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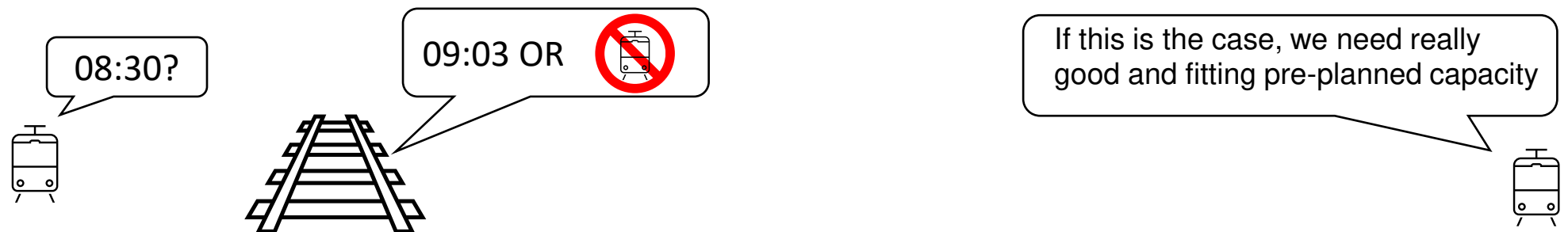
Capacity Planning: Formalising IM-RU Dialogue

29 September 2023, 23rd Florence Rail Forum




The newly proposed system

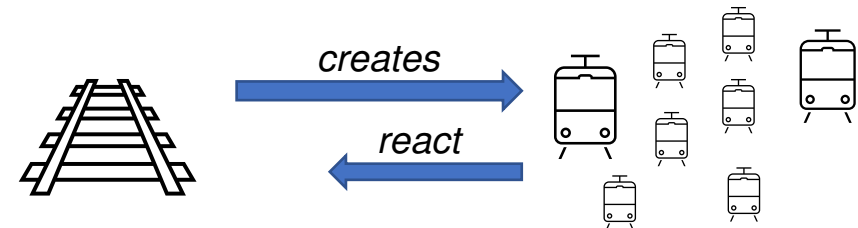
- > IMs are taking more active role in capacity pre-planning.
- > IMs publish the Capacity Supply for RUs to pick-up for their production.
- > IMs (Article 32):
 - > shall give priority to requests that are consistent with the pre-planned capacity.
 - > may either accept or refuse requests that are not consistent with the capacity supply plan.



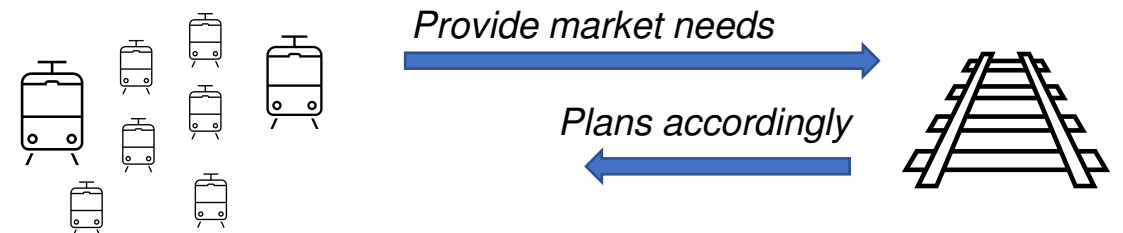
Proposed systematic consultations

- 
- > Yearly: First elements of Capacity Strategy
 - > Yearly: Capacity Strategy
 - > Yearly: Capacity Model
 - > Yearly: Capacity Supply
 - > More times per year: TCRs
 - > Per case: Capacity Analyses
 - > Per case: Capacity Enhancement Plans
 - > Upon ENIM request: ENIM opinion
 - > Irregular: European Market Study
 - > Probably yearly: EU Framework for Capacity Allocation
 - > Probably yearly: EU Framework for Traffic Management
 - > Probably yearly: EU Framework for Performance Review

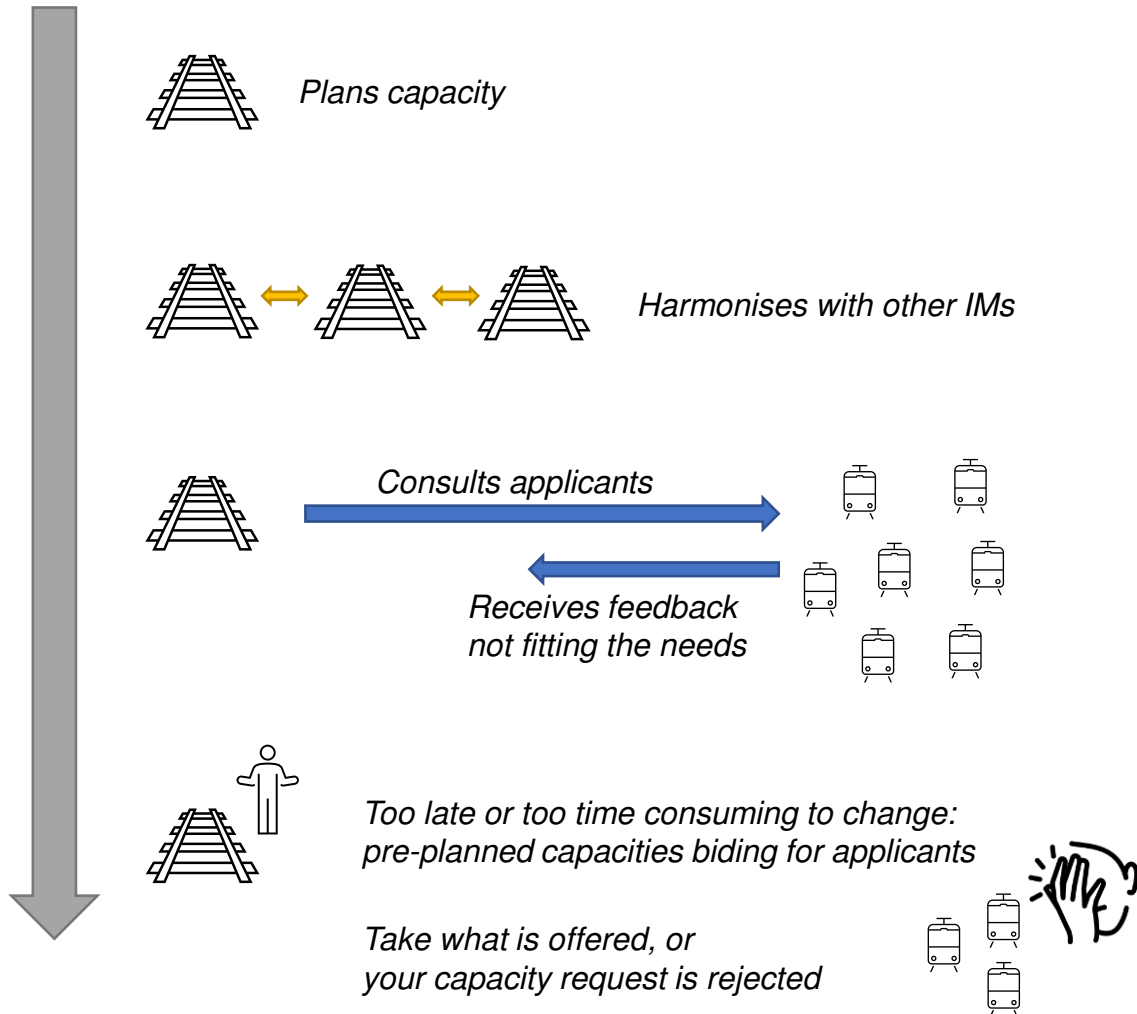
- > Many **reactive** consultations envisaged.



- > Should not be the other way around?



Is reactive approach too rigid?



What about the production constraints?

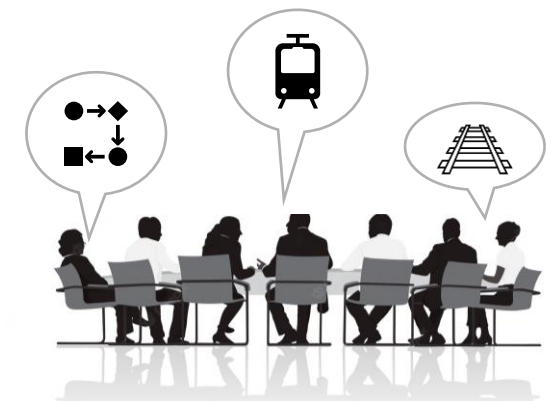
- > One turnaround capacity missing
→ passenger train not profitable anymore
- > Capacity does not allow the freight train parameters
→ two faster trains instead of one slower (economical?)
→ higher costs → customer shifting out of railways?
- > Loco-driver change on not suitable point
→ higher costs → customer shifting out of railways?

What about the IM market knowledge?

- > Do IMs have enough knowledge about other parts of the logistic chains (buses, lorries, ships, airlines)?
- > RUs are in touch with customers, do market research. RUs aim for profit and efficiency. Would IMs have the same knowledge and motivation?

Outlook on the dialogue

- > Pre-planning → opportunity to tackle the capacity shortage earlier
- > RUs/Forwarders are the door to the significant part of the market → active RU input needed
- > Pre-planning is more than just “path catalogue”
- > IMs can have active role of coordinator – trying to help stakeholders to find solutions in a dialogue
- > Proofs to solve many of issues, without need of escalation
- > Learnings from the TTR CNA* Pilot:
 - > Should be international → all involved and affected IMs and RUs
 - > RUs need IM-feedback on their input (in cases when not fully considered)
 - > Should be organised only where relevant (not dialogue just for dialogue)
 - > Publication of Capacity Model/Supply is not transparent feedback (black-box)



For the table:

- > Is the RU-reactive system of consultation the right way?
- > Should not rather IMs plan according to announced capacity needs and accept ongoing market changes?
- > Will railway customers adjust to the capacity offer thus:
 - > accept potentially higher costs?
 - > accept lower possibility for tailor-made services?
 - > OR shift to other mode of transport?
- > What is your good/bad experience with existing IM-RU dialogues?





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