

AlpFRail for a better mobility trough the alps

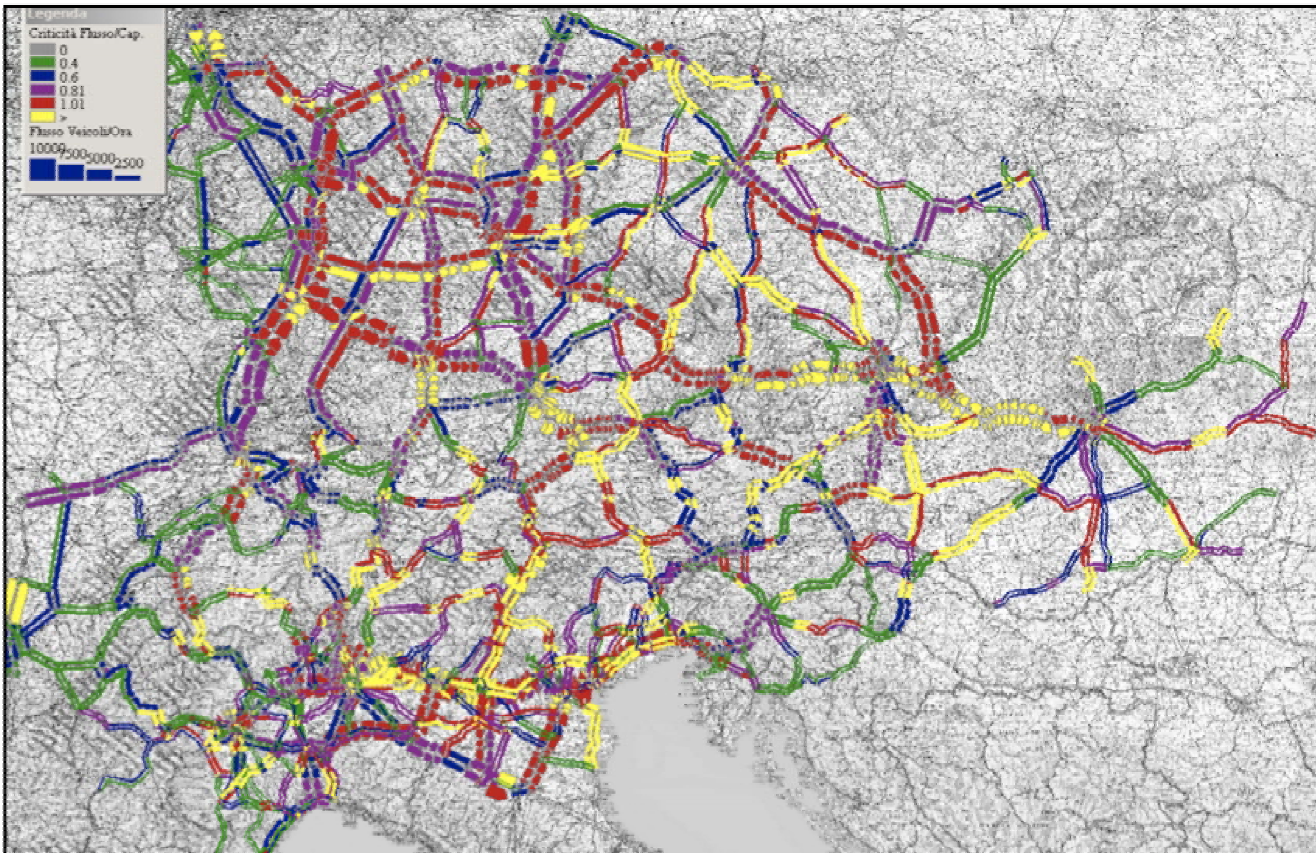
An EU project

Alessandria, 2006 october 11

Walter G. Finkbohner



The long distance freight traffic is operated better on rail



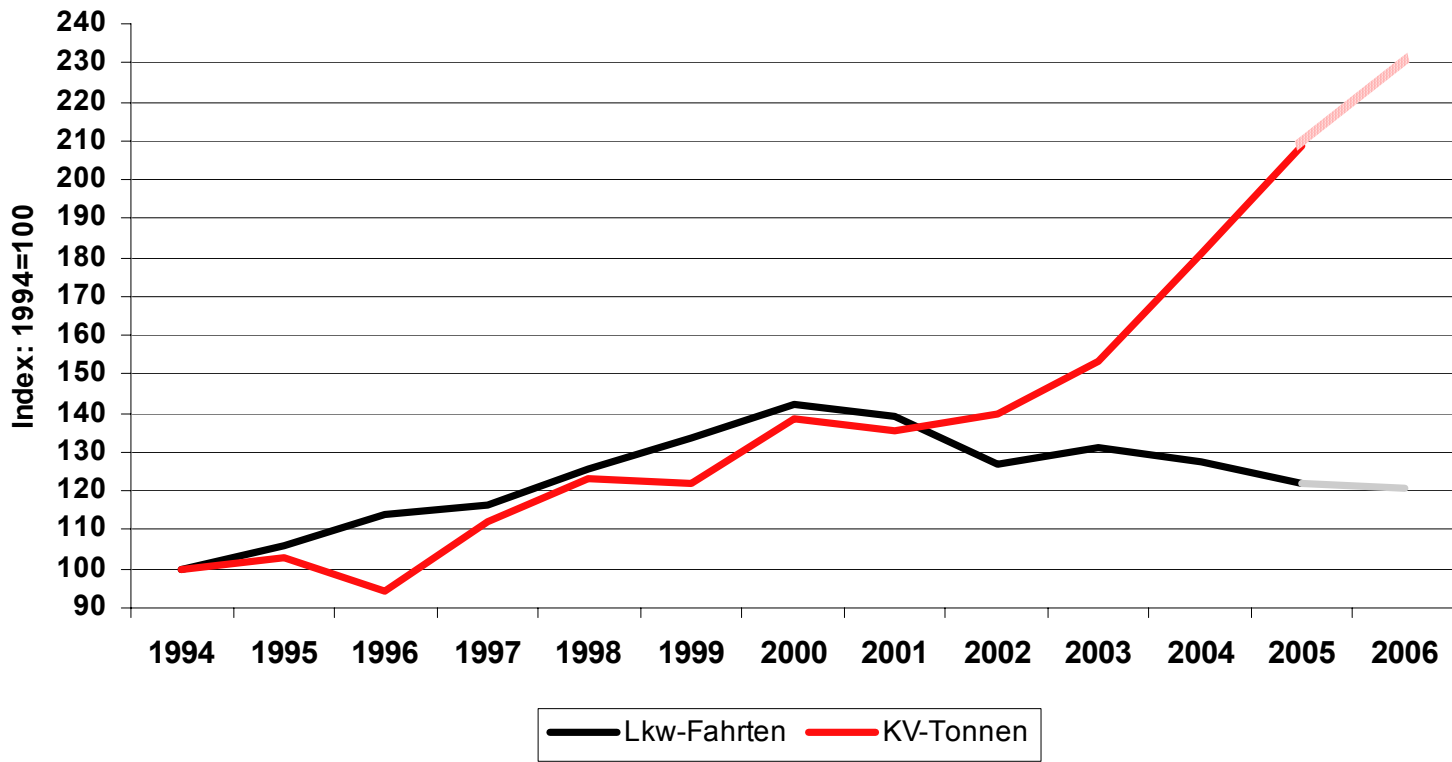
Switzerland is the pioneer in the combinated freight traffic

- For crossing the alps trucks must climb up to 1200 meters: pollution and high road costs in narrow valleys!
- Swiss electors demand an article in the constitution saying that the number of trucks on the roads must be halved.



Combined transport: a long experience!

Since 1970 trough the alps



The result from 2000 to 2005:

-14% less trucks on road, + 14 % increase on rail

- trough Switzerland:
 - 65 % of the goods on rail
 - 2007: a new 37 km rail-tunnel
 - 2016: a new 57 km rail-tunnel
- trough France and Austria:
 - 33% of the goods on rail
 - 20??: new tunnel projects Frejus and Brenner

Europe will do the same!



The Alessandria Province and the Region Donau Iler in southern Germany move the project

- To many trucks on the roads between these regions
- A lot of statistics give information ... without certitude
- Railway operators are not “in the” market.
- Final clients don't know the benefits from the combined transport



A new concept: the public office goes to the market - to the final customer

- A simple concept:
 1. Who are potential “clients” (Industries, wood whole sales, automotives, chemical products and then forwarding agents)
 2. First contact by mail with questionnaire
 3. Second contact (if there is interest) by phone and visit with presentation: questionnaire
 4. The goal: is there any interest in sending or receiving TEU's?



In Germany and in Italy: in the past seven months two groups have been working - with the coordinator

- The two groups are coordinated by a coordinator, who makes sure, that the “probable” transports are not calculated twice ...
- Together with the AlpFRail Center in Prien (Germany) he makes sure, that all the new suggestions/ dispositions from the EU enter in the project
- He organizes meetings with the combined transport providers like HUPAC, ICF, Hannibal, *Kombiverkehr*

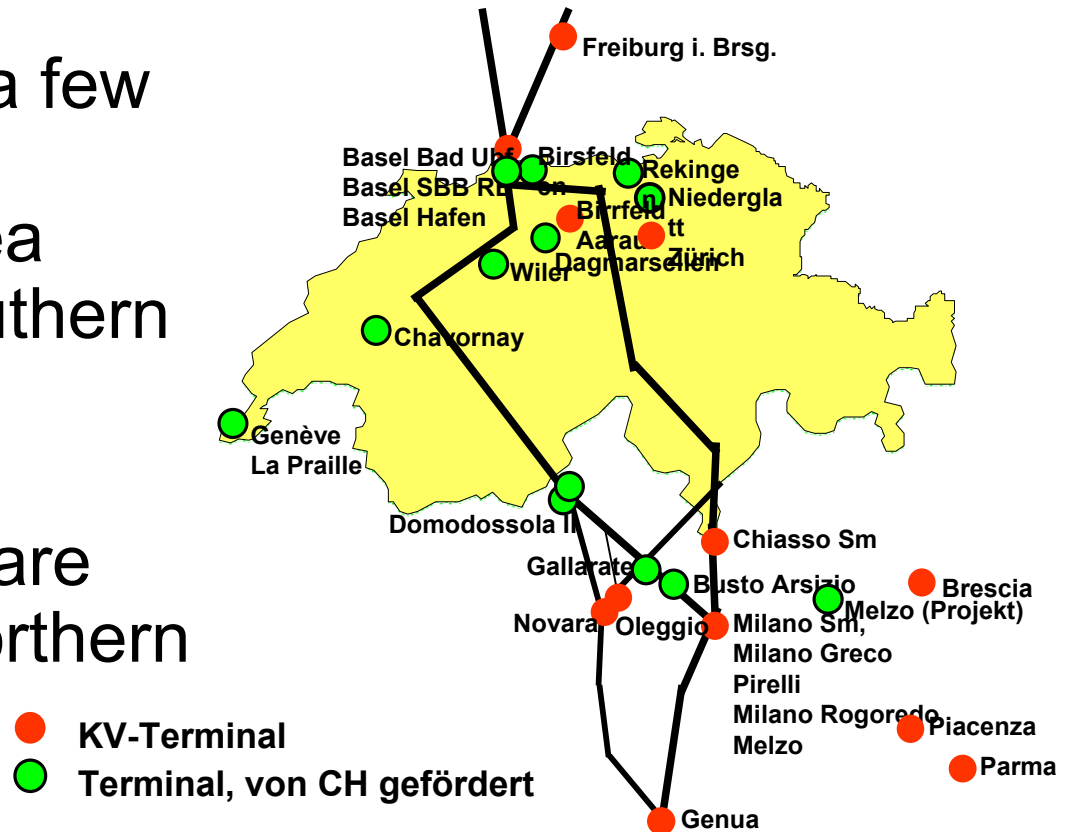
Italian customers are interested to the combined transport

- In more then 200 interviews the results in Alessandria Province show a strong interest to the combined transport, because there is more time for handling receiving/sending goods
- There is also an interest to return to single wagons traffic by rail!
- For many enterprises it was the first contact with Railway: they ask and need high reliability at the best price

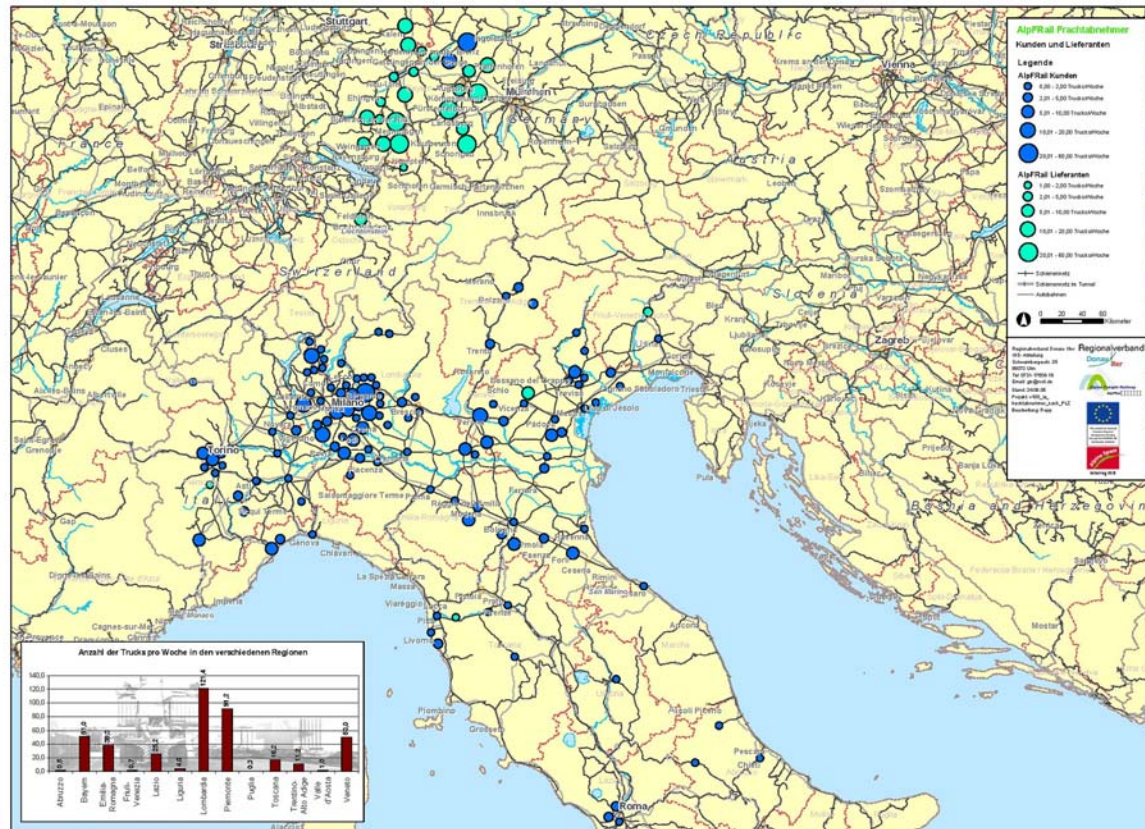


Important results

- There is only a few traffic to the mediterranean sea ports from southern Germany
- The ports of northern Italy are the ports in northern Germany and Neederland



What we know: Origine and destination of goods transported by truck



From far east to Genoa by Hamburg

- Today most goods from Asia take the way by ship to the northern ports: so the goods in Genoa, return back to the sea, where the ship passed weeks before



The story of the salad ...

- Salad from the middle east to Switzerland is shipping around Europe to the northern harbours and then by truck .. in a 4-5 day longer sea trip and consumes 8000t more fuel!
- The importation via Genoa was not possible until now due to severe Italian customs



What are the important milestones to change the situation? **Not only the hardware!**

- **Hard**

- Railways
- Terminals/connection with the road
- Special wagons
- Truck services for the local transport

**Logistic organisation with
GPS good recognition**

- **Soft**

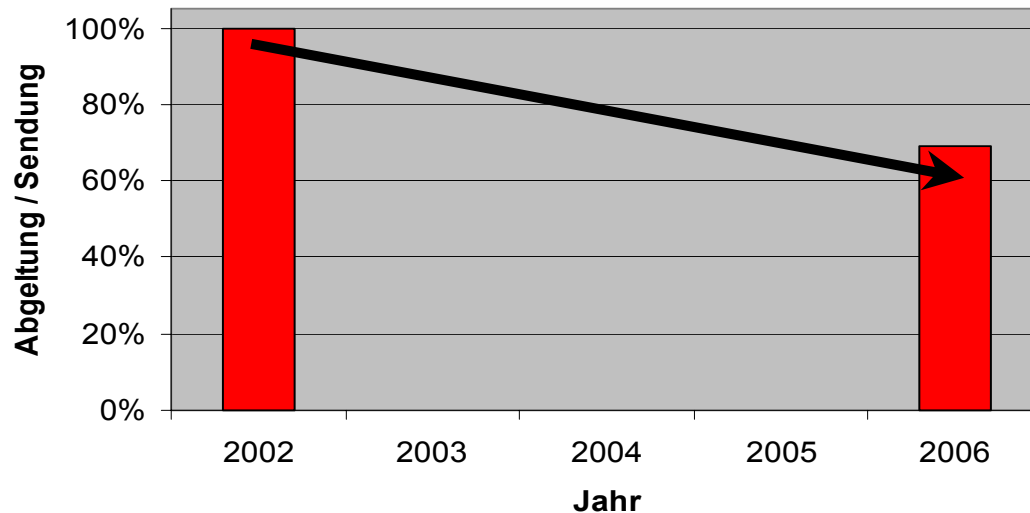
- People wanting to do a good job and who are ready to make a good job:
Confidence!
- Provider for Combined traffic; “entrepreneur”
- Customs clearance/and other services



About the price ...

- Global pricing is important!
- For instant the price for trucks on road is to cheap: higher prices on the roads or subventions on rails are the basis question!

Subventionsentwicklung



And last

- We need a good situation “interporto” in the
Alessandria Province like **terminal** for
the province economy
and the harbours!

