ASIA EUROPE RAIL LINK – EXPECTATIONS OF FORWARDERS

JOHAN GEMELS, CHAIR RAIL INSTITUTE CLECAT
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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
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)
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
• 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
• 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