



5<sup>TH</sup> EDITION  
GLOBAL  
RAIL  
FREIGHT  
CONFERENCE

22 & 23 JUNE 2016 ROTTERDAM

# UIC GLOBAL RAIL FREIGHT CONFERENCE

SHAPING TOGETHER THE  
BUSINESS OF THE FUTURE!





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## SHAPING TOGETHER THE BUSINESS OF THE FUTURE!

The 5th UIC Global Rail Freight Conference, organised by UIC under the patronage of the Dutch Ministry for Infrastructure and the Environment and in cooperation with ProRail (NL), has become a worldwide reference for all stakeholders in the rail freight and logistics sector. It is officially supported by OTIF, UNECE and ITF, the International Transport Forum of the OECD.

Many European and international associations representing the transport and rail sector are partners in this 5th UIC Global Rail Freight Conference; BIC, CIT, CGU, UNIFE, UIP, ERFA, UIRR, Clecat, Global Shippers Forum, Rail Forum, Rail Cargo.

This edition of GRFC is held in Rotterdam and will run back-to-back with the TEN-T Days organised by the European Commission (20-21 June) and the European Rail Freight Corridor event (21 June) organised by the Dutch Ministry of Infrastructure and the Environment, under the Dutch Presidency of the EU.

### **The Concept**

Business professionals representing the entire transport chain will engage in a concrete discussion on the positioning of rail freight as a sustainable and competitive

solution in a global world of increasing volumes of trade. Through best practice examples and individual business cases, they will discuss the role of corridors as one of the tools with which to boost the efficiency and productivity of rail freight. They will also demonstrate with specific examples that rail is looking to the future in terms of new business models, new forms of cooperation and expertise development of its workforce. Innovation, automation and digitalisation are shaping the rail freight business.

To support the business discussions, a small group of young professionals will follow the debates and will deliver their view on the industry during the conference closing session.

Participants will have the opportunity to react and ask questions live via sms.



### **The Business Conference**

The main theme of the 5th UIC GRFC: “Shaping Together the Business of the Future”. The main conference topics will be addressed at a series of high-level panel discussions organised around the following themes and moderated by Paul Barrett who has considerable experience in hosting and moderating high-level events with a global dimension.

### **“From Shanghai to Rotterdam: the landbridge concept 10 years on”**

Key stakeholders in the transport chain will review the latest transport volume projections between Asia and Europe and will discuss opportunities for rail freight and innovative business models with the maritime sector and share best practices.

### **“Strategies to deliver opportunities and enhance effectiveness”**

The transport industry is a very competitive sector and rail freight is facing many challenges. In order to secure a prominent position in the 21st century, rail freight has to tailor its approach to business accordingly, maybe revisit its business models, and forge partnerships. These concepts will foster lively debates between key stakeholders in the transport chain and the audience.

### **“Rail Freight 4.0: innovation and digitalization for global solutions”**

Being competitive in the rail freight business of the 21st century implies adapting processes and rolling stock to the era of digitalization, innovation and automation. It also means ensuring their suitability to the operational requirements of the future. Automation also implies data generation, which in turn needs to be managed, filtered and protected.

### **“The workforce of the future: digital skills and human capital”**

Adapting processes to the digital era requires the appropriate skills to be developed at the right time. Training is essential. New models also need to be developed. Young professionals will share their vision on the rail industry, which they will have formed through interviews with GRFC participants and speakers. They will then engage in a discussion with the audience and business professionals.



**“ALL MAJOR STAKEHOLDERS FROM THE TRANSPORT AND LOGISTICS INDUSTRY WILL COME TOGETHER TO DISCUSS THE FUTURE OF RAIL FREIGHT”**

Jean-Pierre Loubinoux, General Director  
International Union of Railways (UIC)







# CONFERENCE PROGRAMME

## Tuesday 21 June 2016

- 14.00 – 18.00 Combined Transport Group Executive Committee (invitation only)  
19.30 – 22.30 10th Anniversary General Contract of Use for Wagons (GCU) at the ss Rotterdam

## Wednesday 22 June 2016

- 09.00 Registration open at the Van Nelle Factory  
09.30 Technical Visits by bus to ECT Delta Terminal and Kijfhoek Shunting Yard  
12.30 – 14.00 Lunch  
14.00 – 16.00 Official opening of the Conference  
16.00 – 16.30 Coffee Break  
16.30 – 18.30 High Level Session 1  
19:00 – 20:30 Cocktail Reception sponsored by Port of Rotterdam on the Pureliner ship.  
Ship will be sailing at 20:00.  
20:30 – 22:30 GRFC Gala Dinner by BIC at the Pureliner. Ship will be sailing through the harbor of Rotterdam.

WEDNESDAY 22 JUNE 2016

## OFFICIAL OPENING OF THE CONFERENCE

High level representatives from the Political and Business world are opening the conference

### Speakers will include:



**Mark Frequin**, Director General Mobility, Dutch Ministry of Infrastructure and the Environment



**Pier Eringa**, CEO Prorail, Dutch Rail Infrastructure Manager



**Jean-Pierre Loubinoux**, General Director UIC



**Pex Langenberg**, Vice Mayor of Rotterdam in charge of Mobility



**Salman Babayev**, Vice-President of Russian Railways (RZD)



**Emile Hoogsteden**, Vice President Containers, Breakbulk & Logistics, Port of Rotterdam





## SESSION 1 – FROM SHANGHAI TO ROTTERDAM: THE LANDBRIDGE CONCEPT 10 YEARS ONGOING

Business professionals representing the entire transport chain will engage in a concrete discussion on the positioning of rail freight as a sustainable and competitive solution in a global world of increasing volumes of trade. Panelists will review the latest transport volume projections between Asia and Europe and discuss opportunities for rail freight, innovative business models with the maritime sector and share best practices. They will discuss the role of corridors as one of the tools with which to boost the efficiency and productivity of rail freight.

### Speakers will include:

**Lorenzo Casullo,**  
Economist International Transport  
Forum, OECD  
*Presentation of the latest  
trends and development for the  
transcontinental corridors*

**Johannes Nanninga,**  
COO IJS Global/Gefco  
*Expectations from the market*

**Rodan Senekl,**  
presidium member Czech Logistics  
Association  
*Expectations from the market*

**Eva Molnar,**  
Director of the Transport Division  
UNECE  
*Sustainable transport for  
transcontinental corridors*

**Hossein Ashoori,**  
Vice President for the Operations  
and Movement of Iranian Railways  
(RAI)  
*Developing rail transit &  
opportunities for Corridors  
connecting Europe to Asia and  
crossing Iran*

**François Davenne,**  
Secretary General OTIF  
*Legal developments*

**Hüseyin Teker,**  
Freight Department, Turkish State  
Railway (TCDD)  
*The Bakou-Tbilissi-Kars corridor*

**Fraenz Benoy,**  
CEO CFLMM  
*Bettembourg, a hub for European  
and Transcontinental traffic*

**Oliver Sellnick,**  
VP European Corridor Management,  
DB Netz  
*From transcontinental corridors to  
the European corridors*

**Philippe Bihouix,**  
International Director, SNCF  
Logistics, Rail & Multimodal Division  
*A French experience*

**André Thinières,**  
Managing Director, Objectif OFP  
*Corridors need feeding and de-  
feeding*

**Paweł Wojciechowski,**  
European Coordinator of the Rhine-  
Alpine Core Network Corridor  
*The role of the EU*

### Program:

19:00 – 20:30 Cocktail Reception sponsored by Port of Rotterdam on the Pureliner ship.  
Ship will be sailing at 20:00.

20:30 – 22:30 GRFC Gala Dinner by BIC at the Pureliner. Ship will be sailing through the harbor of Rotterdam.



# CONFERENCE PROGRAMME

## Thursday 23 June 2016

08.30	Registration open	12.30 – 14.00	Lunch
09.00 – 10.30	Session 2	14:00 – 15:30	Session 4
10.30 – 11.00	Coffee Break	15.30 – 16.00	Conclusions and next steps
11:00 – 12:30	Session 3	16.30	Post Conference gathering

## THURSDAY 23 JUNE 2016

### SESSION 2 – HIGH LEVEL BUSINESS SESSION: STRATEGIES TO DELIVER OPPORTUNITIES AND ENHANCE EFFECTIVENESS

The transport industry is a very competitive sector and rail freight is facing many challenges. In order to secure a prominent position in the 21st Century, rail freight needs to tailor its approach to businesses accordingly, maybe revisit its business models and/or forge partnerships. These concepts will foster lively debates among the panelists and audience.

#### Speakers will include:

**Joris D’Inca,**

Partner at Oliver Wyman  
*Strengths and weaknesses of  
the rail system in the current  
environment*

**José Viegas,**

Secretary-General, International  
Transport Forum, OECD  
*Trends in the transport industry and  
the role for rail freight*

**Ferdinand Schmidt,**

CEO Rail Cargo Austria  
*How is the rail industry addressing  
modern challenges?*

**Bernhard Kunz,**

Managing Director, Hupac  
*What are the expectations from the  
market*

**Robert van der Waal,**

Director Logistics Operations,  
Samsung  
*Best practices from shippers*

**Dirk Stahl,**

CEO, BLS Cargo AG  
*Rail is a system in competition*

**Baher El-Hifnaw,**

Senior Economist in the Transport  
Unit, World Bank  
*Rail is a system which needs  
investments*

**Fabrice Walewski,**

General Partner & CEO Touax Group  
*Exploit the potential of existing tools  
and technologies and develop new  
models*





## SESSION 3 – RAIL FREIGHT 4.0: INNOVATION AND DIGITALIZATION FOR GLOBAL SOLUTIONS

Being competitive in the rail freight business of the 21st Century implies adapting processes and rolling stock to the era of digitalization, innovation and automation. It also means ensuring their suitability to the operational requirements of the future. Automation implies data generation which in turn needs to be managed, filtered and protected.

### Speakers will include:

**Interview by Brogan Bambrogan,**

Hyperloop

*Possibilities and opportunities to work with rail*

**Thomas Steffens,**

Principal, The Boston Consulting Group BCG

*Can rail really compete in the era of digitalisation?*

**Thorsten Bomke,**

Service Market Portfolio, Alstom  
*Investing in new technology*

**Miroslav Obrenovic,**

Head of Asset Strategy & Program, DB Cargo

*Intelligent assets for an intelligent network: myth or reality?*

**Harald Jony,**

Director of Energy Management, ÖBB-Infrastruktur AG  
*Innovative energy management*

**Peter Boom,**

Manager Business Development, RailWatch

*Sharing information between actors – case study for the intelligent freight wagon*

**Claudio Diotavelli,**

Head of Global Railway Practice Business Line Industry & Society, Ericsson Telecommunications  
*Solutions for freight data handling*

**Cédric Lévy-Bencheton,**

Expert in Network and Information Security, European Union Agency for Network and Information Security (ENISA)

*Data protection*





## SESSION 4 – THE WORKFORCE OF THE FUTURE: DIGITAL SKILLS AND HUMAN CAPITAL

Adapting processes to the digital era requires adequate skills to be developed at the apparent time. Training is essential. New models also need to be developed. Young professionals will share their vision on the rail industry which they will have gathered through interviews with GRFC participants and speakers. They will then engage in a discussion with the audience and business professionals and propose recommendations.

### **Speakers will include:**

#### **Young Professionals**

*Report by the young professionals*

#### **Patrick Philipp,**

Head of IRU Academy

*Are the challenges described also shared by the road industry? How is the road industry organising itself?*

#### **Esther Marconi,**

Chair of the UIC Expertise Development Platform

*How is rail addressing the challenge of expertise?*

#### **Philippe Dume,**

Managing Director Services and Rolling Stock, Alstom.

*Want to boost performance?*

*Reinvent organisation!*

#### **Thierry Vanelslaner,**

BNP Fortis & University of Antwerp

*Is innovation a state of mind?*

*Investing in resources, skills and time for enhanced competitiveness*

#### **Armand Toubol,**

Honorary General Manager SNCF

*What are the future challenges for the rail industry?*







# CALENDAR

The UIC Global Rail Freight Conference provides a platform for all stakeholders involved in transport and logistics across the world, such as representatives from railway companies, logistics companies, ports, forwarders, infrastructure managers, shippers, researchers, policy makers, students and young professionals.

GRFC 2016 HIGH LEVEL PROGRAM				
MONDAY 20 JUNE	TUESDAY 21 JUNE	WEDNESDAY 22 JUNE	THURSDAY 23 JUNE	FRIDAY 24 JUNE
TEN-T Days 2016 Conference	TEN-T Days 2016 Conference			
	European Rail Freight Corridor event by Dutch Presidency of the EU			
	Evening program 10th Anniversary General Contract of Use for Wagons (GCU)	Technical Visits	GRFC 2016 Conference	
TEN-T Days 2016 Exhibition	TEN-T Days 2016 Exhibition	TEN-T Days 2016 Exhibition	TEN-T Days 2016 Exhibition	
GRFC 2016 Exhibition	GRFC 2016 Exhibition	GRFC 2016 Exhibition	GRFC 2016 Exhibition	



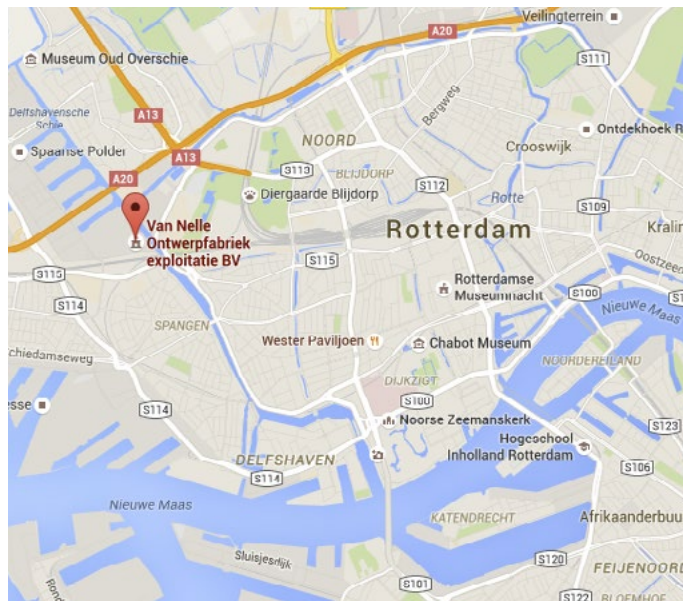


# VENUE

The Global Rail Freight Conference 2016 and the TEN-T Days will take place at the Van Nelle Factory in Rotterdam. The Van Nelle Factory was designed and built in the 1920s on the banks of a canal in the Spaanse Polder industrial zone north-west of Rotterdam. The site is one of the icons of 20th-century industrial architecture, comprising a complex of factories, with façades consisting essentially of steel and glass, making large-scale use of the curtain wall principle. The Van Nelle Factory is on the UNESCO World Heritage list.

## Address:

Van Nelle Factory  
Van Nelleweg 1  
3044 Rotterdam  
The Netherlands



## Hotels:

A number of hotel rooms have been blocked in Rotterdam. You can book a hotel via the links below:

- [The Manhattan](#) 5\*, near Central Station, € 189,-
- [Bilderberg Parkhotel](#) 4\*, 10 minutes from Central Station, € 125,-
- [Hilton](#) 4\*, near Central Station, € 140,-.

## Travel times to location:

From Rotterdam Central Station to Van Nelle Factory:

Using public transportation (from the Central Station take the 38 bus until the Beukelsbrug bridge, then walk about 5 minutes, until you see the signs for the Van Nelle Factory to your right) – 15 minutes

By car (via S115) – 9 minutes

## From major cities to Van Nelle Factory:

### By car

- From Paris, France – 4h 30 min
- From Brussels, Belgium – 1h 50 min
- From Frankfurt, Germany – 4h 30 min

### By train

- From Paris, France – 3h 10 min
- From Brussels, Belgium – 1h 50 min
- From Frankfurt, Germany – 4h 50 min

### By plane

- From Paris, France – 1h 15 min
- From Frankfurt, Germany – 1h 10 min







# CONFERENCE SIDE EVENTS

The programme of side events, or activities organised outside the formal programme of the UIC Global Rail Freight, provides an excellent opportunity for delegates to discuss on the topic of rail freight. The side events that we organise include:



## TEN-T DAYS

The 5th UIC Global Rail Freight Conference will be joined with the TEN-T Days 2016 of the European Commission and the European Rail Freight Corridor. This event is organised by the Dutch Presidency of the European Union. The GRFC will offer a natural continuation to the discussions on European corridors and multimodality and move to a global context where innovation and digitalization are at the heart of the success of rail freight.



### Events date:

Ten-T Days 2016 conference: 20-21 June

Ten-T Days 2016 exhibition: 20-23 June

European Rail Freight Corridor Event by Dutch Presidency of EU: 21 June

## GCU 10TH ANNIVERSARY DINNER TOGETHER WITH TEN-T DAYS AT THE SS ROTTERDAM

The 10th anniversary celebration of The General Contract of Use for Wagons will take place on Tuesday 21st of June from 19:30 to 22:30 on board of the ss Rotterdam ship. The fifth ss Rotterdam, also known as "The Grande Dame", is a former ocean liner and cruise ship, and has been a hotel ship in Rotterdam, the Netherlands, since 2010.



# GCU

### Events date:

Tuesday, 21 June from 19:30 to 22:30







## TECHNICAL VISIT TO KIJFHOEK SHUNTING YARD



Kijfhoek classification yard is a hump yard type freight rail yard between Rotterdam and Dordrecht in the west of Netherlands. The rail yard is named after the nearby village Kijfhoek in the municipality Zwijndrecht.

You are invited to visit Kijfhoek Shunting Yard (near the Port of Rotterdam). Kijfhoek Shunting Yard is the largest shunting yard of The Netherlands and one of Europe's busiest. During the visit you will be informed about the upcoming changes in the infrastructure with a presentation of the project leader. A round trip by bus to the shunting yard is included.

### Event date:

Wednesday, 22 June 2016 from 9:30

### Program:

09:00 Registration (at the van Nelle venue)  
09:30 Departure busses to Kijfhoek Shunting Yard  
10:15 Visit (around 90 minutes)  
11:45 Departure from Kijfhoek Shunting Yard  
12:30 Arrival back to van Nelle



## TECHNICAL VISIT TO ECT TERMINAL

Europe Container Terminals (ECT) is one of the leading and most advanced container terminal operators in Europe. The company handles a majority of the containers at the port of Rotterdam. In 2015, ECT handled 7.5 million TEU. ECT operates the ECT Delta Terminal and the Euromax Terminal Rotterdam. Both situated at the Maasvlakte, directly on the North Sea. The ECT Delta Terminal was the first automated terminal in the world.

### Event date:

Wednesday, 22 June from 9:30

### Program:

09:00 Registration (at the van Nelle venue)  
09:30 Departure busses to ECT Delta Terminal  
10:15 Visit (around 90 minutes)  
11:45 Departure from ECT Delta Terminal  
12:30 Arrival back to van Nelle



## GRFC GALA DINNER BY BIC AT THE PURELINER

Participants are invited to join this exclusive gala event and take a tour through the harbor of Rotterdam.

The tour will take place on the Pure Liner boat. The special architecture of the boat offers an environment where our guests will be greeted in an exceptionally prestigious way.

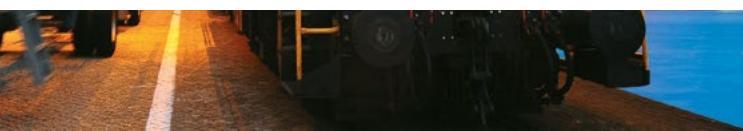
### **Event date:**

Wednesday, 22 June from 19:30



### **Program:**

- 19:00 – 20:30      Cocktail Reception sponsored by Port of Rotterdam on the Pureliner ship.  
Ship will be sailing at 20:00.
- 20:30 – 22:30      GRFC Gala Dinner by BIC at the Pureliner. Ship will be sailing through the harbor of Rotterdam.







# SPONSORS, SUPPORTING ORGANISATIONS AND SUPPORTING ASSOCIATIONS

The Global Rail Freight Conference (GRFC) is one of the leading events in the international rail freight calendar and will bring together top executives and decision makers, rail and logistics professionals, customers, influential politicians and institutions from across the globe. The 5th edition of this event will take place in Rotterdam and will be a unique opportunity to exchange knowledge on rail logistics of the future looking at new business models, developing the skills of workforces and integrating new technologies and innovations.

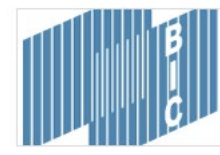
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