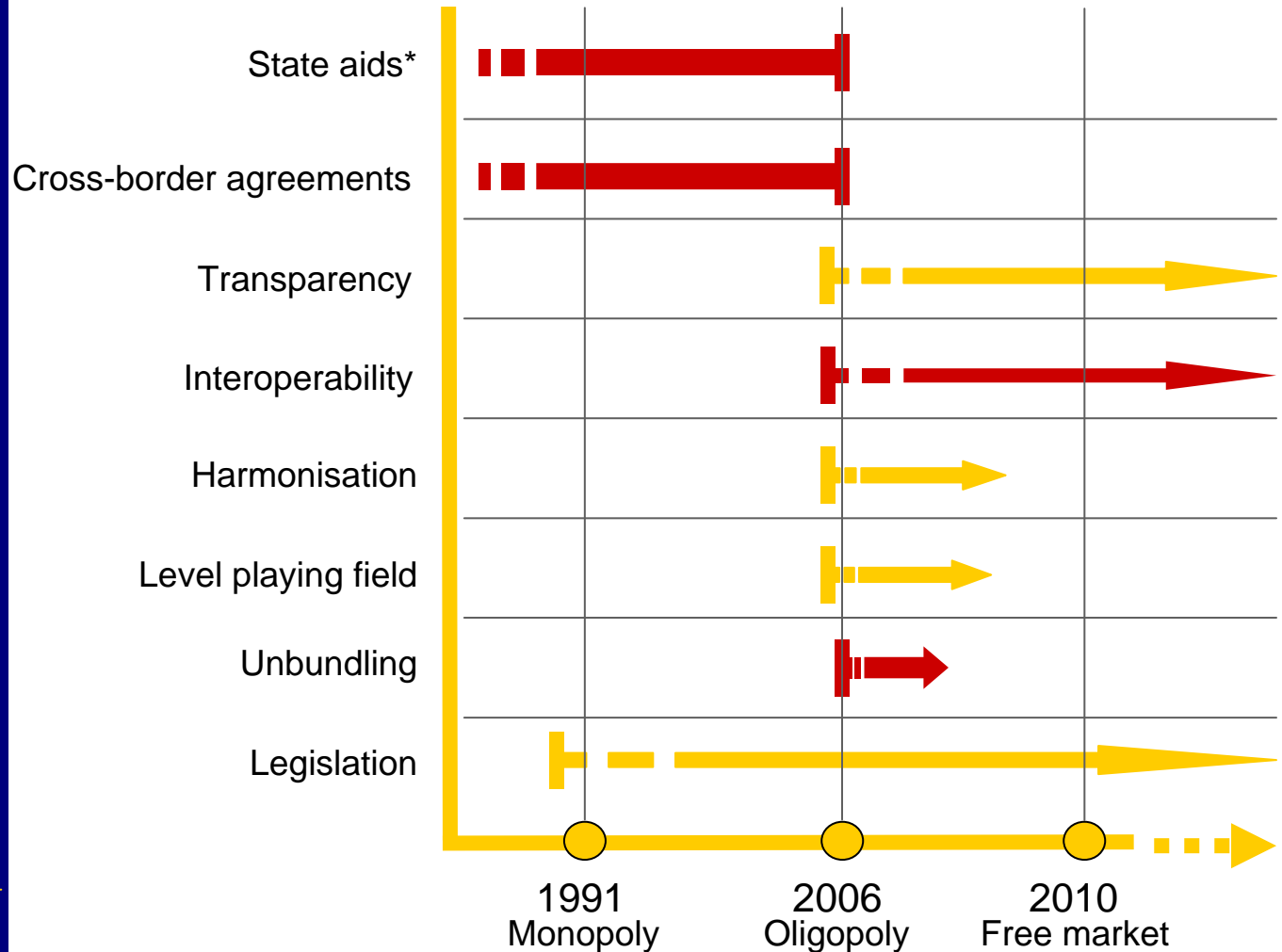
Luca Ronzoni
President



Monika Heiming
Secretary General

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- Requires immediate abolishment
- Requires urgent action
- To be pursued

*subsidies leading to unfair competition and/or to maintain current market conditions

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Legal level

3rd Railway Package:
'Light' Driver License

1st Railway Package:
Enforcement & Review in 2008 !

Open-access to training institutes:
Ensure non-discriminatory legislation in Belgium

Cross-border Agreements:
Abolishment or Open to All !

Single wagon traffic:
Lobby to open up relevant facilities

Security of land-bound transport chain:
Counter-lobby

Social level

Cross-border working conditions:
Lobbying

Social partner status ERFA:
Application

Technical level

Rolling Stock:
Homologation, Cross-acceptance, ERTMS funding

ERA:
Representation in most important working groups

Dedicated freight network:
Concerted lobby

Noise abatement:
Lobbying for EU-wide subsidies for k and II brake shoes

Industrial level

TAF TSI:
Implementation of SEDP and Funding



General Contract of Use:
Implementation; EU-wide keeper definition; EU-wide harmonised maintenance rules



House of Rail :
Joint lobby activities to support sector

Financial level

State aids
Equal access to aid for all market actors

Bottlenecks:
Financing to relieve major bottlenecks

Marco Polo II:
Follow-up and support

7th FP RTD:
Follow-up and rail-related research

PR level

Conferences:
Organisation of own events on particular themes; active contribution to external events

Annual statutory reception

Press:
Theme-related and ad-hoc press articles

Brochures & Studies:
Theme-related publications for general and particular target groups



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Press Articles & Written Requests of ERFA


LES ENJEUX des opérateurs fret privés et indépendants

YARLÉMENT de l'Union européenne... Les membres de la ERFA...



EU-Richtlinie vergraut die Güterb...

Staatst zur Liberalisierung des Schienenverkehrs...



ERFA Press Release

Separation of ownership between IR and Trenitalia

De Luca Ranzani, President of the European Rail Freight Association (ERFA) representing some 22 private rail freight companies...

gen europäischen Sozialstandard


EU will profitable Rahmen für Eisenbahn vor

Der Deutsche Bundestag...

Opleiding treinbestuurder op goede sporen zetten

Blain Lagley

ERFA heeft deze week een EU-TPES gepresenteerd...



Erge Subvention

Erge Subvention

Erge Subvention

Let ook op de kleine spoorvervoerder

Let ook op de kleine spoorvervoerder



Ma che bel tir mancino

Ma che bel tir mancino



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Annual Receptions & Conferences of ERFA




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ERFA-ERFCEP-F&L-UIP sign MoU on 14th November 06



Joint Press Release
Brussels, 14th November 2006

ERFA, ERFCEP, F&L and UIP join forces to open up the rail freight market

Today, ERFA (European Rail Freight Association), ERFCEP (European Rail Freight Customers Platform), F&L (European Freight and Logistics Leaders Forum) and UIP (International Union of Private Wagons) have signed a Memorandum of Understanding (MoU) to work jointly towards full market liberalisation, the emerging of competing rail operators and open access to all rail facilities in Europe. The signatories encompass Shippers, Transport and Logistic Providers, Private Railway Undertakings and Private Wagon Companies and cover an important and growing segment of Rail Freight Transport. They commit themselves in future to speak with one voice in Europe on matters of common interests. Nevertheless, they will remain independent and be free to pursue issues which are particular to their respective organisations

The signatories share the conviction that an efficient freight transport system requires higher quality and productivity of rail freight services which can only be achieved through intramodal competition.

In the light of the current evaluation of the implementation of the First Railway Package and the White Paper of the European Commission, the four associations have come to the conclusion that urgent and joint action is needed in order to contribute to the implementation of the relevant EU legislation both *de jure* and *de facto* in all Member States. To achieve this, the four associations will work on a set of concrete issues summarised below and seek close contacts with all relevant European institutions and Member State's governments:

- Antitrust/competition issues
- EU legislation, including compliance by member states
- Infrastructure, cooperation of infrastructure, from
- Regulatory Bodies
- Rolling stock (harmonisation, pricing, dismantling, 2nd hand market)



Memorandum of Understanding

Parties hereto

This Memorandum of Understanding (MoU) is an agreement between the following Associations:

ERFA – European Rail Freight Association
ERFCEP – European Rail Freight Customers Platform
F&L – European Freight and Logistics Leaders Forum
UIP – International Union of Private Wagons

Objectives

The aforementioned Associations share the conviction that the current European rail freight market is not currently achieving its potential. In the interests of the European economy and the environment, rail could contribute, to a much greater degree, to an efficient freight transport system. This requires higher quality and productivity of rail freight services. Intra-modal competition is the most appropriated tool to reach it. The legal basis for competition is already created but, unfortunately, full implementation of the legislation and the parallel commitment to making it work is still insufficient, at least in some Member States.



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Joint Action Plan

Legal performance

- Genuine Competition

Legal performance

- **Genuine Competition**
The EU member states of railroads this is still about 40%, more than 10 years after the start of the liberalisation process. The figure indicates that the current European legal framework may not be, or be less, a sufficient instrument to enable the rail freight market.

Objectives:

- Equal market access and conditions for all operators.
- Fair framework conditions between transport modes, making rail more attractive in comparison with other modes.
- Transparency and stability of market rules and subsidies, which create market confidence.
- Development of new agreements and operational practices.
- Creating new incentives in favour of high performance of infrastructure on national and cross-border levels.
- Promoting strengthening of current legal framework by complementary law where necessary.
- Review of current working and conditions of transport workers.
- Encouraging existing practices that make smaller and coherent use.

Operational performance

- Improvement of Service Quality
- Competitive Charges
- Recognition of Wagon Keeper
- Support of Single Wagon Traffic
- Set-up of rail freight network

Operational performance

- **Improvement of Service Quality**
The EU railway operators will be encouraged to consider the design of passenger services as a competitive advantage. A group of the infrastructure managers (EU) is developing a common set of standards for the railway, which will be implemented in the near future. Existing national performance measures might not be the right one for reporting quality in the context of cross-border operations. Operational issues due to the high level of complexity of these systems.

Objectives:

- Increase the capacity of the infrastructure by promoting investments for both national and cross-border operations.
- Establishment of coordination mechanisms between RUs and the development of performance-oriented management systems (new) to increase the performance of infrastructure management.

Technical performance

- Interoperability

Operational performance

- **Competitive charges**
Plans for the sector to use the use of infrastructure and related facilities as a market mechanism are complex, or reflecting the terms of the 1st Railway Package in respect of freight rail. They do not reflect the 1st Railway Package objective to take into consideration the needs of international rail freight.

Objectives:

- Clear and transparent performance based funding of infrastructure management.
- Full and fair access to infrastructure and related facilities.
- Absence of cross-subsidisation of rail freight traffic in the context of rail passenger traffic.
- Market transparency of charging infrastructure and facilities.
- Harmonisation of basic access price calculation mechanisms and their consistency.
- Ensure a fair working field to allow rail freight to become competitive in an open market, including existing markets, which have access to the use of infrastructure maintenance and renewal.

Investment performance

- Funding into TEN-T corridors

Mode performance

- **Leveling of competition conditions between transport modes**
Competition between the rail sector and other transport modes does not take place on equal terms. In particular, costs imposed in the context of road and aviation are not borne by those which are responsible for creating the cost. In comparison rail's internal costs are much lower than in other modes. Therefore, new EU measures imposed on rail freight should take into consideration the particular role of rail freight as most environmentally friendly transport mode.

Objectives:

- Reduce existing regulatory programs for the existing rail freight wagon that will not encourage the competitiveness of rail freight.
- Encourage fair internal cost competition of EU level.
- Encourage infrastructure access rules that allow national costs and promote should be used for the upgrading of the infrastructure of all transport modes.
- Reasonable allocation of EU funds for rail and road to allow for a more flexible and fast change in modal split.
- Application of modal split approach to new member states to the detriment of existing rail infrastructure (and modal split) in EU.
- Adopt infrastructure access to marginal costs or discuss the possibility of freight on major lines, versus application to market conditions (used in several EU countries 2001-02). Regarding a level playing field between the transport modes freight rail is the one that access to the network for freight concerns.

Mode performance

- Levelling of competition conditions between transport modes