





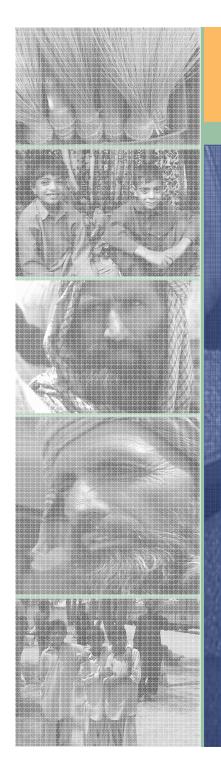


Euro-Asian Transport Links (EATL) workshop: 11-13 November 2009, Istanbul

"Container block trains in Central Asia:

Theory and practice"

Constantinos Chr. Alexopoulos
International Transport & Logistics Expert

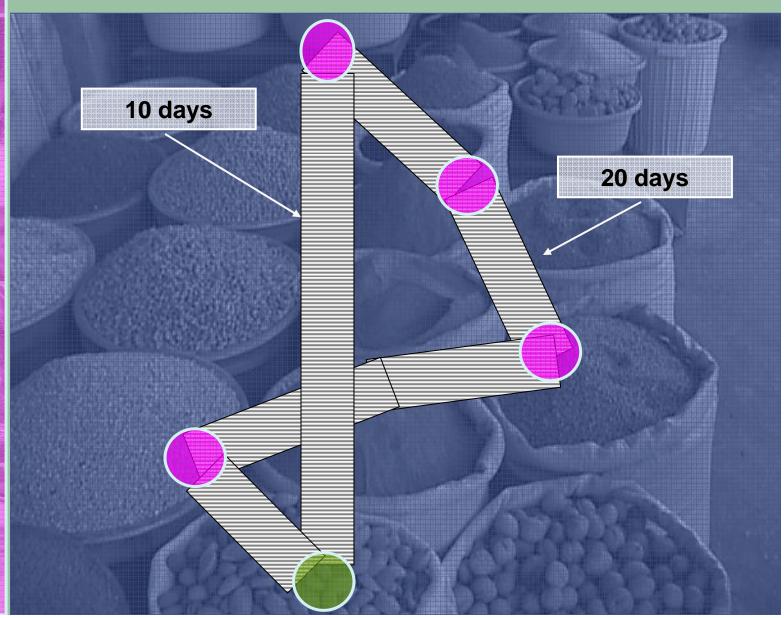


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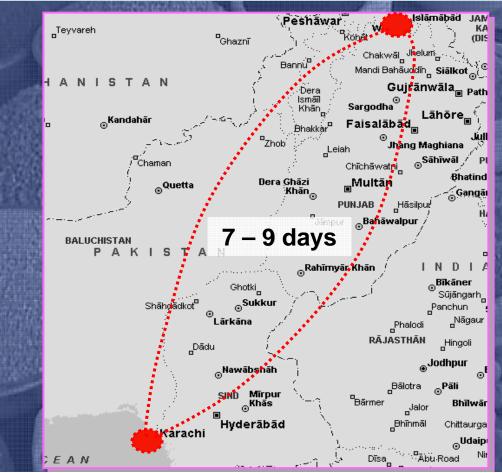
Block Trains: Fashion or a myth



Shipping Lines

Containers Market

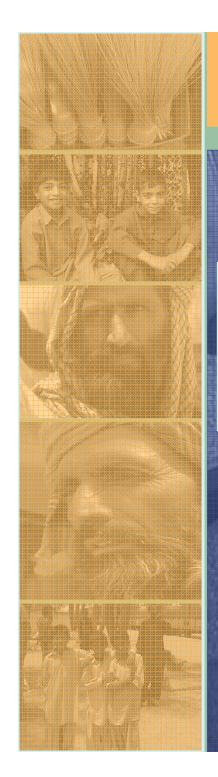




Containers Market REZEKNE BIRZAL- JEKABPILS Kaverino Velikiye Luki Volokolamsk Nelidovo^D **PSKOV** TVER' PASVALYS ROKISKIS Khlepen' .Sereda Radvilišķis KUPIŠKIS Zvenigorod Sychëvka Zharkovskiv Belyy DAUGAVPILS. KEDAINIAI. MOSCOW Dneprovskoye Gagarin_ Cholm-Zrikovskij Naro-Fominsk KELME Anykščiai UTENA Gorodok Gubino Luzhki Borovski THUANIA Polatsk KAUNO Donava MOLETAI Vitebsk Beresnevo Safonovo Hlybokae Izděshkovo Iznoski Volkswagen VITEBSK SMOLENSK Znamenka Kondrovo Lezna , 7 Casniki Kaluga Łukomi' Sjanno Smolensk Vskhody, Orsha_© Block Trainsavaria Smarhon Tologhin Maladzyechna Monastyrshchina Suyorav Kuz'minichi Hork! Yekimovichi Zhodino Augustáwy Druskinínkai Barysaw Mscislau TULA Mahilyow Grodno Seshcha Minsk MINSK Cerven Krychaw GRODNO Ul'vanovo Goniadz Dyat'kovo Navahrudak Sokółka Podbuzh'ye Bolkhov Alëshnya Klimovichí Bykhovo Zhukovka Znamenskoye MOGILEV Kascjukovicy Bryansk ... Osipovíchi_a Khotynets Nesvizh Bobruysk ⊙ Babruysk Białystok Vygonichi Karma Naryshkino Baranavičv Slutsk Darohi Bielsk Podlaski Zaleszaný Salihorsk Hlusk ORLOVSK Unecha Hajnówka⁰ Klintsy Zhlobin **PROVINCE** Naviya BRYANSK Akcjabrski Lokot' Siemiatycze Novozybkov Svetlogorsk Pruzany Maloarkhangel'sk Homel' BREST Rechytsa Zheleznogorsi Drachicyn GOMEL Pinsk Luninec Dimitrijev-L'govskij Chur'ovichí Petrikov Vasilevicy Ivanava POLANDE David-Gorodok Shostka Konyshevka _eKhoyniki Shchors L'gov Pnëvno Simanicy W/odayva Voronez Ryl'sk Naroulja Kor'urovka KURSK Krolevets RIVNE Glushkovo Oboyan' Vladimirets Konotop VOLYN Chelm Rolatnoye Borzna Belitsa. . Poleskoje Ovruch Stepan' SUMY Kafpilovka UKRAIN "Krasnystawy Rakitnove Korosten' Vladimirovka Kostopol' Sumy KIEV Romny ZHYTOMYR Malin Semipolki Lebedin Makavevka

Containers Market DB **Block Trains** Moscow Peking-Hamburg-Container-Express 7,919 km Hamburg 9,992 km 9-24 January 2008 Frankfurt (Oder) 9,611 km Minsk 8,661 km Novosibirsk 4,576 km Warsaw Brest 9,220 km 9,011 km Ulan Bator 1,606 km 500 km Peking





The big Challenge for Railways

How economies of scale are going to be created for

the Warket?

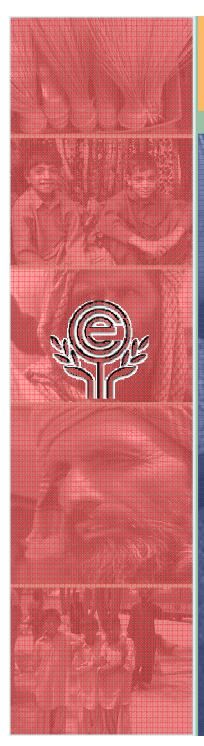
STATE RAILWAYS HAS A How, small forwarders and shippers are going to be competitive, Color Lee Tage PLAY!

the courage to export even one pallet?

•How, economies of the landlocked countries or of countries in Central Asia are going to be developed?

Be competitive? Increase their exports and visibility to the global market?

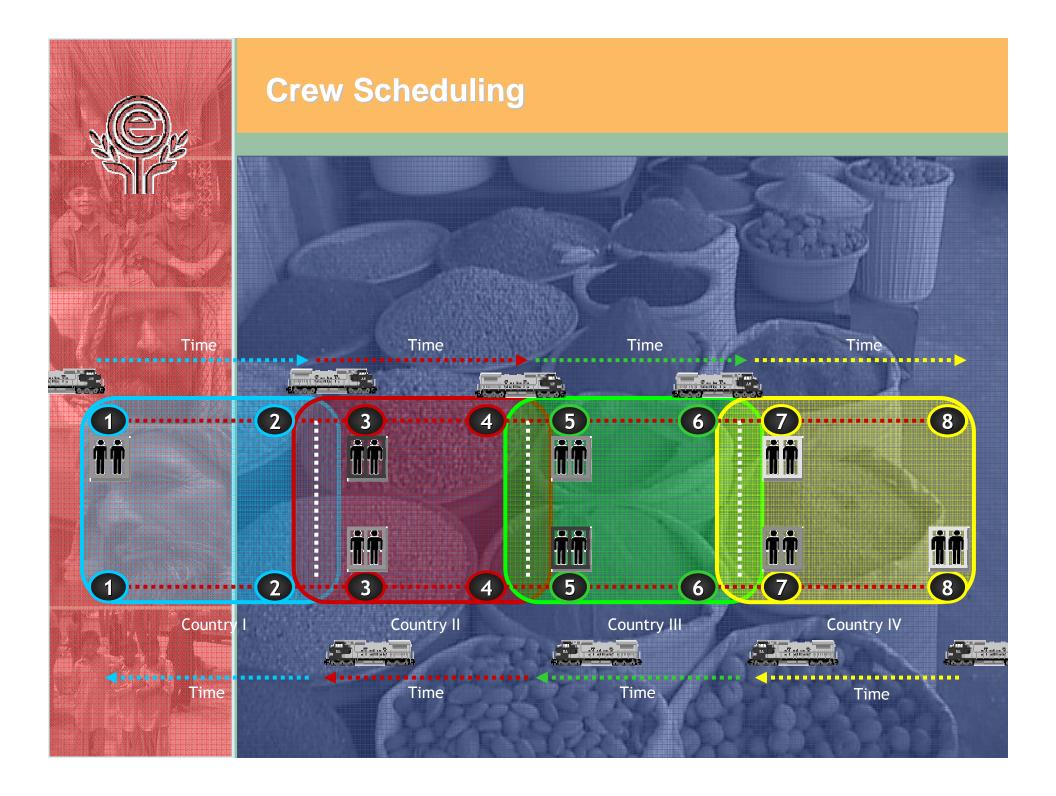




What are the main decisions?



Allocation of Wagons per Country Terminals **Ground Nodes** Country Operator I Country Operator II **Block Train** Country Operator III Country Operator IV

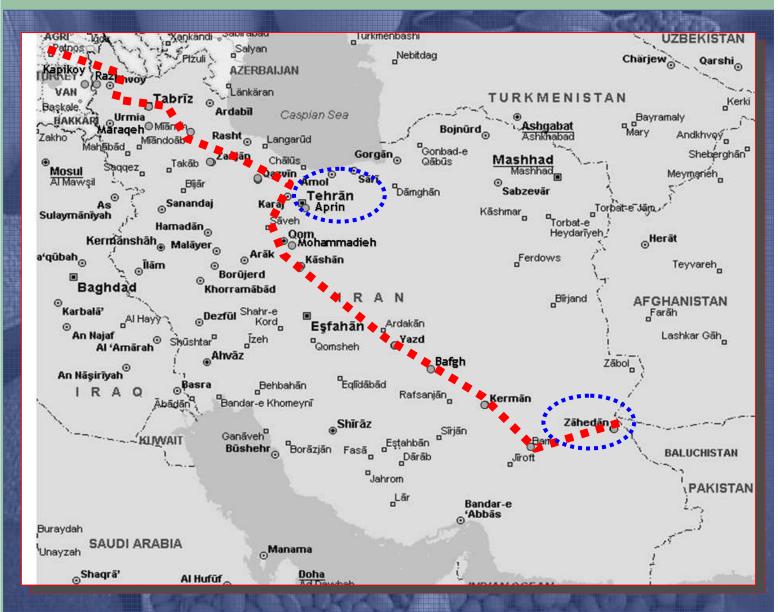




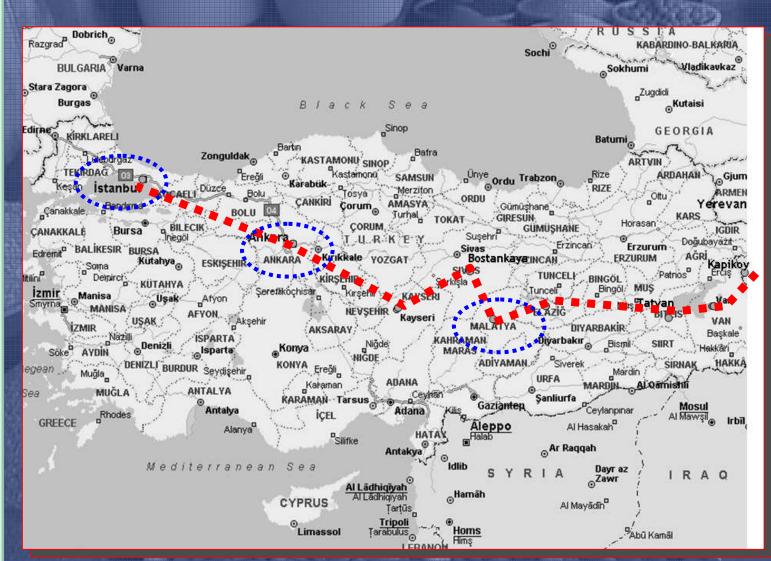


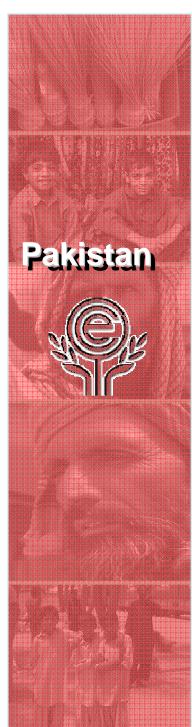
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An Integrated Time Schedule

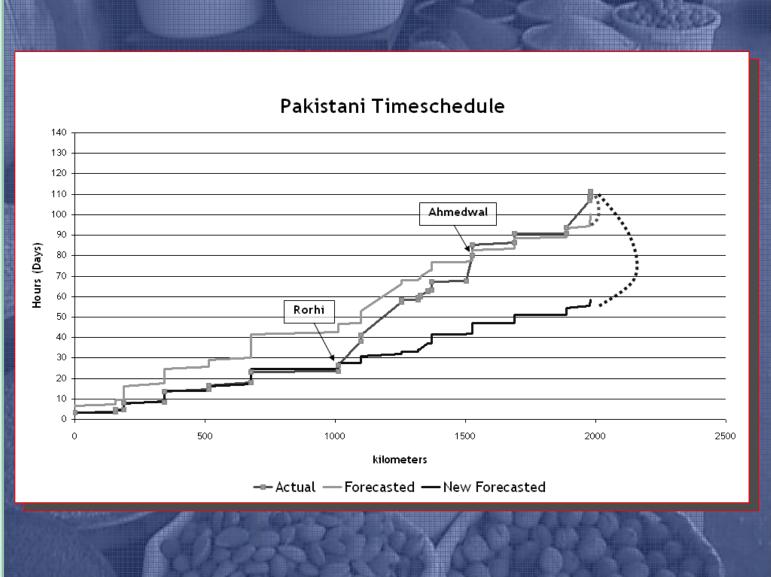








Containers Market





Time Schedule Scenarios

Scenarios concerning the Optimal Time Schedule							
Starting time	<u>Wednesday</u>	<u>Wednesday</u>	<u>Wednesday</u>	<u>Wednesday</u>	<u>Wednesday</u>		
and day	<u>at</u>	<u>at</u>	<u>at</u>	<u>at</u>	<u>at</u>		
	<u>17:00 a.m</u>	<u>07:00 a.m</u>	<u>10:00 a.m</u>	<u>13:00 p.m</u>	<u>20:00 p.m</u>		
Arriving at	Thursday	Wednesday	Wednesday	Thursday	Thursday		
Spezand(Quetta- Taftn section starts)	05:27 a.m	19:27 p.m	22:27 p.m	01:27 a.m	08:27 a.m		
Arriving at	Thursday	Thursday	Thursday	Thursday	Friday		
Zahedan	01:30 a.m	15:30 p.m.	18:30 p.m.	21:30 p.m.	04:30 a.m		
Arriving at Van	Tuesday	Tuesday	Tuesday	Tuesday	Tuesday		
lake (loading included)	13:30 p.m	03:30 a.m	06:30 a.m	09:30 a.m	16:30 a.m		
Starting trip for	Tuesday	Tuesday	Tuesday	Tuesday	Tuesday		
Elazig	18:30 p.m	08:30 a.m	11:30 a.m	14:30 p.m	21:30 p.m		
Reach Elazig	Wednesday	Tuesday	Wednesday	Wednesday	Wednesday		
	07:48 a.m	21:30 p.m	0:50 a.m	03:48 a.m	10:48 a.m		

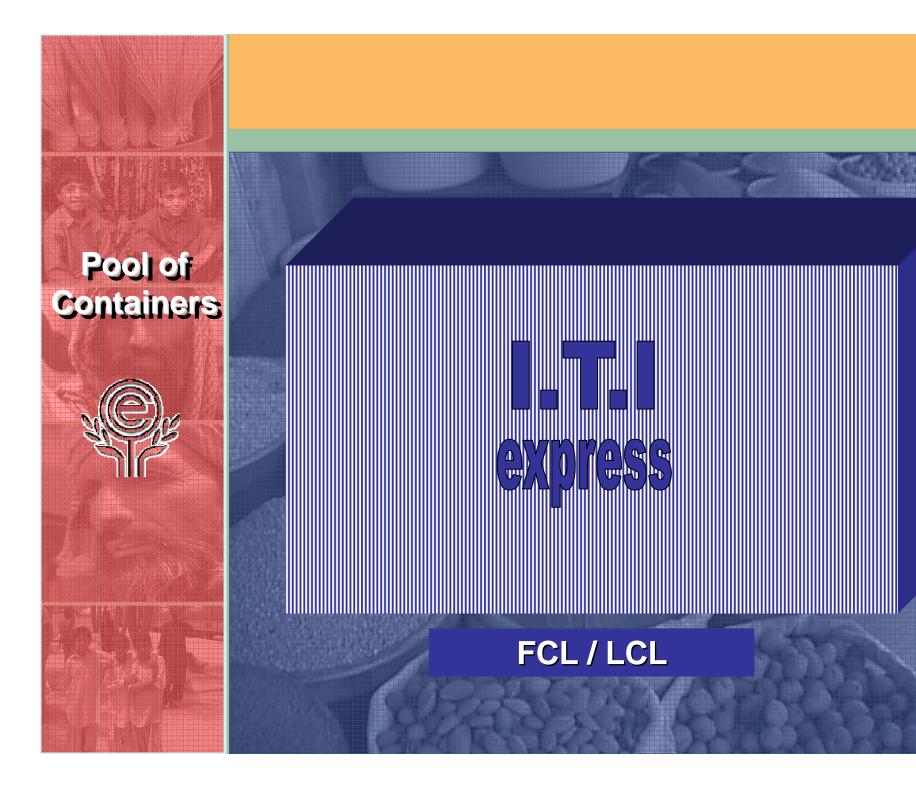


Sum of the old proposed

Sum of the new proposed

	Kilometers	Hours	Kilometers
Pakistan	1990	106 hours and 30 minutes	1015
Iran	2570	139 hours	2345
Turkey	2006	81 hours and 59 minutes	1994,97
TOTAL	<u>6566</u>	327 hours 29 minutes (13 days and 15 hours and 29 minutes	<u>5354,97</u> (1211 km less!)

diff of the flew propose				
Kilometers	Hours			
1015	36 hours and 40 minutes			
2345	96 hours and 35 minutes			
1994,97	77 hours and 17 minutes			
<u>5354,97</u> (1211 km <u>less!)</u>	210 hours and 32 minutes (<u>8</u> days and 18 hours and 32 minutes!)			



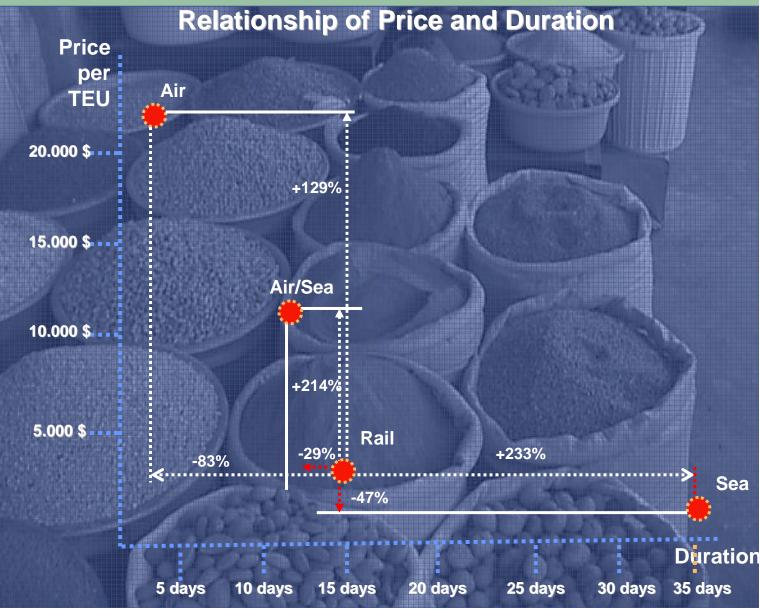




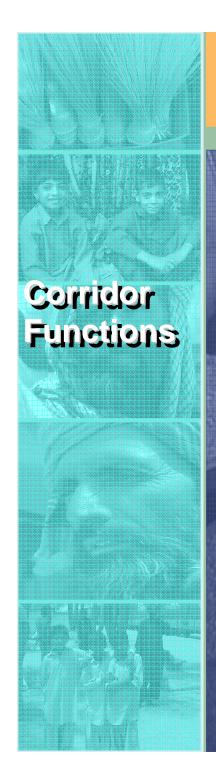
The Tariffs / Economics Revenue = Num Cntr x Price per Cntr Cost Max Loading **Point** (Best **Block Train** Loading Economics Scenario) Loss Total **Profits Break Even Points** Loss **Break Even Points Stable** Costs **Distance**

Competition

The Tariffs / Economics







Corridor Management Mechanism

Operation and maintenance of public Infrastructure and facilities

Management's role is to guide the planning and procurement of these assets. Its goal is to insure that these assets are:

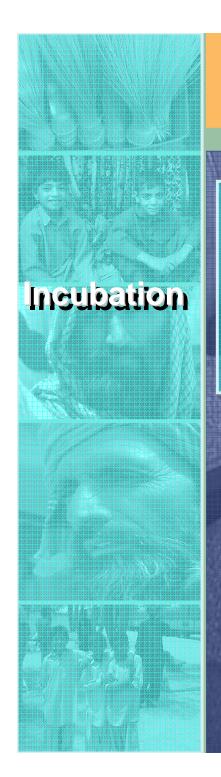
•designed to provide efficient movement of transport and cargo along the infrastructure and through the facilities constructed and maintained so as meet required standards, of sufficient capacity to meet projected demand, used efficiently and fully utilized.

Provision of
Transport and
Logistics
services

its objective should be to promote more efficient services, usually be encouraging competition but often by allowing vertical and horizontal integration. Vertical integration offers advantages to shippers who want to contract for door-to-door services rather than a sequential series of services. Horizontal integration offers economies of scale in the marketing and information services necessary to achieve efficient utilization of transport equipment

Regulation of trade and transport

they perform an advocacy role discouraging excessive regulation and reforming regulation that leads to inefficiency in the movement of goods through the corridor especially unnecessary delays and informal payments.



Corridor Management Mechanism

New
Operational
Unit by the 3
Rail
organizations

Isolated from the 3 R.Os. operational Unit

New legal entity based on its Profits and losses

Neutrality!

Time

International Organization facilitates agreements, access to conventions, design of cooperation processes, ensure smooth operations of the train, ensures that the scheme runs with its own profits



