 COSMOS Final Conference

Agenda

Time	Topic / Contributor
14:00	Intermodal equipment, services and good practices Uwe Sondermann, KombiConsult, Liubomir Garchev, CEO, DB Schenker Rail Bulgaria, Ivan Petrov, CEO, Trans Express, Niklas Galonske, project manager, HaCon
15:00	Competition of the corridors in South-East Europe Statements and discussion moderated by Uwe Sondermann with Armin Riedl, CEO, Lokomotion, Janez Merlak, Chief Operations and IT Manager, Adria Kombi, Gábor Márta, Sales and Marketing Director, GYSEV Cargo, Kurt Pimperl, Sales Manager, Schenker & Co AG
16:00-17:00	Networking reception

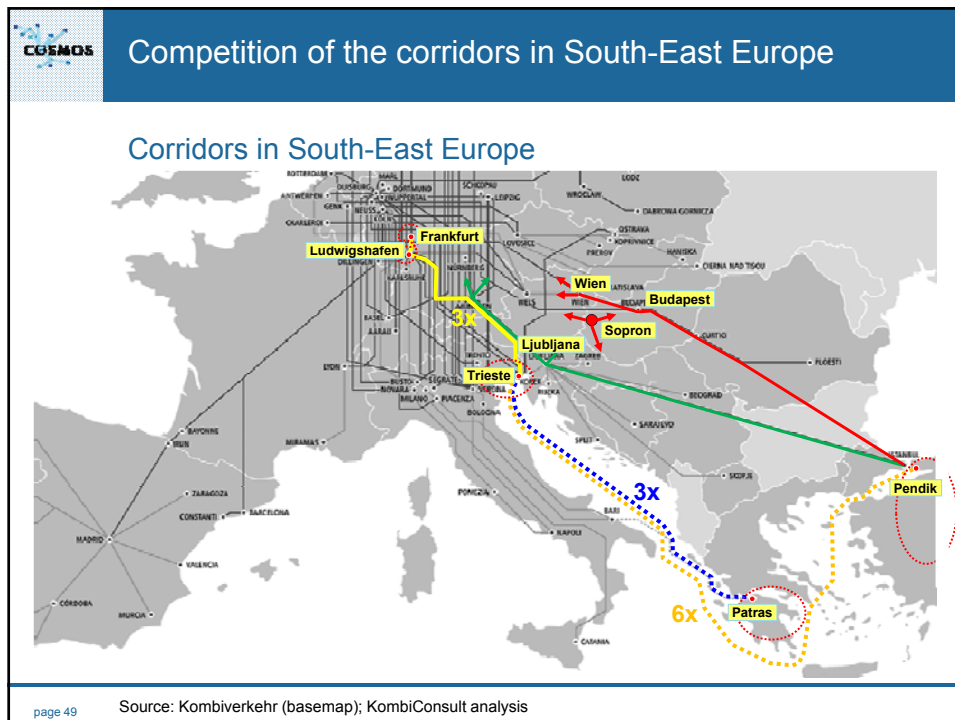
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 **COSMOS** Final conference

Competition of the corridors in South-East Europe

Uwe Sondermann
KombiConsult GmbH

Wien, 12 June 2014



Competition of the corridors in South-East Europe

Strategic competition on land and short sea routings

Routing	Road-km	Round-trip [days]
Turkey – Europe vv		
Road only	7.000	15
Ferry – Road	4.000	18
Ferry – Rail	2.000	16
Rail only - Road	200	24+

Rail land routing via the Balkan is by far the longest duration and thus less attractive for Turkish market.

page 50 Source: CREAM Final Conference; KombiConsult analysis

COSMOS		Competition of the corridors in South-East Europe					
Catalogue of incentives for CT – applications		BG	CZ	HR	HU	RO	SI
Financial aid for CT operations: start-up or continuous support of CT services;					✓		
Financial aid for investments in infrastructure, e.g. CT terminals;					✓		
Financial aid for investments in CT equipment;		✓					
Financial aid for investments in information systems, training etc;							
Derogation from Directive 96/53/EC governing the weights and dimensions of heavy good vehicles.		✓			✓		
Any special treatment as far as maximum dimensions and weight is concerned in force for vehicles moving in CT							
Exemption from driving bans for road vehicles, e.g. weekend ban		✓	✓				
Vehicle tax exemption of up to 100% for vehicles used exclusively in terminal pick-up and delivery operation**		✓	✓				
Exemptions from road usage fees or tolls for vehicles in CT							

*Council Directive 96/53/EC "Maximum authorized weights and dimensions"
**Directive 92/106/EEC "Establishment of common rules for certain types of combined transport "

page 51 Source: KombiConsult analysis; COSMOS Round Tables

COSMOS		Competition of the corridors in South-East Europe					
Catalogue of incentives for CT – conclusions		BG	CZ	HR	HU	RO	SI
<ul style="list-style-type: none"> From the „catalogue“ of incentive scheme for the promotion of intermodal rail freight transport experienced in other countries at different times and arrangements, only a few are applicable SEE. According to the Round table participants the „tax exemption“ was never used because the low volume of CT transport does not allow road transport operators to dedicate trucks to just CT. In addition to these, the European Commission provides for financial aid in the SEETO process as well the Cohesion process (see above regulations EU 1315/2013 and 1316/2016). The intermodal sector should align in order to prepare convincing project application in the TEN-T call announced for Autumn 2014 However, a coherent promotion scheme for intermodal transport in SEE is lacking, but the COSMOS Round tables brought the sector participants together and provided the Road Maps. 							

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