

Martin PLATZER



Legal studies at Vienna University
Postgraduate studies at Diplomatic Academy Vienna

Several positions in the financial and industrial sector (automotive)

2000: joining voestalpine Schienen GmbH

Current function:

Senior Vice President

Strategic Marketing and Business Development

Since 2004: also Chairman of UNIRAILINFRA (Infrastructure Committee of UNIFE)



GLOBAL
RAIL
FREIGHT
CONFERENCE

SEAMLESS TRANSPORT CHAINS THROUGH HARMONISATION

Success Stories and Global Perspectives for Rail Freight

Track performance, logistics and integration on rail corridors



GRFC 2014 VIENNA



23-26 June 2014

Voestalpine Track Solutions (Rail Technology & Turnout Systems)

Turnouts:
technology &
world market
leader

more than 40
sites around
the world



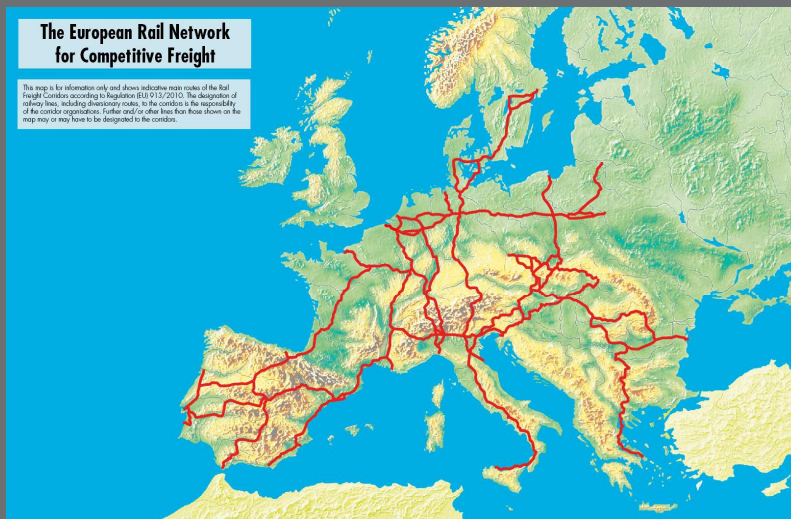
Rails:
technology leader
& global player

rail production
length p.a.:
Austria →
Cape Town



European rail network for competitive freight (Regulation EC 913/2010)

Overall purpose and voestalpine's mission as well:
increasing international rail freight's attractiveness and efficiency



“Develop the rail freight corridors in terms of infrastructure capacity and performance in order to meet market demand both quantitatively and qualitatively”



Implementation Plan

- Investment Plan: suggested measures to be investigated include:
 - Longer trains
 - Heavier axle-weights
 - Increased gross train weights
 - Larger loading gauges
 - Removal of bottlenecks (additional track, bypasses of congested areas...)
- List of infrastructure projects → financial requirements → sources of finance → time-plan for implementation
- Deployment Plan: TSI fulfilment and cost-benefit analysis
- **Where do we stand today???**
- **How does it affect track infrastructure, in other words....**

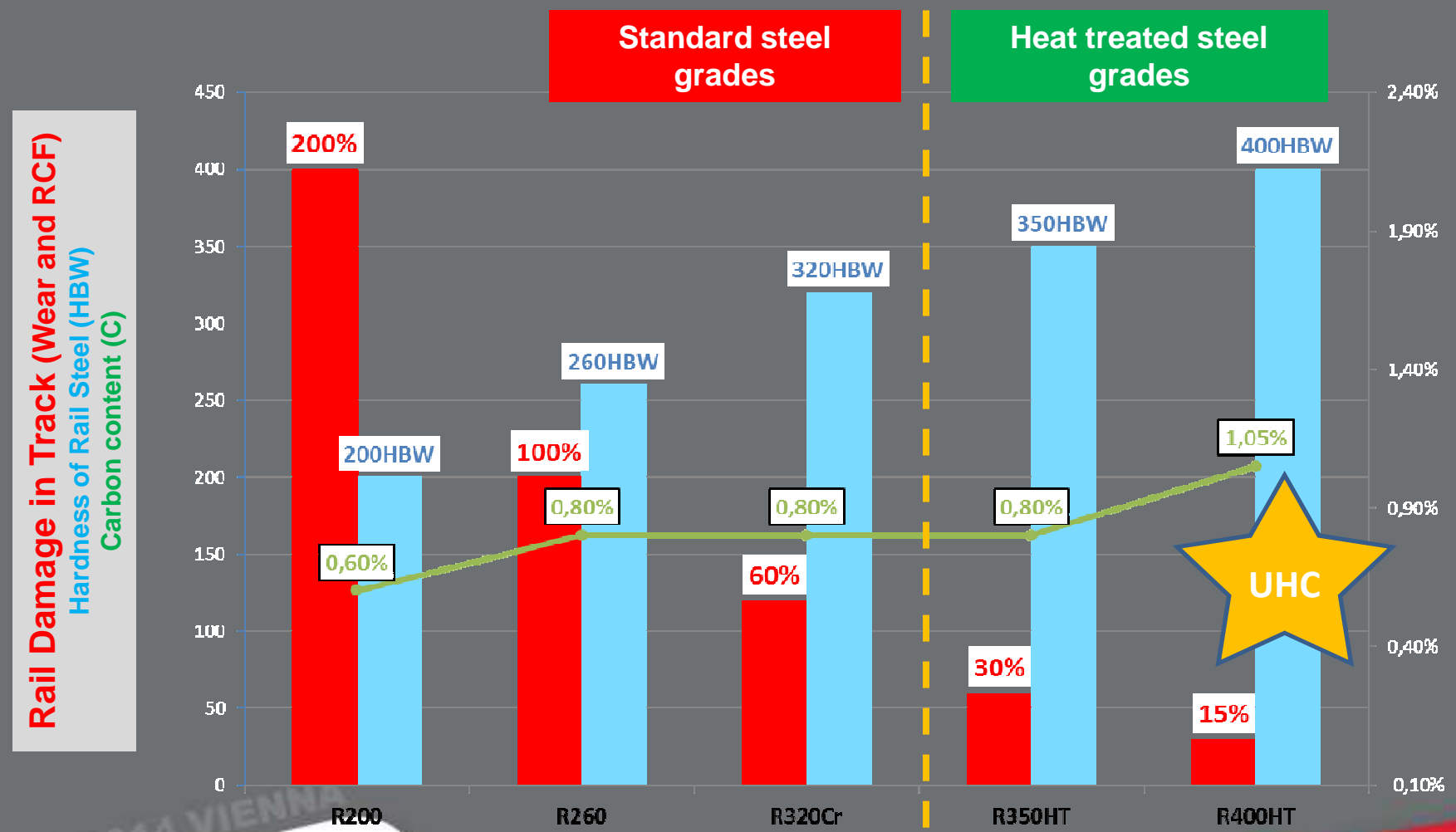
How to improve the track performance **sustainably**?

The simple rationale to create lasting customer benefit:

- System-thinking means lifecycle-thinking
- Economic benefit and technological necessity must be no contradiction
- The aim: performance up, cost down!
- Solutions are available based on
 - advanced R&D
 - extensive track testing
 - and customer best practice
- **Good is good, but better carries it!**



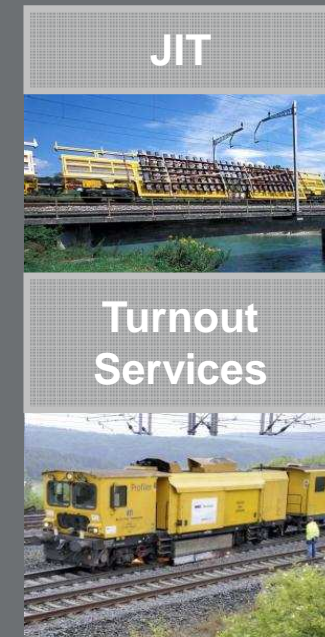
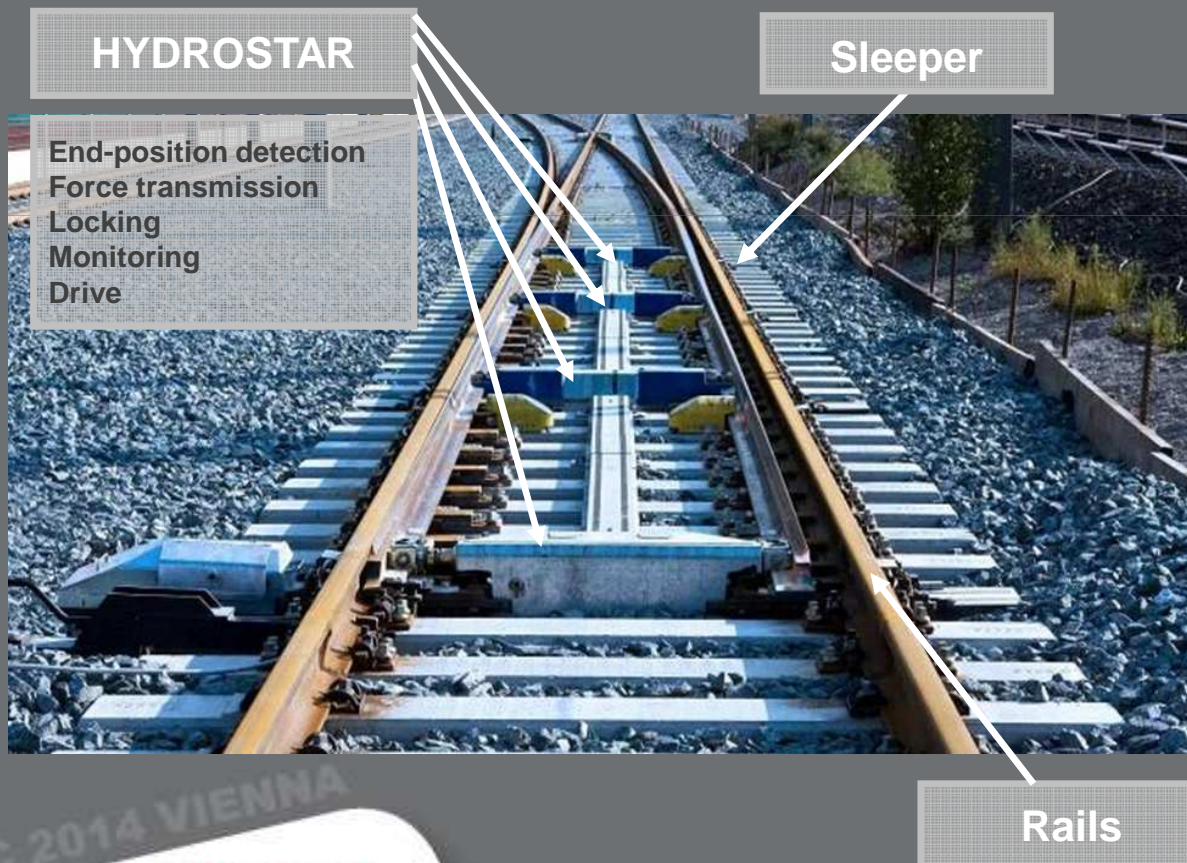
Damage of rail steels according to EN 13674 in Track



Rail Damage in Track (Wear and RCF)
 Hardness of Rail Steel (HBW)
 Carbon content (C)

LCC-Optimisation

- One responsibility in the value added chain
 - All core products out of one hand
 - No interfaces for the customer
 - Simplified management for the end user
 - Attendance of turnout lifecycle from the JIT-supply to maintenance and recycling



System Integration & Supply Logistics

- For all products offered, TSI certification for Europe and certification according to the relevant standards worldwide is obtained.
- All management systems (safety, risk, energy and environmental) are certified and integrated holistically.
- Rail delivery can take place Europe-wide **JIT in weld-free lengths up to 120m** and overseas up to 60m.
- Turnout systems can be supplied **plug-and-play and JIT type** to the site and installed into the track with minimum time requirement.



Rail vs. Road Freight: Competition and partnership between traffic modes

- Strong and accelerated investment in **physical rail infrastructure** is necessary, not only for new lines/corridors, but also for busy existing ones.
- The economic rail system basis can be substantially improved by the considerate **application of premium products** →
 - investment analysis considering maintenance as well as indirect cost at reasonable amortisation rates.
- **Best bidder** (not cheapest) principles should be applied throughout, e.g. « most economically advantageous tender »
- **Enabling technologies & step changers** constitute a huge benefit potential which still awaits comprehensive activation.

Thank you for your attention!

voestalpine
ONE STEP AHEAD.