

The Italian Open Access Success Story

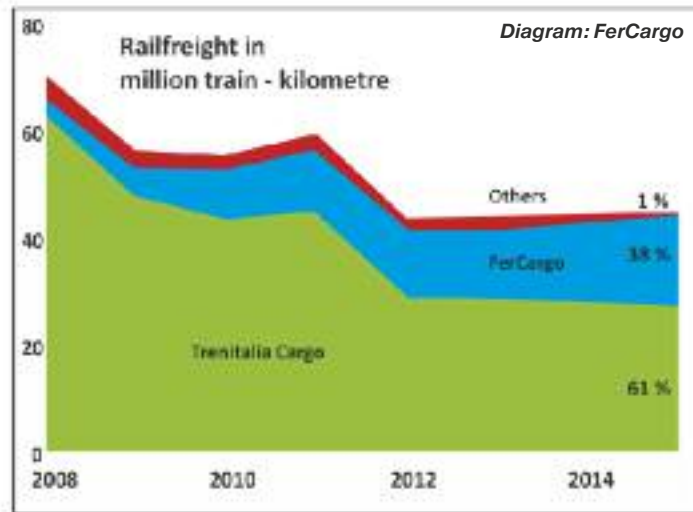
On 1 January 2001 the railfreight market in Italy was opened up to private operators. Between the start of the very first open access international freight service in 2006 and 2015 these operators captured close on 39 % of the market share in Italy. However during this same period the overall amount of railfreight traffic shrank by 40 %.

2016 was a significant year: the open access operators increased their overall market share by 25 %, capturing 45 % of the domestic market and no less than 62 % of all international freight workings. Growth of the open access market share prompted the founding in 2009 of an association for these operators, FerCargo, with nine members.

National railfreight operator Trenitalia Cargo (TIC, now renamed Mercitalia Rail) was profoundly affected by the international economic crisis of 2007/08, which resulted in the Italian GDP falling by 23 % to 1,745 billion EUR by 2016. TIC operated 62.8 million train kms in 2007, but just 27.8 million train kms in 2014. To cut its losses, TIC decided to give up its wagonload traffic business.

In 2015 Italian railfreight enjoys a modal share of just 8 %, which is one of the lowest in Europe. Italy's railfreight exports in 2015 were valued at 323 billion EUR, 53 % of this traffic being moved via the lines serving northern Europe, including Britain, 35 % by those heading towards western Europe (France, Spain and Portugal), and 12 % via those serving eastern Europe.

The lines to the north and east are well suited for intermodal and semi-trailer consignments and RoLa operations. All these routes will be adapted



Development of Italian railfreight traffic.

for the P/C 80/410 loading gauge by the end of 2017. However the lines between Italy and France still have a P/C 45/364 loading gauge, and almost the entire French rail network has this rather limited loading gauge, while on some lines it is even more restricted.

On the Brennero route 600 m long freights are permitted, while on the

Modane line the limit is 550 m. On the Gotthard via Luino line freights loading to just 1,400-tonnes are allowed, on account of limitations on the Italian part of this route. On all other international lines trailing loads are limited to between 800 and 950 t, and the Modane line has a 600-tonne limit. These characteristics affect the modal share for freight

on these routes considerably. On the international lines heading west out of Italy rail's share is just 3.7 %, while those to Switzerland have a 25 % share of all freight traffic. We described in detail aspects of loading gauge and train length limits in Italy, together with plans for future developments, in R 3/14, pp. 60 - 61.

Eurostat 2014 data indicate that the Italian rail network is performing badly with respect to the ratio of tonne km of freight transported per km of railway. On a 16,861 km network 20.2 billion tonne kms were moved in 2013. This works out at around 1.2 million tonne kms per route km. Compare this with 3.2 million tonne kms per km in Germany, and the pan-EU average of around 2 million tonne kms per km.

Realising Railfreight Potential In Italy

In 2015 Italian railfreight activities generated 950 million EUR. It is estimated that this sales turnover could increase to 3 billion EUR over the next few years, if the correct strategies are pursued. At present the network lacks the necessary conditions. It is plagued by a range of different limitations on trailing load, train length and type. How-



ever RFI states in its 2017 to 2026 ten-year business plan that it intends to invest around 73 billion EUR in infrastructure upgrades.

Work is already in progress. By the end of 2017 the main **trans-Alpine** line from Torino via Novara, Milano, Brescia, Verona and Tarvisio to Villach, part of the RFC 6 („Mediterranean“) corridor, together with other principal international routes leaving Italy to the north, such as Domodossola to Brig, the line via Luino, the Chiasso to Gotthard and Basel route and the Brennero line from Verona to Innsbruck and München will all have had their infrastructure enhanced to accommodate 750 m long trains complying with the P/C 80/410 loading gauge.

The Milano and Verona to Bologna lines, and those thence to Livorno, La Spezia, Ancona and Bari will also by then be able to accept freights with a P/C 80/410 loading gauge, but only of between 650 and 750 m in length. Moreover, in 2018 freights are to be granted nocturnal access to the Italian **high speed network**, which is equipped with ETCS Level 2. This is of key importance for freight movements between Milano, Roma and Napoli, because most of the conventional lines between these cities are still limited to the P/C 45/364 loading gauge. The directness of the high speed network is another important factor, high speeds not being so important.

Italy has also realised an administrative restructuring of its **ports** to make them more competitive with those on the North Sea coast, especially for container traffic. The 24 port authorities have been reduced to 15, and the number of members on port authority committees has been reduced from 330 to just 70. The 23 offices which formerly dealt with 113 administration procedures have been reduced to just two - thanks to the digitalisation of these procedures.

All administrative functions involving technical, health and veterinary issues, customs procedures and charging for VAT are now handled at one contact point. Consignments can now be cleared for import up to two days before they arrive at a port. Customs clearance procedures are handled by inland terminals, rather than on the quayside following disembarkation, to avoid congestion and delays within ports.

The result is that by using an Italian port rather than the likes of Rotterdam, Hamburg or Antwerpen, the **costs** of sending a consignment to a destination in Switzerland, Austria or southern Germany work out at about 10 % lower, if the ship-to-door section of the journey alone is taken into account.

At present a new **container terminal** for use by large container ships is being developed at Vado Ligure, some 55 km west of Genova. The developers are the Mærsk Group and APM Terminals, Mærsk's terminal operating subsidiary. The port will have an annual throughput capacity of 800,000 TEUs, of which 40 % will be moved by rail. Completion is scheduled for 2018. La Spezia is planning expansion, this involving provision of facilities for the accommodation of a further annual throughput of 500,000 TEUs, while Genova is planning an extension to enable a throughput of up to 800,000 TEUs. La Spezia will enable rail to capture up to 50 % of all containerised freight passing through the port. All these port developments will provide more opportunities for Italian open access railfreight operators to increase their market share.

Loading gauge on the approach lines from the north to the port of Genova through difficult mountainous terrain, will, presumably, at least until 2021, remain at P/C 45/364, however this still enables high cube containers to be transported on wagons which have



Captrain Italia hires 12 TRAXX DC locomotives from Akiem. This photo shows E483 303 near Pisa on 14 April 2016.

a standard loading deck height above rail top. Transport of semi-trailers will not be possible on these lines, but in any case Trieste has become the established Italian port for ro-ro ferry/rail reloadings for semi-trailers.

International Railfreight Open Access Operators

Of these there have been five, using the international lines which serve northern Italy: Captrain Italia, Crossrail Italia, DB Cargo Italia, Rail Cargo Carrier - Italy and SBB Cargo Italia. In 2015 they generated around **17 %** of all sales revenue within the Italian railfreight market. But with the exceptions of Rail Cargo Carrier and SBB Cargo Italia, the other operators were either loss-making, or only just managed to break even. Crossrail Italia is non longer involved in this activity (see later).

Since the beginning of this year, BLS Cargo returns to Italian market with running oil trains on behalf of Socar from Trecate (Italy) to various fuel storage depots in Switzerland via Chiasso or Domodossola.

Captrain Italia

Captrain Italia, formerly SNCF Fret Italia, took over Veolia Cargo Italia entirely in 2012, and has progressively been establishing itself in northern Italy. It was granted an operating licence and safety certificate in 2006, and was the **first** SNCF Logistics subsidiary to become an open access operator in Europe. It operates intermodal and other types of freight throughout Italy, with five local bases, at Milano, Genova, Avigliana, Modena and Trieste and a network of terminals and partners to offer logistics activities such as warehousing and door-to-door distribution.

Key Performance Indicators 2015

Captrain Italia	
Market Share	5.8 %
Turnover (million EUR)	54.8
Profit/Loss	loss
Sales 2013 - 15	+57 %
Employees	242
Locomotives	35
Founded	2006

Data by reportaziende.it and rail operators. In all tables the number of locomotives only refers to main line electrics.

Its sales turnover in 2009 was 11.2 million EUR.

In December 2011 Assologistica, the most prominent Logistics sector trade organisation in Italy teamed up with the magazine Euromerici to nominate Captrain Italia for the „2011 Logistics Provider of the Year“ award. Over the 3-year period up to 2012 the company almost doubled its Italian sales figures.

In 2015 Captrain Italia won a major contract with the oil company **ENI**, illustrating its ability to meet the specific needs of the Italian market. This contract involves two separate activities. One is the transport of petrol within Italy for ENI's Refining & Marketing Division. The other is the transport of styrene for ENI's Versalis Division, involving four trains per week from Mantova in Lombardia to Dunai in Hungary.

Under the direction of CEO Mauro Pessano sales turnover increased from 16.2 million EUR in 2011 to 54.8 million EUR in 2015, and was expected to rise again, to around 80 million EUR, in 2016. In mid-February 2017 SNCF Logistics acquired 45 % of BLS Cargo's shares, thus enabling Captrain to provide **through haulage** and operation in Switzerland for its Germany to Italy freight services and strengthen its position on the freight corridor between northern and southern Europe.

In November 2016 Captrain Italia received the last of the 12 TRAXX DC Class E483 electrics it had hired from Akiem. Bombardier delivered all these new machines within the space of a year. Captrain Italia also has three more E483s on hire from Alpha trains, and six Class E484s on hire from SBB Cargo. For international services between Italy and France, and domestic services within Italy, Captrain Italia uses a batch of 25 ex-SNCF Class E436300MF electrics, together with five Type G1000 diesels, built by Vossloh. The „MF“ in the designation refers to Monferail, which was the open access operator which SNCF purchased in 2005 to enable it to enter the Italian railfreight market.

Key Performance Indicators 2015

Crossrail Italia	
Market Share	0.8 %
Turnover (million EUR)	7.6
Profit/Loss	+/- 0
Sales 2013 - 15	-22 %
Employees	49
Locomotives	10
Founded	2003

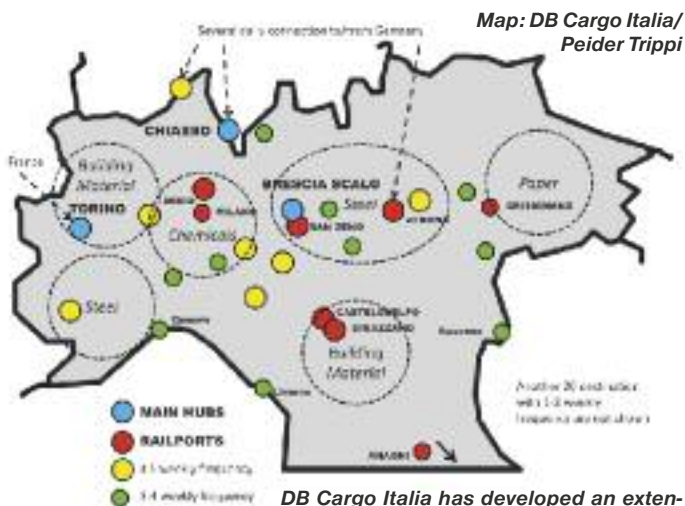


MIGROS, the second largest Swiss retail group, is a showcase of „Realising Railfreight Potential In Italy“. In 2013 it moved 2,400 TEUs by rail from the ports of La Spezia and Genova to its distribution centres. This is around 30 % of the total number of containers that MIGROS handles. Most of these containers originate in China and India. In 2016 around 4,000 TEUs were moved. The advantage of the ship-to-rail transfers at La Spezia and Genova are that almost no storage or warehousing costs are involved.

The time on passage spent by vessels from leaving the Suez Canal at Port Said to arrival in Italy results in the delivery time for these containers being between four and ten days shorter than if they were sent to a North Sea port such as Rotterdam. Moreover the environmental footprint of the vessels is less, resulting in about 45 kg per TEU, compared with 110 kg per TEU for the section of the way from Suez to the destination port, if the containers were sent via Rotterdam. **This diagram shows the evolution of container transport to Switzerland via La Spezia and Genova (data supplied by Contship/Oceanogate).**



DB Cargo Italia's E191 014 at Cucciago (about 30 km north of Milano) on 26 January 2017, one of eight of these 5,200 kW Vectron DC machines on hire from the German group Unicredit Leasing.



Map: DB Cargo Italia/ Peider Trippi

DB Cargo Italia has developed an extensive hub and railport network in northern Italy, and also provides wagonload services to over 30 destinations.

Crossrail Italia

Crossrail Italia, part of the Swiss Crossrail group, was founded in 2003. It has had a couple of substantial shareholding structure changes in its history. Since April 2016 the parent concern Crossrail has been owned by Rhenus Logistics (75 % of Germany and by Austria-based LKW Walter (25 %), which is the leading HGV trucking concern in Europe and whose semi-trailers are frequently moved by rail on many routes across Europe.

However, following restructuring in mid-February 2017 by Rhenus, Crossrail

was **pulled out** of railfreight operations in Italy, and its services have been taken over by SBB Cargo International, the physical handing over of southbound freights occurring at Basel. Hitherto, Crossrail Italia hired a batch of ten Class 186 TRAXX electrics, which were used for haulage from Basel to destinations in Italy.

DB Cargo Italia

DB Cargo Italia, under various names, has been present in Italy since 2002, establishing itself on the Alpine transit route from North Sea ports and Scandinavia.

DB Cargo Italia has represented DB Cargo in Italy since 2002, being created out of Strade Ferrate del Mediterraneo (SFM). In January 2009, Railion Italia acquired 49 % of the shares in NORDCARGO held by Ferrovienord. A year later, in January 2010, it acquired a majority shareholding in NORDCARGO by purchasing 11 % more of the shares from Ferrovienord. Since then it has handled all transport tasks for the DB Cargo Italia network.

DB Cargo Italia has three main **hubs**, at Brescia Scalo, Chiasso and Torino:

- **Brescia Scalo** is close to the heart of Italy's steel industry, and is served daily by three freights from München, and six per week from Chiasso. There are several wagonload services to various stations, private rail networks and the San Zeno railport, where rail-to-road transfers are made for further distribution purposes.

- **Chiasso** is conveniently located for freights generated by both the steel and chemical industries, with daily freights to and from northern Europe, these routed via Mannheim. A service from Chiasso to the Desio and Milano railports offers clients in the Milano district what amounts to virtually a door-to-door freight service, covering almost all types of consignment. There are

Key Performance Indicators 2015	
DB Cargo Italia	
Market Share	4.4 %
Turnover (million EUR)	41.9
Profit/Loss	loss
Sales 2013 - 15	+5 %
Employees	295
Locomotives	25
Founded	2002

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SBB Cargo's E484 001 arrives at the Hupac terminal in Busto Arsizio-Gallarate with an intermodal service on 3 November 2016.

also scheduled railfreight services to Casalpusterlengo, Mantova, Treocate, Ferrara and Livorno.

- **Torino** has daily freight services to and from Chiasso, and serves as a routing point for freights conveying timber and paper.

In addition to these three hubs, DB Cargo Italia serves ten railports and over 50 private sidings and rail networks throughout northern Italy.

DB Cargo has a pan-European wagonload network, and the three Italian hubs are served by this. Within Italy customised **wagonload** services are operated, and this is one area in which DB Cargo Italia has found success. Among its wagonload clients steelworks, paper mills, breweries and construction companies are just some of the areas of industry for which a nationwide wagonload service is essential.

From Chiasso wagonload services run to the Dinazzano and Castelguelfo railports in Emilia Romagna, the Anagni railport in Lazio, the Maddaloni railport in Campania, and Monfalcone, situated near the border with Slovenia. From here services operate to and from locations in eastern Europe. Essentially, DB Cargo Italia took over the wagonload services which Trenitalia Cargo had abandoned, and has subsequently developed a network which effectively serves many small and medium sized businesses.

In late 2015 DB Cargo Italia was given a positive assessment by the Safety and Quality Assessment System (**SQAS**). This is a set of standards established by the European Chemical Industry Council (CEFIC). The assessment came soon after the operator won, in summer 2015, a contract from the Exxon Mobil/Erg Treocate oil refinery, which is located near San Martino di Treocate, Novara. This involves the transport of products from the refinery to various domestic and international destinations, and also resulted in DB Cargo Italia running freights to Genova for the very first time.

In 2016 DB Cargo Italia took delivery of eight new Class E191 Vectron DC **locomotives**, the objective behind these being to increase service frequencies and to develop the network of services to cover major ports. All eight machines are leased from Unicredit. Also part of the fleet are eight Class E483 TRAXXes hired from FNM, three Class E483s leased from Alpha Trains, five Class E189s leased from MRCE (one of them sub-leased from InRail), and one Class E474 hired from FNM.

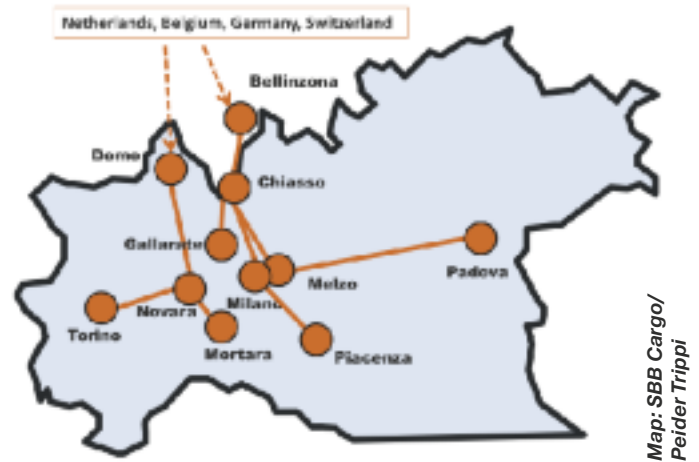
Rail Cargo Carrier - Italy

In December 2008 Rail Cargo Austria (RCA) acquired 55 % of the shares of LINEA S. p. A., an open access freight operator, founded in 2007 owned by various Italian and Slovenian companies. LINEA was renamed Rail Cargo Carrier - Italy on 12 January 2012, and then became a limited liability company (società a responsabilità limitata) instead of a joint-stock company (società per azioni).

Villach South serves as a **receptor hub** for wagonload traffic originating further north in Europe. Here Rail Cargo Logistics marshals the wagons, grouping them into trains for the run through the Alps to various distribution centres in Italy. There are two such trains per week to Sacile and Casarsa della Delizia (northeast of Treviso), three to Lugo in Emilia Romagna, two to Pescara on the Adriatic coast, five to Maddaloni, near Caserta in Campania, five to Santo Stino di Livenza (not far from Venezia), between two and three to Desio, two to either S. Ferdinando or Gioia Tauro in Calabria, and various services, according to demand, to the Cartiere Burgo Verzuolo (a paper mill, near Cumneo) and the Catania Bicocca intermodal terminal.

ÖBB's Class 1216 Taurus, known as Class E190 in Italy, are used on this group of services. RCA also runs a RoLa service from Trento to Brennero, continuing to Wörgl in Austria.

Panorama



Map: SBB Cargo/Peider Trippi

SBB Cargo Italia's service network in 2016.

SBB Cargo Italia

SBB Cargo subsidiary SBB Cargo Italia was founded in 2003 and is based in Gallarate. It is also part of the SBB Cargo International (SBBCI) Group. 75 % of the shares of SBBCI are owned by SBB Cargo (parent company), while Hupac holds the remaining 25 %. SBBCI is active mainly on intermodal and block trains linking North Sea ports with northern Italy. Together with BLS Cargo it runs the trans-alpine RoLa services from Freiburg im Breisgau in southern Germany to Novara in Italy. SBBCI operates the train between Domodossola and Novara.

SBBCI had a total sales **revenue** of 265 million CHF in 2015. Of this, its activities in Italy generated 41 million CHF. In mid-February 2017 SBBCI took over Crossrail's services south of Basel, this expected to increase its Italian market share by around 1 % and add some 10 million EUR to its turnover generated by railfreight activities in Italy.

SBB Cargo Italia has a fleet of 40 **locomotives**, hiring its classes E474 and E484 from SBB Cargo. Through haulage from North Sea ports and origins in Germany to Italy is provided by SBBCI using over 20 Class 189 Euro-

sprinters leased from MRCE, and these were 2016 joined by a batch of five ELL Class 193 Vectrons, equipped for operation in the Netherlands, Germany, Austria, Switzerland and Italy. For 2018 another 18 Class 193 Vectron DACH are on order (193 461 - 478), and are to be leased through Swiss Investment Funds LokRoll AG (see R 1/17, p. 61).

Domestic Open Access Railfreight Operators

At present these operators have a market share of **21 %**. They are the products of ventures by private investors, business entrepreneurs, former Trenitalia employees, and by existing logistics, rail transport, shipping and rail passenger operating concerns. RTC, GTS and Oceanogate are all subsidiaries of larger concerns, and are not constrained in the same ways that all of the others are. These smaller operators have had to carefully adjust their scale of ventures to prevailing market conditions and opportunities.

For instance, a small operator will find that it is not as easy to arrange the lease of an electric locomotive as it is for a large, financially more secure operator. The securities imposed by the



CFI's E189 406 (hired from MRCE) passing through Firenze Campo Marte on 8 July 2012. Among the various train lessors MRCE now has on order or in use the largest fleet of locomotives equipped for operation in Italy, no fewer than 101 machines. These include the 36 Vectrons whose deliveries are now starting (see p. 61). MRCE's earlier purchases were five Class 484 TRAXXes and 60 Type ES64F4 Eurosprinters, of various versions. Of these latter two types, 26 are hired by operators registered in Italy, and others visit the country from time to time during their regular activities.

Key Performance Indicators 2015

Rail Cargo Carrier - Italia

Market Share	1.8 %
Turnover (million EUR)	16.9
Profit/Loss	profit
Sales 2013 - 15	-36 %
Employees	102
Locomotives	from RCA
Founded	2008

Key Performance Indicators 2015

SBB Cargo Italia

Market Share	4.3 %
Turnover (million EUR)	41.0
Profit/Loss	profit
Sales 2013 - 15	+3 %
Employees	263
Locomotives	25+
Founded	2003

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Key Performance Indicators 2015

Compagnia Ferroviaria Italiana

Market Share	4.4 %
Turnover (million EUR)	41.9
Profit/Loss	profit
Sales 2013 - 15	+24 %
Employees	122
Locomotives	15
Founded	2007

lessor are usually stricter. In an interview, a CEO of one of these open access companies reckoned that the hire of just one too many locomotives, in excess of requirements, can easily result in the annual loss of a sum amounting to six figures in euros.

Compagnia Ferroviaria Italiana

Roma-based CFI was founded in 2007 by Giacomo Di Patrizi (now the company's CEO) and some other Italians in private business who believed in the potential for future development and growth of open access railfreight operations. The company's first freight ran in July 2009. In 2010 CFI acquired the five-track intermodal terminal at Fiorenzuola D'Arda (near Piacenza) and the four-track terminal at Piedimonte San Germano (110 km southeast of Roma). In August 2011 CFI was granted its Class A and B safety certificates for European operation, being the first Italian open access operator to achieve this step. Following the acquisition of the terminal operator Sada and the latter's activities in 2012, CFI became the largest domestic railfreight and intermodal terminal operator.

CFI's clients include Acciaierie Arvedi, Acciai Speciali Terni, Case New Holland, Padana Tubi, Unilever, Nestlé and Fiat Chrysler Automobiles and key logistics concerns such as s Sit Rail, Stante, Schenker and Transmec. Acciai Speciali Terni produces wide stainless or carbon steel strips.

In October 2015 CFI bought up its rival, **RailOne**, which was valued at 8.6 million EUR. Turnover for 2016 is estimated to be around 47.5 million EUR, an increase of about 13 % compared to 2015, for both CFI and RailOne.

CFI's motive power **fleet** started off with a Siemens-built electric hired from MRCE Dispolok. Nowadays the company has nine Class E189s, owned as well as hired from MRCE. In 2011 two Class E190s were bought from Siemens, followed by two class E191 Vectrons in 2014. These are the first Vectron DCs

Key Performance Indicators 2015

Dinazzano PO

Market Share	2.3 %
Turnover (million EUR)	21.8
Profit/Loss	+/- 0
Sales 2013 - 15	+71 %
Employees	91
Locomotives	3
Founded	2002



Dinazzano Po's Vossloh-built diesel G 2000 17 shunts at Dinazzano on 15 April 2016.

to be ordered equipped with auxiliary diesels for shunting purposes. However, they were delivered and put into service in 2015 without these Last Mile diesels. The RailOne acquisition resulted in the fleet being expanded by three Class E474 Europrinters and one Vossloh Class G 2000 diesel. Two more Class E191s were ordered and reached Italy in early spring 2017. CFI currently has a fleet of 650 wagons.

Dinazzano Po

Dinazzano Po was founded in 2002 by two railway undertakings based in Reggio Emilia, TPER (Trasporto Passeggeri Emilia-Romagna) and Ferrovie Emilia Romagna. Subsequently two more shareholders were incorporated, the logistic operator at Ravenna port. Sapir, and Ravenna Port Authority.

Dinazzano Po started by providing **logistic services** and logistic terminal management services, though its freights were hauled by motive power provided by the two railway companies which founded it. The main objective was providing a door-to-door service for its clients. The incorporation of activities within Ravenna port was prompted by the decision to win from road haulage companies the transport of locally manufactured ceramic products.

Following Ravenna, services were expanded to other ports - Genova, Livorno and La Spezia. In June 2012

TPER transferred responsibility for providing haulage for freight services to Dinazzano Po, and the company was **re-structured** with share capital being increased to 39 million EUR once this had been completed. During the same year Dinazzano Po applied to become a fully licensed railfreight operator, the licence being issued in October that year, thus enabling the company to offer a complete transport and logistics service to its clients. In July 2013 it then applied for the Parts A and B safety certificates.

In addition to railfreight operation, Dinazzano Po also provides shunting services at eight locations, including Ravenna and Modena, and can offer train maintenance and overhaul services and provide technical verifications at its depots.

Since 2010 the amount of freight moved annually increased by 80 %. **Motive power** consists of two Class E483 TRAXXes acquired from Ferrovie Emilia Romagna and in November 2016 a third E483 was hired from Akiem. In all the company has a fleet of 19 locomotives, mostly diesels.

GTS Rail

GTS Rail is the railfreight subsidiary of the GTS (General Transport Service) Group, based in Bari. It has been active as an operator since 2008, though its roots can be traced back to 1977 when



GTS's E483 051 „Sasha“ in Reggio Emilia on 15 April 2016. All the company's locomotives are named after founder members of GTS, or after the stated philosophies of the company.

Key Performance Indicators 2015

GTS Rail

Market Share	1.3 %
Turnover (million EUR)	12.8
Profit/Loss	profit
Sales 2013 - 15	+19 %
Employees	57
Locomotives	8
Founded	2008

Nicola Muciaccia founded a rail transport company, with a view to establishing the first intermodal terminal in southern Italy. The first block trains, moving swapbodies, ran in **1992**, on services from Bari to Napoli and Salerno.

The company's first international block train ran in 2007, its destination being Manchester. Subsequent destinations included Piacenza, Paris, Zeebrugge and Gioia Tauro. The GTS Group ran its first train, as a licensed operator, in 2009. In 2014 GTS Rail had over 750 clients, involving over 60,000 shipments of intermodal consignments. The same year GTS Rail was granted a passenger transport licence.

In 2015 GTS Rail moved 5 million tonnes of freight along the Adriatic coast from Bari via Piacenza and Milano to various destinations in Europe and 4.2 million tonnes along the Tyrrhenian coast from Marciianise via Pomezia, Roma, Piacenza and Milano to Europe. However, the volumes of freight carried are **imbalanced**. Northbound workings carry by weight only 25 %, while southbound workings carry 75 % of consignments. 37.8 % of northbound consignments are destined for Germany, 29 % for Benelux, and 12 % for Switzerland. Just over 50 % of these northbound consignments are handed over to partner operators, these in the past including Crossrail.

Using the Gotthard Base Tunnel, GTS Rail has plans to offer through haulage to destinations in Switzerland and Germany, and for this a Swiss-based subsidiary has been created. In 2016 GTS completed the construction of a rolling stock maintenance base, situated in Bari, and plans to use this to offer its services to other operators. It is the first in Italy to be 100 % privately financed.

GTS is **structured** vertically, and has a strong environmentally friendly policy, its latest slogan asserting that it is the „Green Transport Solution“. The outlook for 2016 is, according to CEO Alessio Muciaccia, promising: „The 2016 data indicate the GTS Group's further turnover growth to increase to 86 million EUR (compared with 79 mil-

Key Performance Indicators 2015

Interporto Servizi Cargo

Market Share	0.9 %
Turnover (million EUR)	8.9
Profit/Loss	profit
Sales 2013 - 15	+9 %
Employees	62
Locomotives	6
Founded	2009

Key Performance Indicators 2015

InRail

Market Share	2.3 %
Turnover (million EUR)	21.8
Profit/Loss	loss
Sales 2013 - 15	+61 %
Employees	77
Locomotives	5
Founded	2009

lion EUR in 2015, with GTS Rail contributing 12.8 million EUR). In 2016 3,900 trains (3,120 in 2015) were operated covering 1.45 (1.07 in 2015) million train km in Italy. For 2017 the group target is 100 million EUR with a 10 % EBITDA."

GTS rail has a **fleet** of 11 Class E483 locomotives, seven of which are owned, one leased from Alpha Trains. Another three TRAXXes were delivered in early 2017. These are leased from Iccrea Bancalmpresa, a Iccrea Banca subsidiary.

Interporto Servizi Cargo

ISC was founded in 2009, and immediately afterwards applied for its operating licence and safety certificate. By early 2010 it was providing services between southern and northern Italy. Its activities involve both intermodal logistics and rail operations. In 2016 it served Milano Segrate Terminal, Bologna Interport, Verona Quadrante Europa, Pomezia Santa Palomba, Bari Ferruccio and Nola Interport.



InRail's E190 312 at Reggio Emilia on 15 April 2016.

Under the Napoli Port Logistics Extended System (known, appropriately as NA.P.L.E.S) ISC has started up a local shuttle service linking Napoli port district with the huge Nola **Interport** („interport“ being the Italian term for a „freight village“ complex). This is realised jointly with Interporto Campano, Napoli Port Authority and Regione Campania. Working together with IFB, Kombiverkehr and Hupac, ISC is able to provide international services.

In 2015 ISC increased traffic to 1,375 trains (up by 16 % on 2014) and 24,168 loading units (up by 16.5 % on 2014). For 2016 another increase of 25 % to 30,000 loading units is expected. 50 train pairs per week were operated between southern and north-

ern Italy. In September 2016 three new train pairs per week between Bari or nearby Giovinazzo and Verona started up. There are now plans to develop 17 more new domestic services, all of which will run on a daily basis.

The **hearts of operations** for ISC are the two terminals in the Napoli district, Nola Interport and Nola Intermodal Terminal. The vast Nola Interport, one of the largest „freight villages“ in Europe, has 13.75 km of tracks, and is linked directly with Nola Intermodal Terminal.

ISC has two Class E484 TRAXXes and four Class E189 Europrinters, all on hire from MRCE Dispolok. It is planned to hire two more Class E189s during 2017. A fleet of 120 platform wagons is available for intermodal services.

InRail

InRail started up as an open access freight operator in 2009. It has since evolved into one of the ten largest operators of its kind in Italy, specialising in the transport of metallurgical products, scrap metal, timber and coal. It runs international freights via the border crossings at Tarvisio Boscoverde (Austria), Villa Opicina and Nova Gorica (Slovenia), and Chiasso and Domodossola (Switzerland). The main domestic **destinations** for freights are Udine, Osoppo, San Giorgio di Nogaro, Piacenza, Cava Tigozzi (Cremona), Portogruaro (Venezia), Cava Manara (Pavia), Poggio Rusco (Mantova) and San Pietro in Gù (Vicenza). InRail has offices in Genova, Udine and Nova Gorica.



Mitsui Rail Capital Europe Full-Service Leasing



Largest Italian Locomotive Fleet

Largest Cross-Border Locomotive Fleet

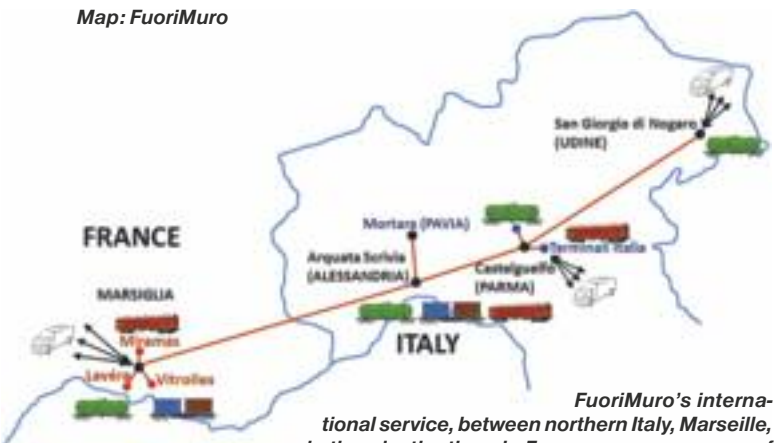
Largest Maintenance Network Across Europe

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Map: FuoriMuro



FuoriMuro's international service, between northern Italy, Marseille, and other destinations in France, serves a range of clients. This uniquely structured service (see text) won a prestigious award from the European Rail Congress in London in 2014.

Key Performance Indicators 2015

FuoriMuro

Market Share	1.3%
Turnover (million EUR)	12.8
Profit/Loss	+/- 0
Sales 2013 - 15	+15%
Employees	106
Locomotives	2
Founded	2010

FuoriMuro Servizi Portuale e Ferroviari

FuoriMuro, founded in 2010, started life providing all the shunting services in the port district of Genova. Traffic steadily increased over subsequent years, and in 2015 over 130,000 wagons were handled there. In 2015 FuoriMuro won an extension of this contract until 2020.

In August 2012 FuoriMuro was granted a safety certificate, enabling it to run freights from other inland logistic centres to Genova, La Spezia and Livorno, and from these ports to major freight centres in northern Italy. Appropriately enough, the operator's name translates as „Outside the Wall“ - and as we shall see next, that is exactly what it did!

Starting in October 2012 FuoriMuro introduced a unique international freight service from Parma and Pavia to Marseille. This service collects both groups of wagons and single wagons (either LPG tank wagons or platform wagons for containers) and drops them off en route, serving a diversity of clients. And this is what makes the service so **unique**: it is multi-client, multi-product, multi-origin and multi-destination. It runs daily, and in France is operated jointly with the SNCF subsidiary VFLI and the intermodal terminal operator Novatrans. Starting in 2016, working together with the French intermodal companies Modal Ouest and Regional, twice-weekly services from Marseille have been offered to Toulouse and Niort (near La Rochelle).

Key Performance Indicators 2015

Oceanogate Italia

Market Share	2.1%
Turnover (million EUR)	19.9
Profit/Loss	loss
Sales 2013 - 15	+5%
Employees	75
Locomotives	10
Founded	2010



FuoriMuro has since the end of March 2017 been owned by FNM (49%), Tenor (30.6%) and InRail (20.4%). FuoriMuro will be one of the bidders for a tender to be invited by the Genova port authority for a new contract to provide shunting in the port area, where FuoriMuro has the concession today. This contract will be awarded in 2020/21. FNM then has a framework agreement for an option to take over another 21% of Fuori Muro's shares within six months of the contract being awarded, provided that the operator wins it.

FuoriMuro has made a substantial investment to buy two Vectron DCs, 191 002 and 003, which were ordered in March 2012, completed in late 2013, then spent nearly two years being authorised for use in Italy. Both were delivered in late 2015 and were in service by early 2016. In March 2017 FuoriMuro created a wholly-owned subsidiary, Locoltalia, and transferred the ownership of all its locomotives to it. Locoltalia is the first privately owned Italian rolling stock company. During the second quarter of 2017 FNM will decide whether it wants to participate in Locoltalia, with a 51% shareholding. **This photo shows E191 003 at Treviglio on 4 November 2016.** FuoriMuro also has three Type G 2000 diesels and several diesel shunters of diverse origins.

Oceanogate Italia

Oceanogate Italia was created in 2010 by the Contship Italia group, which is involved in both shipping and logistic activities. 66.6% of Contship Italia shares are owned by Hamburg-based Eurokai. Also involved in the project were Contship subsidiary Sogemar (active in port warehousing and cargo handling activities) and Ferrovie Emilia Romagna. In late 2011 Oceanogate Italia was able to start up railfreight operations, using its own motive power, but relying on Ferrovie Emilia Romagna's licence and safety certificate.

By 2016 Oceanogate had a workforce of 80 active at La Spezia, Bologna and Melzo (Milano). It runs over 32 international and 60 domestic **services** per week. Its main base is at Melzo, where the terminal has four 750 m long and three 550 m long tracks. Domestic destinations are La Spezia, Genoa, Ravenna, Padua, Trieste, Parma, Reggio Emilia, Bari, Nola and Frosinone (near Roma). International services are taken over by partner rail undertakings and

run to Rotterdam, Venlo, Duisburg/Krefeld, Frenkendorf, Zeebrugge and Budapest.

Oceanogate has six Class E483s on lease from Alpha Trains and three Class E484s leased from MRCE, together with a fleet of 320 hired wagons.

Rail Traction Company

RTC was founded in 2000 in readiness for European railfreight liberalisation. It is a subsidiary of S.T.R. Brennero Trasporto Rotaia, which has a 95.53% shareholding, and DB Cargo, which holds 4.47% of its shares, and is based in Bolzano (registered office) and Verona (operational headquarters).

It was the first open access railfreight operator to run trains over the **Brennero and Tarvisio** lines. It runs a mix of container, semi-trailer and swapbody intermodal services and conventional block train freights. By 2010 there were 18 train pairs per week on both these trans-Alpine routes, and 2016 41 train pairs per week. Within Italy most of these intermodal trains originate at



Oceanogate's E483 019 (hired from Alpha Trains Italia) ready for departure from the Contship terminal at Melzo on 4 November 2016.



RTC-operated E186 283 (hired from Railpool) and the operator's own ES64F-002 (E189 902) on 5 May 2016 at Oberaudorf, Germany.

Key Performance Indicators 2015

Rail Traction Company

Market Share	5.1 %
Turnover (million EUR)	48.6
Profit/Loss	+/- 0
Sales 2013 - 15	+24 %
Employees	215
Locomotives	17
Founded	2000

Verona and serve München, Köln, Hamburg, Hannover, Leipzig, Wuppertal, Kiel and Antwerpen. There are also three intermodal train pairs per week between Milano Segrate and the München-Riem logistics terminal.

As far as ordinary block trains are concerned, there are 15 pairs weekly between Brescia and München moving metallurgical products, five weekly pairs moving cars between München and Verona, six pairs per week moving a wide variety of consignments between München Nord and Verona Porta Vescovo, and a further 24 train pairs per week between locations in Germany and Trieste.

In 2011 RTC started transporting cereals, and has now established a steady clientele. During 2016 some freight services between Italy, Romania, Hungary and Ukraine were also realised. All Austrian services, together with the German ones as far as München, are operated under the licence of RTC's German partner, **Lokomotion** Gesellschaft für Schienentraction, in which

FAS and Ferrotramviara do not have any 2015 freight only Key Performance Indicators.

RTC has a 30 % shareholding. Other Lokomotion shareholders are DB Cargo (30 %), Kombiverkehr (20 %) and S.T.R. (20 %), resulting in RTC being part of a group of companies which are mutually interconnected, these including DB Cargo.

RTC operates a fleet of over 40 electric locomotives. Most of these are multi-voltage, and are also part of the Lokomotion fleet. RTC itself owns eight Class EU43s, of whose the first three were built in 1998 - 99 at the Adtranz factory in Vado Ligure (former ABB Technomasio), and 004 to 008 by Adtranz-Pafawag of Wrocław in 1999 (both factories now form part of Bombardier Transportation). All EU43s were originally destined for PKP, however after their purchase failed (see R 2/04, pp. 32 - 36), they were sold to RTC in early 2001.

Five Class E189s also form part of RTC's fleet. The company also leases four Class E483s from Alpha Trains. Eight Vectrons are on order from Siemens, for delivery in 2017, for use on services from Italy to Germany and Austria.

Ferrovie Adriatico Sangritana (FAS) And Ferrotramviara

In addition to providing local train and bus services for passengers, these



FAS works together with Captrain on international freights. Here E483 032 heads a rake of tank wagons from Chiasso at Lomagna on 26 January 2017.

two companies also share a freight sector, serving local industries connecting to northern Italy.

FAS, based in Abruzzi, has a fleet of 11 diesels and since 2012 has also acquired three Class E483 TRAXXes. Especially on account of the **automotive** traffic generated by the Campus Automotive in the Val di Sangro, railfreight is expanding steadily, and at Jesi Interport FAS is in charge of shunting activities. At the Adriatic port of Ortona FAS has improved the rail infrastructure by relaying the tracks on the north pier. It is also planned to provide a rail link to the port at Vasto. Following an agree-

ment to provide services for Captrain Italia, FAS decided to invest in a third Class E483.

Ferrotramviara, a privately owned company, in the hands of the Pasquini and Castelnuovo families has since 2013 run freight services in Apulia, initially working together with GTS. It has a fleet of four Class E483s, the last one (E483 043) delivered on 23 March 2017, and a number of diesel locomotives.

Peider Trippi

Photos, unless cited, by author

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Interview With FerCargo President, Giancarlo Laguzzi

FerCargo is a private rail operators' association. Which were the companies involved when it was founded in 2009?

The founder members of the FerCargo Association were Fret SNCF Italia (now Captrain), RAILION Italia (now DB Cargo Italia), LINEA (now Rail Carrier Cargo Italy), Rail Traction Company, Compagnia Ferroviaria Italiana, Veolia Cargo (now Captrain), Crossrail, InRail and SBB Cargo Italia.

What has FerCargo achieved during its existence?

First, the number of members has increased from the original nine to 16, that means that virtually all railfreight operators which are not part of the FSI Group are now FerCargo members. They also represent at present about 40% of the railfreight market. In 2010 they operated around 5 million train km, and in 2015 about 16 million train km. In that year Trenitalia Cargo operated 29 million train km, so the FerCargo members, with their 1,750 employees, achieved about 55% of this!

We have achieved two milestones of fundamental importance. Starting in 2014 we managed to ensure that clients were free to award railfreight contracts without having to include Trenitalia Cargo in the bidding procedure. Involvement of the latter often resulted in it offering „dumping“ prices to win contracts. Second, we opposed Berlusconi's 2009 directive, which was to result in two-thirds of RFI's stations being handed to other companies in the Trenitalia/FSI Group. Although we were unable to block these transfers altogether, we did ensure that indiscriminate transfers involving railfreight terminals did not take place. After all, these terminals are used by the whole railfreight industry.

Has the FerCargo association generated any other synergies, leaving aside political influences? Here one could mention the development of working and co-ordinating groups to influence staff training, safety and service quality enhancement, the furthering of the use of internet and 4.0 information technology and suchlike.

When it was founded, FerCargo created a Technical Committee, which is always available for reference by those responsible for safety and staff training purposes, and involves all FerCargo members. This is a working group which usually meets on a monthly basis, and serves as the main arbiter for all involved in rail safety issues, including the national rail safety authority, ANSF (Agenzia Nazionale per la Sicurezza delle Ferrovie) and infrastructure manager RFI.

What are the most important next steps to be achieved to further progress with the liberalisation of the Italian railfreight market, and to win more freight back to the rails? For instance, would you consider the use of the high speed network, infrastructure enhancements to per-

mit the circulation of 740 m long trains, or the granting of subsidies to be issues for consideration?

First of all, I have to say that we reckon that the measures taken by the present Italian Minister of Transport, Graziano Delrio, are of fundamental importance. Railfreight is heading for substantial changes.

For the first time in Italian railway history, steps have been taken to boost railfreight, and make it more competitive with other transport modes, such as road haulage. Moreover, these measures are enabling the Italian railfreight system to adapt more easily to European standards. One of the elements in the Fourth Railway Package is the creation of a Single European Rail Area, and this is an essential element in the development of true, effective pan-European liberalisation.

It is anticipated that the Italian railway infrastructure will be upgraded. These upgrades will influence axle-loads and loading gauge, in particular in tunnels. It will then be possible to run 740 m long freights, and to carry High Cube containers. Trailing loads of up to 2,000 t will be possible. This will all help to make railfreight more efficient. It is expected that the amount of freight to be carried per train will increase by around 15%.

Two types of incentive for the use of railfreight services are being considered. One is what is known as a Ferrobonus, the other involves discounts on railfreight charges. The standards and procedures being followed for the introduction of these comply fully with the guidelines issued by the European Commission for the provision of state-backed incentives for railfreight transport, but the implementation of these measures has been slowed down excessively by bureaucracy during the authorisation stage at the EC level.

Nevertheless, the Italian Ministry of Transport has so far not dealt with one important issue. That is the question of Driver Only Operation (DOO). Unlike in most other European countries, in Italy freight locomotives have to have a driver and secondman in the cab. This results in an increase of 8% in operating costs. The Ministry of Transport is now holding discussions with the Ministry of Labour to see what can be done about the future implementation of DOO. If it is allowed it would result in another positive advance for open access railfreight, and would indeed be a turning point for us.

Track access charges, and the prices charged for electricity and diesel fuel are increasing at rates higher than the general inflation index. These are weakening the position of train operators compared with that of other forms of transport provider. What steps are being taken, or are necessary, to reverse this development?

RFI achieved in 2015 a net profit of 129 million EUR, which is a turnover margin of 5.2%. We at Fer Cargo reckon that such a profit level is excessive for an activity which has virtually no busi-



Giancarlo Laguzzi, the President of the FerCargo Association. He was the former CEO of Oceanogate and a director of FS's railfreight division.

ness risks and which has only shareholders in the public sector. We have adopted the standpoint of the EU's Transport Regulation Authority. Under the Fourth Railway Package, the profits made by infrastructure managers after December 2019 have to go to the public shareholders and not be channelled back into the railway holding company.

This will ensure that the railway holding companies no longer finance themselves with income derived from private railway operators. Full unbundling of the system would have been a better strategy, nevertheless.

Do you reckon that better scale economies could be achieved as

Italian Open Access cargo railfreight electric locomotives				Source: Railfreight, electric operators Compiled by F. Ippolito, March 2017	
Operator	Class	Class	NVM's	Year	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 011	2006	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 012	2006	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 013	2006	
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Captrain Italia	Alpha Train	TRAXX F140 DC	400 185	2006	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 186	2006	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 187	2006	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 188	2006	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 189	2006	
Captrain Italia	Alpha Train	TRAXX F140 DC	400 190	2006	

a result of the merging of some of the open access railfreight operators?

Economic analyses demonstrate that in rail transport operations scale economies of such a type are much less effective than they are in other sectors of the industrial economy. Only indirect costs are influenced, with no influence on direct costs or the functional aspects of operations.

What is the relative market share in Italy of various types of freight operations - intermodal, block and wagonload services?

Intermodal railfreight currently accounts for around 60 % of all railfreight operations, and most freights nowadays, whether intermodal or otherwise, are block trains. Trenitalia Cargo (now Mercitalia) stopped almost all operating wagonload services in 2011.

So how has wagonload railfreight in Italy developed following Trenitalia Cargo pulled out?

Some of our members do run wagonload services. This at present is not economical, partly on account of the lack of possibility of DOO. The revenue from wagonload services is not sufficient to cover operating costs. When DOO is allowed, and our operating costs come down as a result, we can perhaps start considering the expansion

of wagonload freight services. In three years' time, perhaps?

It is very sad to see that between 2006 and 2015 there was a 40 % reduction in railfreight traffic on the Italian network. And that happened in spite of the presence of open access railfreight operators. Do you think that there will be a recovery in the future? How could such a recovery be brought about? And when could it happen?

2015 showed that there had been a bit of positive progress. 2016 saw growth of 6 %, with the private operators contributing 20 % of this. During 2016 the open access railfreight operators partly counterbalanced the earlier decline in traffic suffered by Trenitalia Cargo (now Mercitalia) group. The open access companies captured 45 % of domestic railfreight, and 62 % of railfreight on international services into and out of Italy. So it looks like in the future growth will be focused on international traffic. It also looks like Mercitalia is now pursuing a growth-orientated strategy. If this is indeed the case, there could be a real turnaround in Italian railfreight history, with the public and private sectors working together to achieve this.



MRCE Hires To Mercitalia Rail

MRCE can go on with deliveries of new Vectrons in the version for use in Germany, Austria and Italy, following matriculation of further machines and their inspection by ANSF being finalized. MRCE has 36 machines in this version on order, the first one being the InnoTrans exhibit X4E-640 (193 640, see R 6 / 16, p. 38), which could be hired to its lessee, TX Logistik, already in 14 February 2017, as this machine, as the prototype of the version, was inspected and approved in advance (see

R 1 / 17, p. 61).

Now the next are X4E-641 and 642 to be delivered in the second week of April to Mercitalia Rail, a new identity of Italian state railfreight company (and hence also an owner of TX Logistik), which will under long term deal hire ten of this MRCE batch. In the photo, they are seen on 4 April in Siemens München Allach factory?

Petr Kadeřávek
Photo: MRCE

Interview by Peider Trippi

Rail Cargo Centre Italia	MRC E Depolek GmbH	PK 81 P4	108 131	2009
Rail Cargo Centre Italia	MRC E Depolek GmbH	ES 64 F4	108 111	2009
Rail Cargo Centre Italia	MRC E Depolek GmbH	ES 64 F4	108 114	2009
MRC Italia operates Class 1180 from PKR or demand				
SBB Cargo Italia operates Class 1180/1181 from SBB Cargo or SBB Cargo International on demand				
CR	CR	ES 64 M4	108 201	2011
CR	CR	ES 64 M4	108 202	2012
CR	MRC E Depolek GmbH	ES 64 F4	108 130	2009
CR	MRC E Depolek GmbH	ES 64 F4	108 135	2009
CR	MRC E Depolek GmbH	ES 64 F4	108 480	2007
CR	MRC E Depolek GmbH	ES 64 F4	108 485	2009
CR	MRC E Depolek GmbH	ES 64 F4	108 487	2009
CR	MRC E Depolek GmbH	PK 81 P4	108 028	2009
CR	MRC E Depolek GmbH	PK 81 P4	108 029	2009
CR	Karlsruhe Mobility	PK 81 P4	108 025	2009
CR	MRC E Depolek GmbH	PK 81 P4	108 068	2010
CR (Rail Ore)	CR	PK 81 P4	074 121	2008
CR (Rail Ore)	CR	ES 64 F4	414 102	2008
CR (Rail Ore)	CR	ES 64 F4	414 103	2008
CR	CR	Vectron DC	191 011	2016
CR	CR	Vectron DC	191 020	2016
CR	CR	Vectron DC	191 029	2017
CR	CR	Vectron DC	191 030	2017
Dinazzano Pz	DTT	TRAXX F140 DC	403 050	2009
Dinazzano Pz	DTT	TRAXX F140 DC	403 054	2009
Dinazzano Pz	APDRI GAS	TRAXX F140 DC	403 015	2015
GTS	GTS	TRAXX F140 DC	403 051	2009
GTS	GTS	TRAXX F140 DC	403 052	2009
GTR	GTR	TRAXX F140 DC	403 065	2009
GTR	GTR	TRAXX F140 DC	403 066	2011
GTR	GTR	TRAXX F140 DC	403 068	2016
GTR	GTR	TRAXX F140 DC	403 067	2016
GTA	Alpha Trains	TRAXX F140 DC	403 058	2007
GTA	GTA	TRAXX F140 DC	403 059	2017
GTA	GTA	TRAXX F140 DC	403 060	2017
Inspaco Servizi Cargo	MRC E Depolek GmbH	TRAXX F140 DC	403 061	2009
Inspaco Servizi Cargo	MRC E Depolek GmbH	TRAXX F140 DC	403 062	2009
Inspaco Servizi Cargo	MRC E Depolek GmbH	ES 64 F4	108 483	2009
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