

Ralf-Charley Schultze



Mr. Ralf-Charley Schultze is 50 years old and lives in Vienna with his family. Before going to Austria he was responsible during five years within the freight department of the Swiss railways (SBB Cargo) for the combined traffic, the automotive business and the partner management. In this time he had the opportunity to practice liberalization and to experience so called co-competition. He has an international background, speaks fluently five languages and studied law in Germany, France and England. 10 years in different logistics and forwarding companies in Europe gave him a solid logistics background and enabled him understanding, organizing and implementing logistic processes, meeting the real needs of the market. The last five years he was director for multimodal logistics within the GEFCO group, responsible for the development of multimodal business all over Europe, with a strong focus on Eastern Europe, Russia and Central Asia. Since the 1st of January 2014 Mr. Ralf-Charley Schultze is director general of the UIRR, the international union for road-rail combined transport in Brussels.

Global Rail Freight Conference 2014

COMBINED TRANSPORT AND INTERCONTINENTAL CORRIDORS



Ralf-Charley SCHULTZE
Director General



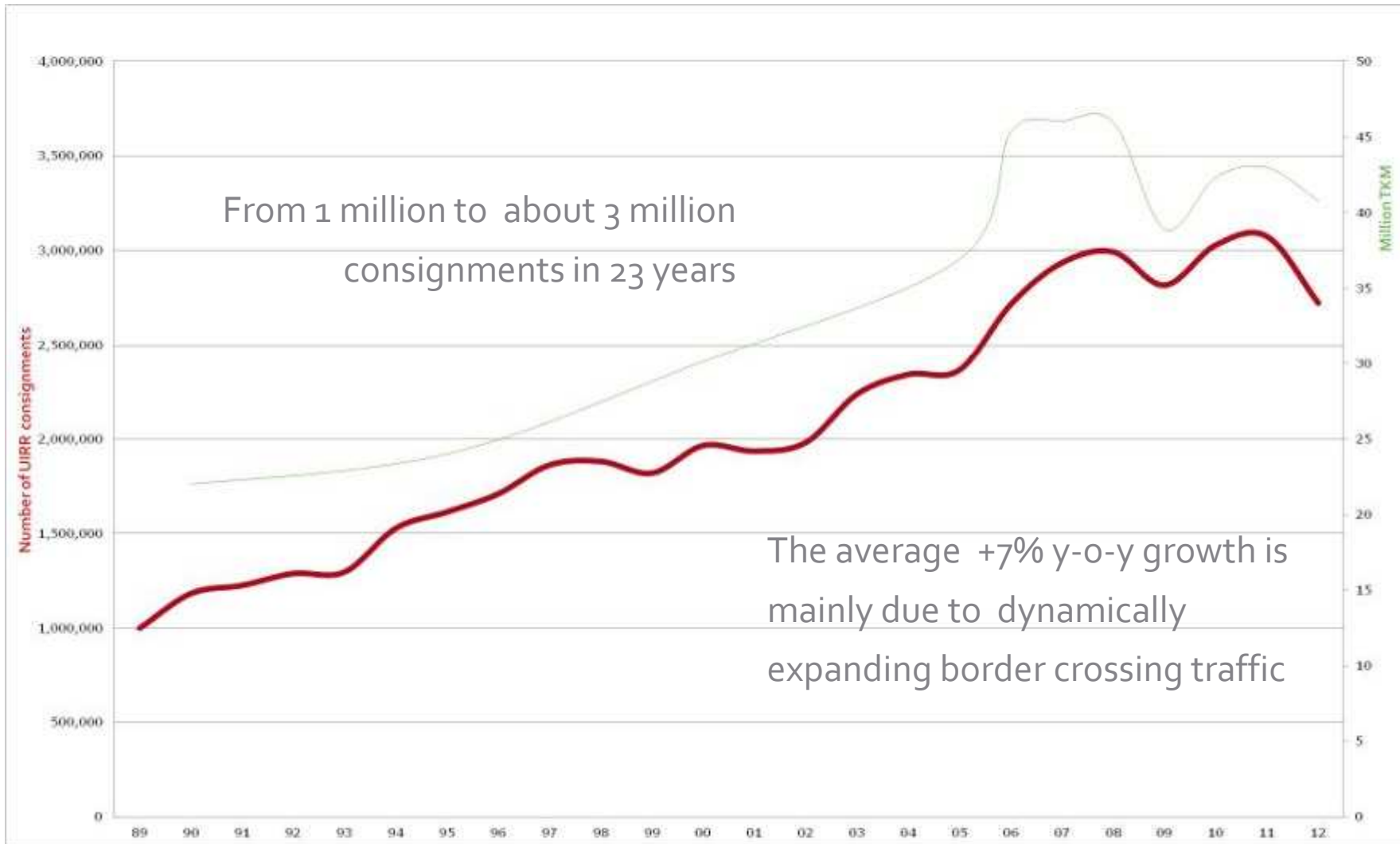
- Members: Combined Transport Operators and Terminal Managers
- Strategy: Grow the pie and level the regulatory playing field
- Homogeneous interest of all members: modal shift from road to rail
- UIRR Members: the link between road and rail
- Logistics companies: customers as well as shareholders of UIRR Members
- UIRR Members handle 2013 about 50% of Combined Transport in Europe
- UIRR founded in 1970
- seat in Brussels since 1988
- Mission of UIRR:
PROMOTE
ENHANCE
SUPPORT



Combined Transport of UIRR Members: 1989 – 2012



One UIRR - consignment is equal to one truck capacity on the road (2.0 TEU).





**PLENTY OF ROOM TO IMPROVE, TO DEVELOP
COMBINED TRANSPORT**

- Adequate infrastructure:
 - dozens of terminals
- CT services:
 - frequent regular services on every major relation
- Type of Traffic:
 - port-hinterland
 - inland EU
 - intercontinental (EU-Asia)
- Potential:
 - European Rail Freight Corridors and TEN-T development spending should contribute to the improvement of the infrastructure

9 Rail Freight Corridors continue to the East



EUROPEAN RAIL FREIGHT CORRIDORS WILL BRING PROGRESS IN LONG-DISTANCE RAIL FREIGHT

Unimodal solutions vs intermodality

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| | Unimodal solution | Intermodality |
|---|------------------------|---|
| Short-haul (positioning/distribution traffic) | trucks | trucks |
| Terminals | road logistics centres | intermodal terminals |
| Long-haul | road-only (megatrucks) | rail, SSS, IWW |
| Containerisation (using intermodal loading units) | not necessary | <i>prerequisite</i> |
| Consignors, logistics service providers | business as usual | <i>creative, innovative thinking</i> |

INTERMODALITY = INNOVATIVE THINKING IN TRANSPORT

Intermodal advantages and topics

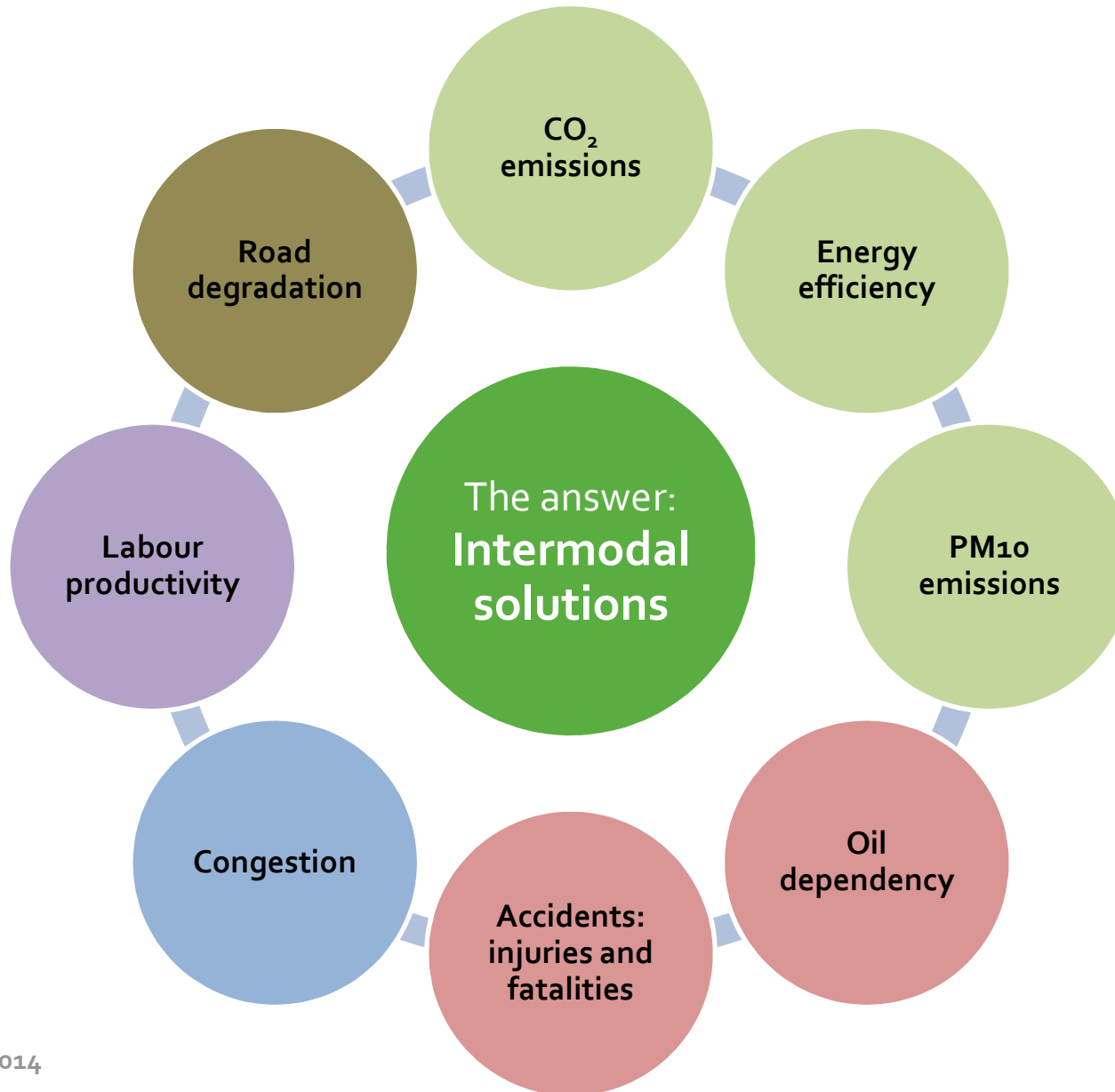
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| | |
|---|--|
| Technical merits and enhancement of the competitiveness of combined transport | |
| Primary energy needs and CO2 emissions | |
| Safety performance | |
| Total external costs | |
| Transit time and working capital | |
| Wagons (90') and Loading units (45') | |

INTERMODALITY = CREATIVE THINKING IN TRANSPORT

Clear policy preference needed



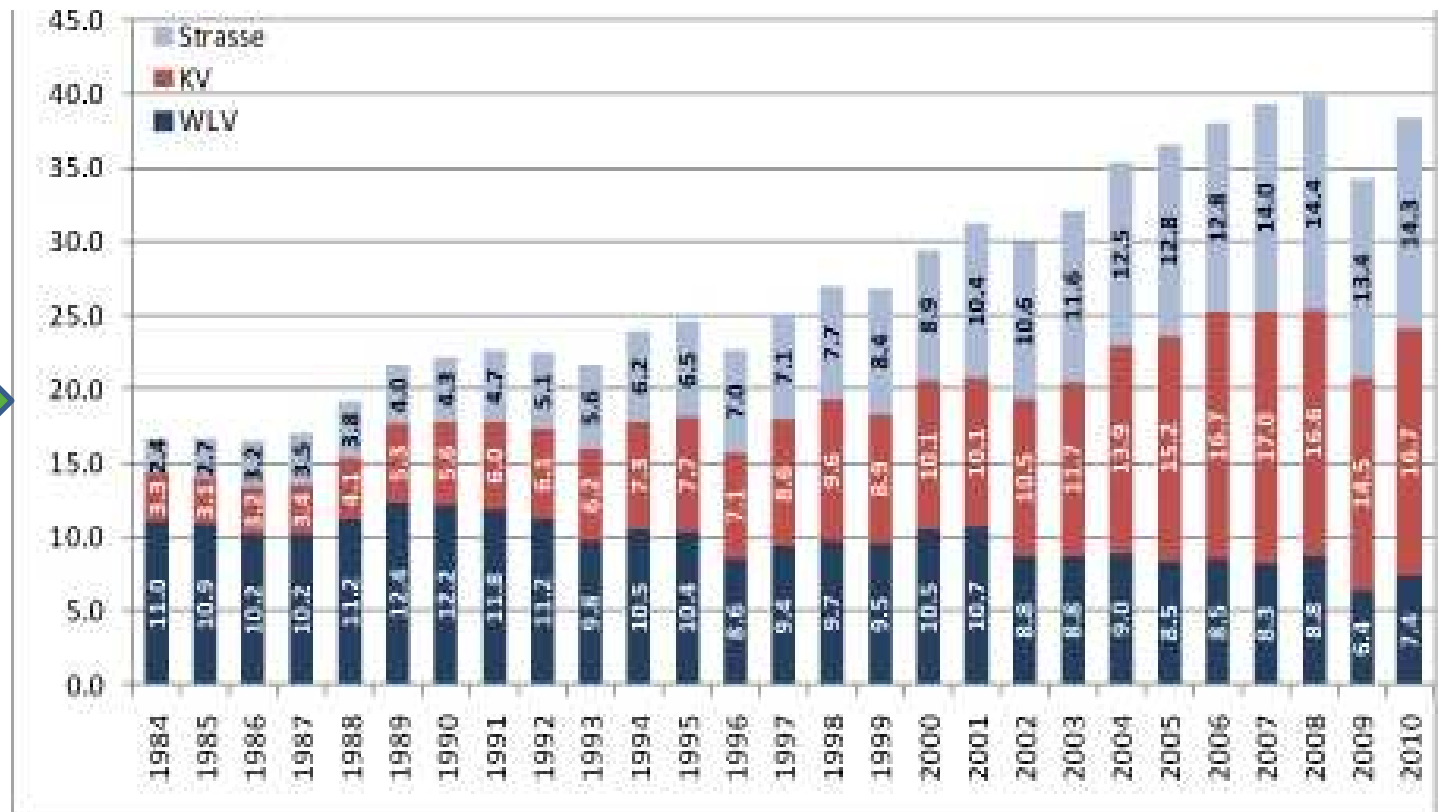
Combined Transport can do the job everywhere...



...if the framework conditions are right

- ✓ Competition and transparency: level playing field for the different modes
- ✓ Recognition of freight: train path capacity allocation
- ✓ Development of capacities: lines and terminals
- ✓ Quality and accountability

Transalpine traffic through Switzerland 1984 – 2010



THANK YOU
For your attention

