

**Minutes of RECORDIT PROJECT
2nd Users Group Meeting
24 October 2000, Delft**

Present :

Andrea Ricci (AR)	ISIS	Tim Gustav Weibel (TW)	TETRAPLAN
Riccardo Enei (RE)	ISIS	Michel Savy (MS)	LATTS
Tina Fera (TF)	ISIS	Antoine Kunth (AK)	LATTS
Stephan Schmid (SS)	IER Stuttgart	Nienke Maas (NM)	TNO
Rainer Friedrich (RF)	IER Stuttgart	Hanno Uiteboogaart (HU)	TNO
Sigurd Weinreich (SW)	ZEW	Douwe-Frits Broens (DFB)	TNO
Georg Buehler (GB)	ZEW	Yannis Handanos (YH)	NTUA
Oliviero Baccelli (OB)	Gruppo CLAS	Miroslav Capka (MC)	CDV
Carlo Vaghi (CV)	Gruppo CLAS	Akos Radoczy (Ara)	RT-TRANS
Ian Black (IB)	Cranfield University	Maurice Howard (MHW)	CER
Roger Seaton (RS)	Cranfield University	Bernard Josselin (BJ)	COMBI-CONCEPT
Michael Henriques (MH)	TETRAPLAN	Rainer Mertel (RM)	KOMBI-VERKEHR

1. Summary of project objectives and current status

AR gives a Project overview and an outline of current advancements (slides attached):

SW provides a brief presentation of the RECORDIT Deliverable D1 on the methodology for real cost calculation.

OB gives a brief presentation of the RECORDIT corridors: Deliverable D2

Discussion

RM wonders about the criteria for the selection of the 3 corridors (in particular about the choice of Genoa-Basel instead of Milano-Basel or Basel-Rotterdam where there is the highest traffic volume) Then suggests to concentrate on small segments of corridors, not on their whole length, since the large traffic volume runs on the small segments, thus the approach will sound more realistic and based on the real market situation. He emphasises the importance of the route selected in order to make comparison between intermodal and all road solution from the cost point of view.

2. Data requirements and current status of data collection

CV presents the result of the updating of internal costs of a feasibility study carried out by CEMAT in 1993. He stresses the importance of having data on prices even if not disaggregated into cost items.

AR points out that the first feedback the RECORDIT Consortium expects from the Users concerns the methodological approach, its validity and acceptability. A discussion followed, focusing on two points:

1. Data availability (which data level):

MHW points out the difficulty in getting data from railway companies at the disaggregated level proposed, because of the Railway Company reluctance, but volunteers to gather some figures on behalf of the RECORDIT consortium according to a format with specific data requests to be provided by RECORDIT.

RM points out that in Germany, prices and costs differ according to the areas, which is partly due to the local wage levels and the political framework. He takes responsibility to provide certain price

indicators of internal haulage, pre- and post-haulage, transshipment and marshalling for Munich and Hamburg relying on information from companies that work for KOMBI-VERHKER.

BJ provides some figures about the current level of charging of infrastructure.

2. Data accessibility (suggestion on the path to follow to get data)

RM and JB suggest to establish contacts with the new operators entering the intermodal transport market (trucking mainly) who have found different practices to reduce costs and therefore could provide valuable information and data.

Discussion

The discussion has been focalised around two main objects:

1. the availability of information about costs and prices;
2. their meaningfulness towards the fulfilment of the RECORDIT approach (the appraisal of real costs).

The availability of costs and prices.

MHW stresses the unwillingness of operators to provide detailed costs information for rail operations in the context of setting up a complete intermodal transport cost accounting scheme. RM adds the barrier represented by the confidential nature of such information, due to the competition in the market of intermodal services.

Moreover, an open issue is related to their relationship with prices.

BJ highlights that the price is formed as a result of a complex strategy, involving among other the railway strategy and the operator one. As result the price level in different corridors could have no relationship with costs. He proposes to build a “virtual railway” with a virtual operator and calculate the actual costs of operating services in the long-term.

RM expresses doubts about the purchasing prices to be reflected into costs. As for Germany, for example, 80/90% of the transshipment price for handling a single intermodal unit is financed through public money. Private terminals are also receiving public money. No-one in Germany could operate in the intermodal sector without public fund contributions. He also reports the conclusions of a recent German study carried out by a private company, according to which it is cheaper to run own trains than to bear the current price of the European railways. Hence, the number of new operators is growing.

AR suggests that the RECORDIT Consortium could analyse available costs in the corridor and compare them with available prices, in order to assess a range of approximation between them.

Their meaningfulness towards the fulfilment of the RECORDIT approach (the appraisal of real costs).

MHW notes that usually available costs are only referred to average costs. He suggests to attempt at the identification of changes in the cost structure as the traffic changes (marginal bottom-up costs).

AR replies that RECORDIT Consortium is looking for a compromise between a bottom-up and a top-down approach, trying to stick as much as possible to the bottom-up approach and to match top-down approach (balance sheets) with bottom-up data estimates.

3. Future steps

AR informs the audience about

- ◆ the forthcoming submission of D2 (which will be circulated to the Users by early November)

- ◆ the launch of the interactive website which the Users can access through an ad-hoc password which will be communicated in the month of November and which will contain:
 - Deliverables - before the EC approval (though it needs yet to be checked with the EC)
 - working material and presentations at meetings and minutes of the meetings.
- ◆ The date of the next workshop which will take place in Athens on March 16th 2001 and will last one day. The invitation and the programme will be sent out in due time.

The next Users Group meeting will coincide with the March Workshop in Athens.