“10 YEAR EXPERIENCE OF FREIGHT TRANSPORTATION BY CONTAINER TRAIN “VIKING“ AND NEW CHALLENGES“

Marius Matulaitis
BASIC INFORMATION ABOUT „VIKING TRAIN”

- Idea of a direct intermodal train during organization of container transportation came in 1999, when the ministers of transport of Lithuania and Ukraine signed memorandum of mutual consent.

- Cargo transportation in containers becomes the main direction of expanding cargo transportation due to its universal nature.

- By using the route of Viking train, its clients have an opportunity of saving up to 46% of their funds comparing to other types of transportation and at the same time have a guaranteed time of cargo delivery.
BASIC INFORMATION ABOUT „VIKING TRAIN”

- Route: Klaipéda – Minsk – Iljichyovsk
- Distance: 1766 km
- Average time of travel: 52 hr.
- Transportation of 20, 40 and 45-feet universal and special containers, trailers, trucks and semi trailers
- Regular runs every day: 7 times per week
- EU/CIS border crossing time for train: 30 min
- First launch: in 2003
- Award: “Best intermodal project”

http://www.vikingtrain.com/
DYNAMICS OF „VIKING TRAIN” DEVELOPMENT

http://www.vikingtrain.com/
Two agreements were signed with shipping agents “Yegenler Logistics” and “LAM-Lyonel A. Makzume Vapur Acentaligi AS”. Two memorandums for transport services were signed between Lithuanian and Turkey.
Agreements were signed with Turkish companies “Ancora” and “BALO” in Vilnius.
JSC “Lithuanian Railways” and “CFR Marfa S.A.” have signed the memorandum of understanding which empowers Romanian side to join international intermodal project “Viking Train”. Memorandum was signed on 2013-02-28, during 10th anniversary of the project held in Vilnius.
2013-04-04
The Lithuanian and Turkish transport ministers signed a memorandum on the Viking shuttle train service linking the Baltic Sea and the Black Sea regions
POSSIBILITIES OF EXTENDING THE ROUTE OF THE INTERMODAL „VIKING TRAIN”

„Viking train“ geographic development of the Baltic Sea to Scandinavia and Western Europe

http://www.vikingtrain.com/
POSSIBILITIES OF EXTENDING THE ROUTE OF THE INTERMODAL "VIKING TRAIN"

"Viking train" geographic development from the Black Sea to Turkey, Bulgaria, Georgia, Moldova, Azerbaijan

http://www.vikingtrain.com/
KEY CUSTOMER NEEDS

- COMPETITIVE PRICE RATES
- DOOR-TO-DOOR CARGO DELIVERY
- SAFETY OF CARGO DELIVERY
- FAST STATE BORDERS CROSSING AND SIMPLIFIED CUSTOMS PROCEDURES (EU-CIS BORDER IN 30 MIN.)
- ECO-FRIENDLY TYPE OF TRANSPORTATION

http://www.vikingtrain.com/
ADVANTAGES OF „VIKING TRAIN” COMPARING WITH AUTO TRANSPORT

**TRAIN**

- Man power: 2 engineer and assistant
- Length of the train formation: 1100 m
- Fuel: 9 t
- Time at the border: 30 min.

**TRUCK**

- Man power: 84 drivers
- Length of formation: 8148 m
- Fuel: 45 t
- Time at the border: up to 480 min.

http://www.vikingtrain.com/
„VIKING TRAIN” PROPOSED ROUTES AND TRANSPORTATION RATES (1)

Istanbul – Kapi Kule (~220 km)/Svilengrad izt. fr. - Ruse fr. (406 km)/Giurgiu Nord – Dornesti (605 km)/Vadul Siret – Berezhest (852 km)/Slovechno - Gudogai (554 km)/Kena – Draugyste (427 km)- Scandinavia

~ 8 Day

~1400 €      ~2065 €
„VIKING TRAIN” PROPOSED ROUTES AND TRANSPORTATION RATES (2)

Istanbul – Odessa – Kiev – Gudogai/Kena – Draugyste - Scandinavia

~10 Day

~2010 €

~2780 €
SUGGESTIONS FOR THE DEVELOPMENT OF “VIKING TRAIN” ROUTE

• RAIL AND SEA COMBINATION

• “VIKING TRAIN” COMMON PRICE-LIST

• FREIGHT CONSOLIDATION AND SERVICE

• APPOINTMENT OF THE EXCLUSIVE OPERATOR

http://www.vikingtrain.com/
WHY “VIKING TRAIN”?  

- Competitive and attractive rates – up to 30% less than by truck  
- Fast delivery – possibilities for customers to organize “just in time” delivery  
- “Green” type of transportation mode – environmental issues  
- Simplified and faster border crossing formalities – no queues on borders.

http://www.vikingtrain.com/
TERMS AND CONDITIONS OF JOINING "VIKING TRAIN" PROJECT

Terms and conditions of joining "Viking train" project:

▪ In order to join current agreement new participants can fill out the application form attached to this agreement.

▪ Within 30 days since application has been made parties analyze the opportunity for new members to join current agreement and inform each other in writing. The final decision is made on the meeting of all parties.

▪ New members join the agreement by signing a protocol with all parties. The protocol enters into force on signing date.

▪ During 30 days after signing the protocol all parties develop and agree on essential changes that should be made in "Viking train" organization.
STANDARD "VIKING TRAIN" RATES FOR ALL PARTICIPATING PARTIES

http://www.vikingtrain.com/
WELCOME TO COOPERATE