



ASIA EUROPE RAIL LINK – EXPECTATIONS OF FORWARDERS

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CLECAT

european association for forwarding,
transport, logistics and customs services

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1 ABOUT CLECAT

- European Association for Forwarding, Transport, Logistic and Customs Services, established in 1958
- European umbrella organisation of national federations of logistic operators, freight forwarders and customs agents
- Representing 19.000 companies (from multinationals to SME's and family businesses) employing over 1 million people
- Co-operating with international freight forwarders association FIATA

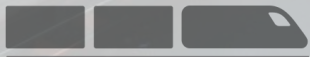
2 ROLLING AGENDA RAIL FREIGHT

- A **single European rail market** is conditional to increase competition, reduce costs and improve transparency with regards to rail shipments.
 - 4th Railway Package – ‘step forward but not a leap’
- EU Rail Freight Corridors
- Wagon Load Transport
- Cooperation and OSJD corridors
- Funding (role of EFSI in TEN-T)



ASIA EUROPE RAIL LINK

SERVICE EXPECTATIONS FROM THE FORWARDERS



3 BENEFITS

- TRANSIT TIME
 - Good service reliability
 - 17/18 days from Shanghai to Germany/Benelux
- FCL and LCL
 - The ability to take individual containers space as opposed to full train
- CONTAINER TRACKING
 - 24/7 Container monitoring along the complete rail route

4 BOOKING SYSTEM

- Transparency could be improved. Unclear whether a direct services are offered or through an intermediary
- Offer of service providers is unclear, many changes of service providers for unclear reasons
- Call for a clear and transparent booking system

5 COMPARING THE OPTIONS

- Rail is more of a competitor to air freight than for maritime transport, in particular from deep inland destinations
- **Stable lead times** (also compared to increase unreliability of Ocean Freight Carriers)
- **Speed /Reliability**
 - Faster than ocean freight
 - Transit-time: to be compared with the Sea-Air option Dubai/Europe
- **Costs** – 50-70 % less expensive than air freight and ocean/air-product (but more expensive than ocean only)
- **Environment** – better in terms of CO2 emissions