



# MARKET PLACE SEMINAR

INLAND HUBS: KEY TOWARDS  
RAIL FREIGHT  
CORRIDOR DEVELOPMENT

## Estimated time of arrival

Challenges within a complex  
logistics chain

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## ESC – the European Shippers Council

- ESC represents the logistics interests of manufacturers, retailers & wholesalers
- ESC members are national shippers' associations, sectorial associations & corporate members
- ESC has 4 modal councils, including a Railway Transport Council, + a Trade Facilitation Group
- Councils meet 3 times a year & work on improving transport conditions for shippers by engaging with policy makers & fostering the emergence of best practices

## What do cargo owners want?

- Punctuality is the main KPI. As performance in that field is disappointing tracking solutions & ETA information are top requests
- Cost-competitiveness comes first. Total Cost of Service Delivered is the value which is considered, including the costs related to covering the risks of non reliability (more stock, more wagons...)
- Responsiveness to planning requests (new routes)
- Attractive lead times and frequencies (relevant to needs)
- Minimum level of flexibility to adapt to changes in demand and be able to face constrains/hurdles in railway operations

## Why is Estimated Time of Arrival so important

- Operations at ending point of rail transport - railroad terminal – shipper's production or distribution facility - customer - can be significantly impacted by delays
- Tracking gives information on the positioning of the train/wagon/load but not on the time of arrival
- Realistic ETA given sufficiently ahead of arrival may allow to re-plan downstream operations or to launch substitute deliveries
- Capacity to deliver consistent ETA information is a good indicator of the level of transparency of the system, first step towards so much needed cooperation and efficiency improvement

## Tracking & tracing services are important too

- Real time tracking can be used to locate idle single wagon loads on tracks or at clients' premises.
- Tracing information is relevant to analyse reasons of non performance and take corrective measures or mitigating actions
- Tracking & tracing of some physical parameters is a plus for sensitive products quality assurance
- Shippers who own wagons or rent them on a time basis can get digital information on their level of activity and on incidents

## Challenges to overcome

- Goal: Shippers want to be able to track & trace products and to get an up-to-date ETA (end-to-end visibility)
- Various issues need to be solved:
  - Provision of information by IMs
  - Exchange of information amongst RUs when more than one are involved in the transport
  - Exchange of information with other logistics partners
- Ongoing projects for multimodal (ETA pilot), SWL (Xrail), block trains, but when can end users expect ETA on wider scale?
- Will technologies be compatible?
- Shippers need reliable 'push' information, in 1 place