



ERS Railways
CUSTOMER DRIVEN RAIL SOLUTIONS

General Assembly Meeting 2014 European Rail Freight Association
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www.ersrail.com



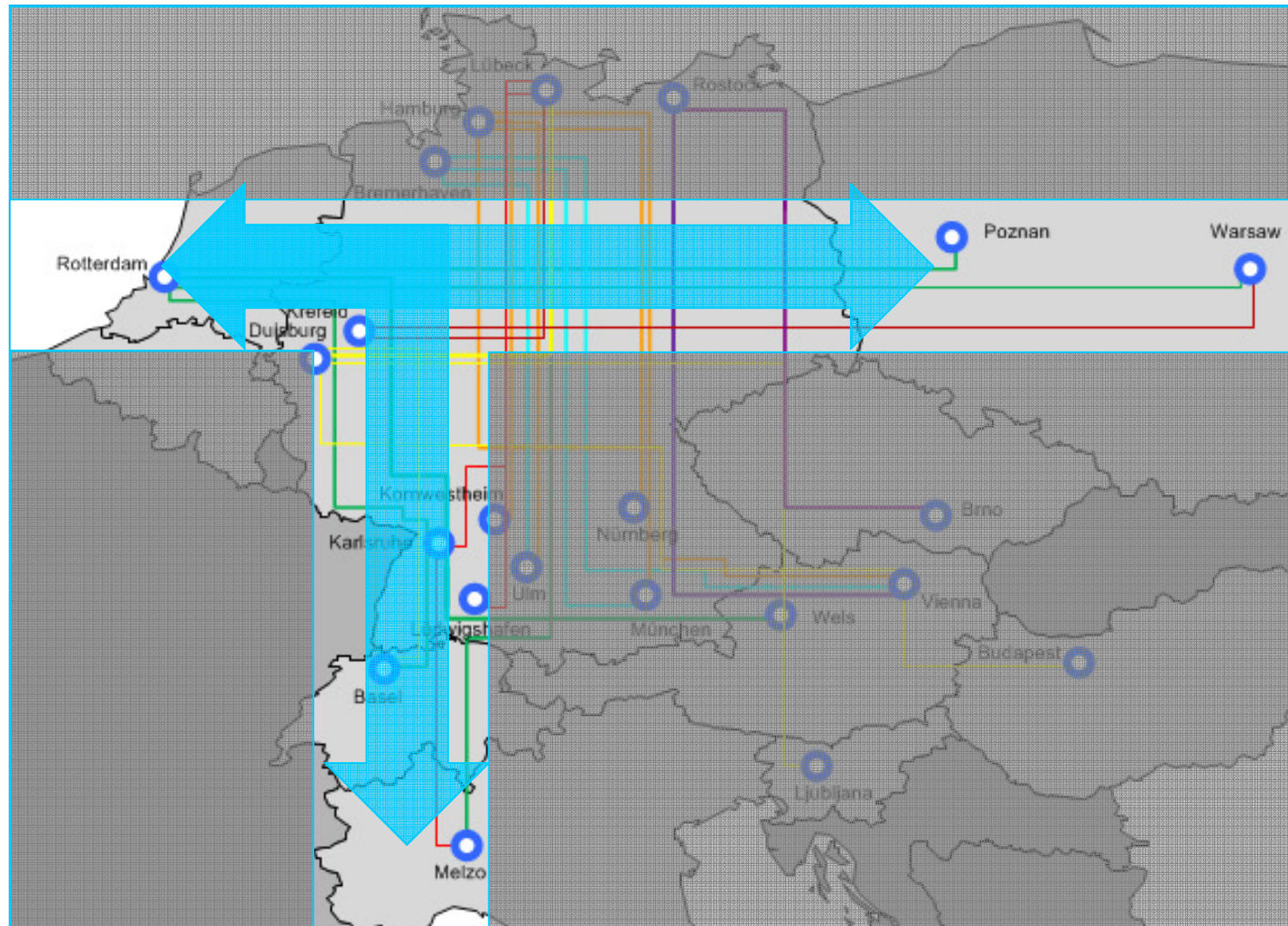
ERS Railways B.V.



- **Founded 1994 in Rotterdam**
- **Owned by Freightliner Group Ltd. and management since August 2013**
- **HQ in Rotterdam, branch offices in Hamburg, Frankfurt, Warsaw and Prag**
- **110 employees**
- **€ 115 m turnover**
- **Transport of maritime, short sea and tank containers as well as standard and mega trailers**
- **250 trains per week**



Corridor overview



Case study 1 Corridor 1: connecting the Netherlands with Italy



Case study 1 Corridor 1: Connecting the Netherlands with Italy



Connecting 4 countries

Covering 1.300 km

Transit time 23 hours

12 roundtrips per week

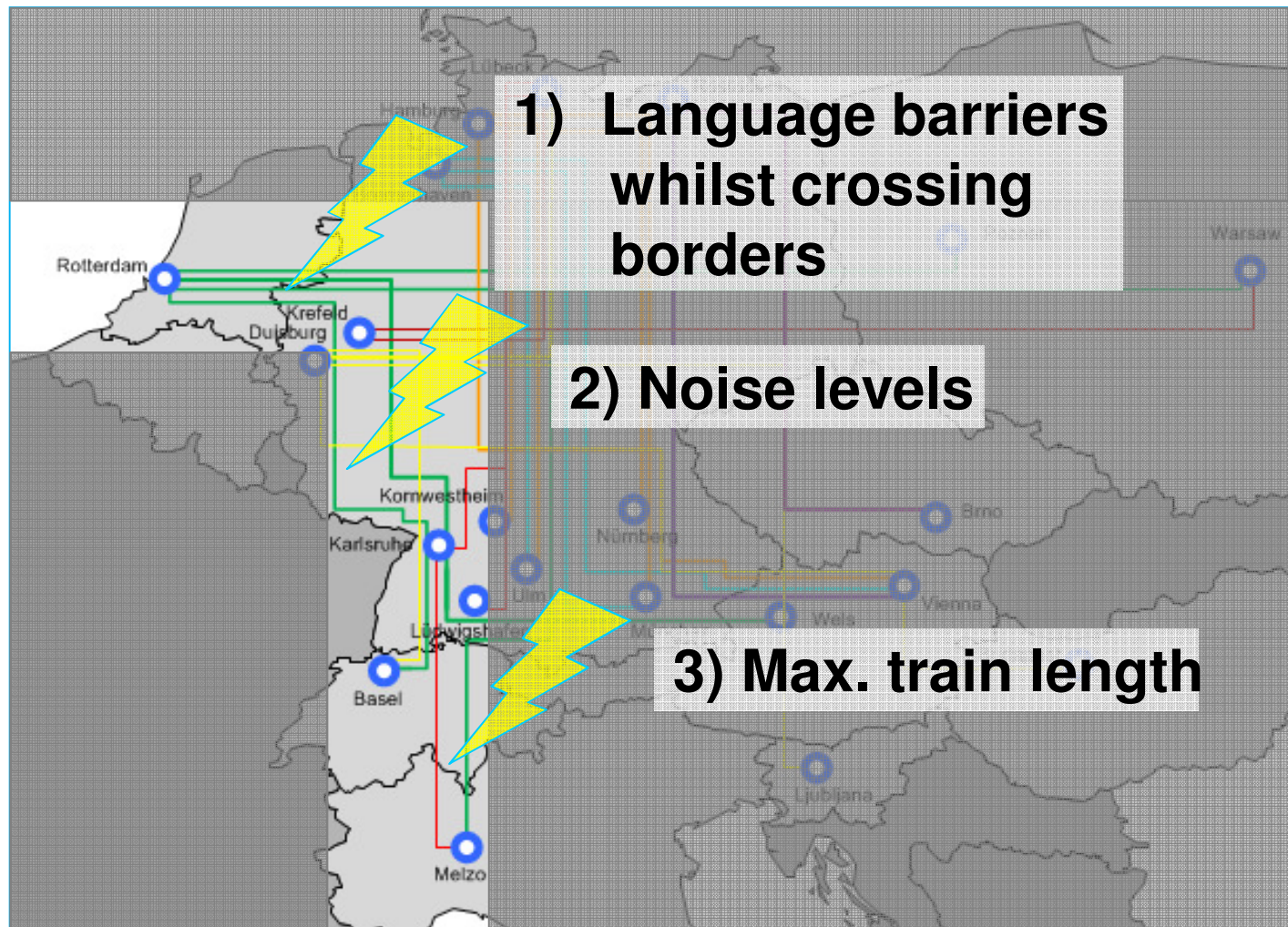
5 DACHINL locomotives

**30% of wagon sets equipped with
LL brakes**

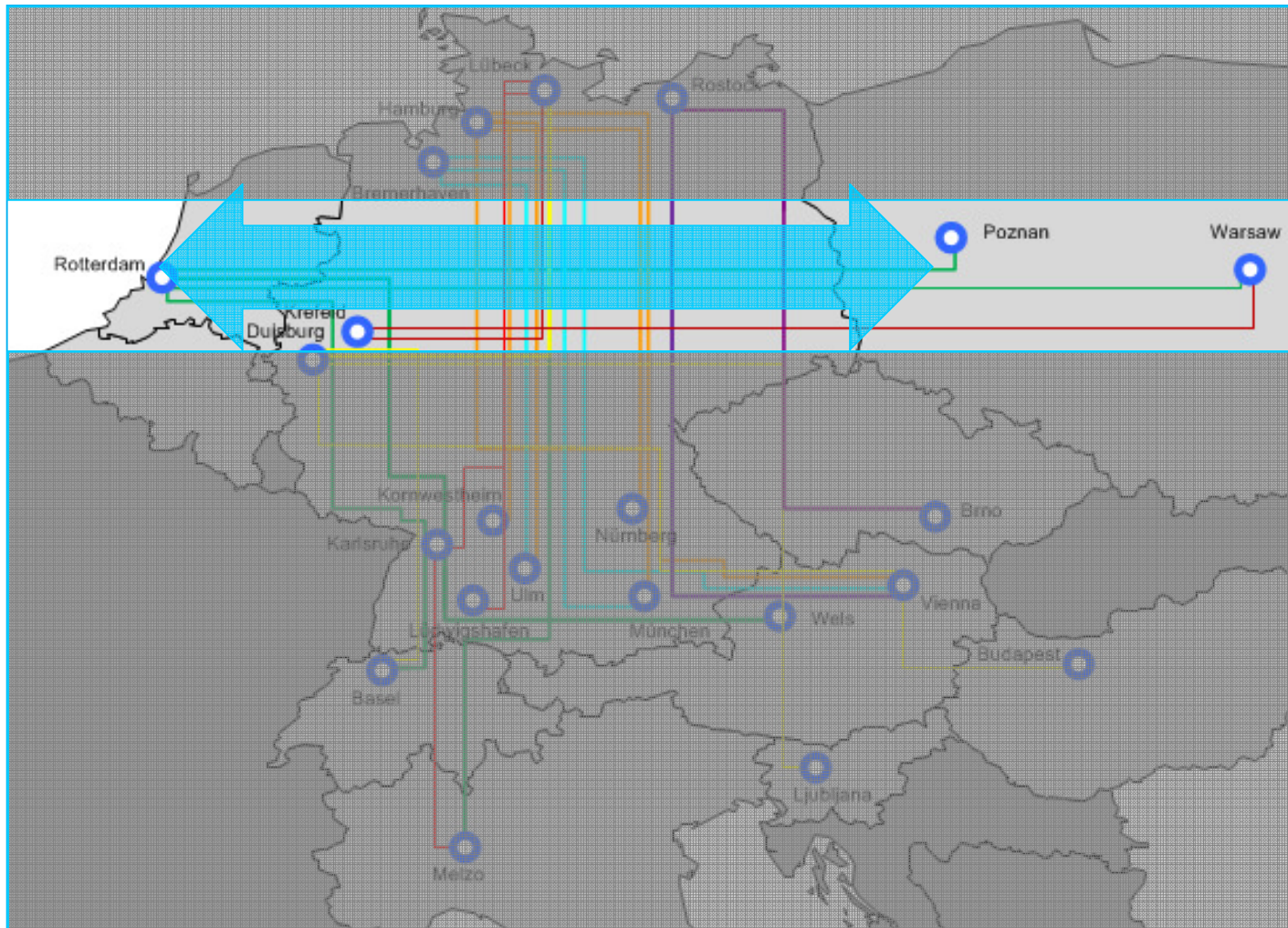


Corridor challenges hampering efficiency... ... which require action...

Some examples:



Case study 2 Corridor 8



Case study 2 Corridor 8: Connecting the Netherlands with Poland

Basic concept:

- operate an open train for a multitude of customers / businesses
- capable to compete with road based supply chains
- Gaining new volumes for rail



- Running since 2012 having carried equivalent of 25.000 trailers

Case study 2 Corridor 8: Connecting the Netherlands with Poland



October 2013 2nd place Dutch Polish Business Award

November 2013 winner of Freight Operator of the Year Award

November 2013 elected Ambassador of Innovation in Transport



Case study 2 Corridor 8: Connecting the Netherlands with Poland

Competition is road based traffic – so how to compete?

- 1) Multisystem locomotives,
- 2) Combination of container platforms and double pocket wagons carrying P400 profile intermodal units
- 3) Maximum wagon set length



Case study 2 Corridor 8: Connecting the Netherlands with Poland

Counterweighing RU ambitions to become more competitive are cost increases (amongst others) in following areas:

- 1) Energy (+ German eco tax on electricity)
- 2) Infrastructure (in general + noise related charges)
- 3) Length restrictions preventing RU from earning higher revenues per train



Food for thought ...



... when developing rail business in Europe:

**“If you keep thinking about what you want to do
or what you hope will happen,
you don’t do it and it won’t happen”**

Erasmus of Rotterdam



Thank you very much



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