

Intermodal Forum

**Shaping the future
of intermodal logistics**
Rastatt: never again

Michail Stahlhut
CEO of SBB Cargo International

Rastatt: never again!

Hyatt Regency Hotel, Düsseldorf – 6th December 2017
Michail Stahlhut, CEO SBB Cargo International AG

LAST 10 YEARS IN RAIL

Railways over a decade in a
survival & restructuring mode

Solutions to return into
an area of profit:

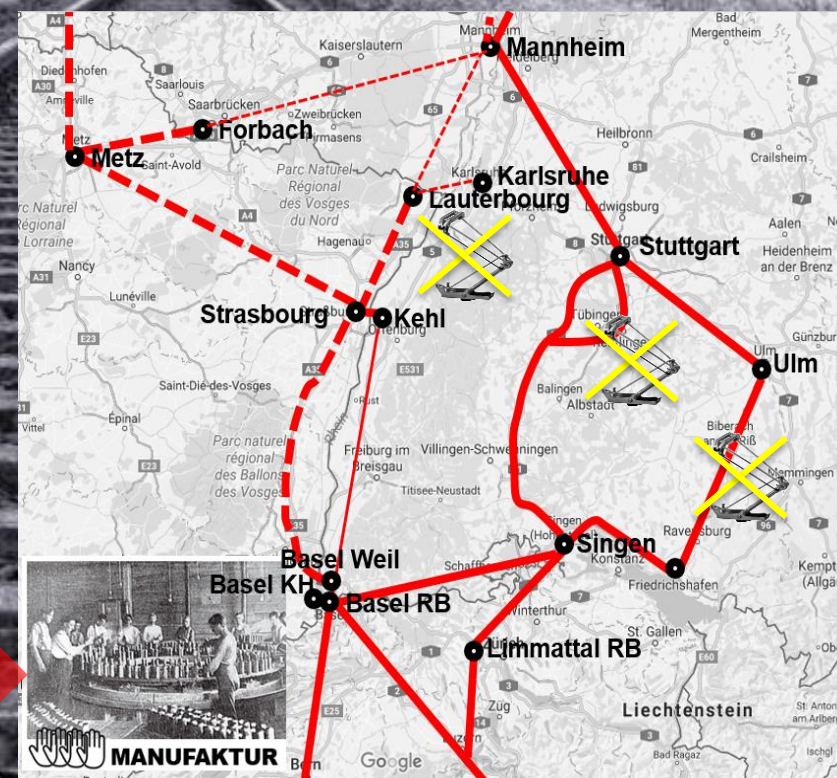
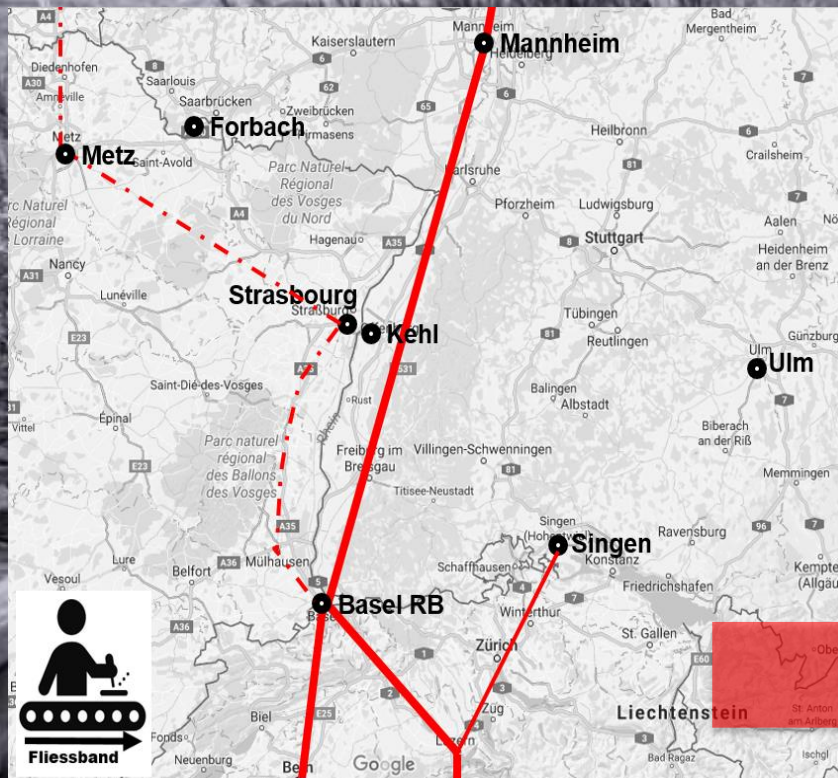
- High degree of automation
- Best utilization (*means: less reserves*) of resources on a given/stable infra-capacity

The peak load of 200 trains/day and 60% intermodal had to deal with:

1. step: capacity of 180 trains/d
2. step: capacity of 150 trains/d

Reality: effectively run trains at average 60/d (peak 80)

and here only 30% intermodal



60 ideas while Rastatt incident

- 65% IM
- 30% RU
- 5% other

30%!
sustain

Vital momentum for a change in the overall rail system



Areas of change

ORGANISATION

Strategy

- Steering transport flow
- **Do we really need 2 corridors (NSM, RALP)?**
- Need for contingency plans

More intern. Infra Operations

+5-10% bp
QUALITY

Planning

- Consistent planning from departure to arrival with **standardised parameters** (length, height, tonnage, speed)
- Synchronised **construction works!**

RULES & PRINCIPLES

Safeguarded Capacity

+15 M€
turnover
on Ralp

-10 M€
COSTS
on Ralp

Disruptions

- Clear **responsibility**
- **Bonus Malus** system that minimizes traffic disruptions >4h
- **Risk management** in place for new techniques

Improve Interoperability

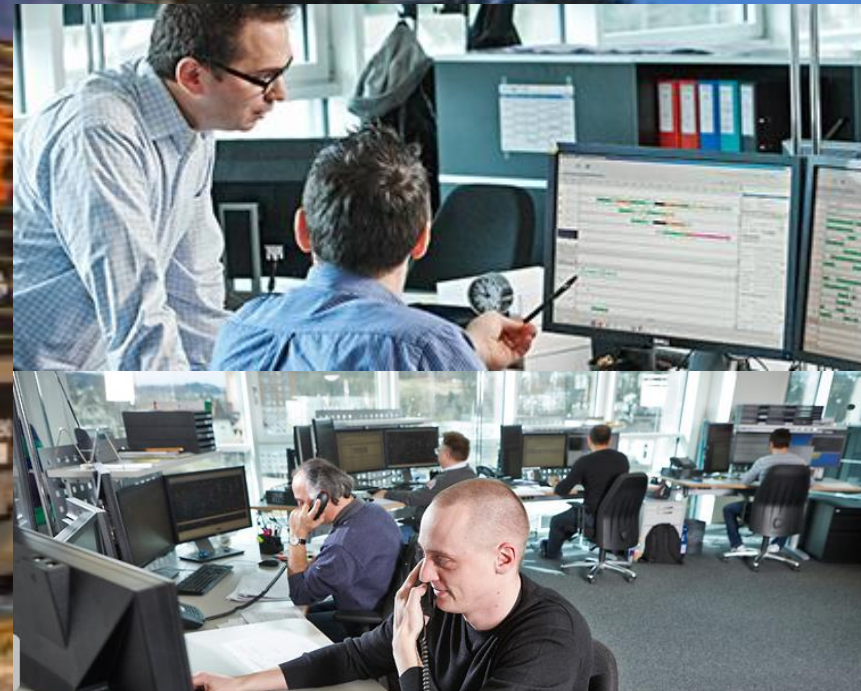
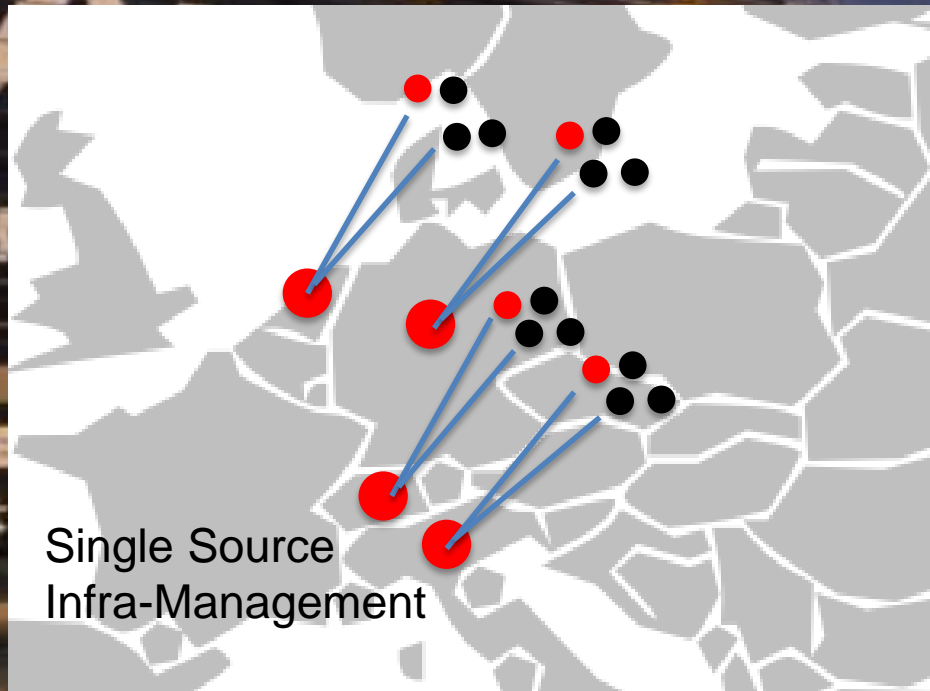
+30%
CAPA

+50%
CAPA

More intern. Infra Operations

IM: Highly reliable quality production requires a consistent infra-management from a single source

RU: With stable infra we could provide payable quality reserves into the system



- Quick solutions during operational hick-ups!
- Start with daily business not only in case of incidents

Safeguarded Capacity

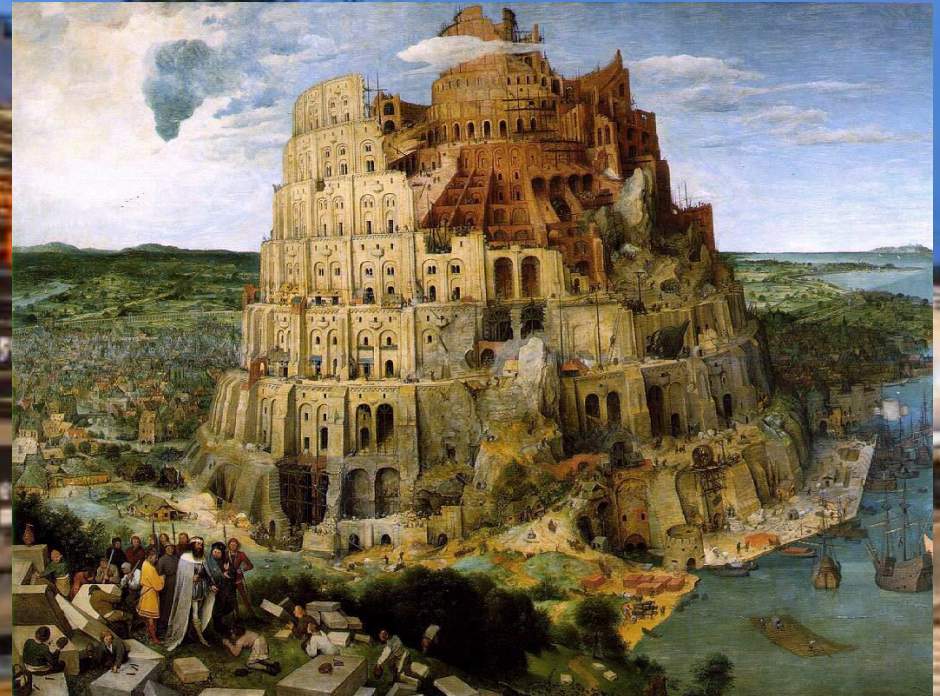
- Planned track work with 100% rerouting capacity
- In case of disruptions capacity for rail freight traffic has to be safeguarded by 80%



→ 100% must be secured

Improve Interoperability

One language, easy route knowledge,
a single pan-European office for
locomotive approvals & registrations,
justify “E” for ETCS,
one locomotive one driver in Italy, ...



- Railways provide European atheries
- The railway system has to become European!



AusgeRastatt!

 SBB Cargo International

No national barriers: one language, less regulation, one highway!

from survival
into

change mode

Thank you for your attention!



Rastattless!

 SBB Cargo International

No national barriers: one language, less regulation, one highway!