

Flexible rail freight transport  
- a contradiction?  
28.10.2011 Michael Lückenbach

# Contargo at a Glance

Founded	2004
Workforce	400
Transport volume p.a.	1 Mio. TEU
Inland container terminals	18
Inland container shipping lines	4
Inland container rail lines	2



# Actual Situation / Drivers of efficient “inflexible” hinterland traffic



## Drivers...

**Ocean carriers**

**Seaport terminals**

**Rail operators**

**Usage-efficiency**

## Significant factors...

- **Size of vessels (Triple E-Class)**
- **Increase in “Moves per call”**
- **Limited handling/yard resources**
- **Slot availabilities sometimes critical**
- **Limited capacities (train paths, tractions, equipment, staff..)**
- **Lean Production (Shuttles...)**
- **Reducing cycle times**

# Flexible rail freight transport – A basic necessity for ...

**Core Products  
like Contargo's**



**Win/Win for both  
transport modes**

**Peaks**



**Low/High water  
Periods**



**Customized  
Solutions**



**Empty Positioning**



**Cases like  
"Waldhof/Loreley"**

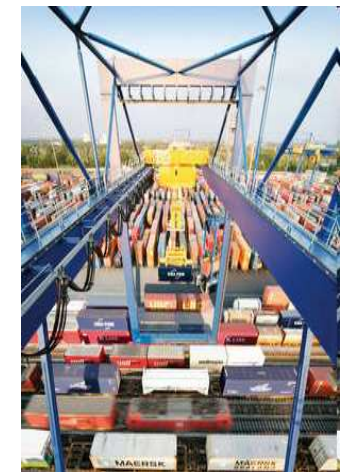


**Flexible rail  
transport is  
NOT A  
CONTRADICTION**



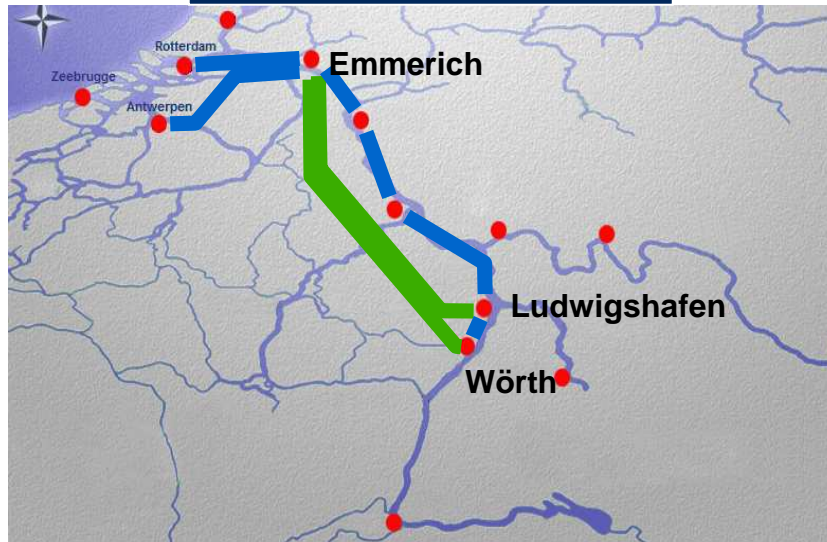
# Experience of flexible rail freight transports from Contargo's view

- Effective possibility to master different short term and medium term situations
- Benefits from advantages of deregulation of the railway sector
- Operability, e.g. depends on:
  - Available resources (traction, wagons...)
  - Flexibility of terminals (Seaport, Hinterland)
- Advantages outweigh the increased need for co-ordination along the transport chain
- Flexibility can be “scheduled” and is basically competitive



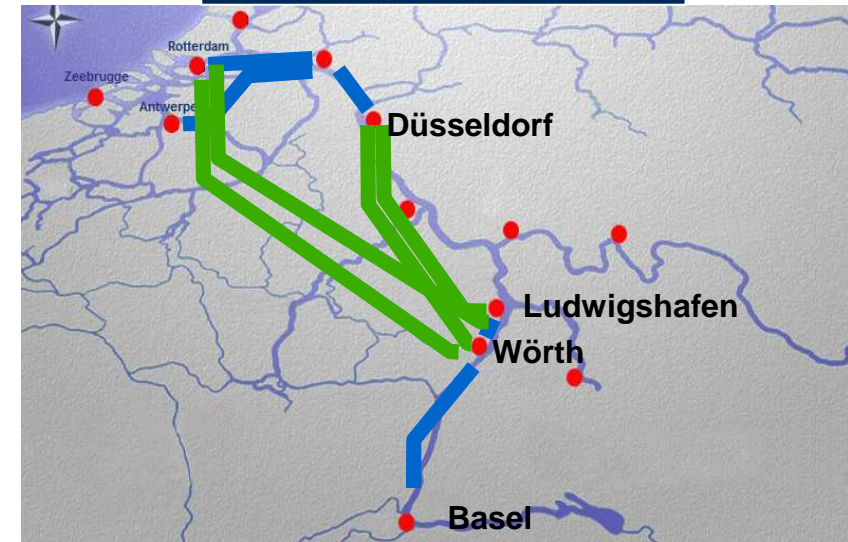
# Concrete examples of flexible rail freight transports – Low water + “Waldhof/Loreley”

2009



- Fast initialization of flexible Shuttle connections
- Restoring effectiveness (Area Mannheim/Ludwigshafen) by using own rail shuttles
- All services in one hand (Advantage: Contargo's Trimodality)

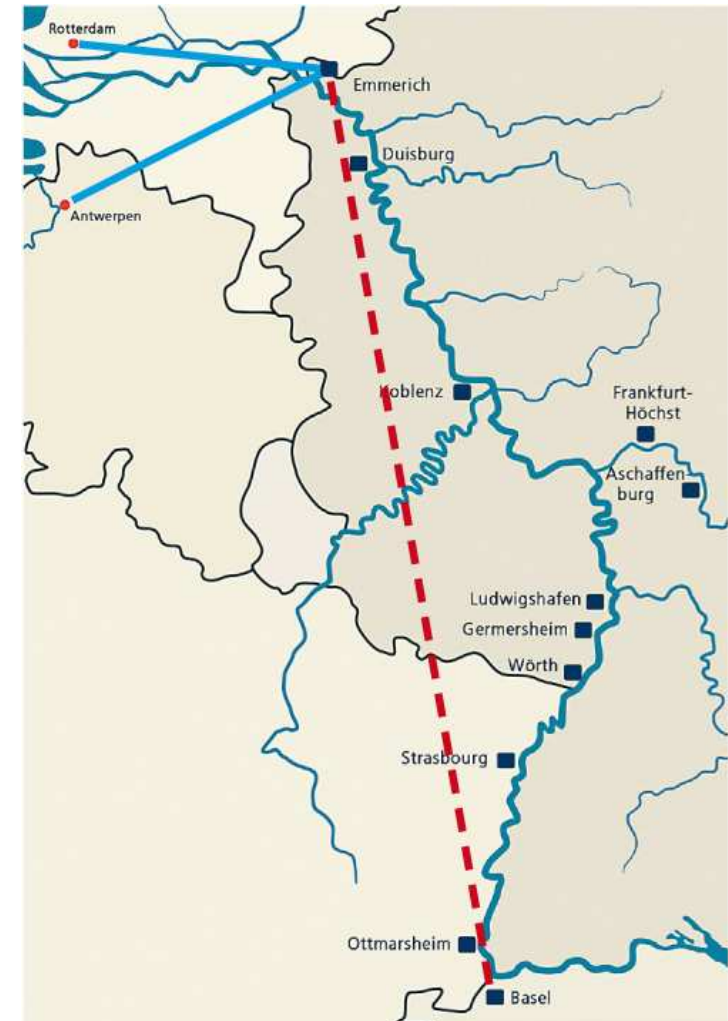
2011



- Initialization of various flexible Shuttle connections with several partners
- Maintaining basic “Barge” programme by using rail shuttles in selected areas
- Combination of trimodal and intermodal benefits

# Contargo's Basel-Multimodal-Express (BME) Flexibility – Door to regular solutions with potential

- February 2011: Contargo launched a regular trimodal rail solution between Basel and the Western Seaports
  - Previously: Connection was first implemented as a flexible solution during Low Water/High Water and the Waldhof case
- Flexible in the seaport by inland barge – fast over long-distances by rail
  - BME avoids rail congestion at seaports by using Barge connections
- System can be expanded flexibly in different cases
  - e.g. as direct trains to/from seaports





# Conclusion - Important parameters for future development

- Extension of highly-frequented and cyclical shuttle systems
  - Ideal for large flows of containers (e.g. Roundtrip)
- Maximum use of rail capacities (train paths, train length...)
- Buffer planning for flexible solutions
  - Highly-developed systems create risks which endanger both themselves and also systems which are not directly affected
- Flexibility: very often an opener for regular solutions
- Finding a balance between “ industrial rail solutions” and flexible systems: *Diversification is the key, less one-size-fits-all approaches!*







**Thanks for your attention.**

**Contact:**

**Contargo Network Service GmbH & Co. KG**

**Michael Lückenbach, M.A.**

**Project Manager Rail Systems**

**Email: [mlueckenbach@contargo.net](mailto:mlueckenbach@contargo.net)**

**[www.contargo.net](http://www.contargo.net)**