The Nature of the Open Access Railway Operator Transportation Sector in Germany

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Abstract

The purpose of this paper is to prepare the groundwork for a subsequent paper to cover whether the entry of a single integrated rail company operating on a specific corridor route is increasing the rail share more than what it used to be with a non-integrated operator and what the economic reasons for that may be.

In order to determine this, it must be determined where one might find candidate routes and in what country, so that one could compare regions with the highest probability for concentrated railway cargo operations. In general, it appears that corridors originating from, within and to Germany appeared most likely.

From there, one must select from a large universe of operators of railway transport over the open access system, known as “railway undertakings” (RUs), to ensure proper comparison.

But, the universe of railway undertakings is not as simple as one would be believe at first glance, as open access railway operators in Germany can take many forms, other than single-purpose rail operators who transport only cargo or only passengers.

Here, we examine the landscape of different types of railway undertakings that operate over the railway network in Germany and try to reduce the universe of operators down to those who might likely be corridor operators, as well as to identify the corridors themselves to target for later data gathering and determine the question posed above in the first paragraph.

For this purpose, we will focus our discussion to those railway undertakings engaged in transport of cargo, either exclusively or primarily.

Introduction

Since there is a high concentration of potential railway traffic to and from Germany, I have selected railway undertakings (hereinafter known as an **"RU"** or **"RUs"**, plural), operating on corridors either originating or terminating within Germany. (This made sense, due to the high number of industrial enterprises who are or would be candidates for rail transport).

One must first understand the structure of the RU world in Germany. According to the Eisenbahn Bundesamt (EB), the German administrative body with the authority to regulate railways in Germany (1), there are 404 independent railway operating companies, native to Germany. Of those, 57 transport only passengers and 101 transport only cargo. The remaining RUs transport both cargo and passengers, in widely varying proportions.

There are also 15 "foreign" registered open access operators (RUs) operating over Germany's railway network. (In this context, the definition of "foreign" is the RUs that are not corporately domiciled in Germany).

RUs have the following individual or combined characteristics:

a. Some are involved with reconstruction of railway infrastructure and must have locomotives to haul their track machinery to work locations. Because these firms have an operating certificate, they often rent out their locomotives and drivers to perform freight transport on an incidental and random ("spot") basis for rail shippers, logistics companies and, through cooperation agreements, other RUs

b. Some are primarily or exclusively involved with passenger transport

c. Some are involved with shunting ("Rangieren"), only within or between yards, terminals or ports

d. Some are involved only on a very local basis, operating freight trains within and between small communities, with distances ranging from 1 to ~50 km, often in cooperation with a rail shipper customer, who might also invest in the RU

e. Some "independent" railway operators are actually owned by public jurisdictions, such as cities, port authorities, some shippers and even Deutsche Bahn. Many of these public bodies have their own logistics infrastructure in place and use the RU to capitalize on those assets, as well as their locations.

(1) The Federal Ministry of Transport, Building and Urban Affairs of the Federal Republic of Germany

f. Some are independent operators that conduct operations on a “spot” basis, meaning non-regular, “one-off” rail operations, on a contract basis, as needed by potential shippers, for an individual shipment move that would otherwise be uneconomical to transport by motor carrier.

g. Some are joint ventures between railway operators and/or are have shareholder participation from shipping lines, terminal operating companies. These RUs would be considered “integrated”, if they shared or had preferred access to infrastructure assets made available by their joint venture partners, investors or parent companies, on a priority basis.

h. Some merely have an operating certificate from EB, locomotives, wagons and a pool of qualified operating personnel. They will lease a “package” of locomotives, perhaps wagons, (often through cooperative arrangements with wagon leasing companies), and crew to make movements on behalf of a customer

As a general rule, there are five broad groups of RUs.

1. Large, former state railway enterprises (Incumbent Railways)
2. Integrated
3. Regional
4. Local
5. Museum or tourist or historical

In the following chapters, we will explore deeper into how each RU group is differentiated. Also included with each description are examples of RUs. The example RUs listed are not intended to be a comprehensive list, rather, they are merely included to illustrate the types of enterprises highlighted in this paper and facilitate further understanding. The descriptions of the RUs in this paper are from the RU’s websites and the respective texts have been translated from German and adapted to fit this paper.

RU Types

Present and Former State Enterprises (Incumbent Railways) RUs

These RUs can take two forms.

Deutsche Bahn (DB) itself, as the incumbent state railway enterprise, is a large RU. From a legal perspective, they are a private company, but the Federal State owns the shares. While they may make public pronouncements about supporting single wagonload traffic, in reality, they are mainly interested in block (unit) trains, operating over longer corridors, with minimal or no stops for pickups or "set-offs" in yards, between origin and destination. They are also integrated with their own acquired, in-house logistics firm, named "Schenker", which now operates as "DB-Schenker". They provide a vertically and horizontally integrated and seamless package to the larger customers they target.

There are also regional RUs that are wholly-owned subsidiaries of Deutsche Bahn (DB), the incumbent state railway. Within Germany, there are several examples of regional enterprises that have been established by DB to provide a more locally focused service and to cooperate with other smaller, local RUs for "final mile" delivery. Often, they work with the smaller RUs of various forms to establish joint rates for longer distance routings, which are seamless to the customer. In addition, they are more likely to be responsive to working with smaller RUs to develop "single wagonload" traffic, than Deutsche Bahn, their parent.

Integrated RUs

Integrated RUs are those who are joint ventures between railway operators and/or are have shareholder participation from shipping lines, terminal operating companies. These integrated RUs have been are active in not only serving major terminals and routes, but further developing existing, as well as new routes. The acquisition and equipping locomotives for international operations has been undertaken by both integrated and regional RUs and has contributed to the development of the numerous corridors. They facilitate border-crossing operations, through locomotives able to operate under the different signaling systems of each country and if electric locomotives are used, they are able to operate under the different and multiple voltages of each country. These RUs also arrange for crew changes at the border points, to ensure that the trains continue, without delays. This means a seamless traction operation of shuttles to/from Poland, Czech Republic, Germany, Belgium and the Netherlands, as well as in other countries, in cooperation with major shipping customers.

Examples are:

BoxXpress GmbH

BoxXpress is an RU specializing in transport of containers from German sea and river ports to inland destinations within the EU. The focus of their operations is block trains of containers.

The shareholders of boxXpress.de GmbH are:

- ERS Railways B.V., a subsidiary of MAERSK LINE, www.ersrail.com
- Eurogate Intermodal GmbH, Hamburg, a subsidiary of EUROGATE Group, www.eurogate.de
- TX Logistik AG, Bad Honnef, Stockholder: 100% Trenitalia. www.txlogistik.de

While not integrated in the sense of sharing infrastructure, they receive most of their traffic from their shareholders, listed above.

www.boxxpress.de

Captrain Deutschland

Captrain Deutschland GmbH belongs to the French SNCF Geodis Group. Captrain has been established as the holding company of Captrain Deutschland, Captrain Benelux, Captrain Italia, Captrain UK and Captrain Romania.

SNCF Geodis is the transport and logistics branch of the SNCF Group and provides intermodal transport solutions, both in Europe and worldwide. Their network covers more than 120 countries and generated sales worth over €9.4 billion in 2011. It is one of the largest transport and logistics operators in Europe.

Their railway networks in Bitterfeld, Bochum, Bremen, Dortmund, Eisenach, Gütersloh and in the environs of Berlin cover more than 540 km. The fast growing market of combined rail/road traffic increasingly relies on small, regional terminals, whose flexibility ensures a reliable transfer between road and rail. This is accomplished at their facilities at Eisenach and Gütersloh.

They try to make the railway embedded into their customer's industrial logistical processes, through customised and innovative solutions from production to production, tailored to customers' internal processes.

http://www.captrain.de/bcb.html

DB Schenker

See *"Present and Former State Enterprises (Incumbent Railways) RUs"* above

ERS Railways B.V.

ERS Railways B.V. is a railway transport company headquartered in Rotterdam and is 100% owned by AP Moeller (Maersk). It was founded in 1994 as a joint venture between Sealand Service, P & O Containers and Royal Nedloyd. In 2006 the company became a fully owned subsidiary of A.P. Moeller.

Although its shareholders primarily feed the venture from their own operations, they do accept and handle outside traffic. The traffic handled by ERS is mostly ISO containers to various locations within Europe, such as to Germany, Eastern Europe, Italy and the Benelux countries.

It is considered to be a traction operator, with its own locomotives and drivers. It holds operating certificates for most of the EU railways, enabling it to operate throughout the EU.

www.ersrail.com

HUPAC - Hupac Intermodal Transport

Hupac operates a network with more than 80 trains a day between Europe's most important business centers (continental transport) as well as between the major harbors and the European hinterlands (maritime shipping).

Hupac has around 5,900 rail platforms and combines the consignments of different transport companies into whole trains as a neutral, independent combined transport operator. These trains run back and forth between trans-shipment terminals on long and mostly international routes, with traction provided by external rail companies. The transport companies take care of local distribution.

It is the leading combined transport operator through Switzerland and one of the market leaders in Europe. The company works to ensure that an increasing volume of goods can be transported by rail and not by road, thus making an important contribution to modal shift and environmental protection.

http://www.hupac.de

Rail Link Europe (CMA-CGM - France)

Rail Link Europe is a 100% owned subsidiary of CMA-CGM, a French-owned shipping company that is the third largest shipping company in the world. It was created in 2007 to offer shipping companies, ground shipping companies and freight forwarders seamless rail service between its two rail hubs in Ludwigshaven, Germany and Lyon, France to numerous seaports and other logistics-centered locations within Europe.

They are an integral part of CMA-CGM, which offers a number of integrated services to customers, such as container repair, storage and positioning depots, warehousing and distribution, supply chain management and terminal operations.

Rail Link Europe is the traction operator component of the above menu of integrated services.

www.rail-link-europe.com

TX Logistik AG

TX Logistik operates in nine European countries (Germany, Italy, Austria, Switzerland, Sweden, Norway, The Netherlands, France and Denmark). They are an integrated company, with numerous terminals around the EU.

They have leased a fleet of multi-system locomotives which can use the different overhead electrical power of each country's railroad that they operate over. In addition, the locomotives have the ability to operate with the cab signaling (security) systems of each of the countries they operate within and/or they have partners who can pull their trains. They also have access to wagon assets to accommodate more specific freight transport requirements.

They work in cooperation with their partners, BoxXpress, ERS Rail and Eurogate, a terminal operating company and, in that sense, are able to operate in an integrated, seamless way to the shipping lines and ultimate customers.

As of 2011 it is wholly owned by TrenItalia, the incumbent Italian state railway.

www.txlogistik.eu

Regional RUs

Outside of Deutsche Bahn, the smaller, regional RUs often enter into cooperative agreements to expand their geography, either with Deutsche Bahn, other integrated RUs or other regional RUs. Many regional RUs have minimal assets and enter into cooperation with integrated or other RUs with wagons, as well as rolling stock leasing companies to ensure the right wagon type is supplied to their customers. Sometimes, it is the customer who enters into relationship with the leasing company, but it is facilitated by the regional RU.

As they are often much more entrepreneurial than DB or even the major integrated RUs (which are most likely to concentrate their efforts on their own customers and partners), they will actively seek revenue from diverse sources.

Some examples of ancillary revenue sources are:

- Reactivating existing sidings for new or more traffic

    - Entering into construction contracts to rebuild or add new sidings
    - Planning and construction management execution
    - For construction or rehabilitation of railway sidings, there are many existing federal and state funding programs. They often help the customer in preparing applications for funding programs and applying for funding.

- Special and passenger excursion trains

- Special cargo train movements; they can organize their own trains with all the elements required: locomotives, wagons, qualified personnel, schedules and shunting.

- In connection with above there are RUs that operate trains for different railway lines in Germany, on contract

- Special local “inland terminal” development; RUs can accommodate the logistics demand for sending and receiving block trains, to a local site for loading and unloading or handling station (terminal), for the handling of swap bodies, containers or loading bridges (ramps)

- Special work trains for track work; many offer qualified crews and locomotives in the power range from 860 to 1135 kW (1170 to 1550 hp). Some example locomotives: Class V 100 and V 100 +, with or without remote control

- Special “exposure trips”; after major track renovation work, a minimum of 50,000 tons must be operated over the track, before it is considered safe to operate at normal (top) speed for that segment of track. Without this service, there would be “slow orders” imposed on that area of the line, resulting in delays after construction work. By offering “service load trips”, they “iron out” the track structure, allowing a quicker return to service of the affected line.

- Rolling stock (vehicle) transfers; often wagons and/or locomotives must be transported or “ferried” to and from workshops. Regional RUs will help facilitate these moves for delivery, for either new or used rolling stock. Often, customers also request testing of railway equipment and with their qualified personnel, this can be performed by the RU.

- Special services; in connection with the above, “concierge services” are often provided to ensure expedited and damage-free handling of rolling stock. This service is of particular value to owners of passenger, unique and/or historical rolling stock, which is subject to vandalism or damage from improper handling by inexperienced or crews unfamiliar with the equipment. RU personnel help ensure that equipment is delivered expeditiously and without damage.

- Shunting and Terminal Operations; once wagons arrive at the customer’s yard or siding, the wagons will have to be positioned for loading or unloading and then moved out of the way. In general, smaller locomotives are used for this, as they are sufficient for single-digit numbers of wagons.

Examples are:

DB Affiliate Regional RUs

MEG - Mitteldeutschen Eisenbahn

The MEG was established October 1, 1998, as an associate company of DB Schenker AG, Mainz and Transpetrol GmbH - International Railway Forwarding, Hamburg. The MEG is the result of the spin-off of the branch lines of the petrochemical complexes in Schkopau and in Böhlen, by Dow Olefinverbund GmbH. These two sites have a substantial role in the Central German Chemical Triangle.

This RU is involved with the delivery of rail services over public and non-public networks, services for rail freight and the provision of services for railway infrastructure companies, as well as certified maintenance and repair of railway vehicles.

It is also the operator of railway sidings at locations in the states of Saxony, Saxony-Anhalt and Brandenburg for large industrial companies on their infrastructure.

http://www.meg-bahn.de

Railion Deutschland

Railion, the first European freight railway. Railion is a company of Deutsche Bahn AG. Railion markets most of its services through the Stinnes sales business units. At the same time, however, we also handle transports on behalf of other forwarders and logistics companies as wagonload traffic on the European rail network. We cannot be experts in all areas alike. So we have concluded partnership agreements with a range of specialized companies, enabling us to expand beyond the limits of our own skills and knowledge.

http://www.rail.dbschenker.de/rail-deutschland-en/start/

Non-DB Affiliate Regional RUs (Independent)

HSL Logistik GmbH

HSL Logistik is a privately owned German RU, based in Hamburg, Germany. In 2010, the company was awarded a license to operate trains in the Netherlands and acquired and merged with Hamburg-based rail operator *Rent a Train GmbH*. As of 2012, HSL Logistik provides shunting services at terminals in Bremen, Rostok and Seelze, transport by rail (special trains, block trains, "spot-hire" trains), including path ordering, trans-loading (for combined transport), special cargo handling situations, track and siding maintenance and construction, first/last mile delivery and one-off (spot) locomotive hire. They are also involved with establishing and operating international shuttle trains to/from Czech Republic and Poland.

http://www.hsl-logistic.com

HVLE - Havelländische Eisenbahn AG

As a private RU, they are authorized for operations in freight and passenger transport, as well as a railway infrastructure company (EIU). Through their subsidiary, Rail & Logistik Center Wustermark GmbH & Co. KG, they operate the largest privately owned freight transport terminal in Germany.

As private RU, they have the opportunity to respond to the specific needs of each client and provide customized transportation solutions with high efficiency and quality. Their experienced staff and modern mechanical facilities facilitate transport flexibility, speed, reliability and security.

They cover all areas of rail freight, with particular expertise in heavy duty solids (bulk transport), as well as dangerous goods and special handling transportation. They offer daily service throughout Germany, as well as international traffic to other neighboring countries, but especially to the Czech Republic and Poland.

www.hvle.de

NbE - Nordbayerische Eisenbahn

NBE RAIL is one of Germany's leading owner-managed private rail freight transport companies. Cross-border rail transport and rail-based services are their business.

NBE provides an integrated company, offering the following:

NBE RAIL

- Traction
- Locomotives
- Staffing services

NBE LOGISTIK	• Rail freight logistics • Track maintenance train logistics • Work train logistics
LokService 24	• Rail workshop

Their fleet comprises universal and heavy main-line electric or diesel locomotives. Although the locomotives are geared primarily towards use on the national network, they also cater for the international market.

http://www.nbe-rail.com

OHE - Osthannoversche Eisenbahnen

The Osthannoversche Railways AG combines 17 operating subsidiaries and affiliated companies with over 1,500 employees in the areas of cargo, rail infrastructure, port terminals, rail transport (regional rail), bus transport (public transport) and workshops for rail vehicles under one roof. With locations in Lower Saxony and a member of the NETINERA-Bachstein GmbH, AG combines the benefits of a European company with the strengths of a flexible medium-sized company.

The OHE operates approximately 260 of its own track kilometers inland from the German seaports. The company's own tracks and routes are mainly used for freight and allow a maximum speed of 60 kilometers per hour.

With OHE power (locomotives), many enterprises having their own sidings are connected to main railways system of Germany. With up to 42 loading tracks available, wood and high quality building materials transfer from road to rail and vice versa are handled expeditiously.

The link to the German rail network in Celle, Wittingen, Soltau, Luneburg and Winsen and around-the-clock operations, is one of the main positive points of the OHE infrastructure. Other services such as gas stations, parking (for trucks), and sidings complete the OHE appeal.

http://www.ohe-transport.de

Rurtalbahn

A regional passenger railway, operating from Düren- Heimbach and Linnich, it is also conducts substantial freight business. Freight traffic is generated by several companies in the region served by the Rurtalbahn. The cargo traffic consists mainly of carbon, cellulose, calcium and lead ore. A portion of this traffic runs over the reactivated line from Düren-Zülpich-Euskirchen.

Further development of freight transport is due to its strategic location on the border of the three countries of Germany, Belgium and the Netherlands. Rurtalbahn Benelux BV was founded in the Netherlands as a railway company and is a 100% subsidiary of Rurtalbahn GmbH.

In addition to the regional freight from the region, aside from Hamburg and Austria, the major seaports in the Netherlands and Belgium are operated by the Rurtalbahn. To this end, the Rurtalbahn GmbH cooperates with its subsidiaries, the Rurtalbahn Benelux BV in the Netherlands as well as the Train Sports AG in Belgium.

http://www.rurtalbahn.de

LOCAL RUS

These RUs are mostly smaller enterprises that operate locally, defined as between as little as 1 km to an approximately 50 km (or more), radius. Often, they have been organized to either preserve railway service in a line abandonment program, such as that implemented by DB under the “Mora-C” program, whose intent was to “rationalize” unprofitable branches. Faced with losing service, entrepreneurs stepped in and organized enterprises to operate the heretofore unprofitable lines, but regarded as necessary to preserve economic links for their local communities. In other instances, they have reestablished service to formerly abandoned lines, but with capital raised locally, repairs and renovations were made to the infrastructure to allow the line to return to service. The driver forces behind these local RU enterprises are often industries who need the rail service, but cannot attract DB’s attention and are in danger of becoming captive to more expensive motor carrier transport.

Other drivers can be as simply explained as a group of railway enthusiasts who begin with a locomotive or wagon restoration project, who then realize that the asset(s) could be placed back into service to generate profit (as well as generating fun).

Examples are:

Bocholter Eisenbahngesellschaft

Freight railway Bocholt-Mussum and Emmerich-Zevenaar.

The foundation of the BEG in the autumn of 2002 by four members of the Bocholt-based Association for the Preservation and promotion of rail eV (VEFS). The staff of BEG comprises two directors and currently has five employees, including three in railway service and two in operations from DB. They have temporary workers and freelancers ready to work, as required.

BEG became known through its logistics integration concepts with Smirnoff - Ice on Rail, Plc. for the Italian beverage company Diageo. From the period from December 2002 to April 2004 spirits - mainly the trendy drink Smirnoff Ice - moved from its production site in Italy to the central warehouse of the logistics company Fiege in Bocholt. BEG took charge of the logistics chain through transportation of trains between the railway station and the Bocholt Fiege central warehouse. Up until 2003, they initially averaged of one unit train per week from Italy to Germany and from 2004, the traffic diminished, with significantly fewer trains, due to the customer’s new policy goal of switching to reusable bottles in Germany. The local market for the product is now available in Italy only, and in prefabricated form, with the final production shifted to a Diageo branch near Brussels.

Effective on February 7, 2005, BEG took over the shunting station in Emmerich, as part of a cooperative effort with Railion Germany. At the same time, the adjacent Railion Nederland

Arnhem location was abandoned through “restructuring” in their region. The operation of the remaining freight customers were also inherited by BEG. These are the establishment of Corus Group in Arnhem, which is supplied with steel coils and the British American Tobacco (BAT) in Zevenaar that ships tobacco for export.

Since January 2006, the BEG is also acting as a single carrier for nationwide freight. They transport for North German Affinerie AG, Europe's largest copper producer and the world's largest copper recycler and shuttles between them to Lünen Hettstedt, headquarters of the Mansfeld, carrying copper, brass and copper cathodes. There are two weekly train services.

Their range of services:

- Freight services / collaborations
- Connecting rail services
- Transport services for third parties
- Machinery overpasses

http://www.bocholter-eisenbahn.de

EIB - Erfurter Bahn - STB Süd Thüringen Bahn

A regional passenger railway in the Thüringen region, connecting Erfurt, Kassel, Eisenach, Meiningen, Schweinfurt. They also have freight routes in the industrial areas of Erfurt Ost and Erfurt Nord.

http://erfurter-bahn.com

HZL - Hohenzollerische Landesbahn

A 123 km regional passenger railway network, operating in south east Baden-Württemberg region, as well as Tübingen, Aulendorf and Ulm, and Schwarzwald -Baar - Heuberg. Freight lines operated in the region are in the Oberschwaben and Schwäbische Alb areas.

http://www.hzl-online.de

RP Eisenbahn

Regional freight railway: Alzey-Kirchheimbolanden, Heimbach-Baumholder, Freiberg-Holzhau.

The RP Railway Ltd. is a private provider of railway services specializing in the operation of railroad infrastructure. Founded in April 1998 by two private shareholders’ railway companies began in 1999 with the reopening of railway lines in the Hunsrück and the Palatinate. Attention was then shifted to reopening the Freiberg-Holzhau line in Saxony in 2000. In spring 2001, the

RP Railway Ltd. jointly established the Chemnitz transport corporation (CVAG), a railway infrastructure company based in Chemnitz.

There are now three branch lines in service. These are the routes Chemnitz-Stollberg (KBS 522), Stollberg-St. Egidien (KBS 523) and Niederwiesa-Hainichen (KBS 516).

In addition to the operation of these three public railways, RP Eisenbahn took over the management and operational support of three non-public railway sidings.

Services of RP Railway Ltd.

- railway management
- Connection train service
- Rental of rail vehicles (V100, SKL)
- RP Railway Ltd. provides routes, equipment and schedules available
- Engineering and Consulting Services

http://www.rp-eisenbahn.de

UBB - Usedomer Bäderbahn

This RU operates both passenger and freight trains on the island Usedom: Ahlbeck Grenze-Seebad Heringsdorf-Zinnowitz-Peenemünde Dorf/Wohlgast Fähre and on the mainline Wolgast Hafen-Züssow-Stralsund and Barth. UBB has operated freight trains since January 2004, between Wolgast and Züssow, for the “Roundwood” operation, which transports cargo from Wolgast to Wismar. The railway company Mittelweserbahn operates on behalf of Egger Holzwerkstoffe GmbH Wismar. The contracting party to the UBB for the actual Roundwood embarkation in Wolgast is the Salzburg Railway Transport Logistics GmbH (SETG). The train from Züssow, the train from Wolgast and a train from Torgelow are combined into a train for the trip to Wismar. The UBB has signed an infrastructure license agreement with the railway operating company Prora. Since November 2002, about two gravel trains a month operate on the line from Züssow - Wolgast, and their cargo is discharged in Wolgast.

http://www.ubb-online.com

VGH - Verkehrsbetriebe Grafschaft Hoya

This is a regional freight railway connecting Eystrup - Hoya - Bruchhausen-Vilsen - Syke.

They are operating passenger and freight traffic over the Hoya - Eystrup line. On the 37 km long line, they transport, in cooperation with Deutsche Bahn and other regional railway companies, about 170,000 tons of goods per year. The commodities transported are mainly paper for the

Smurfit Kappa paper mill in Hoya, as well as wood, fertilizer and other goods for the domestic and local area.

http://www.vgh-hoya.de

VWE - Verden-Walsroder Eisenbahn

This is a very interesting cooperation between 11 different railway freight enterprises.

The Verden Walsroder Eisenbahn GmbH is a partner (founder) of the railway network Bremen / Niedersachsen (www.ebn-d.de). Together with their partners, they provide for increased and dense regional freight service. The partners are committed to the preservation of the existing rail structure in the Elbe-Weser region, in the districts of Diepholz, Oldenburg, Verden and Walsrode, the County of Hoya and in Delmenhorst and Bremen. They currently operate on their own rail freight network and / or on the railway network of DB Netz AG and other railway infrastructure companies. They rely on private and / or rented traction and rolling stock.

The railway network works closely and coordinates movements with other railway companies.

They offer transportation solutions from a single source

- They also take care of the pre-and post (final mile, to or from)
- They ensure operation throughout the region

The cooperation through the EBN network facilitates efficient rail freight service in the region. They are in the process of developing new comprehensive plans and transportation solutions. They provide one-stop service and the cost by sharing existing infrastructure.

Overview of services

- Optimal transport solutions for goods
- Networking with other transport modes
- Single-car, car groups and block trains
- Raising private, silo, tank and special cars
- Locomotive leasing
- Use of qualified operating personnel
- Railway cargo and rail freight management

http://www.vwebahn.de

VPS - Verkehrsbetriebe Peine-Salzgitter

Regional freight Railway Salzgitter, Peine, Ilsenburg

They mainly focus on the areas of:

- Rail freight services
- Cargo handling in public inland ports
- Logistics services
- Combined transport
- Development and marketing techniques and efficient railway
- Maintenance and repair of rail vehicles

http://www.vps-bahn.de

WLE - Westfälische Landes-Eisenbahn

This is a freight railway operating from Sauerland to the centre of Westfalen and Münster.

Single Car and Block Trains

In cooperation with other railway companies, they transport individual and groups of wagons in the domestic and international European rail freight industry, trade and agriculture.

Trains

They move trains of individual wagons and groups of wagons regionally, either on their own or in cooperation with other railway companies. These are mostly bulk cargo and container shipments.

Port Operations

They operate port and industrial railways on a contract basis.

Locomotive Rental

They rent locomotives.

Work Trains

They operate work trains on behalf of railway construction companies

Logistics Services

Beyond transport service, they arrange pre-and onward carriage by truck to rail, including in cooperation with their daughter railway company. ("Final mile" services).

http://www.wle-online.de

WHE - Wanne-Herner Eisenbahn und Hafen

The Wanne-Herner Railway and Harbor Company operate both a public railway company and public railway infrastructure. The company has 34 km of its own tracks and it is also operating over leased tracks. This track network connects railway stations (sidings and loading sites), in the city of Herne with the harbors of Wanne West and Wanne Ost, as well as several industrial customers, such as local chemical industries, recycling companies, engineering companies and other providers of logistics services.

Based on its advantageous location in the heart of the Ruhr Area, close-by the autobahns A42, A43 and A2, the intermodal Container Terminal Herne offers container handling services. Established in 2002 the terminal grew to be an important platform for intermodal transport in the region. At the current stage of development and with three tracks of 725 meters in length each, the Herne Container Terminal has the capacity to turn over approximately 90,000 units a year. In 2008, 30 trains a week were operated, in each case, in and outbound, to seven fixed destinations. The strongest traffic was North-South, between Scandinavia and northern Italy, but also to South-East-Europe and the Netherlands.

The spectrum of services includes:

- rail freight transportation from single wagons to block trains
- shunting
- first and last mile services
- marshalling (shunting)
- weighing

www.whe.de

Tourist, Historical or Museum RU

There are numerous examples of these RUs, whose main mission is to preserve history and present a live and interpreted story of the past for the public. They are often operated by "not-for-profit" organizations and sometimes, local tourism authorities, local public jurisdictions or a combination of all.

These organizations operate cargo service on an incidental basis with historical equipment to augment their income stream and at the same time, present a live, working exhibit of older rolling stock in actual operations, which does tend to draw visitors more than static exhibits.

They operate on a very local basis, although they can and do connect to the main railway network for transport. Naturally, those RUs that operate narrow gauge and/or mountain (cog) railways are not players in the rail cargo transport sector.

Examples of these RUs, for the purpose of this paper, are beyond the scope to be covered.

Identified Railway Corridors

The following corridors listed below are the routes that many integrated and regional RUs, along with the incumbent railway RUs often operate over.

Major European Rail Freight Corridors:
Rotterdam/Antwerp-Aachen-Berlin-Warsaw
Zeebrugge/Antwerp/Rotterdam-Duisburg-Basle-Geneve
Hamburg-Innsbruck-Palermo

There are also corridors to and from Germany that can be broadly identified with certain commodity and types of traffic movements. They are:

Intermodal

- Rotterdam-Duisburg-Stuttgart
- Rheinhausen-Passau-Sopron
- Frankfurt-Passau-Curtici
- Mannheim-Passau-Soprom

Automotive

- Antwerp-Straßwalchen
- Rüsselsheim-Zeebrugge
- Eisenach-Antwerp/Zeebrugge
- Dillingen-Antwerp/Zeebrugge
- Passau-Tongeren/Bremerhaven
- Gent-Vlissingen
- Mühlacker-Zeebrugge

Chemicals / Liquid Bulk

- Bratislava/Neustadt-Neuss
- Geleen-Marl/Dormagen/Bad Schandau
- Guben/Bad Schandau-Antwerp/Rotterdam
- Hegyeshalom-Passau-Rotterdam

Other (Dry Bulk & Project Cargo)

- Antwerp-Stolberg (lead ore)
- Cologne-Zülpich (coal)
- Cologne-Rotterdam (block sets of wagons – "unit trains")
- Siegen-Veendam (magnesite)
- Decin/Bad Schandau-Löningen/Brake/Rotterdam (grain)
- Passau-Rotterdam (grain)

These corridors that will likely be candidates for further analysis, in the context of the objective.

Conclusion

There are multiple conclusions to draw from this research.

There are not many strictly independent, non-integrated RU firms operating over longer distances within Germany, defined as multi-regional, and over a longer distance with international traffic. Most, (other than DB itself), are either joint ventures between railway operators and/or are have shareholder participation from shipping lines, terminal operating companies.

In the current trend of consolidation over recent years, there are many independent railways that have been strategically acquired by Deutsche Bahn and British railway operating companies, many of which are owned by British logistics firm interests. Many other independent rail operators have also been acquired and are owned by French enterprises, such as Arriva, Veolia and/or SNCF and also have their own integrated assets in place.

HVLE - Havelländische Eisenbahn AG is both an independent operator and also owns one of the largest terminals in Europe and appears to be independent of the shipping or other terminal operating companies.

Other independent operators, notably HSL Logistik, GmbH, have effected strategic mergers with other complementary firms, as a part of a horizontal integration strategy. While not owning any actual infrastructure, this firm appears to have established strategic cooperation agreements with rail infrastructure owners and operators, such as at the Ports of Bremen, Rostok and Seelze.

Both appear to be candidates to target for data, as they operate over the same corridors as the larger, major and externally controlled integrated RUs.

Nevertheless, through a more thorough research of who the other RUs engaged in railway transport marketplace are, certain corridors are emerging, along with being able to identify who the truly independent RU players are.

This research will therefore help establish the basis for determining whether the entry of a single rail company integrated on a specific route is increasing rail share more than what it used to be with a non-integrated operator and what the economic reasons for that might be.

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