



ERFA ANNUAL EVENT 2019

“How to turn rail freight into a profitable business?”

ERFA aims to create a market place in the rail freight sector where business can thrive. A successful sector is one that new companies want to be part of, and new entrants participate in. The current business environment for rail freight continues to act as a barrier for private companies to invest in rail and support its growth and competitiveness. The failure of rail to make any significant gains from modal shift is a key symptom of weak competition in the market. As such the rail freight offer is not in a strong position to compete with road on price, quality or innovation. Instead a market where there are too many dominant players fosters pricing distortion; limited customer-orientation and unsustainable business models.

What is needed to attract new entrants and more competition in the rail freight market?

DATE Wednesday 3rd April 2019

VENUE Hotel Marriott, [Al. Jerozolimskie 65/79, Warsaw 00-697 Poland](#)

PROGRAMME

SEMINAR: “How turn rail freight into a profitable business?”
11.00-13.00

Welcoming words of

Andrzej Bittel, Undersecretary of State in the Ministry of Infrastructure and
Kamil Wilde, Vice President of Railway Office UTK - PL NSA&RB

How can we guarantee the fair access to all competitors on the rail freight market?

What discriminatory practices still exist today?

Gintautas Lukauskas, Commercial Director, Gargždų Geležinkelis

How can a RU best achieve a high level of efficiency in Poland? The Freightliner experience

Konstantin Skorik, CEO Freightliner Poland

Presentation of ERFA achievements and goals

*Recommendations for minimizing impact of construction
works on rail services*

Lindsay Durham, ERFA Chair and Maciej Gladyga, Director IGTL

*How the Independent can stimulate performance and growth in order the sector reaches the objective 30 in
2030*

Annika Kroon, Deputy Head of Unit SERA, European Commission

Lunch

13.00-14.30

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