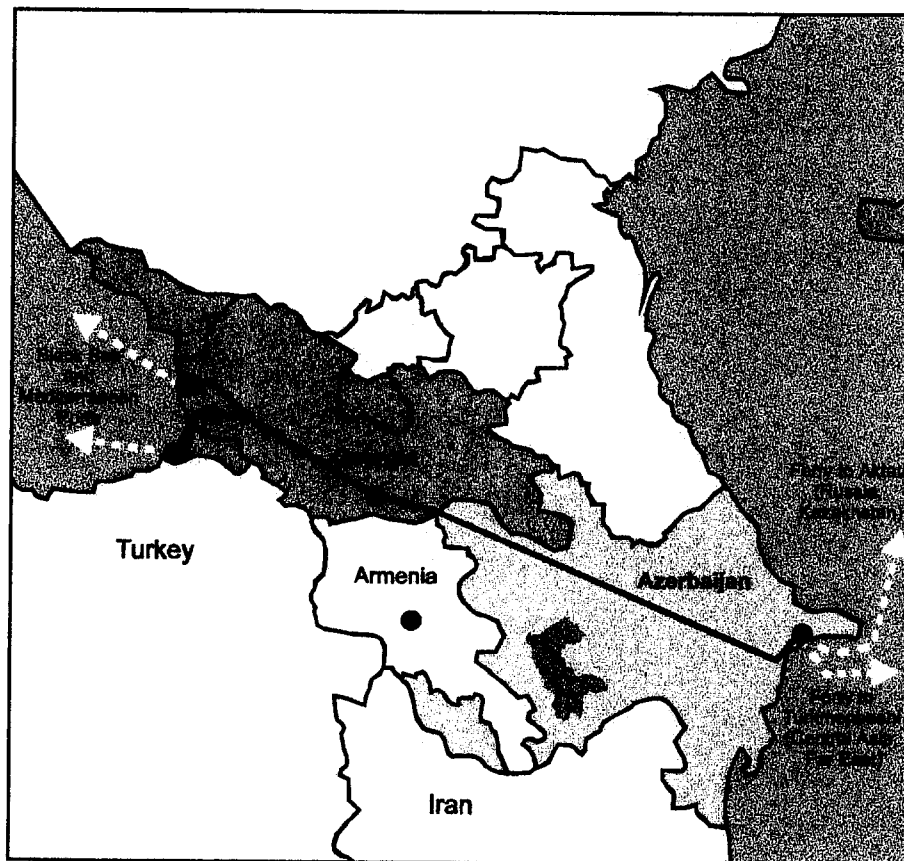


TRACECA

Infrastructure Maintenance 1
-
Railways
Pre-Investment study and Pilot train
Baku - Tbilisi - Batumi/Poti



Final Report

Module B

September 1997

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1 Initial situation and objectives

1.1 Current problems

Both Azerbaijan and Georgia have been important transit countries for railway traffic between Europe and Asia up to the beginning of the 90s.

There are three main railway corridors from Western Europe to Asia:

1. via Belarus, Russia, Kazakhstan to China
2. via the Black Sea, Georgia, Azerbaijan, the Caspian Sea, Turkmenistan, Uzbekistan to China
3. via Turkey to Iran and Central Asia

The three railway corridors are competing with one another. In principle, it is possible to develop the second railway transport corridor into the fastest and cheapest transport link from Western Europe to Asia. The section between the Black and Caspian Seas, i.e. from Poti/Batumi in Georgia to Baku in Azerbaijan takes on a key position. This section is of extraordinary significance in the current political situation and with regard to the international position of the two countries, both as regards the railways as well as the macro-economic development.

- In 1995, some 90 per cent of the transport performance of the Azerbaijan Railways was conducted along the Azerbaijan line section of this corridor (Baku/border to Georgia).
- For Georgia, approximately 75 per cent of the transport performance of the Georgian Railways in 1995 were conducted along the Georgian line section between the border with Azerbaijan and Poti/Batumi. At the moment, the corridor is more or less the only access of the Georgian Railways to the international network.

Furthermore, the transports from Poti/Batumi via Tbilisi currently represent the only possibility for railway transports from and to Armenia.

The main part of cargo flows, especially of high-quality industrial goods, is being transported by road presently. With the economic development to be expected for the Caucasus region and Central Asia, the volume of road freight traffic will continue to increase over-proportionally if a competitive railway link is not offered to the loaders and forwarding companies, especially in Western Europe.

Azerbaijan and Georgia as well as the Central Asian countries of Turkmenistan and Uzbekistan have a legitimate interest in the development of this transit corridor.

Multilateral inter-state agreements between these countries and a special agreement of the four railway administrations of Azerbaijan, Georgia, Turkmenistan and Uzbekistan emphasise the significance of this railway connection.

The bad technical condition of the railway line between Baku and Poti/Batumi is currently leading to considerable disturbances in train operations. The main cause of disturbance are failures of signals and delayed provision of engines. Above all other reasons, reliability, safety and punctuality of freight transport are the main factors, which do not correspond with West European standards.

1.2 Political and economic conditions

It has to be assumed that there is a growing demand for a logistically attractive railway link between Black Sea and Caspian Sea. This is supported by interest displayed and enquiries lodged especially by West European forwarders since the announcement of the Logistic-Express being introduced and in particular since the gathering of first experience in the trial run as of November 1996. The further development of demand depends, on one hand, on the stability and further development of the logistic quality of the Logistic-Express and, on the other hand, on the economic growth in the region.

The assessment of the future freight potential for the Logistic-Express is based on the assumption that there is also a considerable substitution potential in road freight transport. There are especially two economic indicators which emphasise a growing development of demand:

- The port of Poti has to be turned into an efficient container handling port, working according to European standards, over the next few years.
- The vigorous development of oil production in the Caspian Sea implies a growing demand for a reliable and qualitatively adequate railway link along the corridor for equipment and supplies.

1.3 Organisational conditions

The organisational conditions for the introduction of the Trans-Caucasian Logistic-Express have to be regarded under three aspects:

1. *The relationship between the railways and the customers*

Due to the destruction of many companies during the Civil War in Georgia and the decline in production in those areas typical for the railways in Azerbaijan, especially in the field of basic chemistry, the former customer relations of the railways have broken down to a large extent. The process of setting up new customer relations, especially in the potentially growing market segments, is rather slow at the moment. The railways are hesitating to build up new cooperation relations with partners in continuous transport chains (forwarders, ports and freight terminals).

The widely spread insolvency and the inadequate payment discipline of the customers is forcing the railways to adopt the principle of advance payment as a rule for taking over goods transports. This is leading to partially considerable delays in transport operation.

2. *Cooperation of the Azerbaijan and Georgian railways*

Cooperation between the Azerbaijan and Georgian railways is good at all working levels. The agreement between the four railway administrations (Azerbaijan, Georgia, Uzbekistan and Turkmenistan) on the improvement of railway traffic along the Trans-Caucasian corridor of June 1996 characterises the status of cooperation achieved. Special mention should be made of the good organisational conditions for a smooth customs clearing of the freight transports at the border between Georgia and Azerbaijan in Beyuk-Kyassik and Gardabani.

3. *Organisation of internal commercial and operational procedures*

The several months of cooperation with the railway administrations of Azerbaijan and Georgia as well as the field trips to the stations (Kishli, Baladshary, Tbilisi and Poti) have shown that both in traffic and operational services as well as in the technical services of the railways the necessary tasks are being conducted according to the regulations, and all organisational prerequisites for the introduction and implementation of new products of freight transport have been met.

There is generally no computer aid in carrying out the tasks. Furthermore, the organisation of internal commercial and operational procedures is

characterised by the fact that due to the drastically reduced transport volume, there is a high staff surplus in the administration and at the stations.

Comparing the advantages and disadvantages of rail freight traffic with road freight traffic, the following weak points of rail freight traffic regarding the introduction of new products can be identified among the organisational conditions:

- insufficient customer service
- complicated payment processing
- price components which cannot be calculated in advance by the customer
- lacking staff accompaniment of the transports

1.4 Objectives

The objective of the Trans-Caucasian Logistic-Express system is to participate more than before in the growing transport volume of high-quality goods, especially container consignments, along the corridor between the Black Sea and the Caspian Sea. With the help of a clear-cut definition of the performance parameters for the express according to European standards and strict observance thereof in practical transport operation, trust in the new service offer will be instilled in the potential customers and a readiness to change existing delivery and transport relations in favour of container traffic by rail will be established.

The task in developing the 'Trans-Caucasian Logistic-Express' system was to establish a

- stable
- regular
- reliable
- safe
- fast and
- inexpensive

railway link between Poti/Batumi and Baku, which was supposed to be competitive with road freight traffic.

Agreement was reached with the railway administrations of Azerbaijan and Georgia, to achieve the overall objective in three stages of implementation. The following was to be secured with the help of this staggered introduction:

- introducing a service offer for the transport customers, starting with a basic offer (weekly departure, three service locations)

- securing an introductory phase for the local railway authorities for becoming familiar with the Logistic-Express and the necessity to follow up quality requirements
- gathering experience in the cooperation of the two railways, especially at the border crossing of the consignments at Beyuk-Kyassik/Gardabani.

The following was defined as a service offer for the first stage of implementation in October 1996:

The train operates between the three traffic nodes of Poti, Tbilisi and Kishli (Baku) and vice versa. The train is run as a container train with 20 container wagons, i.e. it has an offer of 60 spaces for 20 'containers. The capacity of the train is a maximum of 30 wagons (90 spaces for 20 'containers). Container wagons with containers from Batumi in the direction of Baku are added on in Tbilisi, and in the other direction, container wagons from Baku into the direction of Batumi are taken off in Tbilisi and added on to a direct connecting train from Tbilisi to Batumi.

The following was defined as service offer for the second implementation stage in April 1997:

The train operates as a container train, as during the first stage. In addition, the servicing of the two nodes Gyandsha in Azerbaijan and Samtredia in Georgia are integrated into the train run. All four traffic nodes (Kishli, Gyandsha, Tbilisi, Samtredia and Poti) have container terminals. Container wagons with containers from or to Batumi are added to or taken off the train in Samtredia.

The following was defined as the service offer for the third stage of implementation in October 1997:

The train operates as in the second stage between Kishli (Baku - Gyandsha - Tbilisi - Samtredia - Poti) and vice versa. As in the second and first stage of implementation, the train is run with a constant number of containers and, in addition, with a variable number of loaded covered freight wagons for high-quality goods, in accordance with the actual goods volume at the traffic nodes.

2 Organisation and management system

2.1 System characteristics

The characteristics of the 'Trans-Caucasian Logistic-Express' system were drawn up in close cooperation with the departments and authorities of the Azerbaijan State Railways and the Georgian Railways. The system characteristics describe

- the fundamentals of the system
- the implementation stages
- the customer range
- the goods potential
- the forwarding and receiving stations
- the operational implementation
- the commercial conditions
- the accompaniment of trains and security
- the logistic information system.

The preparatory measures for introducing the system were agreed with the partners of the project team of the Azerbaijan and Georgian railways in connection with drawing up the characteristics of the system. These measures included

- the tasks for providing staff
- the tasks for securing technical service
- the tasks concerning engines
- the tasks in the commercial field
- the tasks for installing the logistic information system and
- further tasks.

Apart from the description of the implementation stages of the customers and goods potential as well as of the dispatch and reception stations, it is an important component of the system characteristics to agree on joint regulations for the operational handling of the Logistic-Express. These include four complexes of tasks:

1. *Interval-service timetable*

The consistent adherence to a interval-service timetable is a decisive quality feature of the 'Trans-Caucasian Logistic-Express'. The customer expects absolute reliability in the departure and arrival times. Adherence to these departure and arrival times takes priority over the utilisation of technically possible travelling time and operating reserves. The timetable drawn up and coordinated by the two railways envisages a travelling time of the train between the two terminals of Kishli (Baku) and Poti of 29 hours. The following was agreed upon as departure and arrival times for the introductory stage:

- Direction Kishli (Baku) to Poti
Departure Kishli (Baku) station: Monday 20:00 hours
Arrival Poti station: Wednesday 01:00 hours

- Direction Poti to Kishli (Baku)
Departure Poti station: Thursday 20:00 hours
Arrival Kishli (Baku) station: Saturday 01:00 hours.

Thus, one train unit is required for the cycle Kishli (Baku) - Poti - Kishli (Baku). It was agreed upon that in the case of insufficient goods quantity the railways would be entitled to cancel a train with the approval of the partner railways.

2. *Locomotive change and/or crew change*

The system characteristics lay down that the changing of locomotives and/or crews are to be reduced to the operational and staffing minimum. The engine or crew switches were laid down in the timetable.

3. *Formation of trains and splitting-up of trains*

Due to the line profile (gradients and descending gradients) on the Georgian section of the line between Sestafoni and Khashuri, the train load is limited to 2,500 t. Thus, the train consists of 30 container wagons with 3 container spaces maximum.

At the terminal nodes of Poti or Batumi, the container wagons are transferred for transshipment of the containers to the port terminals. At the terminal node of Kishli (Baku), the transit containers to Central Asia are transferred with the container wagons to the ferry port of Baku to be loaded onto the ferry to Turkmenistan.

At the intermediate nodes, the container wagons with the destination containers are shunted and made available separately at the container terminal. And, on the other hand, the container wagons with the source containers are shunted to the train formation sidings to be added to the Logistic-Express. This guarantees short stoppage times at the intermediate nodes for the train.

4. *Provision and exchange of container wagons*

The Express operates with a fixed number of container wagons between the stations of Poti, Tbilisi and Kishli (Baku), where loaded container wagons are to be replaced by empty ones. The details of the common wagon stock are described in the system characteristics (Annex 1).

The container wagon stock consists of 90 wagons, 45 from each railway. Furthermore, there is a small wagon reserve at every station as well as a repair reserve stock at the stations of Kishli (Baku) and Poti.

The Azerbaijan and Georgian railways have undertaken the obligation to provide only technically undamaged container wagons for the stock.

The system characteristics also say that the Logistic-Express is to be accompanied by staff in both directions at all times. The staff has two tasks:

- to influence the elimination of disturbances, which endanger the scheduled implementation of the train journey and stops and
- to render armed protection of the train against criminal assaults throughout the journey as well as during scheduled and unscheduled stops.

The accompanying and security staff is provided for the Georgian and the Azerbaijan section of the line respectively.

The concept for a logistic information system is an important component of the system characteristics. The customers (senders and consignees), who use the train, are thus offered a special service. The logistic information system secures:

- transport advance and
- transport accompanying current status messages.

The information pool of the system contains four messages on the location and time of the consignment:

- status information
- departure information
- arrival information
- exception information.

The software and hardware preparation for introducing the logistic information system has progressed so far that nine terminals (beside the nodes the managements of the railways are included, too) shall be fitted with the

software and hardware by the 2nd quarter of 1997, so that the system can start operation. Annex 1 of this Report contains detailed system characteristics.

The system characteristics and the plan of action to introduce the system were confirmed in the joint conference of the Azerbaijan State Railways (AGZD) and the Georgian Railways (GRZD) with the TRACECA project team from 14th August to 16th August 1996 in Tbilisi.

Annex 2 of this Report contains the protocol of this meeting.

2.2 Preparing the system

The intensive technological and organisational preparation for introducing the Logistic-Express was carried out in the months of September and October 1996. The Azerbaijan and Georgian railways prepared the system by forming a joint container wagon stock, drawing up and coordinating the timetable and training the staff. The TRACECA project team provided guidance in these activities and took over coordinating tasks between the railway administrations.

The stage of preparation for introducing the Logistic-Express was analysed and assessed at the joint meeting of the TRACECA project team with representatives of the Azerbaijan State Railways and the Georgian Railways in Gosen/Germany, on 23rd September 1996 (Annex 3 of the Report). The issues still open, especially the determination of the tariff level, were resolved. A decisive step towards a competitive price was taken with the decision to transport the containers by rail at the conditions of transit goods, i.e. at 50 per cent of the tariffs valid.

The prerequisites and the stage of preparation for the introduction of the Logistic-Express were also checked within the framework of a joint monitoring meeting in Tbilisi and a field inspection in Poti, from 14th to 17th October 1996. The existing organisational shortcomings and the measures required for their remedying were laid down in a protocol (Annex 4 of this Report). At the same time, it was said that all prerequisites had been met for introducing the system at the beginning of November and the first journey for test purposes could be carried out on 11th November 1996.

2.3 Introducing the system

The inauguration ceremonies and the first journeys of the 'Trans-Caucasian Logistic-Express' took place on 11th November 1996 from Kishli (Baku) to Poti and on 14th November 1996 from Poti to Kishli (Baku).

The official inauguration at Kishli was conducted by the Head of the Azerbaijan State Railways, Mr Mamedov, in the presence of the representatives of the Transport

Ministry, the deputy heads of the railways, and representatives of forwarders and the project manager and members of the TRACECA project team. The first train consisted of 20 container wagons and an accompanying passenger car. The container wagons were loaded with a total of 20 empty 20' containers. An advertising poster on the occasion of the first train journey, 2 x 5 m in size, had been fixed to the first container on the first wagon. The train was accompanied by a representative of the Azerbaijan Railways and a representative of the TRACECA project team. The travelling time, in contrast to the timetable, was 27 hours in the Kishli (Baku) to Poti relation and 26 hours in the Poti to Kishli (Baku) relation.

The actual border stops of one hour in Beyuk-Kyassik and Gardabani were considerably shorter as compared to the timetable (2 hours 50 minutes) due to simplified border and customs procedures.

The train comprised of 17 container wagons with 18 containers, including a loaded one, on the trip from Poti to Kishli (Baku).

The following overall assessment was drawn up as a result of the first journey of the 'Trans-Caucasian Logistic-Express':

- The quality standards drawn up in the system characteristics during the preparation for introducing the Logistic-Express - reliability, punctuality, staff accompaniment and guaranteed transportation time - were met.
- The Logistic-Express is absolutely competitive as compared with road transport, with regard to quality parameters and the price.
- The Express represents a container service offer along the Trans-Caucasian corridor between the Black and the Caspian seas, adjusted to European standards, thus constituting a competitive bridge between Europe and Central Asia as well as the Far East.

Assessing the experience gathered during the first journey of the Logistic-Express, recommendations were passed on to the railways, geared towards a further stabilisation and vigorous marketing of the system.

Annex 5 of this Report contains the detailed report on the inauguration and the first journey of the 'Trans-Caucasian Logistic-Express' on 11th November 1996 from Kishli (Baku) to Poti and on 14th November 1996 from Poti to Kishli (Baku).

3 Marketing

Great efforts were undertaken by the TRACECA project team to organise the marketing of the Logistic-Express in a professional and targeted manner.

According to the decisions by the managements of the Azerbaijan Railways (AGZD) and the Georgian Railways (GRZD)

- the AZRAILWAYEXPEDITION forwarder for AGZD and
- the Tariff-Forwarding Company for the GRZD

were commissioned with the marketing of the Logistic-Express.

The marketing of the Logistic-Express was supported by an advertising campaign in newspapers of Western Europe as well as Azerbaijan and Georgia, financed by the TRACECA project. Up to May 1997, a total of

- 36 advertisements in Western Europe
- 2 advertisements in Azerbaijan and
- 7 advertisements in Georgia

were published.

The programme of marketing measures (printing of advertisements in West European transport and logistics journals) on the 'Trans-Caucasian Logistic-Express' in the period of October 1996 to April 1997 is contained in Annex 6.1 of the Report. Furthermore, a multi-coloured leaflet on the Logistic-Express was produced in English, Russian, French and German for acquisition activities, with altogether 5,600 copies (Annex 6.2).

Potential customers of the Logistic-Express were approached with a customer letter (Annex 6.3).

A branch office of the Georgian rail forwarding company 'Tariff-Forwarding Company' was set up and made operational in Poti, in the short-term, with the assistance of the TRACECA project team.

A four-page presentation brochure on the Logistic-Express, in English, Russian, French and German, with 4,000 copies, was also used for marketing the train from February to May (Annex 6.4).

Due to the extensive advertising campaign, there were 104 enquiries from loaders and forwarders on using the Logistic-Express by the middle of May. 55 of them enquired about general information on the system of the Logistic-Express. 49 enquiries were about concrete transports with concrete figures via Poti to various destinations (Baku, Tbilisi, Yerevan). The enquiries were usually directed to the

contact address of the TRACECA office in Berlin. They were registered there and sent on to the railway forwarders in Azerbaijan and Georgia. A list of the customer relations is contained in Annex 6.5 of this Report.

4 Monitoring

4.1 Preparation and implementation

The monitoring of the 'Trans-Caucasian Logistic-Express' in the phase of its testing from 11th November 1996 to 6th February 1997, was prepared organisationally with the responsible representatives of the Azerbaijan Railways and the Azerbaijan forwarder as well as the Georgian Railways and the Georgian forwarder.

An evaluation concept was drawn up by the TRACECA project team, which is subject of Annex 3 to the protocol of the report on the inauguration and first journey of the 'Trans-Caucasian Logistic-Express' on 11th November 1996 from Kishli (Baku) to Poti and on 14th November 1996 from Poti to Kishli (Baku). It was envisaged according to this concept that the Azerbaijan Railways will register the necessary details on the course and utilisation of the train up to the border station of Beyuk-Kyassik in the direction of Poti and the direction of Kishli (Baku) from the station of Beyuk-Kyassik, with the help of a form. And on the other hand, the Georgian Railways are obliged to register the details for the section of the line from Gardabani to Poti and from Poti to Gardabani in the direction of Kishli (Baku), with this form.

Furthermore, it was agreed that the forwarders would record in writing customer enquiries and their own processing of these enquiries.

The responsibility for the registration of the data basis for the monitoring was with the chief engineers of the two railways. The records on conducting the Logistic-Express were carefully drawn up by the two railways (AGZD and GRZD). In cases of lacking clarity and irregularities, there was practical coordination between the representatives of the two railways

Throughout the entire phase of testing, the representatives of the TRACECA project team were present in Baku and Tbilisi exerting influence on the consistent adherence to the system characteristics of the train and the proper execution of the monitoring.

4.2 Results

During the 13 weeks of the train's trial run from 11th November 1996 to 6th February 1997, the 'Trans-Caucasian Logistic-Express' ran

- 7 times in the direction of Kishli (Baku) to Poti and
- 8 times in the direction of Poti to Kishli (Baku).

The reason for the Logistic-Express not running was a lack of container volume. On 12th December 1996, the train as of Poti serviced Gyandsha as a destination station for the first time with the reception of 64 loaded 20' containers. The 64 empty 20' containers were returned from Gyandsha to Poti on 7th January 1997.

The transport of loaded containers concentrates on the relation from Poti in the direction of Kishli (Baku). Only empty containers were transported in the opposite direction from Kishli (Baku) to Poti.

The train ran according to the timetable agreed between the two railway administrations, as a rule. There were delays on the Azerbaijan line section in three cases caused by power failure, with delays of 30 to 90 minutes. There was one longer delay of 4 hours and 40 minutes because a loaded container wagon from a third country (Armenia) was being handed over by the GRZD to AGZD at the border crossing point of Beyuk-Kyassik. There were three cases of delay on the Georgian side of the line during the hand-over in Beyuk-Kyassik.

The marketing of the Logistic-Express was conducted by the two railway forwarding companies of the AGZD and the GRZD in the phase of testing. They did not live up to the requirements of a vigorous commercialisation, comparable to European standards. The main reasons for the insufficient work were:

- The technical means for receiving the enquiries (telephone, fax) had a high failure rate, due to defects or lack of staffing.
- The enquiries were often either neglected or answered only with a great loss of time, so that the acquisition effect for winning potentials for the Logistic-Express did not materialise.
- The cooperation of the two forwarding companies to follow up their common interests towards the customers and with respect to an interchange of information was unsatisfactory.

During the test phase, there were no disturbances concerning the safety of the container transport, during the course of transport along the line as well as during the stops at the stations.

The testing of the Logistic-Express can be assessed overall as follows:

1. The Logistic-Express has already achieved a high degree of market acceptance within the short test phase of three months.
2. The service offer of the Logistic-Express is competitive as compared with the road transport of containers. This applies especially to
 - the transport time of less than 30 hours
 - the reliability of the departures
 - the guarantee of a high degree of transport security
 - the price level at 50 per cent of the valid railway tariffs.
3. The system characteristics of the Logistic-Express (organisation, technology, technique) are proven under realistic operation conditions.
4. The growth rates in container transport volumes along the railway corridor between Baku and Poti, quoted in pertaining economic and traffic forecasts, lead to the expectation of a positive development of the potential for the Logistic-Express in 1997 and the following years.
5. The organisation to market the train concept according to West European standards is the decisive link in the chain of developing the Logistic-Express. This requires the setting up of new efficient national operating companies for the Logistic-Express both in Azerbaijan and Georgia, in the short-term. These companies should take over the previous tasks of the two railway forwarders in marketing the Logistic-Express.

A detailed presentation of the monitoring results is contained in the Protocol of the joint conference of the AGZD and the GRZD in Baku on 23rd and 24th January 1997. The protocol is attached as Annex 7 of this Report.

The activities aimed at introducing the logistic information system were determined within the framework of the test phase by the Azerbaijan and the Georgian sides, with the help of the TRACECA project team. A joint meeting was held in Baku on issues of drawing up the software on 13th December 1996. The protocol is contained in Annex 8 of this Report.

5 Training

Based on the conclusions from the analysis of the current situation of both railways as main areas of deficit were identified the insufficient Knowledge about

- the market and its mechanisms cost-price-service
- the amount of costs as a criterion of effectiveness for decision making
- the identification and use of advantages of the railways in the competition with other transport modes
- the importance of the human factor for the successful development of a new type of management

In order to improve and overcome these deficits the project team organised during the processing of the project some special measures:

- on the job training during the investigations concerning the pre-investment study (technical matters) and during the preparation of the pilot-train (commercial and cost aspects).
- a Management Study Tour to Germany for 10 Experts of each railway. More detailed information about this Study Tour is given under point 5.1 of this report.
- a special management training course using the world-wide approved GRID[®] technique. More detailed information about this training measure is given under point 5.2 of this report.

5.1 Study Tour

In order to increase their knowledge and their understanding of modern transport, marketing, and sales philosophies, and to familiarize them with the organisational, technical, and commercial conditions of railway transport, staff members of the Azerbaijan State Railways and of the Georgian Railways were invited to a Study Tour to Germany, to take place from 16 until 30 September, 1996. Participants were:

On the part of the **Azerbaijan State Railways (AGZD)**:

Mr Sadykhov,
Ikram Mustafa

Head of the Transport and Communications Department
in the Azerbaijan Ministry of Economics
(acting Azerbaijan transport minister)

Mr Panahov,
Musa Sadievitsh

Deputy Director General of AGZD

Mr Akhundov, Mahmud-Orhan I	Head of the 'International Transports' department of AGZD
Mr Seinalov, Rafik Tofik	Deputy Head of the 'Passenger Transport' department of AGZD
Mr Akhundov, Eldar Tofik	Deputy Head of the 'International Relations' department of AGZD
Mr Mustafayev, Rafail Gsdjee	Deputy Head of the 'Economy' department of AGZD
Mr Nagiyev, Nariman Nuraddin	Chief Engineer for transport economy with AGZD
Mr Nadjafov, Agakerim Agasalim	Deputy Head of the 'Technology' department of AGZD
Mr Kasumov, Djafar Asker	Deputy Head of the technical department, and head of data processing of AGZD
Mr Karayev, Wahid Adil	Head of the 'Signalling and Telecommunications' department of AGZD
Mrs Kokmalieva, Alla	Interpreter

On the part of the **Georgian Railways (GRZD)**:

Mr Melkadse, Igor	First Deputy of the Director General, and chief engineer of GRZD
Mr Chkhikvadse, Djemal	Deputy of the Director General 'Economy' of GRZD
Mr Tatishvili, Tengis	Head of the 'International Relations' department of GRZD
Mr Gongladse, Ushanghi	Deputy Head 'International Relations' department of GRZD
Mr Rostomashvili,	Deputy Head 'International Relations' department of

Nodar	GRZD
Mr Arveladse, Gennadi	Head of the 'Signalling and Telecommunications' department of GRZD
Mr Kvantaliani, Noadri	Head of the 'Traction and Wagon Management' department of GRZD
Mr Popov, Ivan	Chief engineer for traction with GRZD
Mr Shelia, Vladimir	Departmental head in the Georgian Ministry of Transport

The Study Tour was ruled by the following **thematic focal points**:

16-09-1996 Arrival of the two delegations.

- 17-09-1996 (1) Introductory talk on the structure and organisation of Deutsche Bahn AG; concept: "Bahn 2000" [Railway 2000].
- (2) Visit to the maintenance works for public transport trains of S-Bahn Berlin GmbH, Berlin-Schöneweide;
 Organisation of operational procedures in the course of the maintenance process; visit to the production plants.

- 18-09-1996 Visit to the ferry port of Mukran (Baltic Sea):
- Organisation of railway ferry traffic;
 - Operational procedures during loading and unloading;
 - Canvassing and marketing in cargo traffic;
- Visit to the operating facilities and the ferry-boat 'Greifswald'.

- 19-09-1996 (1) Visit to the forwarding agency DACHSER in Berlin:
 Organisation of business administration procedures in a forwarding agency; co-operation with transport operators and customers; winning of customers; market conditions; visit to the operating facilities.
 Discussion with representatives of the Berlin Senatorial Administration for Building Construction, Housing, and Transport, and of the Association of Forwarding Agents in the Berlin/Brandenburg Area [Verband der Spediteure

- Berlin/Brandenburg]. Topics:
- What does 'City Logistics' mean?
 - Goods transport centres to ease the traffic load;
 - Multi-modal transport in large cities.
- (2) Visit to the Freight & Logistics Centre 'Hamburger und Lehrter Bahnhof' (HuL), Berlin:
- tasks and history of the HuL;
 - visit to the transfer facilities of HuL;
 - traffic policy from the point of view of the Chamber of Industry and Commerce (IHK);
 - master plan of a goods transport centre;
 - terminal policy of Deutsche Bahn AG.
- 20-09-1996
- (1) Visit to the Berlin head office of Deutsche Bahn AG; Talk on Deutsche Bahn AG's strategy with a view to Eastern Europe and the CIS states with the following focal points:
- joint offers to customers by various Railway Administrations;
 - tariffing;
 - wagon employment;
 - joint winning of customers/orders.
- (2) Visit to the computer-aided train protection system of Deutsche Bahn AG in Berlin-Lichtenberg. Explanations in the head office as to how the information system works.
- (3) Participation in a non-revenue run of an InterCityExpress train in Berlin. Explanations in the driver's cab as to how the information system works.
- 23-09-1996
- Superstructure and reconstruction of lines: superstructure types; solid roadway; types of rail fixings; organisation of line maintenance.
- Visit to the fly-over of Deutsche Bahn AG at the Hamburg junction;
 - visit to a construction site of Deutsche Bahn AG ('Spandauer Damm', Berlin), where the solid roadway was being reconstructed;
 - visit to the construction site of Deutsche Bahn AG, where the main railway station ('Hauptbahnhof') Berlin was being reconstructed;

- visit to an LRT construction site in Berlin, section:
Jannowitzbrücke - Alexanderplatz
- 24-09-1996 (1) Visit to the concrete works at Güsen, owned by Messrs. WALTER BAU AG;
- sleeper types;
 - technological procedures in the production of sleepers;
 - discussion of possibilities for a co-operation regarding a sleeper production of their own in the Caucasian countries.
- Visit to the production of concrete sleepers.
- (2) Visit to SIEMENS AG's works at Braunschweig:
- signalling and line protection technology;
 - presentation of modern components;
 - discussions of co-operation possibilities.
- 25-09-1996 Visit to Messrs. ADtranz in Kassel:
- presentation of the production of modern electric locomotives;
 - discussion of co-operation possibilities in the Caucasian countries.
- 26-09-1996 Visit to Deutsche Waggonbau AG (DWA); works at Halle-Am-mendorf:
- presentation of DWA and the Ammendorf works;
 - presentation of new products for the CIS states;
 - visit to the production plants;
 - discussion of co-operation possibilities.
- 27-09-1996 (1) Visit to the port of Hamburg:
- interchanging;
 - container handling;
 - bases for and structure of a container block train;
 - dispatching of container block trains;
 - container LCL sheds / CFS;
 - conducted boat tour of the harbour.

- (2) Visit to Hamburg Port Consulting GmbH (HPC):
- fields of activity of HPC;
 - requirements regarding the interface railway/ferry;
 - TRACECA projects HPC was involved in.

30-09-1996 Departure of the two delegations.

In addition to the above programme, but within the framework of the Study Tour, the TRACECA project team met with representatives of the Azerbaijan State Railways (AGZD) and the Georgian Railways (GRZD) in order to prepare the operation of the "Trans-Caucasian Logistic-Express" (see separate Minutes of Meeting). This meeting took place in Gosen, on 23 September 1996.

5.2 Training course GRID®

Objectives of the training program GRID®

A GRID-Management training for the middle management at the AGZD and GRZD was to be directed towards

- identifying the personal way of management in contrast to others
- applying optimum team work
- getting to know different methods of problem solving
- giving and receiving constructive criticism
- familiarisation with models on conflict solving and
- elaboration of approaches to optimum organisation development.

The training was to be evaluated and recommendations for further training measures and training comments were to be formulated.

Criteria for the selection of the GRID-Training

While analysing the actual situation at the AGZD and GRZD was found that there were deficiencies as to effective management, leadership conduct and corporate culture. At the Soviet railways, management was based on orders and obedience, a principle still often inherent today. Typical for the situation is that targets are formulated without motivating the railway staff to actively follow these targets. On the other hand, featherbed-management was common at lower levels.

The system for management and organisation development „GRID“, created by the Americans Blake and Mouton, today is used all over the world and for the above mentioned situation has the following advantages:

- the method - preparation by self-study, active group work, self-critical assessment of values and performance - allows a new approach while turning to market-oriented economy
- the behaviouristic-psychological conception is partly based on the Russian behaviouristic psychology of Popov and therefore allows a efficient approach to the Russian mind
- the management training is applicable for all management levels at the Caucasian Railways and does not depend on actual responsibilities.

Preparation of the training measure

Preparation of the instructor

In co-operation with the German „GRID“-Institute, the instructor made the necessary training documents available, worked out the programme for the training based on the GRID-Overall plan and prepared the lectures for the training sessions i.g.

- introduction to the GRID-Concept for organisation development
- Start - Process - Finish - Criticism, the importance of constructive criticism within team work
- The GRID-Concept etc..

Organisational preparation of the training

The administration of AGZD and GRZD were asked to name 17 participants for the training measure and to organise their preparation.

The decisions on personnel and organisation were made about three weeks before the start of training. The training itself was to take place at the Headquarters of the AGZD. A lecture room, three additional rooms for group work, were available.

17 participants were named and invited. Special care was taken to select personnel of the middle management in responsible positions and in charge of staff for different departments. Teaching and learning aids were explained in special introduction meetings in Baku and Tbilisi.

- ***Preparation by the participants***

The GRID-Training requires that the participants work through different documents presented to them before the start of the seminar. The activities of the training are based on this material, being familiar with it, is a precondition for attending the course in view of the work load to be done during the training.

Implementation of the training measure

- ***Preparation of the seminar***

Before the seminar started, the participants were asked for the following:

- Assessment of the own management behaviour, of the actual and optimum corporate culture.
- Study of the book by Blake/Mouton "Behaviour psychology in production - the key to top performance" and the first part of course material.
- Test on the GRID-concept.

- ***The training course***

The separate sections were discussed in the plenary, the 6 lectures supplemented the know how on the GRID-Concept gained in the pre-training phase. Work within the three „Colour"-groups included individual study, solving a task in the team and finally an assessment according to criteria such as decision finding, objective orientation, tendency/leadership, communications and constructive criticism.

The three „Colour"-groups worked out models on ideal team work which was then evaluated in newly formed groups, this created a competitive situation without however, leading to conflicts.

Again in a new group constellation a very complex and difficult task was to be solved at the end of the course, in all groups the targeted synergistic effect should be perceived.

In the beginning of training there was a reluctance which partly resulted from the lack of preparation, but in the course of training the degree of active cooperation on the side of participants continuously improved. The course of the training in general was according to schedule.

Features of the conditions at the AGZD and GRZD

In the course of the training some aspects become obvious which are characteristic for the Caucasian conditions

- resulting from the overall political and economical situation of the country there is a general uncertainty on the further development. Many of the participants therefore doubt that it will be possible to realise new management styles.
- The present schooling and training system neglects among others the transfer of know how through active self study. This affected the individual preparation. For the participants the learning methods used by GRID were new, especially the tests, evaluation forms and the modes of assessment.

Evaluation

- *Preparation of the participants*

The documents and materials submitted to the participants in principle allowed a good preparation. The standards for assessing the qualification of staff in the exercises differ, however, from the standards which the participants would have applied.

- *Evaluation of the training by the participants*

According to the evaluation form filled in by the participants, the course was assessed as follows:

- the participants found the GRID-Seminar to fully meet their objectives and expectations, 3 declared this in parts to be the case. All of the participants stated that new and valuable information was conveyed in the course of the training.
- the participants could see a direct relation to their work
- Regarding learning experience the GRID-Questionnaire revealed that most of the participants could appreciate the training.
- Most of the participants believe that the training will have a positive impact on their management ability.

Almost all of the participants declared the new information to meet their needs and wants in their organisation. The know how regarding various management styles was improved, a more critical attitude towards staff and one self promoted, and an

implication of the GRID-Concept and its system of assessing other staff transferred. The participants stated that the team work and their assessment were very helpful in view of their future tasks and very efficient with regard to sophisticated problem and conflict solving, they received valuable impulses for improving their management style.

Evaluation of the results of the seminar

The GRID-Concept differentiates between 6 principle management styles:

- 9.9 Team management - highly objective and human related
- 9+9 Patriarchal leadership
- 9.1 Order-obedience-management - high in objectivity, low in human relations
- 5.5 Organisation management - medium at objectivity and human relations
- 1.9 Featherbed-Management - low at objectivity, high at human relations
- 1.1 Survival management - low in objectivity and human relations

Regarding the value of leadership the following results were achieved:

		9.9	9+9	9.1	5.5	1.9	1.1
before	Training	37,3	35,8	30,2	35,1	27,9	13,8
pre	Standard	46,2	30,3	27,3	34,5	30,1	11,6
after	Training	46,7	30,4	31,7	35,0	22,8	13,4
post	Standard	54,4	29,9	27,4	32,2	25,9	10,3

The table clearly shows that the optimum leadership style 9.9 was valued lower than the international average before and after the training, though this style was raised in value by 9.5 points.

Very positive are also the results regarding the evaluation of the personal management style:

		9.9	9+9	9.1	5.5	1.9	1.1
before	Training	47,0	5,9	5,9	29,4	5,9	5,9
pre	Standard	61,6	13,6	4,5	15,9	4,1	0,2
after	Training	23,5	0	23,5	47,1	0	5,9
post	Standard	22,0	21,2	16,6	30,2	6,7	1,1

It becomes obvious that the self-assessment of the personal management style regarding 9.9 undergoes a radical change (47,0 to 22,0) which complies to the international trend. On the other hand, the value of style 5+5 increases from 19,4 to

47,1. This clearly shows that in order to overcome compromise management style the GRID-Training is a very effective means to develop performance and human related management styles and that it has a broad range of application.

All in all it can be said that the individual's performance and the group's performance could be increased well above average in the course of training.

In view of the most adequate organisation form an increase from 39,8 to 59,3 is visible (international rate 59,9), which reveals that the participants received valuable impulses for improving the organisation within the two railways.

Modes of evaluation

Most of the participants found the evaluation and test forms helpful for dealing with the various tasks forwarded to them.

The continuous and consequent application of the GRID-Method (case study/test - individual preparation - group work - analysis of the group's efficiency - open discussion of results) was regarded very beneficial. The participants are of the opinion that the discussions within the group work sessions were a major contribution towards achieving the training objective.

- *General comments*

The participants were asked to evaluate the training and how they had experienced this week of learning. Most of them rated the course to have been excellent to very good.

The most of the participants would recommend the training without exception to superiors, deputies and other staff having to communicate with people.

Asked about what they most liked about the training and what learning experience they had made, the following were named as key issues:

- Getting to know new management styles
- organisation of the training and the materials used for visualisation group work as teaching method
- comparing the personal management style to the GRID-Styles and deriving ways for personal improvement
- gaining a more critical attitude towards the own person/performance
- assessing more objectively the performance and overall behaviour of others.

6 Future development

6.1 Market volume

In the development of the market volume, the assumption is made that the port of Poti has already turned into an important handling port of general cargo and containers on the Black Sea coast, in recent years. The amount of incoming containers via Poti port rose more than five-fold from 1994 to 1996. In 1996, a total of 12,276 incoming containers (TEU) were handled. Out of this total, 45 per cent were destined for Georgia, 34 per cent for Armenia and 13 per cent for Azerbaijan. A further increase by 50 per cent (optimistic scenario) or 25 per cent (pessimistic scenario) is forecast for 1997. These rates of increase take into consideration the growth in foreign trade flows as well as a further growing degree of container use.

The future percentage of road traffic in the container transports is of vital importance to the transport volumes in the railways' container traffic. Here, a short-term heavy increase of the railways' percentage is assumed. Experience gained during the introduction of the "Trans-Caucasian Logistic Express" shows that the railways have a clear competitive advantage as compared to road traffic, if they offer regular, reliable, favourably priced and, above all, safe transport services to the customers. The introduction of the "Trans-Caucasian Logistic Express" on the route Poti - Tbilisi - Baku in November 1996 led to a precipitous rise in the railways' container traffic. One can therefore proceed from the assumption that the railways will utilise the advantages they have in long-distance transports (Poti - Baku, Poti - Yerevan, Poti - Central Asia) as compared to road traffic. A further asset in traffic from and to Armenia is that the railways are additionally advantageous because of the difficult geographic conditions, which becomes especially apparent in the winter months. For the traffic forecast therefore the following assumptions were made with respect to the modal split in container traffic:

The share of railway transport in total container traffic will rise to 40 per cent in the relations of Poti - Baku in 1997, and as of the year 2000, it will be 65 per cent (pessimistic scenario 30 % / 45 % respectively). The share of the railways in the Poti - Yerevan relation will be 45 per cent in 1997 and as of 2000 it will also be 65 % (pessimistic scenario 40 % / 50 % respectively). In the Poti - Tbilisi direction the share of the railways in the total container traffic will reach 10 per cent in 1997, and as of 2000 it will be at 25 % (respectively 7,5 % / 15 % in the pessimistic scenario). This lower share of rail transport is due to the considerably shorter distance from Poti to Tbilisi and thus more favourable conditions for road transport.

The share of empty containers being returned will continue to predominate in the direction of Baku - Poti or Yerevan - Poti also in future. The number of loaded containers in these relations will be about 20 to 30 per cent of the incoming volume.

Cotton exports from Uzbekistan and Turkmenistan represent a considerable potential for container traffic in the East - West direction. Already as of 1997, the Uzbek exporters want to transport first amounts in containers via Turkmenbashi - Baku to the Black Sea ports. It is planned to transport a total of up to 35,000 tons of cotton in containers. A starting volume of 500 TEU is envisaged for 1997.

On the basis of the development trends presented so far, the following forecast was drawn up for the transportation of containers in railway traffic in 1997 (in TEU):

Relation	optimistic scenario	pessimistic scenario
Poti - Tbilisi	2,167	1,548
Poti - Baku	820	585
Poti - Turkmenbashi	348	290
Poti - Armenia	2,537	1,850
Tbilisi - Poti	455	325
Baku - Poti	189	135
Turkmenbashi - Poti	500	500
Armenia - Poti	533	389

Furthermore, there are serious efforts being undertaken to create ferry links across the Black Sea from Romania or Bulgaria to Poti. In future, this would permit the direct rail transport from Europe to the Trans-Caucasian region.

On the other side of the corridor, there is the port of Baku, which is also undergoing a process of restructuring and reconstruction. Within the framework of this development, also planned with the European Union, a new container terminal is intended to be built at the port of Baku.

6.2 Geographical aspects and international extension

It is urgently required to extend the Logistic-Express in its catchment area to the Central Asian republics of Turkmenistan and Uzbekistan. These countries are gearing their foreign trade increasingly towards Western Europe. The goods flows from and to Western Europe will grow considerably over the next few years. In return for raw materials supplies from Central Asia, high-quality consumer and investment goods are being imported to a growing extent, which represent a formidable potential for container transports. Thanks to the quadripartite agreement in place between the four railway administrations (Azerbaijan, Georgia, Turkmenistan, Uzbekistan), there are already good prerequisites for this development.

Furthermore, it is necessary to establish a stable container link, according to the standard of the system characteristics of the 'Trans-Caucasian Logistic-Express', in the form of a feeder train, through bilateral negotiations between Georgia and Armenia in the relation of Poti to Yerevan and vice versa.

Armenia has already got a large share in the entire container traffic via Poti, with 34 per cent (4,229 TEU - 1996). In comparison to other relations, the share of the railways is currently especially high at 37 per cent and will continue to grow due to the difficult conditions in road traffic.

6.3 New transport technologies

The development of the 'Trans-Caucasian Logistic-Express' in technological view is to be progressed in three directions:

- ◆ *Setting up container depots and container carrier depots*
At the terminal points of the Logistic-Express, at Kishli (Baku) and at Poti, a depot each for containers and container carriers is to be set up with the objective to reach a higher flexibility in the availability of these transport means in accordance with the varying volumes, thus ensuring an even better acceptance of the system on the market by potential loaders and forwarding agents.
- ◆ *Application of new technologies in combined traffic*
Technological pre-studies should be conducted still in 1997 on the application of the 'rolling highway' in the relation of the transport corridor. Special attention should focus on the technical prerequisites at the interfaces (ramps) and the market ability of such a service offer as compared to direct road freight transport.
- ◆ *Qualification of the logistic information system*
The logistic information system is to be further developed especially as regards the forwarding services with the aim of achieving EDI standard in future.

6.4 Organisational conditions

Aiming at ensuring in the long run the stability of the marketable services offered by the Logistic-Express, it is mainly the following organisational measures that have to be put into effect.

- Analogous to the agreement between the port of Poti and the Georgian railway forwarding agency, a contract has to be concluded between the Azerbaijan railway forwarding agency and the port and ferry port of Baku, fixing the prices for all services possibly coming into consideration, including the forwarding to the Central Asian TRACECA countries.

- It is deemed necessary that the Azerbaijan and Georgian railway forwarding agencies exchange, on a daily basis, by telephone and fax, situation reports as to the utilization of the Express and to the requirements of the customers.
- At a later date the service offer of the Logistic-Express will have to be expanded in a way that also wagon loads in covered wagons - above all high-quality goods - will be transported between Kishli (Baku) and Poti, provided that the normal process of things will not be disturbed (e.g. customs treatment at the border). In any case, reliability and punctuality of the Express is of top priority.

Increasing the competitiveness and efficiency of the 'Trans-Caucasian Logistic-Express' with the aim of winning further market shares in container transport along the Trans-Caucasian corridor, requires both Azerbaijan and Georgia to set up a new national operating company each in preparation of an international joint-venture for the marketing and operation of the Logistic-Express within the TRACECA project "Joint venture(s) for the Caucasian railways". Large interested customers and forwarders involved should be shareholders of these national operating companies, alongside the AGZD and their railway forwarder or GRZD and their railway forwarder.

This necessary development to increase competitiveness and efficiency of the Logistic-Express urgently requires supporting activities by the TRACECA programme in

- setting up the national operating companies
- preparing the work of the operators both as regards staff and in the material and technical respect
- continuing the marketing activities towards Western Europe and Central Asia and
- guiding and qualifying the staff in the area of forwarding.

Annex 1

Trans-Caucasian Logistic-Express

A. Characteristics of the System

B. Measures of introducing the system

**Accorded between
the Azerbaijan State Railways,
the Georgian Railways
and the TRACECA Project Team**

**Tbilisi
14.08.1996 - 16.08.1996**

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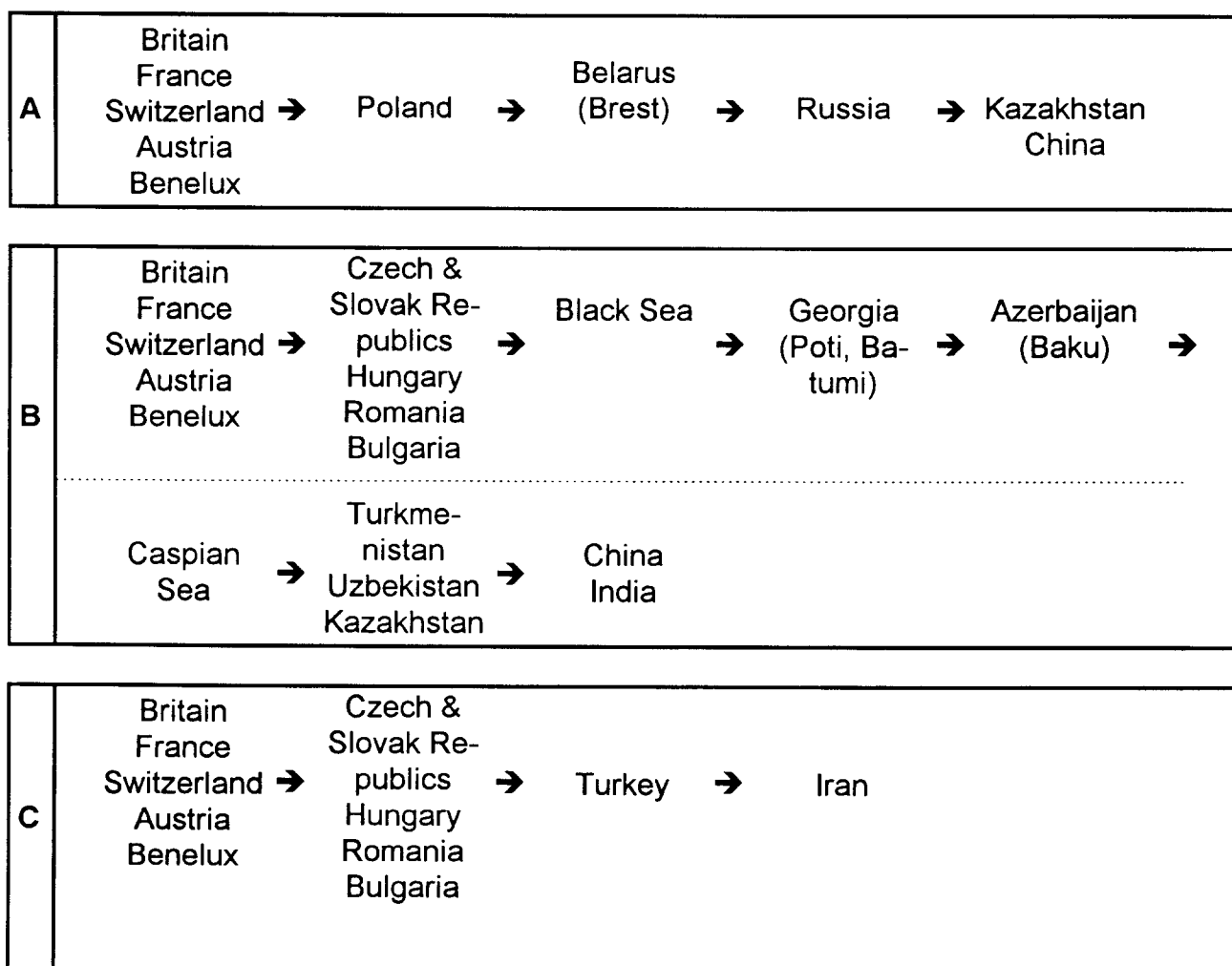
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A. Characteristics of the System

1 Fundamentals of the system

Both Azerbaijan and Georgia were important transit countries for railway traffic up to the start of the 90s. Some 37 million tons of transit constituted more than a third of the entire transport volume of the Azerbaijan Railways in 1989. However, the volume of transit railway goods transports through Azerbaijan was down to a mere 0.2 million tons in 1995.

There are three main railway transit corridors from Western Europe to Asia:



The three railway transport corridors are competing with one another.

It is possible to develop railway corridor B into the fastest and cheapest transport link between Western Europe and Asia.

The section between the Black Sea and the Caspian Sea, i.e. from Poti/Batumi in Georgia to Baku in Azerbaijan, plays a key role.

This section is of extraordinary significance both for the railways as well as the overall economic development, on the backdrop of the current political situation in the two countries.

Some 90 per cent of Azerbaijan railways' transport services related to the line section between Baku and the border of Georgia in 1995. About 75 per cent of the export goods transported by rail and approx. 55 per cent of the imports were channelled through this corridor.

The above mentioned corridor is more or less the only access of the Georgian Railways to the international network, at the moment. And some 75 per cent of transport services of the Georgian Railways in 1995 related to the line section between Tbilisi and Batumi/Poti.

Transports via Tbilisi - Batumi/Poti are the only possibility of railway transports from and to Armenia at present.

The main goods flows, especially of high-quality industrial goods and industrial plant are on the road, at the moment. In view of the economic development to be expected in the region of the Caucasus and Central Asia, the volume of road transport will continue to rise unproportionally, if one does not manage to offer the customer a competitive railway link.

Apart from Azerbaijan and Georgia, it is especially the Central Asian countries of Uzbekistan and Turkmenistan who have a strong interest in developing the transit corridor from the Caspian to the Black Sea. Multi-lateral inter-state treaties between these countries as well as with Azerbaijan and Georgia on economic cooperation and in the area of railways only serve to emphasise the significance of this railway link.

Train traffic on the entire line between Baku and Poti/Batumi is characterised by disruptions with considerable time losses as compared to the timetable. The main causes of disruption are signal faults and a delayed provision of engines. On the section between Kishli (Baku) to the Georgian border (Beyuk-Kyassik) freight trains have an average delay of 7 hours.

The objective of the system called "Trans-Caucasian Logistic-Express" is that of participating more than before in the growing volume of transport of high-value goods, especially in container transport.

The task of the Trans-Caucasian Logistic-Express system is to establish a

- stable
- regular
- reliable
- safe
- fast and
- inexpensive

rail link between Poti/Batumi and Baku and make it competitive as compared to the goods transport by road.

The main features of the system are:

1. During the first stage of implementation, a train is to be offered
 - from Poti/Batumi to Kishli (Baku) and
 - from Kishli (Baku) to Poti/Batumiat a fixed time and day, once a week.
2. The transport time between the two terminal points is regarded as guaranteed transport period, which shall be adhered to at least.
3. During the first stage of implementation, the train shall run as a container block train only, with a minimum number of 20 container wagons and a maximum number of 30 container wagons. Other goods wagons shall not be used during the first steps of implementation.
4. The consignments from and to Batumi will be added or taken off at Tbilisi as a group of wagons, according to the requirements. Thus the train has the nature of a feeder train for the relation from and to Poti and Batumi.
5. The train will run with a high security standard. It will be protected by an armed escort of the transport police. This escort will influence the planned and proper treatment of the transport at stations and at the border, and they will protect the train against criminal assaults.
6. The introduction of the train will be supported by a broad-based marketing campaign in the countries of Azerbaijan, Georgia, Uzbekistan and Turkmenistan.
7. The conditions of the goods transfer and the subsequent overseas shipment in Baku and Poti/Batumi will be harmonised with the departure and arrival times of the train.

8. The customers as well as all the institutions involved in implementing the train will be provided with a system of transport advance and transport accompanying logistic information.

2 Stages of implementation

The system of the Trans-Caucasian Logistic-Express will be built up and completed step by step over several stages of implementation:

1. The service offered to the transport customer will be introduced with a basic offer at first (container consignments, weekly departure, three operational locations), which is to be extended step by step.
2. The local railway authorities of the two countries need an introductory phase for treating the train according to the quality requirements.
3. Experience has to be gathered over a certain period of time for the trouble-free cooperation between the two railways, especially at the border crossing, this is to take place during the first stage of implementation, in particular.

1st Stage of implementation ⇨ ***October 1996***

The train will operate between the three transport nodes of Poti - Tbilisi - Baku and vice versa. All three nodes are equipped with container terminals for the handling of 20' containers. The train will be run as a container train with 20 container wagons, i.e. 60 spaces for 20' containers. Its maximum capacity is to be 30 container wagons, i.e. 90 spaces for 20' containers.

Container wagons with containers from Batumi in the direction of Baku will be added to the train in Tbilisi, and on the other hand, container wagons from Baku in the direction of Batumi will be taken off in Tbilisi and put onto a directly linking train from Tbilisi to Batumi.

2nd Stage of implementation ⇨ ***April 1997***

The train will operate between Poti - Samtredia - Tbilisi - Gyandsha - Baku and vice versa. All five transport nodes are equipped with a container terminal, the prerequisite being that the container terminals at Samtredia and Gyandsha are put back into operating condition by April 1997.

The train will run as a container train like in the first stage.

Container wagons with containers from or to Batumi will be added to or taken off the train at Samtredia.

3rd Stage of Implementation ⇨ **October 1997**

Just as during the 2nd stage, the train will operate between Poti - Samtredia - Tbilisi - Gyandsha - Baku and vice versa.

The train will operate with a constant number of container wagons as during the 1st and 2nd stages and, in addition, with a variable number of loaded covered goods wagons, according to the concrete volume of goods at the transport nodes.

3 Customers

The scope of customers for the Trans-Caucasian Logistic-Express system comprises

- forwarding companies
- trade firms
- production companies of the
 - ◆ light industry (electrical engineering, foodstuffs, etc.)
 - ◆ investment goods industry (mechanical engineering, machinery etc.)

The service offer of the Trans-Caucasian Logistic-Express is aimed at the domestic market as well as the import and export market of the countries of Georgia and Azerbaijan as well as at logistic companies for the transit from Europe via the Poti - Baku railway line to Central Asia and the opposite direction.

Container customers represent a special target of acquisition. The container consignments arriving at the port of Poti have increased considerably in 1996 as compared to 1995. The number of containers handled rose from a monthly average of 200 TEU in 1995 to some 500 TEU per month in 1996.

The acquisition for the Trans-Caucasian Logistic-Express demands the employment of effective marketing methods.

1. Use of brochures and print media
 - ◆ a multi-language prospectus with graphic images of the service offer for the domestic markets of Georgia and Azerbaijan
 - ◆ advertisements in the high-circulation newspapers of Georgia and Azerbaijan as well as the countries of Central Asia
 - ◆ advertisements and specialised articles in the largest European transport magazines such as
 - ⇒ Deutsche Verkehrszeitung (German Transport Magazine)
 - ⇒ Internationale Transportzeitschrift (International Transport Magazine)
2. Workshops including press conferences with large forwarding companies and the trade and industry chambers of Germany (Berlin and Cologne).
3. Meetings with customers on location in Georgia and Azerbaijan. A list of important transport customers of the Georgian and Azerbaijan railways is included in Annex 1. A list of important forwarding companies in Georgia and Azerbaijan is contained in Annex 2.
4. The Task Force formed by experts of the EU shall support the marketing work for winning additional potentials for the Trans-Caucasian Logistic-Express.

4 Goods potential

The goods volume to be acquired will decide on the degree of utilisation of the Trans-Caucasian Logistic-Express.

One has to assume that there is a direct connection between the high logistic quality and stability of the Trans-Caucasian Logistic-Express and a growing demand for its utilisation.

For assessing the goods potential of the Trans-Caucasian Logistic-Express, it is assumed that the current actual potential is formed by adding

- a substitution potential of road transport and
- a growth potential on the basis of the economic development

to form a total potential.

Table 1 contains an assessment as to the goods potential to be expected.

Based on the estimated initial goods potential per month of 212 TEU in both directions, one train per week to Tbilisi would be utilised to approx. 90 % (53 TEU) and to Baku to approx. 60 % (35 TEU).

The estimated total potential per month, at the end of 1997, would already permit to run two trains per week twice a month and that at an average 75 % utilisation (44 TEU) to Tbilisi and 50 % (29 TEU) to Baku.

Table 1: Components of the Trans-Caucasian Logistic-Express' goods potential in the relations Poti - Baku and Baku - Poti¹⁾

state of destination / state of sender	real volume for the first 6 month in 1996	substitution potential	growth potential (01.07.1996 - 31.12.1997)	total potential (31.12.1997)
	railways (TEU / month)	road transport (TEU / month)	(TEU / month)	(TEU / month)
1	2	3	4	5
Georgia	14	45 ⁽²⁾	16	75
Azerbaijan	28	34 ⁽²⁾	15	77
Russia	6	7 ⁽²⁾	3	16
Central Asia	2	2 ⁽²⁾	1	5
Armenia	42	32 ⁽³⁾	14	88
total	92	120	49	261

¹⁾ The numbers show the potential in one direction. They are provided by the both railways on the basis of the number of transported containers and forwarded containers in the port of Poti. For the Baku-Poti-direction was taken the same potential of empty containers.

²⁾ The assumption is that road traffic will rise by 15% and the substitution share will increase to 65%.

³⁾ The assumption is a 15% growth

The following two examples emphasise the prospects of success in securing the necessary goods potential for the Trans-Caucasian Logistic-Express.

First example: Azerbaijan International Operating Company (AIOC)

According to statements by the logistics manager, there is a pressing need to use a reliable and quality rail link from Poti to Baku for equipment and supplies, in the form of the Trans-Caucasian Logistic-Express.

At the moment, these goods are driven to Baku from Turkish ports on road by various forwarding companies.

The potential quoted by the customer from today's point of view would be 250,000 tons per year.

Second example: Container-terminal at the port of Baku

The container-terminal is being set up with a high priority in the reconstruction of the port.

HPTI estimate that as of 2000, the handling of 40,476 TEU (most likely scenario) is to be expected.

A certain scope of these containers, both in the transport to as well as from the port, constitute a potential for the Trans-Caucasian Logistic-Express.

5 Forwarding and receiving stations

The train is to service the main transport nodes between Poti and Baku. The terminal nodes are

- Poti station
- Batumi station
- Kishli (Baku) station.

Following refurbishment work on the container station of Khirdalan (Baku), Kishli (Baku) station will be replaced as a terminal node by Khirdalan (Baku) station.

The following are intermediate nodes

- Samtredia station (as of 2nd implementation stage)
- Tbilisi station
- Gyandsha station (as of 2nd implementation stage).

There are the following border stations

Gardabani station in Georgia and
Beyuk-Kyassik Station in Azerbaijan.

The joint border check is carried out at Beyuk-Kyassik Station. The Georgian customs clearance is conducted at Gardabani and the Azerbaijan customs clearance at Beyuk-Kyassik.

The terminal nodes and intermediate nodes bear the function of forwarding and receiving stations.

There will be further intermediate stops of the train for operational reasons such as changing locomotives and/or crews.

The terminal and intermediate nodes are fitted with the following goods transport equipment, serving to handle the Trans-Caucasian Logistic-Express:

1. Poti station:

- sidings for the formation and splitting-up of trains
- sidings for storage of goods wagons
- sidings with a weighbridge
- sidings for washing goods wagons

Furthermore there are extensive rail installations at the Port of Poti. The transfer point between the station and the port is some 200 metres away from the station.

The following goods transport installations at Poti Port are of significance for the Trans-Caucasian Logistic-Express:

- container-terminal with rail installations, including 15 positions for container wagons
- gantry cranes (40 tons) at the container terminal for loading and unloading the container wagons
- storage areas in the container terminal for the interim storage of the containers
- ramps for the interim storage and handling of high-value goods
- storage sheds with unloading side ramps for interim storage of goods requiring protection from the weather

The container terminal run by the company CAUCASTRANS FORWARDER LTD (KAVTREX), situated near Poti Port is also of significance.

The short-term plan of the Georgian Railways is to build a container terminal with two tracks of some 250 metres length and crane installations with 40 t load-carrying capacity at Poti Station. Irrespectively of the time of completion for this terminal, all

the necessary operations for handling the goods of the Trans-Caucasian Logistic-Express may be carried out at Poti Port.

2. Batumi station

- sidings for the formation and splitting-up of trains
- storage sidings goods wagons
- loading sidings for handling high-value goods

- The containers are handled at Batumi Port.

3. Samtredia station

- sidings for the formation and splitting-up of trains
- sidings for the storage of goods wagons
- 2 tracks of some 200 metres length for handling containers
- crane installation for handling 20' containers
- handling and storage area for containers of some 2 500 m²
- loading sidings for handling high-value goods
- storage shed with head ramp and side ramp for handling high-value goods

The crane has not been in operation since 1992 due to destruction (crane driver's cabin, dismantling of cables) and one track has been taken up. The repair of the crane installation is recommended urgently to the Georgian Railway Administration.

4. Tbilisi station (Towarni)

- sidings for the formation and splitting-up of trains
- sidings for the storage of goods wagons
- loading sidings for handling high-value goods
- 2 tracks of some 200 metres length for handling 20' containers
- crane installation in operation for the handling of 20' containers
- handling and storage area for 20' containers of some 2,500 m²
- storage shed with side ramps for the handling of high-value goods

5. Gardabani station

- 2 main tracks
- 4 passing sidings
- 3 storage sidings

6. *Beyuk-Kyassik station*

- 2 arrival and departure tracks
- 2 sidings for handling the goods

7. *Gyandsha station*

- 15 arrival and departure tracks
- 3 shunting sidings
- 2 storage sidings for passenger trains
- 2 storage sidings for freight trains
- 2 sidings for train formation
- 1 siding for unloading cement

8. *Kishli (Baku) station*

- 15 arrival and shunting sidings
- 7 shunting sidings
- 19 sidings for handling goods
- 4 train formation sidings
- 2 storage sidings

9. *Khirdalan station*

- 4 dispatch and reception sidings
- 5 shunting sidings
- 2 safety sidings
- 1 siding for repairing tank wagons
- 1 train formation siding

Container wagons with 20' containers and 40' containers as well as covered wagons can be fed from Kishli (Baku) Station for transit via the ferry port or to the Port of Baku for overseas shipment.

Goods wagons (container wagons and covered wagons) for the transit to Russia can also be transferred from Kishli (Baku) Station to the shunting yard of Baladshary.

The Trans-Caucasian Logistic-Express is to be completed to attain its standard capacity of 20 to 30 container wagons at Kishli (Baku) Station for the container wagons to be transported further in the transit relations. A permanent container wagon reserve will be kept at the station for this purpose.

The same shall apply to the container wagons to be transported further from Tbilisi to Armenia.

The Azerbaijan and Georgian railways do not have handling installations for 40' containers at their disposal at present. However, such containers can be handled at other terminals (e.g. Poti Port and Baku Port).

6 Technical service

The technical service side of the Trans-Caucasian Logistic-Express is characterised by five complexes of tasks:

- 1. Interval-service timetable**
- 2. Locomotive change and/or crew change**
- 3. Formation and splitting-up of trains**
- 4. Provision and loading deadlines**
- 5. Provision and exchange of container wagons**

All technical service tasks will be conducted in line with the traffic instructions of the Georgian and Azerbaijan railways.

1: Interval-service timetable

The consistent adherence to a interval-service timetable is a significant quality feature of the Trans-Caucasian Logistic-Express. The customer expects absolute reliability in the departure and arrival times. The timetable includes certain time reserves for this end.

In designing the timetable, adherence to arrival and departure times takes priority over the exhaustion of technically possible running and operating reserves.

The travelling and stopping times of the train in the direction of Baku - Poti and Poti - Baku are contained in tables 2 and 3.

The proposal is to arrange the departure and arrival times for the introduction stage of the Trans-Caucasian Logistic-Express as follows:

Table 2

Tab. 2: Travelling and stopping times of the Trans-Caucasian Logistic-Express, direction from Baku to Poti

No	Line / Station	Distance [km]	Time ¹⁾ [h,min]
1	Kishli-Baku - Baladshary	4	35'
2	Baladshary - Kasi-Magomed	110	2h 10'
3	Kasi-Magomed (engine & crew change)	-	50'
4	Kasi-Magomed - Udshary	122	2h 35'
5	Udshary (crew change)	-	35'
6	Udshary - Gyandsha	112	2h 30'
7	Gyandsha (engine & crew change)	-	50'
8	Gyandsha - Akstafa	95	1h 45'
9	Akstafa - Beyuk-Kyassik	43	55'
10	Beyuk-Kyassik (border check)	-	2h 00'
	AGZD line section	486	14h 45'
11	Beyuk-Kyassik - Gardabani	12	15'
12	Gardabani (border check)	-	40'
13	Gardabani - Tbilisi	28	51'
14	Tbilisi (container wagon change)	-	40'
15	Tbilisi - Khashuri	123	4h 08'
16	Khashuri (engine & crew change)	-	20'
17	Khashuri - Sestafoni	61	2h 07'
18	Sestafoni (crew change)	-	20'
19	Sestafoni - Samtredia	58	2h 19'
20	Samtredia (crew change)	-	20'
21	Samtredia - Poti	65	2h 33'
	GRZD line section	347	14h 33'
	Total distance	833	29h 18'

¹⁾ In the future the stations of engine and crew change in Azerbaijan will be changed. The partners will be informed by AGZD.

Tab. 3: Travelling and stopping times of the Trans-Caucasian-Logistic-Express, direction from Poti to Baku

No	Line / Station	Distance [km]	Time ¹⁾ [h,min]
1	Poti - Samtredia	65	2h 41'
2	Samtredia (crew change)	-	20'
3	Samtredia - Sestafoni	58	1h 46'
4	Sestafoni (crew change)	-	20'
5	Sestafoni - Khashuri	61	1h 53'
6	Khashuri (engine & crew change)	-	20'
7	Khashuri - Tbilisi	123	3h 28'
8	Tbilisi (container wagons change)	-	40'
9	Tbilisi - Gardabani	48	46'
10	Gardabani (border check)	-	40'
11	Gardabani - Beyuk-Kyassik	12	16'
GRZD line section		347	13h 10'
11	Beyuk-Kyassik (border check)	-	2h 00'
12	Beyuk-Kyassik - Akstafa	43	46'
13	Akstafa - Gyandsha	95	1h 55'
14	Gyandsha (engine & crew change)	-	50'
15	Gyandsha - Udshary	112	2h 10'
16	Udshary (crew change)	-	40'
17	Udshary - Kasi-Magomed	122	2h 10'
18	Kasi-Magomed (engine & crew change)	-	50'
19	Kasi-Magomed - Baladshary	110	2h 30'
20	Baladshary - Baku-Kishli	4	40'
AGZD line section		486	14h 31'
Total distance		833	27h 41'

¹⁾ In the future the stations of engine and crew switches in Azerbaijan will be changed. The partners will be informed by AGZD.

- Direction from Baku to Poti
 - ◆ Departure from Kishli (Baku) Station: Monday, 20.00 hours
 - ◆ Arrival at Poti Station: Wednesday, 02.00 hours
- Direction from Poti to Baku
 - ◆ Departure from Poti Station: Thursday, 20.00 hours
 - ◆ Arrival at Kishli (Baku) Station: Saturday, 02.00 hours

Thus, one train unit is required for the circulation Poti - Baku - Poti during the introductory stage.

If the capacity of one train is exceeded, due to an increased demand, a second train should be employed, so that there is a departure on Thursdays and Mondays each, both from Poti Station and as well as from Kishli (Baku) Station.

Should there be a reduction in the volume of goods to be transported, the railways can cancel the train, with the consent of the partners. The two railways shall agree on a minimum utilisation of the train.

2: Locomotive change and/or crew change

The engine change or crew change should be reduced to a minimum, determined only by technical service and staffing matters.

The technology of the Trans-Caucasian Logistic-Express provides for opportunities in

- Samtredia
- Sestafoni
- Khashuri
- Tbilisi
- Beyuk-Kyassik
- Gyandsha
- Udshary and
- Kasi-Magomed.

3: Formation of trains and splitting-up of trains

Due to the line profile (gradients and descending gradients) in the Georgian section of the line between Sestafoni and Khashuri, the train load is limited to 2,500 t. Thus the train may be formed by a maximum of 30 goods wagons.

Due to the still unstable situation in the provision of electricity for railway operations on the Georgian side, the employment of diesel traction is necessary. Two diesel engines have to be used on the section between Sestafoni and Khashuri because of the gradients.

The train formation and splitting-up tasks will be determined locally at the terminal and intermediate stations. At the intermediate nodes, the container wagons with the destination containers will be shunted and made available separately at the container terminal, during the first and second implementation stages. And on the other hand, the container wagons with the source containers will be shunted to the train formation sidings for forming the train at the intermediate nodes. This arrangement allows for short stoppage times of the trains at the intermediate nodes.

At the terminal nodes of Poti and Batumi, the container wagons will be made available for handling the containers at the port terminal.

At the terminal node of Baku, the container wagons with transit containers in the direction of Russia will be transferred to Baladshary and be included in the next train formation. The container wagons with transit containers to Central Asia, via the ferry to Turkmenistan, are transferred to the ferry port of Baku in the same manner. The container consignments to be made ready for overseas shipment are treated accordingly at Baku Port.

In the case of replacements of container wagons from the determined stock, due to transit transports to Central Asia, Russia and Armenia, the numbers of the newly provided container wagons shall be communicated to the other side.

4: *Provision and loading deadlines*

The customer is guaranteed binding provision and loading deadlines at the terminal and intermediate nodes in the system of the Trans-Caucasian Logistic-Express. The individual times are laid out in Table 4 (1st stage of implementation).

Tab. 4: Guaranteed provision and loading dead-lines at the terminals and intermediate nodes for the 1st stage of implementation

Train arrival	End of Loading	Provision		Train arrival	End of Loading	Provision
			↓ Poti ↑			
			↓ Tbilisi ↑			
			↓ Baku ↑			

5: *Provision and exchange of container wagons*

The express shall run with a fixed number of container wagons.

The loaded wagons will be exchanged for empty wagons at the stations (Poti, Tbilisi, Baku). There shall be a small stock of container wagons at every station. Furthermore, there will be a repair reserve stock at the stations of Kishli (Baku) and Poti.

Circulation: one train unit with		20 container wagons
wagon stock in	- Poti	20 container wagons
	- Tbilisi	10 container wagons
	- Baku	<u>20 container wagons</u>
working stock		70 container wagons
repair reserve stock		10 container wagons (Kishli/Baku)
		<u>10 container wagons (Poti)</u>
total stock		90 container wagons

45 container wagons each shall be provided by the Azerbaijan and the Georgian railways for the container wagon stock. It shall be used as a closed stock.

Wagons which arrive in Tbilisi with loaded containers from Batumi for further transportation with the Trans-Caucasian Logistic-Express in the direction of Baku, shall be included in the system against the exchange of empty container wagons, just as with the local stock.

The same procedure applies to container wagons arriving in Baku off the ferry from Turkmenistan for further transportation with the Trans-Caucasian Logistic-Express.

The exchange in Tbilisi shall be between empty and loaded wagons of the Georgian Railways

The container wagons included in the closed stock, have to be in a technically adequate condition, according to the respective valid technical stipulations.

This regulation of providing and exchanging container wagons secures

- a high degree of reliability in providing the container wagons
- satisfaction of peak demand
- a high bonus of trust among the West European partners.

By exchanging the empty and loaded container wagons, a special empty wagon regulation is rendered unnecessary.

7 Commercial conditions

(Point 7 shall be supplemented following the conclusion of bilateral negotiations between the Azerbaijan State Railways and the Georgian Railways)

8 Staff accompaniment and security

The train will be accompanied at all times between the terminal nodes of Poti and Baku, in both directions. The staff will have the following two tasks:

1. to influence the elimination of disturbances, which endanger the planned implementation of the train journey and the stops;
2. to render armed protection of the train against criminal assaults throughout the journey as well as during the scheduled and unscheduled stops.

The accompanying and security staff will be provided both for the Georgian and the Azerbaijan section of the line respectively. A written report shall be produced for each journey, including any special events. The proper hand-over of the trains at the border will be documented by the signature of both the Azerbaijan and Georgian staff. This also applies to the hand-over of the trains by the accompanying staff at the terminal nodes of Poti and Kishli (Baku).

9 Logistic information system

The logistic information system is an important quality feature of the Trans-Caucasian Logistic-Express.

Thus, to the customers (dispatchers or recipients), who use the train, is offered a special service. At any time, they may enquire and receive complete data about the current location of their consignment. And the logistic information also secures

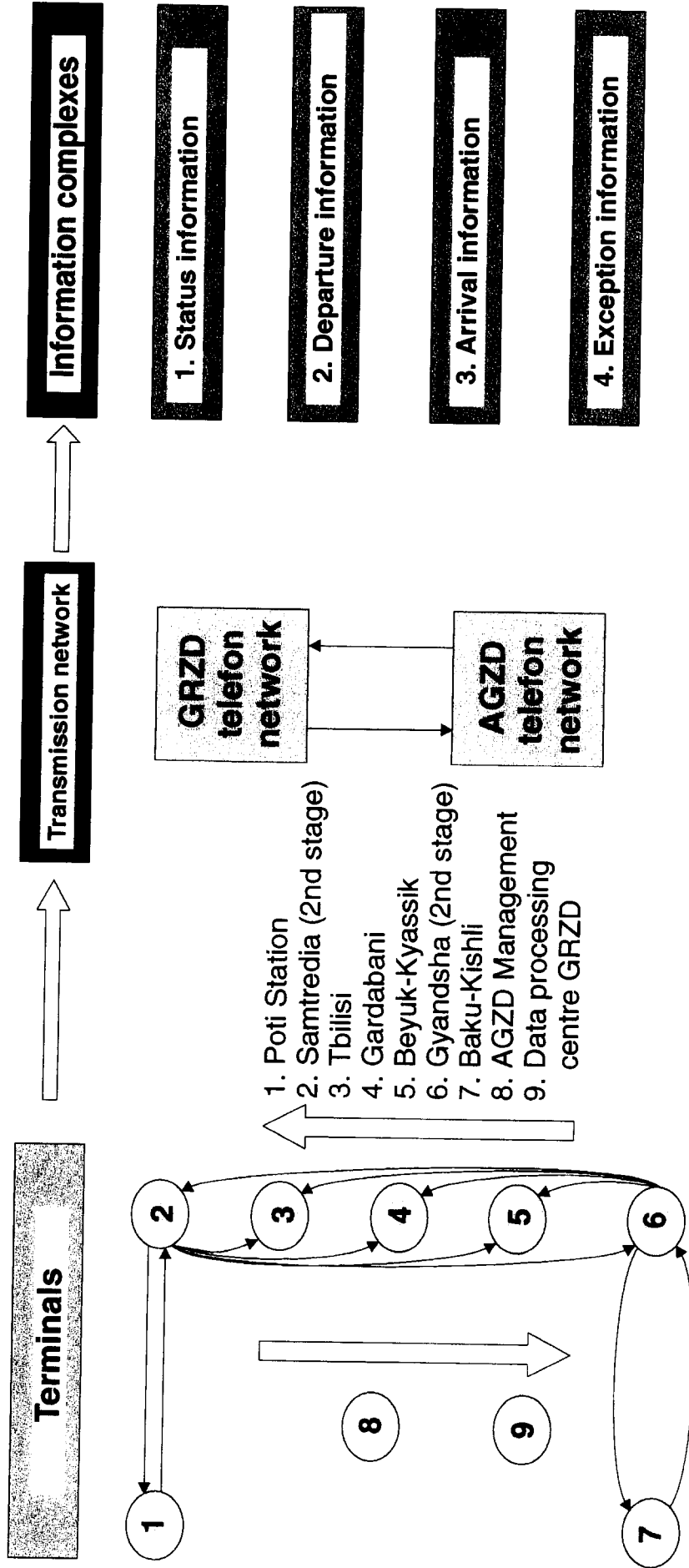
- transport advance and
 - transport accompanying
- messages on the current status.

Figure 1 shows the functional chart of the logistic information system.

During the first stage, there will be the following information terminals

- Poti Station
- Tbilisi Station
- Gardabani Border Station
- Beyuk-Kyassik Border Station
- Kishli (Baku) Station
- AGZD Management
- GRZD Management

Fig. 1: Logistic Information System Functional chart for the 1st and 2nd Stages



During the 2nd stage, information terminals will also be installed at

- Samtredia Station and
- Gyandsha Station

Figure 2 shows the configuration of the hardware at the information terminals

It consists of

- 1 Pentium computer
- 1 colour monitor
- 1 keyboard
- 1 laser printer
- 1 modem.

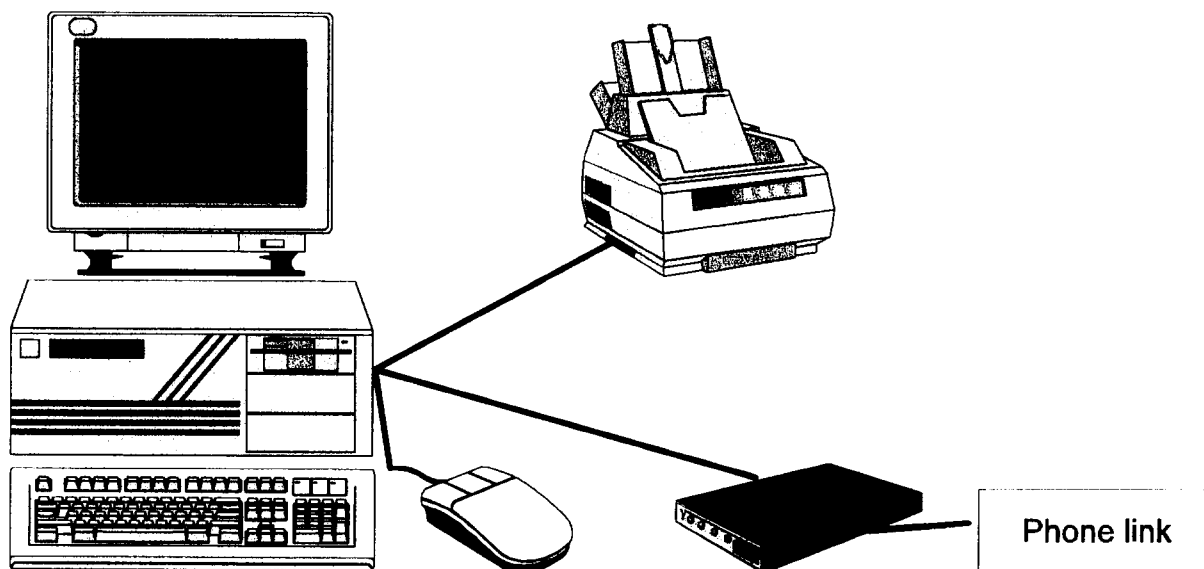
The telephone networks of the Azerbaijan and Georgian railways shall be used as a means of transmission.

Figure 3 shows an overview of the transmission paths with the existing telephone lines.

The terminals in the lines of the Azerbaijan and Georgian railways have the function of transmission nodes, which secure the information chain between all terminals included in the system.

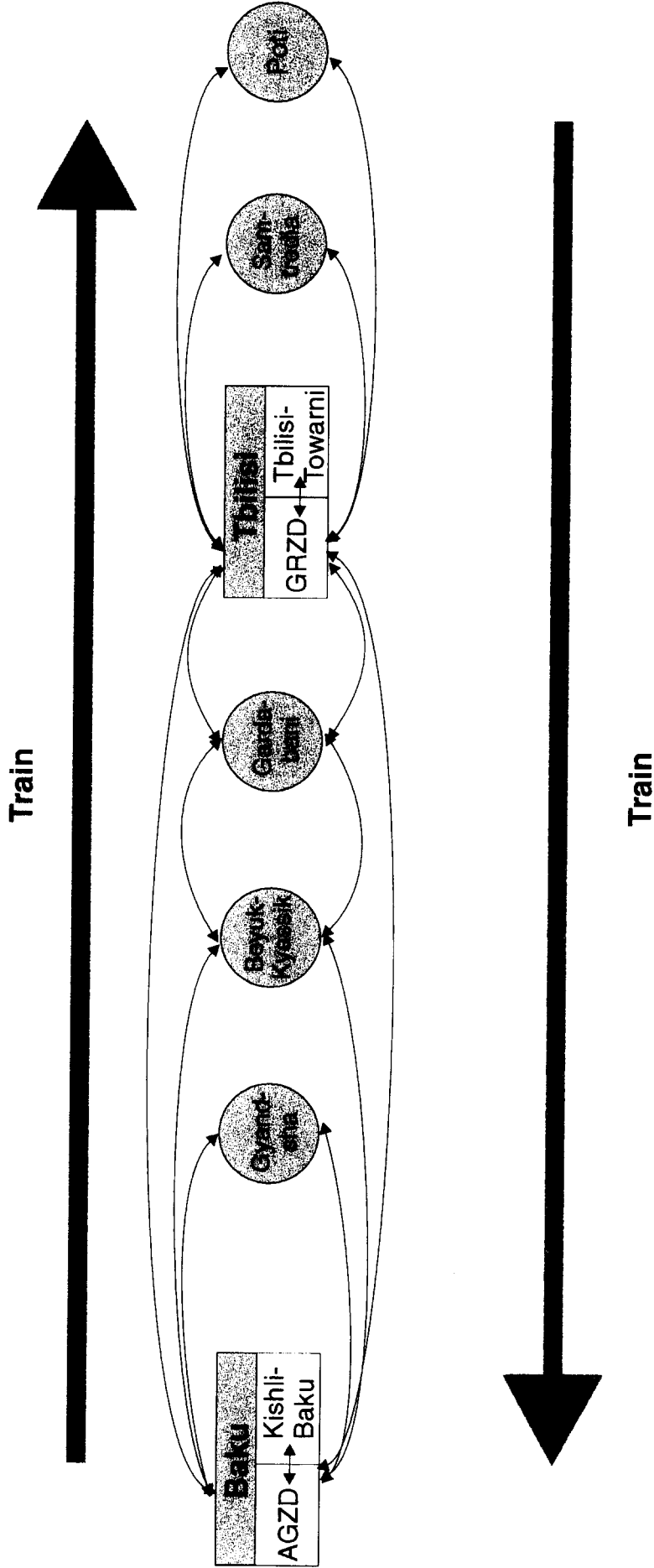
The description of the micro locations for the information terminals is contained in Table 5.

**Fig. 2: Logistic information system
Terminal configuration and price calculation**



Component		Number	approx. price in DM
Computer	120 MHz	} 1	4,000.-
Hard disk	800 MB		
RAM	16 MB		
incl. software			
Keyboard		1	200.-
Mouse		1	100.-
Colour monitor	17 inch	1	1,500.-
Laser printer		1	200.-
Modem 28,800 Baud		1	200.-
incl. software			
Programme for entering the data of the train		1	1,000.-
		Sum	8,500.-

**Fig. 3: Logistic information system
Transmission paths in the AGZD and GRZD telephone networks**



**Tab. 5: Logistic information system
Terminal - micro locations**

No	Macro Location	Micro Location Street, Number, Building, Room	Name of person in charge and of operator	Extension
1	Poti Station			
2	Tbilisi Station			
3	Gardabani Station			
4	Beyuk-Kyassik Station			
5	Kishli - Baku Station			
6	AGZD Management			
7	GRZD Management			

The information fund of the system consists of four messages on the location and time of the consignment:

□ Status information

The consignment, i.e. the container, is registered for the first time by the system in this message. It is drawn up at the three stations. Every consignment thus acquires an information status. This message remains at the location of the dispatch station.

□ Departure information

On the train's departure, the status information is extended to become the departure information. It contains the train number and the departure time as well as the number of the container wagon, in addition. The departure information is transmitted to all information terminals.

□ Arrival information

On the train's arrival at the next station, an arrival message is drawn up. It is the continuation of the information available on the consignment in the system prior to that time. The arrival time of the train and, in the case of a delivery to a recipient, the time of the written hand-over confirmation form the contents of this continuation. Should the consignment be passed on from Baku via the ferry or via Baladshary to the Russian border as a transit consignment, the hand-over time (departure from Kishli (Baku) Station) is registered in the arrival message. And in Poti, the hand-over time at the Port of Poti is also registered in the arrival message. The arrival information is then transmitted to all other information terminals, too.

□ Exception information

Should there be disturbances and deviations from the scheduled transport, an exception information is drawn up. It contains place, nature and time of the irregularity as well as the probable time of the elimination of this disturbance. This information is then also passed on to all information terminals.

The principle of dispatch responsibility is applied to any enquiries by customer about the status of his consignment. That is to say, for consignments dispatched in the area of the Azerbaijan Railways or which have been taken over in cross-border transport, the information terminal of the AGZD Management is responsible and vice versa, the information terminal of the GRZD Management is responsible for any consignments dispatched in the area of the Georgian Railways.

The Rationale (Annex 5) shows details of the information system.

B. MEASURES OF INTRODUCING THE SYSTEM

The introduction of the train is planned as of October 1996.
The first train from Poti will run

on 14th October 1996 from Kishli (Baku) to Poti and
on 17th October 1996 from Poti to Kishli (Baku).

In order to secure these dates, the following tasks have to be carried out in joint responsibility by the Azerbaijan and Georgian railways.

1. Tasks for providing staff

1.1 The overall responsibility for inaugurating the system lies with

□ *for the Azerbaijan Railways*

Mr Nariman Nagiev, Chief Engineer for Technical Service

Telephone: 99 44 34

Fax:

□ *for the Georgian Railways*

Mr Kiknadse Mamuli

Telephone: 99 45 00

Fax: 95 27 47

1.2 A joint working group will be set up for the following tasks. The persons listed are responsible for the respective tasks, on behalf of the railways:

No	Tasks	AGZD	GRZD
1.2.1	Operational tasks	Nagiev, N.	Kiknadse, M.
1.2.2	Commercial tasks	Askerov, V.	Berishelili
1.2.3	Engine service	Aslanov, K.	Popov, M.
1.2.4	Wagon service	Gasnov, K.	
1.2.5	Information system and communication	Kasumov, P.	Davitaya
1.2.6	Accompaniment & security	Karayev, V.	Arveladse
1.2.7	Marketing	Tagiyev, A.	Tabatadse
		Achundov	Tatishvili

2. Tasks for securing technical service

- 2.1 A timetable graph shall be drawn up for both directions of the train, on the basis of the following departure times:
- Thursday, 20.00 hours from Poti and
 - Monday, 20.00 hours from Kishli (Baku)
- R.: AGZD
GRZD
- D.: 25th August 1996
- 2.2 Station operating plans are to be drawn up on the basis of the timetable graph for the stations of
- Kishli (Baku)
 - Poti
 - Tbilisi
- R.: AGZD
GRZD
- D.: 30th August 1996
- 2.3 A technical service instruction is to be issued for all stations along the line from Poti to Kishli (Baku) and for the coordinators on the priority of the train before all passenger and goods trains.
- R.: AGZD
GRZD
- D.: 30th August 1996

3. Tasks concerning engines

- 3.1 Plans on the use of engines are to be drawn up for those engines to run on the Georgian and Azerbaijan parts of the line. Beyuk-Kyassik is the station of interchange.

R.: AGZD
GRZD

D.: 20th August 1996

4. Commercial tasks

- 4.1 The guaranteed transport times as well as the provision and loading deadlines at the stations of

- Kishli (Baku)
- Tbilisi and
- Poti

are to be coordinated and published through public notices and suitable publications.

R.: AGZD
GRZD

D.: 15th September 1996

- 4.2 The conditions for insuring the goods for the respective transports are to be determined

R.: AGZD
GRZD

D.: 15th September 1996

5. Tasks for installing the logistic information system

- 5.1 The hardware configuration to be used shall be harmonised with regard to the types and makes. One supplier is to be commissioned for the equipment of all information terminals.
- R.: AGZD
GRZD
- D.: 25th August 1996
- 5.2 The software for entering, processing, output and storage the logistic information is to be drawn up and tested.
- R.: AGZD
GRZD
- D.: 15th September 1996
- 5.3 The micro locations for installing the connections of the information terminals are to be established.
- R.: AGZD
GRZD
- D.: 30th August 1996
- 5.4 The installation of the hard- and software is to be carried out on location. The operators have to be briefed. The communication links between the information terminals have to be established.
- R.: AGZD
GRZD
- D.: 15th September 1996
- 5.5 Test files are to be prepared and the entire system is to be tested.
- R.: AGZD
GRZD
- D.: 30th September 1996

6. Further tasks

6.1 A joint marketing campaign is to be organised for Georgia and Azerbaijan.

- marketing-prospectus
- advertisements in newspapers
- talks with customers

R.: AGZD
GRZD
project team

D.: 15th September 1996

Annex 1

List of important forwarding companies the Georgian Railways cooperate with

No	Name	Address	Contact	Telephone
1	Gruzzeldorexpeditzia	380012 Tbilisi, Zaritza Tamara, prospect, 15.		
2	Kavtransterminal	380012 Tbilisi, Zaritza Tamara, prospect, 15.		
3	Karavan XX	380012 Tbilisi, Zaritza Tamara, prospect, 15.		
4	Vector-Line	Tbilisi, David Agmashenebeli, 154		
5	Karlo	Tbilisi, ul. Nitzkevitsh, 29 a		
6	Kontrans	380060 Tbilisi, Kazbegi prospect, 19 a		
7	"George" joint Georgian - Ukrainian venture	Rustavi, ul. Mira, 8		
8	"Tero" Maritime Agency	Batumi, ul. Gogebashvili, 32, Kv. 12		
9	Caucastransforwarder "Cavtrex"	380060 Tbilisi, 12 Al. Kazbegi Ave.		
10	Transfer-Izekavshiri Forwarding Company	380007, Tbilisi, pl. Svobody, 7, Komnata 421		

Annex 2

List of important goods dispatchers in Georgia

No	Name	Address	Contact	Telephone
1	Poti-Harbour	Poti		
2	Batumi Oil Refinery	Batumi, ul. Mayakovski, 4.		
3	Batumi			
4	Samtredia			
5	Kutaisi Car Plant	Kutaisi, ul. Avtostroitel'ya, 88		6-96-40
6	Kutaisi Bread Factory	Kutaisi, ul. Shevtshenko, I per, 18.		
7	Sestafoni Iron Alloy Plant	Sestafoni, ul. Sakartvelo, 9		5-34-69
8	Khashuri Oil Base	Surami, Imeretinskoye Shosse, 15		
9	Khashuri Quartz Sand Quarry	Marpeuli, post box 383+36		
10	Kaspi "Kaspizement" Production Association	Kaspi, post box 3883440		
11	O.O.O. Koka-Kola Kavkasioni	Tbilisi, prospect Tzereteli		
12	Tbilisi Machine Tool Plant	Tbilisi, ul. Magnitogorskaya, 1		
13	Tbilisi "Mercurij-92" Cold Storage	Tbilisi, ul. Tevdora Mgdveli, 23		
14	"Agot" Production Association, Rustavi	Rustavi ul. Mira, 2		
15	Rustavi Metal Combine	Rustavi Gagarin St. 12		192-010
16	Rustavi Cement Works	Rustavi ul. Stroiteley		192-410

Annex 3

List of important goods recipients in Georgia

No	Name	Address	Contact	Telephone
1	Poti-Port	Poti		
2	Batumi Oil Refinery	Batumi, ul. Mayakovski, 4.		
3	Batumi			
4	Samtredia			
5	Kutaisi Car Plant	Kutaisi, ul. Avtostroiteleya, 88		6-96-40
6	Kutaisi Bread Factory	Kutaisi, ul. Shevtshenko, I per, 18.		
7	Sestafoni Iron Alloy Plant	Sestafoni, ul. Sakartvelo, 9		5-34-69
8	Khashuri Oil Base	Surami, Imeretinskoye Shosse, 15		
9	Khashuri Quartz Sand Quarry	Marneuli, post box 383+36		
10	Kaspi "Kaspizement" Production Association	Kaspi, post box 3883440		
11	O.O.O. Koka-Kola Kavkasioni	Tbilisi, prospect Tzereteli		
12	Tbilisi Machine Tool Plant	Tbilisi, ul. Magnitogorskaya, 1		
13	Tbilisi "Mercurij-92" Cold Storage	Tbilisi, ul. Tevdora Mgdveli, 23		
14	Tbilisi Bread Factory	Tbilisi, Moskovski pr. 15		
15	Tbilisi Furniture Factory	Tbilisi, ul. Dzavahis....21		
16	Tbilisi Aero Association	Tbilisi, post box, a -1186		
17	Tbilisi Bed Furniture Company	Tbilisi, ul. Kindzmaraulskaya, 7		
18	Rustavi "Azot" Production Association	Rustavi, ul. Mira, 2		
19	Rustavi Smelting Plant	Rustavi, ul. Gagarina, 12		19-20-10
20	Rustavi Cement Plant	Rustavi, ul. Stroitelei, 70		19-24-10
21	Georgian Heating Plant	Gardabani, post bos 383010		

Rationale

of the

Logistic Information System

Contents:

- 1 Information requirement**
- 2 Structure of the data stock**
 - 2.1 Container data
 - 2.2 Train data
- 3 Structure of the messages**
 - 3.1 Container supply message
 - 3.2 Train departure message
 - 3.3 Train arrival message
 - 3.4 Container delivery message
 - 3.5 Train disruption message
 - 3.6 Container disruption message
 - 3.7 List of the types of messages
- 4 Hardware**
- 5 Software**
- 6 Organisation**
 - 6.1 Data provision
 - 6.2 Operation and maintenance of the data bank
 - 6.3 Communication with the customer

1. Information requirement

The information system provides

- transport accompanying and
- transport advance

information.

There is the following structure of requirement:

Requirement source	Requirement contents	Requirement period
Transport customer	Location of the container in the logistic chain	During the time of the container's handling by AGZD or GRZD
	Regularity of container transport	During and 30 days after the container's handling by AGZD or GRZD
	In case of irregularity - nature of disruption	During and 30 days after the container's handling by AGZD or GRZD
Stations	Number of containers on the train	During the time of the container's handling by AGZD or GRZD
	Destination station of the containers	Before the arrival of the train
	Irregularity of the train	On irregularities occurring
Management of - AGZD and - GRZD	Information on the status of the containers and trains in the logistic chain	Time of issuing the message
	Irregularity of trains and containers	Time of irregularity occurring

2 Structure of the data stock

The central stock of data constitutes the core of the information system, which consists, on the one hand, of messages on containers, trains and disruptions and, on the other hand, secures the ability of the railways to provide the customers with information.

2.1 Container data

BDAT1¹

This file is the basis for any information regarding the container and disruptions.

Container number²

key to identification

Acceptance station

Destination Station

= Target station

Destination country

Case history (take-over from whom)

Dispatcher

Recipient

Contents

Status

Time of acceptance

date/time

Loading

train number

Loading time

date/time

Departure time

date/time

Passage station

station name

These two fields are over-written per passage station

Time of message

date/time

Destination station

name of station

Arrival time

date/time

Unloading time

date/time

Delivery

take-over

Delivery time

date time

Container disruption

Type of disruption

This data segment

Reporting station

may occur repeatedly.

Reporting time

Differentiation by reporting station and reporting time

¹ BDAT = Stock file

² The data printed in italics and bold are the identifying keys (primary indices)

2.2 Train data

BDAT2

This file constitutes the basis for information relating to the trains (and the added containers) including any disruptions of the train.

Train number		key to identification
Departure day	date	
Station 1		= starting station of train
Departure	date/time	per train and wagon
<u>Wagon and container on departure</u>		
Wagon marking (WKZ)		max. 3 containers per wagon
Container number		
Station 2		
Arrival	date/time	
Departure	date/time	
<u>Wagon and container at arrival</u>		
Wagon marking (WKZ)		
Container number and marking for unloading		
<u>Wagon and container at departure</u>		
Wagon marking (WKZ)		
Container number and marking for loading		
Station 3.....station 6	as station 2	= en-route stations of train
Station 7		= terminal station of train
Arrival	date/time	
<u>Wagon and container at arrival</u>		
Wagon marking (WKZ)		
Container number		

Train disruption

Type of disruption		This data segment
Reporting station	name of station	may occur repeatedly.
Reporting time	date/time	Differentiation by reporting station and reporting time

3 Structure of the messages

The stations involved are the registration points of the information system. They send the data to the central points and the other stations in the form of messages.

3.1 Container supply message

MART1³

This message is to be issued per container on its acceptance. From the data preparation point of view, this message is the first registration.

Reporting station	name of station
(= Acceptance station	name of station)
Reporting time	date/time
Container number	
Acceptance time	date/time
Case history (take-over from whom)	
Destination station	
Destination country	
Dispatcher	name, address, telephone, telefax
Recipient	name, address, telephone, telefax
gross weight	

³ MART = Type of message

3.2 Train departure message

MART2

This message is to be issued per train.

It contains all containers on the train at the departure of the train. The containers loaded additionally receive a special marking.

The departure message of the previous station serves as an aid for the registration of all containers on the train.

Reporting station	name of station	(= acceptance station)
Reporting time	date/time	
Train loading	train number	
Loading time	date/time	
Departure time	date/time	

<u>Wagon and container list</u>	per train and wagon
Wagon marking (WKZ)	max. 3 containers per wagon
Container number + marking for additional loading + destination station	

3.3 Train arrival message

MART3

This message is to be issued per train.

It contains all containers on the train at the arrival of the train. The containers unloaded receive a special marking in the message.

The departure message of the previous station serves as an aid for the registration of all containers on the train.

Reporting station	name of station	(= passage or terminal station)
Reporting time	date/time	
Train number	train number	
Arrival time	date/time	
Departure time	date/time	

<u>Wagon and container list</u>	
Wagon marking (WKZ)	
Container number + marking for unloading	

3.4 Container delivery message

MART4

This message is issued per container on its delivery.

Reporting station	name of station
Reporting time	date/time
Container number	
Hand-over	hand-over to company and person
Time of hand-over	date/time

3.5 Train disruption message

MART5

This message is issued in case of irregularities per train.

Reporting station	name of station
Reporting time	date/time
Train	train number
Departure day	date/time
Nature of disruption	

3.6 Container disruption message

MART6

This message is to be drawn up per container in the case of irregularities.

Reporting station	name of station
Reporting time	date/time
Container number	
Nature of disruption	

3.7 List of the types of messages

MART	Contents	Issuer	Time	Use for file
1	Container supply message	Acceptance station	3 times daily, at train departure at the latest	Container file BDAT1
2	Train departure message	Station with train departure	until 30 mins after train departure	Container file BDAT1 and train file BDAT2
3	Train arrival message	Station with train arrival	until 30 mins after train arrival	Container file BDAT1 and train file BDAT2
4	Container delivery message	Unloading station (destination station)	daily	Container file BDAT1
5	Train disruption message	Reporting station	on identifying an irregularity	Train file BDAT2
6	Container disruption message	Reporting station	on identifying an irregularity	Container file BDAT1

4 Hardware

Only such hard- and software components were considered which allow for a simple and speedily realisable solution, heeding the conditions on location.

PC stand-alone (no network), with modem via telephone dialling line.

5 Software

Operating system for PC	Windows 95 or Windows 3.11
Communication software	Data transmission (File transfer of messages) via modem with freely selectable terminal-software under Windows, e.g. pcANYWHERE from SYMANTEC or ProkommPlus from Datastorm
Data bank operating system	Proposal is ACCESS 2.0 from Microsoft ⁴ as uniform standard software for the central points and the stations, for data administration and development of application programs
Application programs	Drawn up with ACCESS as well as using the communication software, for the central points and the stations with the following functions:

Functions	Stations	for management of AGZD, GRZD
Prepare messages	Messages 1-6. For messages 2 and 3 by taking over and updating Message 2 from previous station	---
Send off messages	Messages 1-6	---
Receive messages	Messages 2 and 5	Messages 1-6
Include messages in data stock	Use message 2 for drawing up messages 2 and 3	Messages 1-6
Queries	---	about containers, trains and disruptions

⁴ ACCESS is available in a Russian version. Price is approx. DM 1,000.-, delivery time in Germany is about 3-6 weeks.

Later version of extension:

PC of the management (AGZD, GRZD) are equipped to function as WINDOWS-NT-servers.

Stations use the RAS component (Remote-Access-Service) from Windows 95 or Windows 3.11 for dialling into the server and entering their data directly into the central point's stock of data.

6 Organisation

The organisational rules serve to secure

- a proper availability of data,
- a reliable operation of the information system and thus
- the ability of the system to provide information for customers and the railways.

These are the main points of the organisational regulations:

6.1 Data provision

Duties of the station for registration

- message about all trains and containers
- completeness of the messages
- adherence to the time schedule for sending off the messages

Stipulations for emergency versions

In cases when the registration or data transmission is disrupted, the data shall be passed on to the central points by telephone, where they shall be entered into the system.

6.2 Operation and maintenance of the data bank

The duties of the AGZD and GRZD management as well as at the stations have to be supplemented and staffed in such a way that the following tasks can be solved in a stable manner:

- global tasks for the information system, i.e. looking after and maintaining the system,
- central tasks of the central points, consist mainly in readiness for receiving the messages and readiness for providing information
- decentralised tasks at the stations, consist mainly in readiness for receiving the messages, readiness for registering data and sending off the messages

6.3 Communication with the customer

Customers of the railways are able to enquire at the AGZD and GRZD management by telephone or telefax and receive the requested information.

Multi-language forms for standard enquiries of international customers can be prepared and provided. The customer enquiry (entered in the form) is then sent to the AGZD and GRZD management by telefax.

The answer to the enquiry is communicated back to the customer either over the telephone or by telefax.

Annex 2

Protocol

of the joint meeting of the Azerbaijan State Railways (AGZD) and the Georgian Railways (GRZD) with the Trans-Caucasian Railway project team within the scope of the TRACECA Programme

on the subject of

Trans-Caucasian Logistic Express

Time: 14th - 16th August 1996

Place: Department of the Georgian Railways, Tbilisi

Participants: see Annex 1

The meeting took place within the framework of the "Trans-Caucasian Railway" TRACECA Programme, at the invitation of the Georgian Railways.

The subject of the joint meeting was the draft of system characteristics of the *Trans-Caucasian Logistic-Express*, representing the result of the project work during the period of June to August 1996.

The draft was drawn up in bilateral cooperation of the project team with the respective specialised services of the two railways.

During the meeting, principal agreement was reached on the contents of the system characteristics.

The following supplements and amendments were agreed for the individual components of the system characteristics:

Point 1:

- 1.1 Table 1 is no longer part of the system characteristics. The results of the analysis on page 3 are substituted by a general statement, saying that on average, freight trains on the line section of Baku - Beyuk-Kyassik have a delay, caused by interruptions, of about 5 to 7 hours.

Point 2:

- 2.1 The composition of the train planned for the first and second stages of implementation is revised in accordance with the statement on goods wagon provision and goods wagon exchange newly introduced in Point 6.

Point 3:

- 3.1 It was agreed to coordinate the planned marketing measures with the two railway administrations.
- 3.2 The marketing measures listed are supplemented by a new point 4:
"4. The Task Force formed by experts of the EU shall support the marketing work for winning additional potentials for the Trans-Caucasian Logistic-Express."

Point 4:

- 4.1 The figures missing in the tables for goods volumes are to be filled in on the basis of the topical values handed over by the railways.

Point 5:

- 5.1 The characteristics of the stations Kishli (Baku), Gyandsha and Beyuk-Kyassik shall be completed in accordance with the details provided by AGZD.
- 5.2 A remark of the following content is made as regards the terminal node of Kishli (Baku):
"Following refurbishment work on the station of Khirdalan, Kishli (Baku) Station will be replaced as a terminal node by Khirdalan Station."
The respective details on Khirdalan Station will be handed in later by AGZD
- 5.3 The statement made on page 20 is supplemented as follows:
"The Azerbaijan and Georgian railways do not have handling installations for 40' containers at their disposal at present. However, such containers can be handled at other terminals (e.g. Poti Port and Baku Port)."

Point 6:

- 6.1 The complexes of tasks listed are supplemented by a new complex "5. Provision and exchange of container wagons". The material handed over by the project team was approved, under consideration of the deletion of the last sentence and revision of lines 4 and 5 on page 2.
- 6.2 Possible future changes in the engine or crew switching points in Azerbaijan, shall be communicated to the partners by AGZD.
- 6.3 Tables 5 and 6 are supplemented by the details provided by GRZD.

- 6.4 The engine switching points on the Georgian section of the line are supplemented by the stations of Sestafoni and Khashuri.
- 6.5 The statements on the utilisation of the train's capacity are supplemented by the following:
"Should there be a reduction in the volume of goods to be transported, the railways can cancel the train, with the consent of the partners. The two railways shall agree on a minimum utilisation of the train."
- 6.6 In the case of replacements of container wagons from the fixed stock, due to transit transports to Central Asia, Russia and Armenia, the numbers of the newly provided container wagons shall be communicated to the other side.

Point 7:

- 7.1 There shall be separate negotiations between the railways shortly on the commercial conditions of operating the Logistic-Express. Point 7 shall be revised after these negotiations.

Point 8:

- 8.1 There shall be an additional meeting of the relevant bodies of both sides, including the customs officials and commercial services of the railways on regulations concerning the issues of accompaniment and security of the train.

Point 9:

- 9.1 There shall be further coordination between the respective specialised services of both railways for supplementing the logistic information system.
- 9.2 Both railways deem an improvement of the communication link between the stations of Tbilisi and Akstafa as necessary for the ability of the information system to function.
- 9.3 Both railways requested to check in how far material support may be rendered for establishing the said communication link within the scope of this TRACECA project
- 9.4 The two railways shall hand over to the project team a respective cost estimate.

Point 10:

- 10.1 The plan of action was revised as regards the above mentioned points, as a result of the meeting. The updated version is part of the minutes (Annex 2)
- 10.2 In addition, the two railways agreed to run a trial train, according to the system characteristics, on 7th October from Baku and on 10th October 1996 from Poti.

The minutes have been drawn up in three copies, in the Russian language.

For the delegation of the Azerbaijan Railways

signed Nagiev

For the delegation of the Georgian Railways

signed Kiknadse

For the TRACECA project team

signed Kupec

Approved:

Head of the
Azerbaijan State Railways

signed Mamedov

Head of the
Georgian Railways

signed Chkhaidze

Annex

List of participants

- of the Georgian Railways
- of the Azerbaijan State Railways
- of the EU project team

(in Russian)

Annex 3

Protocol
of the Joint Conference of the TRACECA project team
with representatives of Azerbaijan State Railway and Georgian Railway
on September 23th, 1996 in Gosen (Germany)

Participants:

Mr. Panakhov	AGZD
Mr. Zeynalov	AGZD
Mr. Nagiev	AGZD
Mr. Sadikhov	Azerbaijan Ministry of Economics
Mr. Chkhikvadze	GRZD
Mr. Gongladze	GRZD
Mr. Shelia	Georgian Ministry of Transport
Mr. Dr. Gleue	TRACECA
Mr. Kupec	TRACECA
Mr. Dr. Kranz	TRACECA
Mr. Dr. Meisel	TRACECA
Mr. Dr. Tessmann	TRACECA

Agenda:

1. Assessment of the preparation for the introduction of the "Trans-Caucasian logistic-express".
2. Necessary activities in the field of forwarding for the "Trans-Caucasian logistic-express" at container transfer points (Poti port, Baku port, Gardabani / Beyuk-Kyassik border crossing).
3. Preparation and publishing of a fixed tariff for the "Trans-Caucasian logistic-express".
4. Other tasks for the "Trans-Caucasian logistic-express" preparation
5. Agreement of the introduction time of the "Trans-Caucasian logistic-express"
6. Decisions.

To point 1

It was mutually agreed that the technical and technological preparatory works for the "Trans-Caucasian logistic-express" were at a very advanced stage.

Marketing measures were activated by Azerbaijan and Georgian sides in their countries.

To point 2

A mutual agreement was achieved that at the initial stage of the “Trans-Caucasian logistic-express” development, forwarding activities at the container transfer points will be carried out by forwarding companies appointed by the railways. Those ones are:

- ⇒ for AGZD: Azerbaijan State Railway
Az-Railway-Expedition
Mr. Sadigov
- ⇒ for GRZD: Tariff-Expedition firm
Mr. Chigogidze
Tbilisi, Tamar Mepe St. 15
Tel: 95-19-21
Fax: 95-36-68

These forwarding companies will accomplish the following tasks:

- ⇒ drawing up of the transport documents according to SMGS or CIM
- ⇒ ensurance of the completeness of customs documents,
- ⇒ transfer of the containers to the railways;
- ⇒ current negotiations with customers, railway managements, customs administration;
- ⇒ information to railways and customers

To point 3

The fixed tariff for the “Trans-Caucasian logistic-express” must comply with the following requirements:

- ⇒ The tariff must be competitive in comparison with competing land transport connections to the Trans-Caucasian region via Belarus, Russia and Kazakhstan.
- ⇒ The tariff must be competitive in comparison with road freight transport.
- ⇒ The tariff should be an introduction price and thus positively influence the customer and stimulate the usage of the “Trans-Caucasian logistic-express”.

International tariffs for transports from Europe to the ports of Poti and Baku had been transferred to the representatives of AGZD and GRZD by Trans-Rail company for comparison.

The TRACECA project team recommended to the railway administrations to establish an introductory tariff for the “Trans-Caucasian logistic-express” in accordance with the 4 railway administrations agreement (Azerbaijan, Georgia, Turkmenistan, Uzbekistan) i.e. not to be higher than in the mentioned agreement.

To point 4

It was mutually agreed that customs clearance is of great importance for a unhindered traffic of the "Trans-Caucasian logistic-express". That's why it was decided that forwarding companies should closely cooperate with customs authorities in Beyuk-Kyassik. Further it was recommended to the AGZD to agree with customs authorities of Azerbaijan and Turkmenistan the possibilities of the transshipment of empty containers to Turkmenistan for the transportation of cotton.

To point 5

Taking into consideration all aspects concerning the introduction date of the Trans-Caucasian logistic-express, a mutual agreement was achieved that the first train should start:

on Monday, the 11th of November, 1996 from Baku to Poti
and
on Thursday, the 14th of November, 1996 from Poti to Baku

according to the established timetable.

To point 6

- a) All questions concerning the appointment of and co-operation with forwarding companies should be decided by the railways on the basis of an agreement.

Persons responsible: Mr. Panakhov for AGZD
Mr. Chkhikvadze for GRZD

Date: 07.10.1996

- b) AGZD and GRZD should agree the tariff for transportation from Poti to Baku including the empty return of containers, as well as partial line tariffs from Poti to Tbilisi and from Baku to Tbilisi.
- c) A joint conference of AGZD, GRZD and the TRACECA project team is to be held on the 14th of October, 1996 with the following agenda:
- 1 Assessment of technical, technological and organisational preparations for the introduction of the Trans-Caucasian logistic-express
 - 2 Appointment of forwarding companies for the Trans-Caucasian logistic-express by the railway administrations.
 - 3 Introduction of a fixed tariff for the Trans-Caucasian logistic-express; solution of advance payment; solution of distribution of returns between the railways.

4 Marketing campaign organisation as well as co-operation with press

The following representatives are supposed to participate:

from GRZD: Mr. Chkhikvadze, Mr. Tatishvili, Mr. Gongladze, Mr. Shelia, Mr. Kiknadze.

from AGZD: Mr. Panakhov, Mr. Nagiev, Mr. Sadigov, Mr. Akhundov.

from the TRACECA project team: Mr. Dr. Tessmann, Mr. Kupec.

- d) Discussions between representatives of the port of Poti and the forwarding companies were agreed from 15th to 17th of October, 1996 in the port of Poti.

Participants:

- from GRZD:
Mr Gongladze, Shelia, Chigogidze, Kiknadze
- from AGZD:
Mr Nagiev, Sadigov, Akhundov
- from the TRACECA project team:
Mr. Dr. Tessmann with an interpreter.

Mr. Gongladze undertakes the organisational side of the negotiations (microbus, nights loading in Poti, a study).

- e) A joint conference of AGZD and GRZD representatives with customs authorities is to be held on the 18th of October, 1996 in Beyuk-Kyassik. Preliminary information should be transferred to Azerbaijan customs administrations by Mr. Panakhov (AGZD), and to Georgian customs administrations by Mr. Chkhikvadze (GRZD)
- f) The results of the conference will be recorded in a protocol.

The present protocol is certified by:

Mr. Akhundov
(AGZD)

Mr. Chkhikvadze
(GRZD)

Mr. Dr. Gleue
(TRACECA)

Annex 4

Tbilisi, 17.10.1996

Protocol
of the Joint Conference of the TRACECA project team
with Azerbaijan State Railway and Georgian Railway Representatives,
14-17.10.1996, in Tbilisi and Poti.

Participants:

Mr. Nagiev	AGZD
Mr. Akhundov	AGZD
Mr. Nadzhifov	AGZD
Mr. Gusseyinov	AGZD
Mr. Kiknadze	GRZD
Mr. Kaladze	GRZD
Mr. Tatishvili	GRZD
Mr. Petriashvili	GRZD
Mr. Chigogidze	GRZD
Mr. Shelia	Georgian Ministry of Transport
Mr. Mgeladze	Chief of cargo customs department in Poti
Mr. Tessmann	TRACECA

Negotiations in Tbilisi and Poti were held with the following purpose:

1. assessment of technical, technological and organisational stage of preparations for the "Tans-Caucasian logistic-express".
2. elaboration of the tariff for container transport by the logistic-express.
3. analysis of the necessary technological and organisational co-operation between the port and the railway station of Poti
4. agreement of necessary formalities and documents with customs authorities.
5. discussion of marketing aspects with forwarding agents in Poti.

The participants visited the container terminal of Poti port, the container terminal of "Kavtrecks" and the Poti railway station.

Meetings took place with:

- Mr. Gegidze, manager of Poti port
- Mr. Topuriya, general manager of "Kavtrecks" Poti
- Mr. Kacharava, head of Poti railway station
- Mr. Mgeladze, head of freight department of the Customs in Poti

The joint conference in Tbilisi and Poti had the following results:

1

1.1 The timetable for the logistic-express was worked out and agreed by AGZD and GRZD.

Departure from Baku (Kishli)	Monday	20.00
Arrival at Beyuk-Kyassik	Tuesday	09.00
Departure from Beyuk-Kyassik	Tuesday	11.00
Arrival at Gardabani	Tuesday	11.15
Departure from Gardabani	Tuesday	12.05
Arrival in Tbilisi	Tuesday	13.45
Departure from Tbilisi	Tuesday	14.05
Arrival in Poti	Wednesday	02.20
Departure from Poti	Thursday	20.00
Arrival in Tbilisi	Friday	07.45
Departure from Tbilisi	Friday	08.53
Arrival at Gardabani	Friday	09.34
Departure from Gardabani	Friday	10.34
Arrival at Beyuk-Kyassik	Friday	10.40
Departure from Beyuk-Kyassik	Friday	12.40
Arrival in Baku (Kishli)	Saturday	00.50

1.2 AGZD and GRZD are ready to transfer the necessary quantity of wagons (45 fitting wagons from each side) to the joint wagon stock.

1.3 GRZD also guarantees the regular traffic of the logistic-express even in cases of power supply failures by means of diesel locomotive traction.

2

2.1 The tariff for container traffic in the logistic-express was fixed at a level of 50% of the actual tariff, this corresponds with the four-side railway departments agreement (Georgia, Azerbaijan, Turkmenistan, Uzbekistan) of 21.06.1996 and with the joint conference protocol of the TRACECA project team with representatives of AGZD and GRZD, on the 23rd of September, 1996 in Gosen.

2.2 The tariffs for the different line sections are contained in the following table :

Line section	Distance (km.)	Tariff for loaded containers (US\$ per 20' cont.)	Tariff for empty containers (US\$ per 20' cont.)
Poti-Tbilisi	315	116,70	58,40
Tbilisi-Baku	548	196,40	98,20
Poti-Baku	863	311,30	155,70

2.2 Railway forwarding companies act as container traffic's agents for the customer. For these services customers pay commission to the forwarders. The amount of this commission should be announced by 25.10.1996.

2.3 Furthermore, the forwarding companies carry out all kind of services including container handling in the port of Poti and Baku-Kishli, Tbilisi railway stations. The list of the corresponding services together with the tariffs:

- ⇒ in Poti port
- ⇒ on Tbilisi railway station
- ⇒ on Baku-Kishli railway station

will be announced by the forwarding companies by the 25.10.1996

2.4 The railway forwarding companies of GRZD and AGZD will also organise the further container delivery from Baku-Kishli and Tbilisi railway stations to the consignee. The same procedure will apply to the container dispatch process. Forwarders organise as well container transportation from the sender to the railway station if requested.

3

3.1 The port of Poti is able to transfer containers onto container wagons and vice-versa without delay. 15 container wagons can be simultaneously unloaded (or loaded) in the port.

3.2 GRZD provides a constant reserve of 20 container wagons at Poti railway station and additional repair reserve of 10 wagons.

3.3 AGZD and GRZD transmit each other the numbers of the container wagons, (45 from each side), in accordance with the system characteristics of the logistic-express

4

4.1 The freight department of the Georgia Customs department in Poti renders its assistance for fast arrangement of customs formalities concerning containers for the "logistic-express" in the port of Poti.

4.2 The customs clearance procedure of 60 containers will take about 2-3 days.

5

5.1 Container forwarding companies participating in the conference (Poti) expressed their interest in the logistic-express.

5.2 The TRACECA project team asks for the announcement of container transportation tariffs to all interested forwarding companies by the 25.10.1996.

5.3 GRZD forwarding company should transmit to all interested forwarding companies an offer for the use of the logistic-express, including details concerning insurance settlement (until 25.10.1996)

5.4 Georgian railway expedition is to conclude an agreement on co-operation with Poti port by the 25.10.1996.

AGZD, GRZD and TRACECA representatives came to the conclusion that all necessary preconditions for the introduction of the logistic-express exist on Poti railway station and in the port of Poti.

An accompaniment of the 1st train by 2 AGZD, GRZD, TRACECA project team representatives is considered to be necessary while it goes from Baku to Poti via Tbilisi and back.

Tbilisi 17.10.1996

For AGZD
Mr. Nagiev

For ARZD
Mr. Guseynov

Confirmed by the Head of AGZD
Mr. Z. Mamedov

For GRZD
Mr. Kiknadze

For TEE
Mr. Chigogidze

Confirmed by the Head of GRZD
Mr. Chkhaidze

For TRACECA project team
Mr. Tessmann

Annex 5

Report on the inauguration and first journey of the Trans-Caucasian Logistic Express

11.11.1996 from Kishli to Poti

14.11.1996 from Poti to Kishli

Confirmed by :

Head of the Azerbaijan State Railway
Z. Mamedov

Head of the Georgian Railway
A. Chkhaidze

TRACECA project manager
Dr. Ch. Gleue

1. Basic documents

- The first journey of the "Trans-Caucasian Logistic Express" took place on the basis of documents mutually agreed between the Azerbaijan State Railway and Georgian Railway :
 - ⇒ System characteristics and measures to introduce the 'Trans-Caucasian Logistic-Express' of 16th August 1996
 - ⇒ Protocol of the joint conference of the Azerbaijan State Railway (AGZD) and the Georgian Railway (GRZD) with the TRACECA project team in Tbilisi from 14th to 16th August 1996
 - ⇒ Protocol of the joint meeting of the TRACECA project team with representatives of the Azerbaijan State Railways (AGZD) and the Georgian Railways (GRZD) in Gosen (Germany) on 23rd September 1996
 - ⇒ Protocol of the joint meeting of the TRACECA project team with representatives of the Azerbaijan State Railways (AGZD) and the Georgian Railways (GRZD) in Tbilisi and Poti from 14th to 17th October 1996

2. Process development

2.1 Inauguration by the head of the Azerbaijan State Railway (AGZD), Mr. Z. Mamedov and the managing director of "Transport East West Expert Team GmbH" Mr. Hippenstiel.

The following persons were present on 11.11.1996 at 17.00 at Kishli (Baku) station.

the representative of the Ministry of Economics	Mr. Sadykhov
the head of Azerbaijan State Railway	Mr. Mamedov
the first deputy chief of Azerbaijan State Railway	Mr. Aliev
the deputy chief of AGZD	Mr. Suleymanov
the deputy chief of AGZD	Mr. Babayev
the deputy chief of AGZD	Mr. Panakhov
the Kishli station chief	Mr. Mamedov
the managing director of "TEWET"	Mr. Hippenstiel
the TRACECA project manager	Mr. Dr. Gleue
the president of "Gate East" forwarding company	Mr. A. Mamedov
the "Kavtrecks" representative in Baku	Mr. Babayev
the chief of "Azerbaijan Railway Expedition"	Mr. Sadigov

other representatives of the AGZD administration, of the TRACECA project team, of forwarding companies, the Kishli station as well as representatives of Azerbaijan State TV and Press.

2.2 "Trans-Caucasian Logistic Express" dispatch on 11.11.1996 at 20.00 from Kishli (Baku) to Poti via Tbilisi.

The train consisted of 20 container wagons and 1 compartment coach of AGZD.

The container wagons were loaded with 20 empty 20' containers. An advertisement poster (2x5 m by size) designed for the first circular route was attached to the first container on the first trip occasion.

The train was accompanied by:

- ⇒ "Azerbaijan Railway expedition" representative Mr. Ramiz Abduragimov and
- ⇒ TRACECA project team member, Dr. Tessmann Guenter.

The travelling time was considerably shorter than scheduled (Annex 1):

Station	Travelling time	
	Schedule	Actual time
to Beyuk-Kyassik	13.00 hours	10.5 hours
to Tbilisi	18.00 hours	13.00 hours
to Poti	30.00 hours	27.00 hours

The stay at Beyuk-Kyassik and Gardabani stations were considerably reduced due to earlier agreed border and customs procedures as against the schedule (2 hours & 50 min.), actually -1 hour.

Notwithstanding the schedule, there was no intermediate stop in Tbilisi. (30 min. according to it).

As against the schedule, a 1 hour stay was needed in Samtredia for filling drinking water containers in the passenger coach. The remaining part of the trip passed smoothly.

2.3 Stop in Poti from 12.11.1996 23.00 to 14.11.1996, 20.00.

In Poti the following representatives of the Georgian Railway administration were present:

head of foreign economic affairs department	Mr. T. Tatishvili
deputy chief of foreign economic affairs department	Mr. U. Gongladze
deputy chief of foreign economic affairs department	Mr. N. Rostomashvili

The stay in Poti was used for conducting a conference with:

the manager of the port	Mr. Gegidze
the general manager of "Kavtrecks Poti"	Mr. Topuriya
the commercial manager of "Barwill Georgia"	Mr. Lekveyshvili
the manager of "Poti Vneshtrans"	Mr. Tatarinov
the manager of "LTT International Forwarders"	Mr. Droege

The objective of this conference was to acquire container cargo for the first and following trains.

The result was as follows:

1. A treaty was concluded between the port of Poti and the Railway forwarding company of Georgian Railway stipulating the charges for all port and forwarding services (in the port and at Poti station), as well as container transportation prices from Poti to Tbilisi and to Baku (Annex 2).

All forwarding companies gave the guarantee to use mainly the "Logistic-Express" instead of road transport, on the basis of favourable railway tariffs, as well as reliability and security.

2. "Barwill Georgia" forwarding company recommended to open the "Logistic-Express" traffic up to Tbilisi for container cargo going to Armenia. The volume is about 100 container loads per month. Further, the "Logistic-Express" should leave Poti on Saturday, so that it arrives in Baku on Monday, thus guaranteeing immediate customs clearance and transfer of the cargo to the clients.

5. "Kavtrecks Poti" guaranteed a transportation of three 40' containers by the train on 21.11.1996 from Poti. Therefore it was decided to detach 3 container wagons with empty 20' containers from the first train and to transfer them to the port for loading operations.
6. "Vneshttrans" delivered one loaded 20' container for transportation to Baku. Within 6 hours all customs and other formalities were done, the container wagon was transferred for loading operation and returned to the train on Poti station.

2.4 Dispatching of the "Trans-Caucasian Logistic-Express" on 14.11.1996, 20.00 from Poti to Kishli (Baku) via Tbilisi.

The train consisted of 17 container wagons with 18 containers, one of them loaded. For security reasons, the train was escorted by transport police personnel, both in Georgia and Azerbaijan.

All border and customs procedures in Gardabani and Beyuk-Kyassik passed smoothly and with no obstacles. The transport time was equal to 26 hours in spite of the scheduled 29 hours, i.e. it took three hours less than supposed.

3. Final assessment and recommendations.

The first journey of the "Trans-Caucasian Logistic-Express" demonstrated that the following quality standards were carried out in accordance with the system characteristics:

- ⇒ reliability
- ⇒ precision
- ⇒ personnel escort
- ⇒ guaranteed transportation time

The Express is an transport offer which meets European standards of container transportation services in the Trans-Caucasian corridor between the Black and Caspian Seas.

Therefore it can be called a bridge between Europe and Asia in general.

The Express is quite competitive with road transport.

The following recommendations are given:

1. The train should run from Baku to Poti with only 10 fitting wagons (flat wagons) taking into consideration the relatively small volume of container cargo.
2. Beginning from the 48th week (25.11-01.12.1996) the train should start according to the fixed schedule from Kishli (Baku) on Wednesday (27.11.96) and from Poti on Saturday (30.11.96).

3. It is necessary to conclude an agreement concerning all kind of services and prices, including transportation to the Central Asian countries, between the Azerbaijan Railway forwarding company, the port and the ferry terminal of Baku, the same agreement must be concluded between the port of Poti and the Georgian Railway forwarding company.
4. Azerbaijan Railway forwarding company fixes the prices for all services, concerning the transfer of containers to and from the sender (transfer by road) and informs the clients of the prices.
5. in the nearest future, the Georgian Railway forwarding company is going to conclude agreements with forwarding agents in Poti concerning the usage of the "Logistic-Express". Similar agreements will be concluded by the Azerbaijan Railway forwarding company with customers in Baku.
6. it is necessary to intensify the co-operation between both Railway administrations and forwarding companies for the further active exploitation of the "Logistic-Express". For this purpose it is recommended to the head of the AGZD to hold a special conference with forwarding companies in Baku. The same is recommended to the head of the Georgian Railway (in Poti).
7. Daily Azerbaijan and Georgian Railway forwarding companies exchange information by telephone or fax concerning the utilisation of the Logistic-Express or special requirements from the customers.
8. The train should run in any case, even if there is only a small quantity of cargo (at least one container), for demonstrating its reliability to the clients. The train doesn't operate if there is no cargo. In this case, the forwarding companies inform each other in advance (until 12.00 of the day prior to the scheduled departure, the sending side is informing the receiving one).
9. The heads of both Railways should instruct the transportation service chief engineers to prepare reports on each "Logistic-Express" trip in accordance with the scheme enclosed as supplement 3.
10. The following idea of the AGZD administration is supported: to increase the Logistic-Express utilisation also goods in covered wagons may be transported, mainly high-valued goods if they are ready for transportation in Kishli or Poti at the moment of the departure of the train and if they do not disturb the agreed technology. Absolute priority is given to the reliability and punctuality of the express.
11. Azerbaijan and Georgian Railway forwarding companies which are responsible for the commercialisation of the Logistic-Express must react immediately on telephone or fax inquiries from European forwarding

agents and other clients in order to obtain new clients for the Logistic-Express.

12. The heads of Azerbaijan and Georgian Railways are asked to present the Logistic-Express as a new kind of container transportation service to the Railway administrations of Central Asian countries and start an active common marketing campaign.
13. The joint conference of both Railway administrations with the customs authorities in Beyuk-Kyassik, already planned for October, should be held as soon as possible. Subject of the conference should be the agreement of the customs procedures and the way of acting in the case of some unexpected obstacles.. The administration of AGZD is asked to organise the conference.
14. It is recommended to both railway administrations to hold a "jour fixe" in the railway administrations in Baku and Poti station (daily in the morning, except Sunday). Its subject should be the discussion of all questions concerning the Logistic-Express. The following persons are suggested to participate
in Baku :
deputy chief of the Railway forwarding company
chief engineer of the transportation service
chief engineer of the commercial service

in Poti :
deputy chief of the Railway forwarding company
chief of the Poti Railway station
manager of the port of Poti

The report was drawn up by :

AGZD representative
Ramiz Abduragimov

GRZD representative
Tengiz Tatishvili

Representative of the TRACECA project team
Dr. Günter Tessmann

Annex 6

Annex 6.1

Program
of marketing measures and advertisements in West European newspapers,
journals and periodicals of transports and logistics concerning the
Trans - Caucasian Logistic - Express

October 1996

31.10.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
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November 1996

02.11.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
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05.11.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
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21.11.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
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December 1996

December	periodical "transport echo"	Antwerp	Belgium the Netherlands
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07.12.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
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10.12.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
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February 1997

February	periodical "Containerisation International"	London	Great Britain, Ireland, USA
February	periodical "transport echo"	Antwerp	Belgium the Netherlands
06.02.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
17.02.1997	journal "DANMARKS TRANSPORT-TIDENDE"	Copenhagen	Denmark
21.02.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
21.02.1997	periodical "Internationale Transport Zeitschrift" / "Journal pour le Transport International"	Basel	Switzerland, Austria, Germany, France, Italy
21.02.1997	periodical "TRANSPORTS ACTUALITES"	Vincence	France
28.02.1997	journal „Die Welt“, supplement "Freight & Logistics" on the occasion of the 13th Logistics Congress of Germany.	Hamburg	Germany,

March 1997

March	periodical "Freight Management International"	London	Great Britain, Ireland
March	periodical "Distribution Business"	London	Great Britain, Ireland
March	periodical "Containerisation International"	London	Great Britain, Ireland, USA
March	periodical "transport echo"	Antwerp	Belgium the Netherlands

06.03.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
07.03.1997	periodical "TRANSPORTS ACTUALITES"	Vincence	France
14.03.1997	periodical "Internationale Transport Zeitschrift" / "Journal pour le Transport International"	Basel	Switzerland, Austria, Germany, France, Italy
14.03.1997	periodical "TRANSPORTS ACTUALITES"	Vincence	France
17.03.1997	journal "DANMARKS TRANSPORT- TIDENDE"	Copenhagen	Denmark
20.03.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
27.03.1997	periodical "Internationale Transport Zeitschrift" / "Journal pour le Transport International"	Basel	Switzerland, Austria, Germany, France, Italy
April 1997			
April	periodical "Freight Management International"	London	Great Britain, Ireland
April	periodical "Containerisation International"	London	Great Britain, Ireland, USA
April	periodical "transport echo"	Antwerp	Belgium the Netherlands
03.04.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
04.04.1997	periodical "TRANSPORTS ACTUALITES"	Vincence	France

11.04.1997	periodical "Internationale Transport Zeitschrift" / "Journal pour le Transport International"	Basel	Switzerland, Austria, Germany, France, Italy
14.04.1997	journal "DANMARKS TRANSPORT-TIDENDE"	Copenhagen	Denmark
17.04.1996	journal "Deutsche Verkehrs Zeitung"	Hamburg	Germany, Austria, Switzerland
18.04.1997	periodical "TRANSPORTS ACTUALITES"	Vincence	France
30.04.1997	periodical "TRANSPORTS ACTUALITES"	Vincence	France
May 1997			
May	"International Container Review"	London	Great Britain, Ireland, USA
June 1997			
10.06.1996	journal "Deutsche Verkehrs Zeitung" special edition on the occasion of the International Transports Exhibition "Transport '97" in Munich (Germany)	Hamburg	Germany, Austria, Switzerland

Annex 6.2

Trans - Caucasian - Logistic - Express

This new logistics service was developed within the „Technical Assistance for the Commonwealth of Independent States“ (**Tacis**) / „Transport Corridor Europe Caucasus Asia“ (**TRACECA**) programme, supported by the European Union.

At the middle of november 1996 starts a new logistic service for transportation of containers between the Black Sea (Poti) and the Caspian Sea (Baku).

Baku - Poti

Mondays at 8 p.m.

(First train: 11.11.1996)

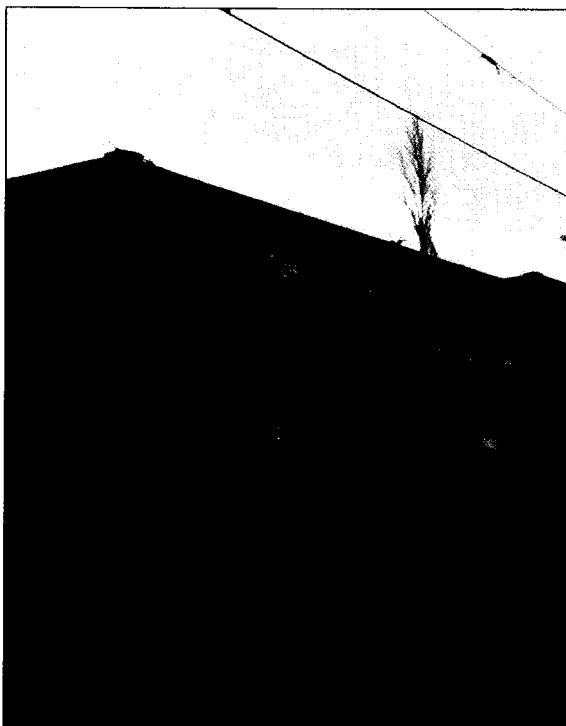
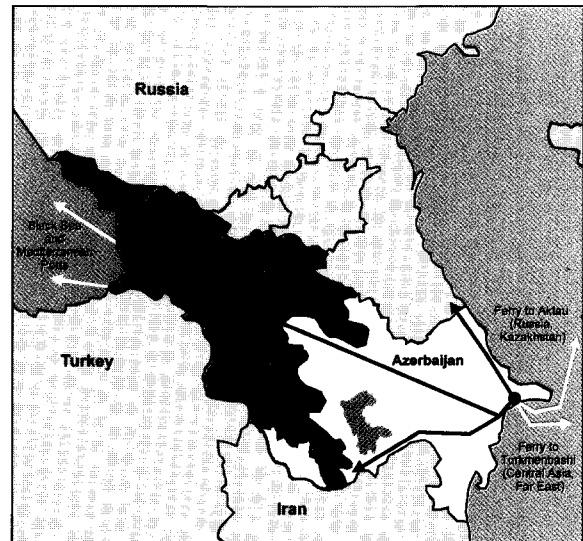
Poti - Baku

Thursdays at 8 p.m.

(First train: 14.11.1996)

- **Reliable departure once a week in each direction by strict timetable.**
- **Logistic information system for customers.**
- **Safety by transport attendants.**
- **Guaranteed transport times.**
- **Stopover in Tbilisi.**

- **Fast and reliable transport link between Europe and Asia.**
- **Transport time less than 30 hours in each direction from Poti to Baku and from Baku to Poti.**
- **The railway transport charge amounts 50% of the present charge in general.**



The marketing of the
Trans - Caucasian - Logistic - Express
is made by:

Azerbaijan State Railways
Management Baku, Mr Sadigov
phone: +994 12 / 93 96 13
fax: +994 12 / 93 34 97

Georgian Railways
Management Tbilisi, Mr Chigogidze
phone: +995 32 / 95 19 21
fax: +995 32 / 95 36 65

Contact address in Germany:

TEWET GmbH
TRACECA office, Mr Greif
phone: +49 30 - 254 65 376
fax: +49 30 - 254 65 112

Trans - Caucasian - Logistic - Express

Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms „Technical Assistance for the Commonwealth of Independent States“ (Tacis) / „Transport Corridor Europe Caucasus Asia“ (TRACECA) entwickelt.

Ab Mitte November 1996 besteht ein neuer Logistik-Service für den Containertransport mit der Eisenbahn zwischen Schwarzem Meer (Poti) und Kaspischem Meer (Baku).

Baku - Poti

Montags, Abfahrt 20:00 Uhr

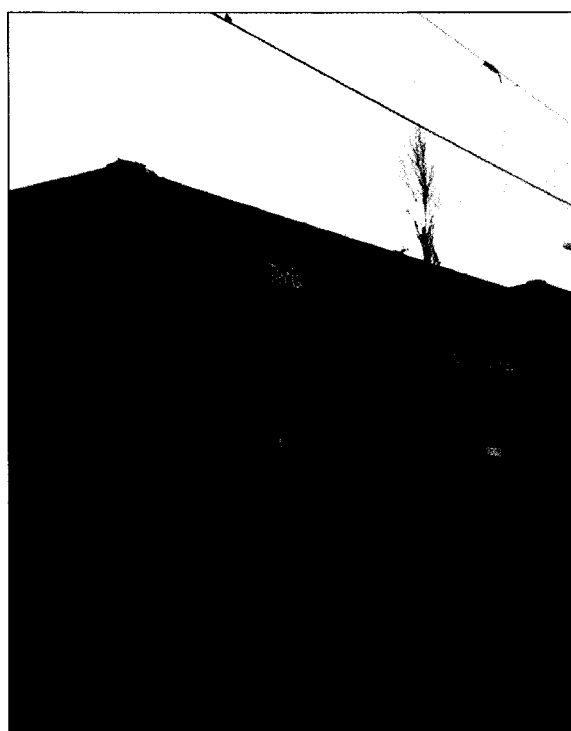
(erster Zug: 11.11.1996)

Poti - Baku

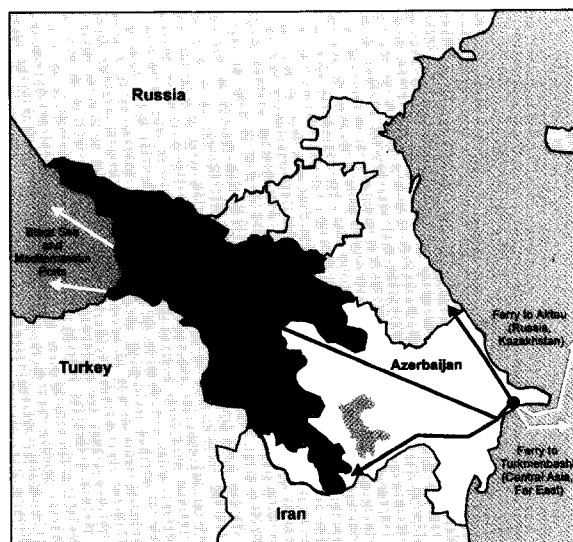
Donnerstags, Abfahrt 20:00 Uhr

(erster Zug: 14.11.1996)

- **Wöchentliche Abfahrt nach festem Fahrplan.**
- **Transportbegleitende Kundeninformation.**
- **Sicherung durch personelle Begleitung.**
- **Garantierte Transportzeit.**
- **Unterwegsaufenthalt des Expresses in Tbilisi.**



- **Schnelle und zuverlässige Transportverbindung zwischen Westeuropa und Asien.**
- **Transportzeit für die Strecke von Poti nach Baku und von Baku nach Poti jeweils unter 30 Stunden.**
- **Der Transportpreis beträgt 50% des gegenwärtig gültigen Tarifs.**



Die Vermarktung des
Trans - Caucasian - Logistic - Express
erfolgt durch:

Aserbaidzhanische Staatliche Eisenbahn

Leitung, Baku, Herr Sadigov

Tel. +9 94 12 / 93 96 13

Fax.+9 94 12 / 93 34 97

Georgische Eisenbahn

Leitung, Tbilisi, Herr Chigogidze

Tel. +9 95 32 / 95 19 21

Fax. +9 95 32 / 95 36 65

Kontaktadresse in Deutschland:

TEWET GmbH,

TRACECA-Büro, Herr Greif

Tel. +49 30 25 46 53 76

Fax.+49 30 25 46 51 12

Trans - Caucasian - Logistic - Express

Ce nouveau service logistique a été développé avec le soutien de l'Union Européenne dans le cadre du programme „Technical Assistance for the Commonwealth of Independent States“ (**Tacis**) / “Transport Corridor Europe Caucasus Asia“ (**TRACECA**).

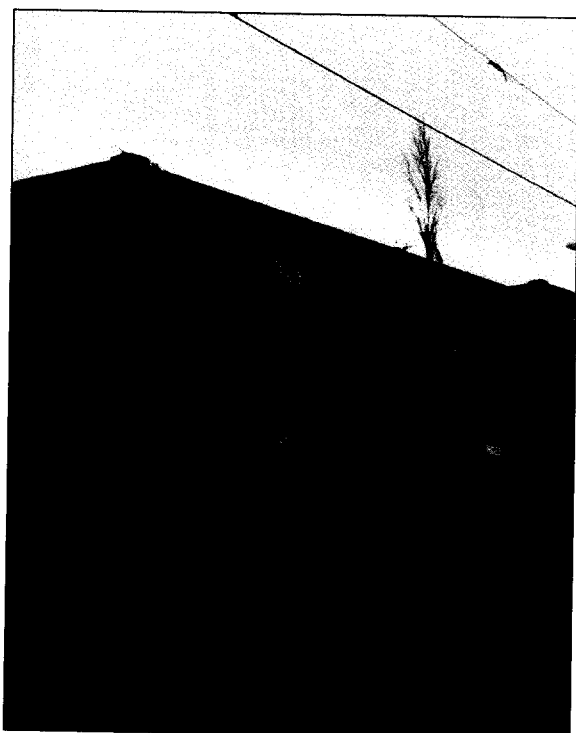
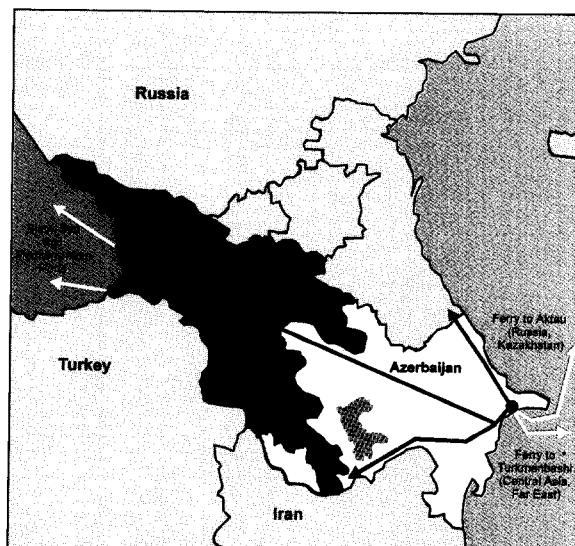
A partir du mi-novembre 1996 il y a un nouveau service de logistique pour le transport de conteneurs par le chemin de fer entre la Mer Noire (Poti) et la Mer Caspienne (Bakou).

Bakou - Poti
les lundis à 20 h

Poti - Bakou
les jeudis à 20 h

- Départ chaque semaine suivant horaire fixe.
- Système d'information logistique pour le client.
- Sûr grâce à l'accompagnement personnel.
- Temps de transport garanti.

- Relation de transport vite et sûr entre l'Europe occidentale et l'Asie.
- Temps de parcours sur la ligne de Poti à Bakou ou retour moins de 30 heures.
- Arrêt intermédiaire à Tbilisi.
- Le prix de transport est de 50% du tarif valable actuellement.



La commercialisation du
Trans-Caucasian-Logistic-Express
est réalisée par:

Chemins de fer de l'Etat Azerbaïdjan
direction Bakou, M. Sadigov
Tel.: +99 412/ 93 96 13
Fax: +99 412/ 93 34 97

Chemin de fer Géorgien
direction Tbilisi, M. Chigogidze
Tel.: +99 532/ 95 19 21
Fax: +99 532/ 95 36 65

Adresse à contacter en Allemagne:

TEWET GmbH
bureau TRACECA, Monsieur Greif
Tel: + 49 30 / 254 65 376
Fax: + 49 30 / 254 65 112

Annex 6.3

Customer letter

on the

Trans-Caucasian-Logistic-Express

1. **Advantages of the train**
2. **Questionnaire**
3. **Contacts at AGZD and GRZD**

1. Advantages of the train

The Azerbaijan State railways (AGZD) and the Georgian Railways (GRZD) are offering their customers a new transport product.

The

Trans-Caucasian-Logistic-Express

runs once a week

from Poti Station to Kishli-Baku

and

from Kishli-Baku to Poti Station

as a container train.

The quality features of the train are:

- Stability:** The Express runs regardless of the respective utilisation.
- Regularity:** The Express runs once every week
- ◆ on Thursday, 20.00 hours from Poti Station
 - ◆ on Monday, 20.00 hours from Kishli-Baku.
- Speed:** The Express has a transportation time of 30 hours for each direction.
- Security:** The Express is accompanied by armed security staff and protected against assaults at all times.
- Reliability:** The Express has guaranteed travelling times as well as fixed departure and arrival times at the stations.
- Competitiveness:** The Express transports the containers at a tariff which is about 20 % under the comparable price for road transportation. Customers with a high transport volume will benefit from discounts.

During the 1st stage, as of October 1996, the Express will run between Poti and Baku and back again with an en-route stop in Tbilisi (loading and unloading) and in Beyuk-Kyassik (customs clearance).

During the 2nd stage, as of mid 1997, it is planned for the Express to have two more en-route stops, which are Samtredia (Georgia) and Gyandsha (Azerbaijan).

During the 3rd stage, as of the end of 1997, it is planned to offer the Express also for the transportation of high-value goods, which are not delivered in containers.

2. Questionnaire

Name of company (stamp):
 Address:
 Contact:
 Telephone:

	yes	no															
2.1 Are you interested in using the Express in principle?	<input type="checkbox"/>	<input type="checkbox"/>															
<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 65%;"></th> <th style="width: 15%; text-align: center; border: 1px solid black; padding: 2px;">yes</th> <th style="width: 15%; text-align: center; border: 1px solid black; padding: 2px;">no</th> </tr> </thead> <tbody> <tr> <td>2.2 Are regular container transports being conducted?</td> <td></td> <td></td> </tr> <tr> <td style="padding-left: 40px;">per year</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> <tr> <td style="padding-left: 40px;">per month</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> <tr> <td style="padding-left: 40px;">per week</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </tbody> </table>				yes	no	2.2 Are regular container transports being conducted?			per year	<input type="checkbox"/>	<input type="checkbox"/>	per month	<input type="checkbox"/>	<input type="checkbox"/>	per week	<input type="checkbox"/>	<input type="checkbox"/>
	yes	no															
2.2 Are regular container transports being conducted?																	
per year	<input type="checkbox"/>	<input type="checkbox"/>															
per month	<input type="checkbox"/>	<input type="checkbox"/>															
per week	<input type="checkbox"/>	<input type="checkbox"/>															
2.3 The own container volume for the Express will be																	
♦ ≤ 10 containers/month		<input type="checkbox"/>															
♦ > 10 ≤ 50 containers/month		<input type="checkbox"/>															
♦ > 50 ≤ 100 containers/month		<input type="checkbox"/>															
♦ > 100 containers/month		<input type="checkbox"/>															
2.4 The main relations of the container transports are																	
♦ Poti - Tbilisi	<input type="checkbox"/>	%															
♦ Poti - Baku (Azerb.)	<input type="checkbox"/>	%															
♦ Poti - Baku (transit to Russia)	<input type="checkbox"/>	%															
♦ Poti - Baku (transit to Central Asia)	<input type="checkbox"/>	%															
♦ Baku (Azerb.) - Tbilisi	<input type="checkbox"/>	%															
♦ Baku (Azerb.) - Poti	<input type="checkbox"/>	%															
♦ Baku (transit from Russia) - Poti	<input type="checkbox"/>	%															
♦ Baku (transit from Central Asia) - Poti	<input type="checkbox"/>	%															

We would like to ask you to send back the completed questionnaire to the following contacts at the railways.

3. Contacts

3.1 Azerbaijan State Railways AZRAILWAYEXPEDITION attn. Mr Sadigov

**ul. Alieva 230
370000 Baku
Azerbaijan Republic**

phone: +994 12 - 93 96 13

fax: +994 12 - 93 34 97

3.1 Georgian Railways Management Tbilisi Tarifno-Exploatazionnoe Predpriyatie attn. Mr Chigogidze

**Tamar Mepe Ave. 15
380012 Tbilisi
Georgian Republic**

phone: +995 32 - 95 02 25

+995 32 - 95 19 21

fax: +995 32 - 95 02 25

+995 32 - 95 36 63

+995 32 - 94 21 55

Annex 6.4

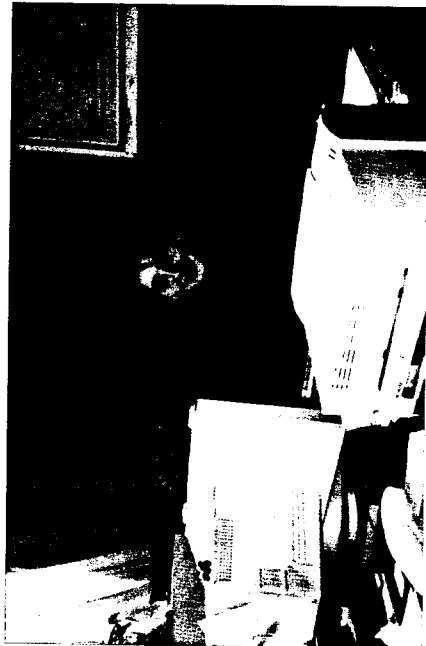
Trans - Caucasian - Logistic - Express

A new container service

Additional system offer

Starting on 15th March, 1997: transport of refrigerated containers via refrigerated container parks in Poti and Baku.

The Gyandsha (Azerbaijan) rail terminal will be included in the Logistic-Express System as of 1st February, 1997.



The marketing of the
Trans - Caucasian - Logistic - Express
is done by:

Azerbaijan State Railways
AZRAILWAYEXPEDITION
Tel. +9 94 12 / 93 96 13
Fax. +9 94 12 / 93 34 97

Georgian Railways
Management Tbilisi
Tel. +9 95 32 / 95 02 25
+9 95 32 / 95 19 21
Fax. +9 95 32 / 95 02 25
+9 95 32 / 95 36 63
+9 95 32 / 94 21 55

Contact address in Germany:

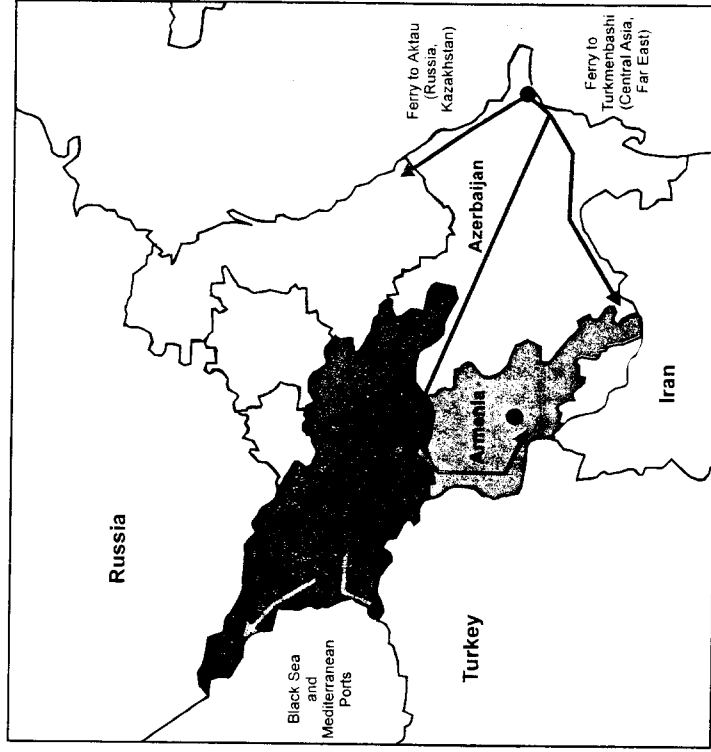
TEVET GmbH,
TRACECA-Büro
Tel. +49 30 25 46 53 76
Fax. +49 30 25 46 51 12

This new logistics service was developed within the „Technical Assistance for the Commonwealth of Independent States“ (Takis) / „Transport Corridor Europe-Caucasus-Asia“ (TRACECA) programme, supported by the European Union.

Trans - Caucasian - Logistic - Express

A new container service

**Short ways
Reliable service
Low-priced transportation**



... from Europe

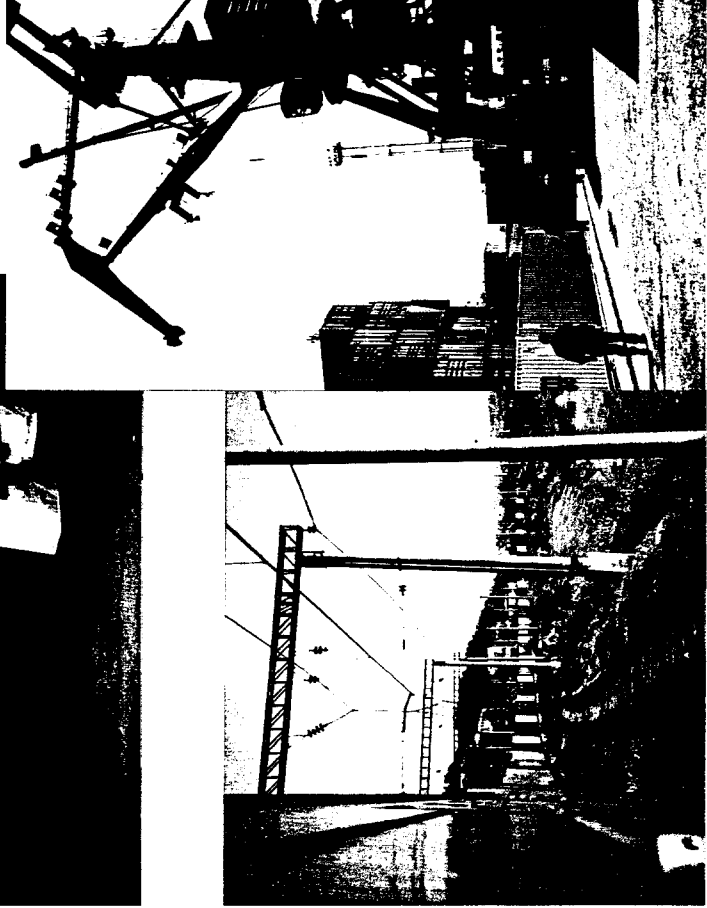
... to the countries of the Caucasus region

... to Central Asia

This new logistics service was developed within the „Technical Assistance for the Commonwealth of Independent States“ (Takis) / „Transport Corridor Europe-Caucasus-Asia“ (TRACECA) programme, supported by the European Union.

Trans - Caucasian - Logistic - Express

A new container service



Trans - Caucasian - Logistic - Express

A new container service

Characteristics of the system

■ Reliable timetable

Mondays	Thursdays
20:00 hrs 13:45 hrs (Tue) 14:05 hrs (Tue) 02:20 hrs (Wed)	20:00 hrs 07:45 hrs (Fri) 08:53 hrs (Fri) 00:50 hrs (Sat)
departure Baku (Kishli) arrival Tbilisi departure Tbilisi arrival Poti	departure Poti arrival Tbilisi departure Tbilisi arrival Baku (Kishli)

■ Guaranteed transport time

The transport time of 30 hours between the two terminal stations Baku and Poti is guaranteed by the railways.

■ High security standard

The security of the goods to be transported is guaranteed by a special transport insurance and by Azerbaijan an Georgian transport police who accompany the trains.

■ Information accompanying the transport

Logistics information hurrying ahead of and accompanying the transport is made available both to the customer and to all institutions involved in the realisation of the Logistic Express.

■ Competitive prices

The transport price amounts to 50% of the rate at present in force, plus fees for forwarding services

This new logistics service was developed within the „Technical Assistance for the Commonwealth of Independent States“ (TACIS) / „Transport Corridor Europe Caucasus Asia“ (TRACECA) programme, supported by the European Union.

This new logistics service was developed within the „Technical Assistance for the Commonwealth of Independent States“ (TACIS) / „Transport Corridor Europe Caucasus Asia“ (TRACECA) programme, supported by the European Union.

Trans - Caucasian -

Logistic - Express

Ein neuer Containerdienst

Zusätzliches Systemangebot

Kühlcontainertransport über Kühlcontainer-Stellplätze in Poti und Baku ab 15. März 1997

Einbeziehung des Container-Umschlagbahnhofs Gjandscha (Aserbaidschan) in den Logistic-Express ab 1. Februar 1997.



Die Vermarktung des

Trans - Caucasian - Logistic - Express
erfolgt durch:

Aserbaidschanische Staatliche Eisenbahn

AZRAILWAYEXPEDITION

Tel. +9 94 12 / 93 96 13

Fax +9 94 12 / 93 34 97

Georgische Eisenbahn

Management Tbilisi

Tel. +9 95 32 / 95 02 25

+9 95 32 / 95 19 21

Fax. +9 95 32 / 95 02 25

+9 95 32 / 95 36 63

+9 95 32 / 94 21 55

Kontaktadresse in Deutschland:

TEWET GmbH,

TRACECA-Büro

Tel. +49 30 25 46 53 76

Fax. +49 30 25 46 51 12

Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms „Technical Assistance for the Commonwealth of Independent States“ (Taxis) / „Transport Corridor Europe-Caucasus-Asia“ (TRACECA) entwickelt.

Trans - Caucasian -

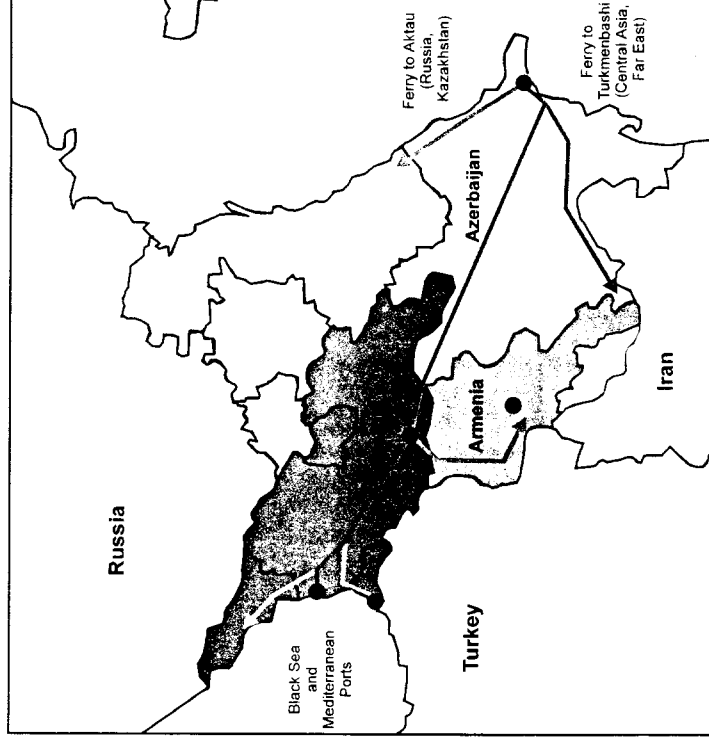
Logistic - Express

Ein neuer Containerdienst

Ein kurzer Weg

Ein sicherer Service

Ein preiswerter Transport



... von Europa

... in die Länder der Kaukasusregion

... nach Mittelasien

Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms „Technical Assistance for the Commonwealth of Independent States“ (Taxis) / „Transport Corridor Europe-Caucasus-Asia“ (TRACECA) entwickelt.

Trans - Caucasian - Logistic - Express

Ein neuer Containerdienst



Trans - Caucasian - Logistic - Express

Ein neuer Containerdienst

Systemmerkmale

■ Zuverlässiger Fahrplan

Montag jeder Woche

20:00 Uhr ab Baku (Kischli)
13:45 Uhr (Die) an Tbilisi
14:05 Uhr (Die) ab Tbilisi
02:20 Uhr (Mi) an Poti

Donnerstag jeder Woche

20:00 Uhr ab Poti
07:45 Uhr (Fr) an Tbilisi
08:53 Uhr (Fr) ab Tbilisi
00:50 Uhr (Sa) an Baku

■ Garantierte Transportzeit

Die Transportzeit von 30 Stunden zwischen den beiden Endpunkten Baku und Poti wird durch die Eisenbahnen garantiert.

■ Hoher Sicherheitsstandard

Die Sicherheit der Transportgüter wird durch eine besondere Transportversicherung und die Begleitung der Züge durch die aserbaidschanische und georgische Transportpolizei gewährleistet.

■ Transportbegleitende Information

Den Kunden sowie allen an der Realisierung des Logistic-Express beteiligten Institutionen werden transportvoraussetzende und transportbegleitende Logistikkenninformationen bereitgestellt.

■ Wettbewerbsfähige Preise

Der Transportpreis beträgt 50% des gegenwärtig gültigen Tarifs zuzüglich der Gebühren für speditionelle Leistungen.

Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms „Technical Assistance for the Commonwealth of Independent States“ (TACIS) / „Transport Corridor Europe-Caucasus-Asia“ (TRACECA) entwickelt.

Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms „Technical Assistance for the Commonwealth of Independent States“ (TACIS) / „Transport Corridor Europe-Caucasus-Asia“ (TRACECA) entwickelt.

Trans - Caucasian - Logistic - Express

Un nouveau service conteneurs

Offre de transport supplémentaire

Transport de conteneurs frigorifiques au départ des lieux de stationnement spéciaux pour conteneurs frigorifiques de Poti et de Bakou, à partir du 15 mars 1997.

Inscription de la gare de manutention de conteneurs de Guyandja (Azerbaïdjan) au service du Logistic-Express à partir du 1er février 1997.



La commercialisation du
Trans - Caucasian - Logistic - Express
est réalisée par:

Chemins de fer de l'Etat Azerbaïdjan
AZRAILWAYEXPEDITION
Tel.: +994 12 / 93 96 13
Fax: +994 12 / 93 34 97

Chemin de fer Géorgien
direction Tbilisi
Tel.: +995 32 / 95 02 25
+995 32 / 95 19 21
Fax: +995 32 / 95 02 25
+995 32 / 95 36 63
+995 32 / 94 21 55

Adresse à contacter en Allemagne:
TEWET GmbH
bureau TRACECA Berlin
Tel.: +49 30 / 254 65 376
Fax: +49 30 / 254 65 112

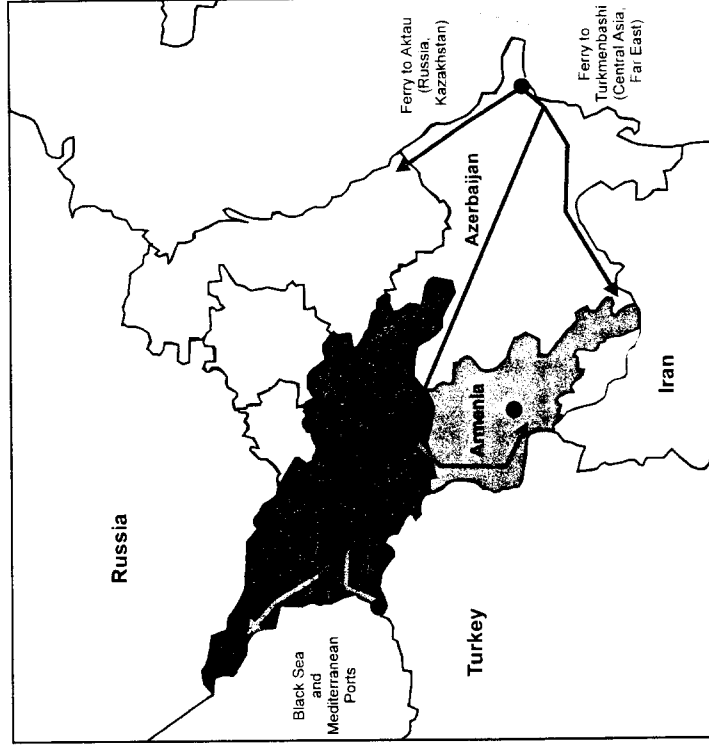
Ce nouveau service logistique a été développé avec le soutien de l'Union Européenne dans le cadre du programme "Technical Assistance for the Commonwealth of Independent States" (TACS) - "Transport Corridor Europe-Caucasus-Asia" (TRACECA).

Trans - Caucasian - Logistic - Express

Un nouveau service conteneurs

par chemin court
un service fiable

le transport bon marché



... de l'Europe

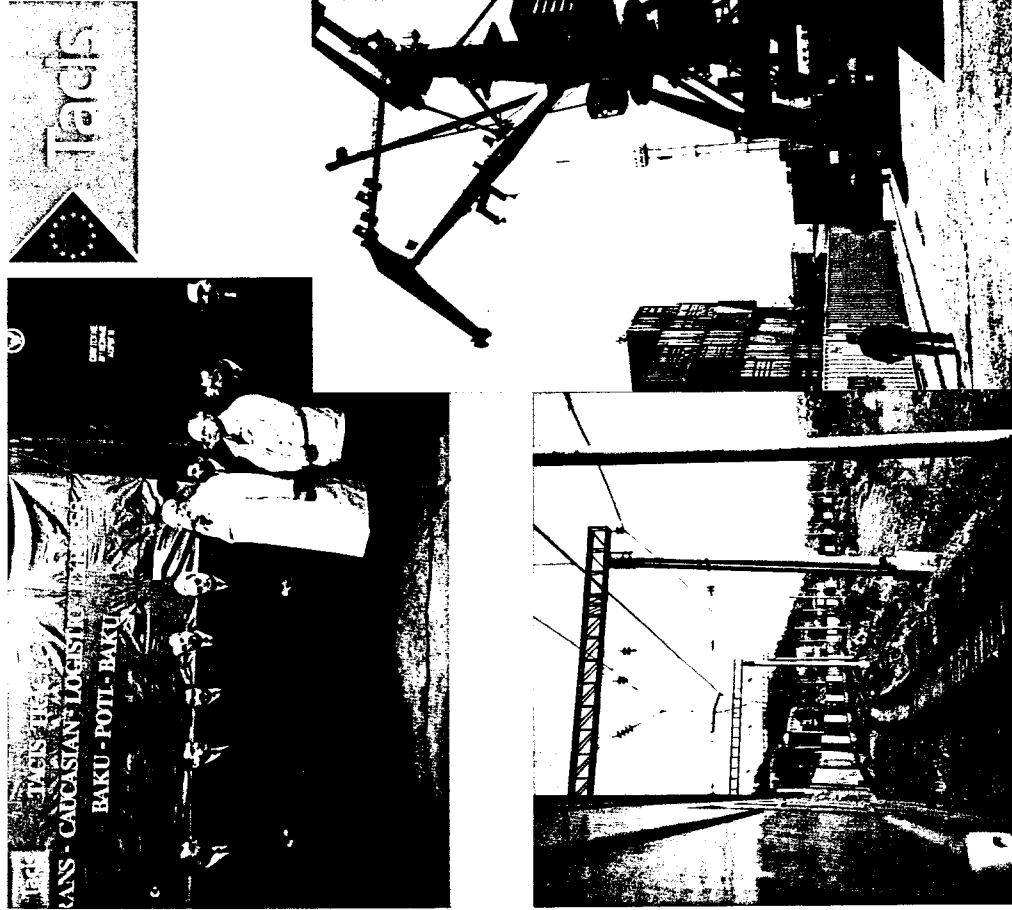
... pour les pays de la région caucasienne

... pour l'Asie centrale

Ce nouveau service logistique a été développé avec le soutien de l'Union Européenne dans le cadre du programme "Technical Assistance for the Commonwealth of Independent States" (TACS) - "Transport Corridor Europe-Caucasus-Asia" (TRACECA).

Trains - Caucasiens - Logistic - Express

Un nouveau service conteneurs



Caractéristiques du système

■ Horaire fiable

Chaque lundi		Chaque jeudi	
20h00	dép. Bakou (Kishli)	20h00	dép. Poti
13h45 (mar)	arr. Tbilisi	07h45 (ven)	arr. Tbilisi
14h05 (mar)	dép. Tbilisi	08h53 (ven)	dép. Tbilisi
02h20 (merc)	arr. Poti	00h50 (sam)	arr. Bakou (Kishli)

■ Délais de transport garantis

Les chemins de fer garantissent le délai de transport de 30 heures entre les deux points terminaux Bakou et Poti.

■ Haut niveau de sécurité

La sécurité des marchandises à acheminer est garantie grâce à une assurance particulière de transport et à l'accompagnement des trains par la police de transport azerbaïdjanaise et géorgienne.

■ Informations accompagnant le transport

Des informations logistiques sont fournies, avant et durant le transport, aux clients et aux organismes participant à la réalisation du train Logistic-Express.

■ Des prix compétitifs

Le prix de transport fait 50 pour-cent du tarif actuellement en vigueur plus des taxes peu élevées pour le service de camionnage.

Ce nouveau service logistique a été développé avec le soutien de l'Union Européenne dans le cadre du programme "Technical Assistance for the Commonwealth of Independent States" (TACIS) / "Transport Corridor Europe Caucasus Asia" (TRACECA).

Ce nouveau service logistique a été développé avec le soutien de l'Union Européenne dans le cadre du programme "Technical Assistance for the Commonwealth of Independent States" (TACIS) / "Transport Corridor Europe Caucasus Asia" (TRACECA).

Транскавказский грузовой ЛОГИСТИК - экспресс

Новый вид сервиса для контейнеров

Дополнительная характеристика системы

Транспортирование рефрижераторных контейнеров через особых местах сбора для рефрижераторных контейнеров в Потти и Баку, начиная с 15ого марта 1997 года.

Включение перевалочной станции для контейнеров в городе Гянджа (Азербайджан) в график движения логистик-экспресса, начиная с 1ого февраля 1997 года.



Маркетинговые мероприятия для
Транскавказского грузового
логистик - экспресса
осуществляются:

Азербайджанская Государственная
Железная Дорога
АЗЖЕЛДОРЭКСПЕДИЦИЯ
тел: +994 12 / 93 96 13
факс: +994 12 / 93 34 97

Грузинская Железная Дорога
Руководство Тбилиси
тел: +995 32 / 95 02 25
факс: +995 32 / 95 02 25
+995 32 / 95 36 63
+995 32 / 94 21 55

Контактный адрес в Германии:
TEWET O.O.
офис TRACECA Берлин
тел: +49 30 / 254 65 376
факс: +49 30 / 254 65 112

Новый логистик-сервис был разработан с поддержкой Европейского Союза в рамках программы "Technical Assistance for the Commonwealth of Independent States" (Taxis) / "Transport Corridor Europe-Caucasus-Asia" (TRACECA).

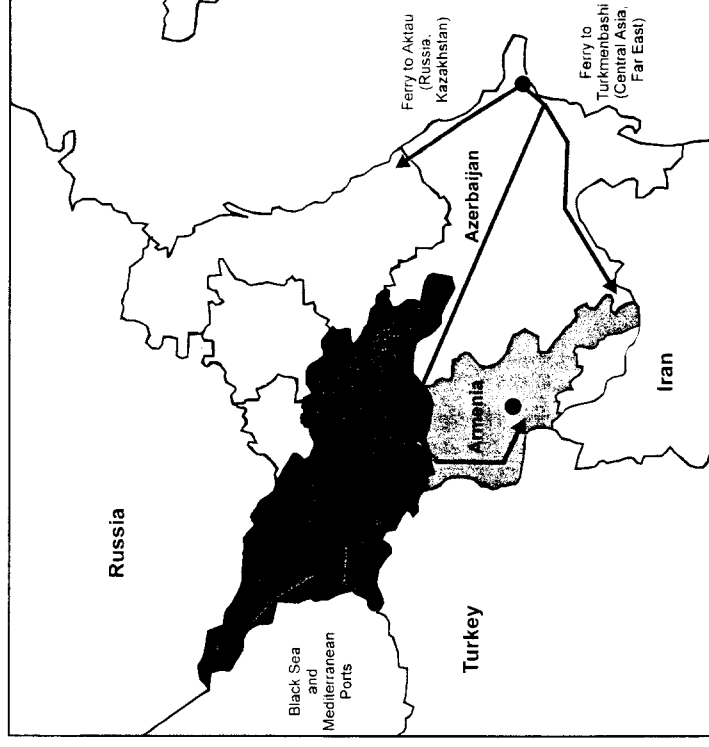
Транскавказский грузовой ЛОГИСТИК - экспресс

Новый вид сервиса для контейнеров

Короткий путь

Надёжный сервис

Недорогой вид транспорта



... из Европы

... в страны Кавказского региона

... в Среднюю Азию

Новый логистик-сервис был разработан с поддержкой Европейского Союза в рамках программы "Technical Assistance for the Commonwealth of Independent States" (Taxis) / "Transport Corridor Europe-Caucasus-Asia" (TRACECA).

Транскавказский грузовой

ЛОГИСТИК – ЭКСПРЕСС

Новый вид сервиса для контейнеров



Транскавказский грузовой

ЛОГИСТИК – ЭКСПРЕСС

Новый вид сервиса для контейнеров

Характеристика системы

■ Надёжный график движения поезда

по понедельникам	по четвергам
20:00 отп. из Баку (Кишлы)	20:00 отп. из Поти
13:45 (вто.) приб. в Тбилиси	07:45 (пят.) приб. в Тбилиси
14:05 (вто.) отп. из Тбилиси	08:53 (пят.) отп. из Тбилиси
02:20 (сре.) приб. в Поти	00:50 (суб.) приб. в Баку (Кишлы)

■ Гарантированное время продвижения

Железные Дороги гарантируют, что время продвижения поезда между обеими конечными пунктами следования, Баку и Поти, не превысит 30 часов.

■ Высокий стандарт безопасности

Безопасность транспортируемых грузов обеспечивается особым страхованием транспорта и сопровождением поездов азербайджанской и грузинской железнодорожной полиции.

■ Сопровождающая продвижение транспортная информация

Клиентам и всем участвующим в реализации логистик-экспресса учреждениям предоставляются опережающие и сопровождающие транспортные информации логистики.

■ Конкурентноспособные цены

Тариф транспорта логистик-экспресса составляет только 50% ныне действующего тарифа железнодорожного транспорта, плюс сборы за экспедиторский сервис.

Annex 6.5

Responses

to the advertisement campaign in west-european newspapers, journals and periodicals of transports and logistics incoming in the TRACECA office Berlin concerning the

Trans - Caucasian - Logistic - Express

1. Company NCCC Trading Hamburg (Germany)
Person to turn to: Mr. Hess
Phone: +49 40 284 28 268
+49 40 284 28 269
Fax: +49 40 284 28 184
+49 40 284 28 111
General information.
2. Company Thermottraffic GmbH Versmold (Germany)
Person to turn to: Mr. H. P. Loos
Fleischkonserven (keine Kühlung notwendig) von NL nach Baku
Tiefkühlfracht (Frischfleisch) gleiche Relation
Phone: +49 5423 968 - 100
Fax: +49 5423 968 - 294
3. Company Paul Günther Logistic+Leasing GmbH Hamburg (Germany)
Person to turn to: Mr. Torsten Schlote
Phone: +49 40 376 89 769
+49 40 376 89 46
Fax: +49 40 376 89 770
+49 40 376 89 750
Provision of Containers.
4. Transys GmbH Nürnberg (Germany)
Fax: +49 911 65 967 20
General information.
5. Company rentsch internationale spedition Kösching (Germany)
Person to turn to: Mr. Türkan Celin
Alttextilien München - Baku
Phone: +49 8456 - 9894 - 0
Fax: +49 8456 - 9894 - 10
Goods for humanitarian relief to Erevan (Armenia),
used clothing to Baku (Azerbaijan).
6. INTERSHIP Antwerp (Belgium)
Person to turn to: Mr. van Lienden
Fax: +32 3 225 22 21
General information.
7. Company Alfred Ernst & Co. KG Hamburg (Germany)
Person to turn to: Mr. Vogel
Phone: +49 40 21 11 94 - 0
Fax: +49 40 21 11 94 - 10
Regulary transport of sugar to Baku (Azerbaijan).

8. Company KUKLA Rotterdam (the Netherlands)
Person to turn to: Mr. Johann Plomp
Fax: +31 10 429 76 98
General information, various goods to Baku (Azerbaijan).
9. Company FR. MEYER`S SOHN (GmbH 6 Co.) Hamburg, branche Berlin (Germany)
Person to turn to: Mr. L. Levington
Phone: +49 30 6701 - 2214
+49 30 6701 - 2574
+49 30 6701 - 2575
Fax: +49 30 6701 - 2430
Cigaretts from Poti to Baku.
10. RUSSIA FACHSPEDITION DR. LASSMANN Ges. m. b. H. Vienna (Austria)
Person to turn to: Mr. Prokurist Plan; Mrs. Jambrich
Phone: +43 1 - 533 23 46 0
Fax: +43 1 - 533 85 27
Telex: 116 366 LSPED
11. Transsped Bremen (they have an own office in Baku)
various googs to Baku
office Baku directly contacts Mr. Sadigov.
12. Company Thermologic Rotterdam (the Netherlands)
Preserved food and frozen meat from the Netherlands to Baku
They are just cooperating with Mr. Tsomaia, CAUTREX
13. Company multimodal Bremen (Germany)
General information.
They will directly establish contacts in the region.
14. Company nethtrans Rotterdam (the Netherlands)
General information.
They will directly establish contacts in the region.
15. Company Paul-Spedition Hamburg (Germany)
General information.
They will directly establish contacts in the region.
16. Spedition K uchler Salzburg (Austria)
20-feet-Containers to Tbilisi (Georgia) and Erevan (Armenia).
17. ROEHLIG & CO (UK) LTD Feltham (Great Britain)
Person to turn to: Mr. Alfred Stienen
Phone: +44 181 - 844 1133
Fax: +44 181 - 844 1137
General information.

18. SOVTRANSVTO Cologne (Germany)
Person to turn to: Mr. Schwabe
Fax: +49 221 - 916 51 12
General information.
19. airland international as Svenborg (Denmark)
Person to turn to: Mr. Hunerssen
Fax: +45 - 62 21 15 96
General information.
20. airland international as Kastrup (Denmark)
Person to turn to: Mr. Ole Rojas
Phone: +45 - 32 51 86 00
Fax: +45 - 32 50 87 50
Containers to Duschanbe, Tashkent, Alma Ata, Bishkek (Kasakhstan),
general information.
21. NELLEN & QUACK Gronau (Germany)
Person to turn to: Mr. Uwe Agsten
Phone: +49 2562 - 715-0
Fax: +49 2562 - 715-490
Textiles, threads and cotton from Tashkent, Dushanbe, Baku to thr North of Italy
Portugal, Germany and France.
22. Danube Shipping Vienna (Austria)
Person to turn to: Mr. Stichelberger
Fax: +43 1 728 20 76
General information.
23. Fairtrans Bremen (Germany)
Phone: +49 421 - 17 59 853
Fax: +49 421 - 17 59 854
Textile from Bremen (Germany) via Varna (Bulgaria) or Pireus (Greece) to Poti and
Baku with 10- or 20-feet-containers.
24. Wesotra Spedition und Transport GmbH Cologne (Germany)
Railway department
Person to turn to: Mr. Robert Görgens
Phone: +49 221 - 23 40 71 bis 75
Fax: +49 221 - 24 03 295
Telex: 8 883 220
General information.
25. Company profrost Spedition Berlin (Germany)
Person to turn to: Mrs. Wachholz
Fax: +49 30 - 279 38 95 oder +49 30 - 279 38 37
Froozen meat from Poti via Tbilisi, Baku and ferry to Turkmenbaschi to
Turkmenistan.

-
26. Company PANALPINA Vienna (Austria)
Person to turn to: Mr. Bropst
Fax: +43 1 - 71 144 208
General information.
27. Company F&O Interfreight GmbH Ulm (Germany)
Person to turn to: Mr. Alexander Trägner
Phone: +49 731 - 46011
Fax: +49 731 - 46015
Potatos to Tbilisi (Georgia).
28. Edmond Depaire nv Brüssel (Belgium)
Rail and Combined Traffic Division
Combined Traffic Department
Person to turn to: Mr. Enzo Ongaro
Phone: +32 2 - 423 4377
Fax: +32 2 - 420 56 16
+32 2 - 420 70 65
Telex: 26242
General information.
29. MULTIMAR SEEFRACHTENKONTOR Ges. m. b. H. Vienna (Austria)
Person to turn to: Mr. Paul Deininger
Phone: +43 1 - 504 14 25
Fax: +43 1 - 504 14 30
General information.
30. papp & Co. GmbH Intern. Spedition Kehl (Germany)
Person to turn to: Mr. Gerhard Stark
Phone: +49 7851 - 7470
Fax: +49 7851 - 74717 oder 74747
General information.
31. CLC`S LOGISTIK CENTER Munich (Germany)
Person to turn to: Mr. CEM KURAN
Phone: +49 89 - 8080
Fax: +49 89 - 812 00 87 oder 812 00 88
General information.
32. p.e.t. Logistik & Management GmbH Mülheim/Ruhr (Germany)
Person to turn to: Mr. Martin Menn
Phone: +49 208 - 780 88-0
Fax: +49 208 - 790 88 99
Tubes to Tbilisi (Georgia).

-
33. Company TRANS-FIRST Aabenraa (Denmark)
Phone: +45 74 62 49 40
Fax: +45 74 62 24 40
General information.
34. Company LogisticsManagement Kurt W. Janssen Meerbusch (Germany)
Person to turn to: Mr. Kurt W. Janssen
Phone: +49 2132 - 71053
Fax: +49 2132 - 71053
Crude tobacco from Poti (Georgia) to Central Asia.
35. Company Internationale Transport Compagnie (INTRANSCO) GmbH
Frankfurt/Main (Germany)
Person to turn to: Mr. W. Saffer
Phone: +49 69 - 690 70 907
+49 69 - 690 70 908
+49 69 - 69 46 49
Fax: +49 69 - 69 48 44
Filter elements from Bad Kreuznach (Germany) to Baku (Azerbaijan).
36. Company eastline Spedition GmbH Berlin (Germany)
Person to turn to: Mr. Martin Stiller
Phone: +49 30 - 401 38 84
Fax: +49 30 - 406 15 66
General information.
37. Company TRANSASIA International Forwarders (Co. Ltd.) Hof/Saale
(Germany)
Person to turn to: Mr. F. Schramm
Phone: +49 9281 - 72 57 - 0
Fax: +49 9281 - 72 57 - 57
Telex: 643914 TRASH D
15 40-foot-containers from Poti to Makhatskala (Russia).
38. ROBERT HEILMANN SPEDITION GmbH Hannover (Germany)
Person to turn to: Mr. Meincke
Phone: +49 511 - 67890-0
Fax: +49 511 - 67890-35
Container with car from Hannover (Germany) via Poti (Georgia) to Baku
(Azerbaijan).

39. Company F. H. Bertling GmbH & Co. KG Lübeck (Germany)
Person to turn to: Mr. Hermann Vagt
Phone: +49 451 - 799 02 - 0
Fax: +49 451 - 725 91
20-foot-containers with materials for the petrol industry from Poti (Georgia) to Turkmenbashi (Turkmenistan).
40. R&H LOJISTIK AND TRANSPORTATION LTD. Istanbul (Turkey)
Person to turn to: Mr. Jan Peters
Phone: +90 216 - 342 83 33
Fax: +90 216 - 391 50 42
Fax: +90 216 - 333 81 24
20- und 40-feet-containers from Poti (Georgia) to Tashkent and retour.
41. EAST CARGO SYSTEM Logistik+Trading GmbH Leonberg (Germany)
Person to turn to: Mr. K. Roggenbuck
Phone: +49 7152 - 420 21
Fax: +49 7152 - 00 42 48
Transportation of tanks.
42. ACT International Forwarding Turkey
Person to turn to: Mr. Yakin Atay
Fax: +90 31 - 24 67 29 05
100 20-feet-container from Poti to Baku
43. NORTROP Speditions- und Schiffahrtsgesellschaft mbH Hamburg (Germany)
Person to turn to: Mr. Hans Bönnen
Phone: +49 40 - 35 75 04 - 0
Fax: +49 40 - 35 47 67
Tubes from Poti via Baku to Turkmenbashi.
44. whestship agencies Antwerp (Belgium)
Person to turn to: Mr. Bert Abbeel
Phone: +32 3 - 541 61 10
Fax: +32 3 - 541 23 35
30 40-feet-containers mit electrical equipment to Baku.
45. SOSTMEIER Spedition+Logistik Krefeld (Germany)
Person to turn to: Mr. Reiner Haupt
Phone: +49 2151 - 50 96 21 bis 24
Fax: +49 2151 - 50 02 51
Between 15 and 20 containers with electronical equipment per month from Poti to Erevan (Armenia).

46. Heinrich Wiedemeyer GmbH & Co. KG Güternah- und Fernverkehr
Wetter/Ruhr (Germany) and
Internationale Spedition Bernd Wiedemeyer GmbH Wetter/Ruhr (Germany)
Person to turn to: Mr. Bernd Wiedemeyer
Phone: +49 2335 - 919 321
Fax: +49 2335 - 919 350 und 51
General information.
47. HILLER SPEDITION KG Lüneburg-Hafen (Germany)
Person to turn to: Mr. Hiller
Phone: +49 4131 - 85 05 70
Fax: +49 41 31 - 85 05 75
Used equipment for cars, tyres and food to Aktau (Kasakhstan).
48. NORTROP Speditions- und Schiffahrtsgesellschaft mbH Hamburg (Germany)
Person to turn to: Mr. Hans Bönnen
Phone: +49 40 - 35 75 040
Fax: +49 40 - 35 75 04 291 oder 35 47 67
Telex: 215 154 nortr d
Vodka to Alma Ata (Kasakhstan), Aktau (Kasakhstan) und Jerewan
(Armenia)
49. transys MULTIMODAL TRANSPORTSYSTEMS BVBA Antwerpen (Belgium)
Person to turn to: Mr. Paul Desmet
Phone: +32 3 - 820 70 30
Fax: +32 3 - 820 70 40
Alcoholic drinks from Poti to Khimkent, Alma-Ata, Tashkent and Leninabad.
50. NOSTA TRANSPORT International Osnabrück (Germany)
Person to turn to: Mr. Josef Rautenberg
Phone: +49 541 - 93 33 29
Fax: +49 541 - 93 33 32
General information.
51. delacher+co Transport AG Muttenz/Basel (Switzerland)
Person to turn to: Mr. Andreas Fradinger
Phone: +41 61 - 467 16 16
Fax: +41 61 - 467 16 66
General information.
52. NELLEN & QUACK Gronau (Germany)
Person to turn to: Mr. Uwe Agsten
Phone: +49 2562 - 715-0
Fax: +49 2562 - 715-490
Sweets to Nowosibirsk (Russia).

53. FRANZ WELZ Internationale Transporte Ges. m. b. H. Salzburg (Austria)
Person to turn to: Mr. Kurt Griesebner
Phone: +43 662 - 8585 210
Fax: +43 662 - 8585 109
Telex: +47 61 - 36 22 2
Concentrate of fruit juices in 20-foot- and 40-foot-containers from Hudal (Azerbaijan) to Poti (appr. from 200 t to 280 t per month).
54. Van Ommeren Agencies Düsseldorf GmbH (Germany)
Person to turn to: Mrs. Dagmar Meurer
Phone: +49 211 - 3871 155
Fax: +49 211 - 3871 152
20-foot- und 40-foot-containers with plastic parts to Baku.
55. Intercamion GmbH+Co. KG Munich (Germany)
Person to turn to: Mr. Wolfgang Flößler
Phone: +49 89 - 74 63 280
Fax: +49 89 - 721 11 78
Containers with sweets from Hamburg via Poti and Tbilisi to Erevan.
56. OST SERVICE & TRANSPORT GMBH Fürstenwalde/Spree (Germany)
Person to turn to: Mr. R. Krüger
Phone: +49 3361 - 58 98 67
Fax: +49 3361 - 58 98 70
200 t Ethylalcohol per week from Poti via Baku to Gurjev and Aktau (Kasakhstan).
57. MP INTERNATIONAL LOGISTICS Müller+Partner GmbH Fulda (Germany)
Person to turn to: Mr. Jörg Vollroth
Phone: +49 661 - 83 00 56
Fax: +49 661 - 83 0084
20 t of paints in containers to Erevan.
58. TRANSMODE OVERSEAS PARTNERS Gelsenkirchen (Germany)
Person to turn to: Mr. Dipl.-Kfm. Frank Blom
Phone: +49 209 - 34 96 84
Fax: +49 209 - 34 96 84
General information.
59. DANZAS LEBENSMITTELVVERKEHRE GMBH Berlin (Germany)
Person to turn to: Mr. Thomas Fischer
Phone: +49 30 - 397 34 60
Fax: +49 30 - 397 34 699
5.000 t seed potatos Saatkartoffeln to Tashkent.
60. KARO INTERNATIONALE SPEDITION Hamburg (Germany)
Person to turn to: Mr. Karl-Heinz Ronniger
Phone: +49 40 - 36 50 36 37
Fax: +49 40 - 36 32 79 or 389 33 43 or 374 34 82
Telex: 216 29 01 karo
12 20-foot-containers with food and detergents to Ulan Bator (Mongolia).

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61. DanTransport a/s Aarhus (Denmark)
Person to turn to: Mr. Dan Esbensen
Phone: +45 89 - 36 40 00
Fax: +45 89 - 36 45 03
Telex: 64404
General information.
62. PANALPINA AG Vienna (Austria)
Person to turn to: Mr. M. Kristek
Phone: +43 1 - 711 44 62 41
Fax: +43 1 - 711 44 62 41
General information.
63. INTERLOGISTICA Ltd. Varna (Bulgaria)
Person to turn to: Mrs. Sasha Ikonomova
Phone: +35 9 52 - 245 002
Fax: +35 9 52 - 251 187
Telex: 77597 interl bg
General information.
64. DFDS TRANSPORT A/S Copenhagen (Denmark)
Person to turn to: Mr. Preben Poulsen
Phone: +45 43 - 20 38 77
Fax: +45 43 - 20 37 70
Beer in tanks to Tbilisi.
65. CARGO TRANSPORT UK LTD. Dartford (Great Britain)
Person to turn to: Mr. G. Scheller
Phone: +44 1322 - 275 024
Fax: +44 1322 - 275 058
General information.
Vodka to Baku.
66. HEINRICH DEHN Internationale SPEDITION GMBH Hamburg (Germany)
Person to turn to: Mr. O. Lorenzen
Phone: +49 40 - 736 20 0
Fax: +49 40 - 736 20 129 oder 736 20 159
General information.
67. Bernd Stettner Intern. Spedition GmbH Berlin (Germany)
Person to turn to: Mr. Bernd Stettner
Phone: +49 30 - 802 69 95 oder 8090 4030
Fax: +49 30 - 8090 4031
Concentrated alcohol to Baku.
68. SEA CARGO PARTNER SPEDITION Ges. m. b. H. Vienna (Austria)
Person to turn to: Mr. Johann Staudig
Phone: +43 1 - 7007 5120
Fax: +43 1 - 7007 3289
Wire from Austria via Baku to the north Iranian ports Bandar Anzahli and Noushehr.

69. L+T Logistik+Transport GmbH Berlin (Germany)
Person to turn to: Mr. Swenosen
Phone: +49 30 - 26 49 38 0
Fax: +49 30 - 26 49 38 40
General information.
70. KRUPP GfT Gesellschaft für Anlagen-, Bau- und Gleistechnik,
Geschäftsbereich Gleistechnik Export, Essen (Germany)
Person to turn to: Mr. B. Breuer and Mr. Grohmann
Phone: +49 201 - 809 21 36
Fax: +49 201 - 809 24 49
General information.
71. Willi Betz INTERNATIONALE SPEDITION Reutlingen (Germany)
Person to turn to: Mr. G. Rochau
Phone: +49 7121 - 141 0
Fax: +49 7121 - 141 415
Telex: 7 297 430
General information.
72. SH-Consult Jena (Germany)
Person to turn to: Mr. Siegmund
Phone: +49 3641 - 61 58 93
General information.
73. Robert Heilmann Spedition GmbH Hannover (Germany)
Person to turn to: Mr. Ritzer
Phone: +49 511 - 67 89 00
Fax: +49 511 - 67 89 063
Telex: 923348
General information.
74. E.C.TRANSPORT (WIMBORNE) LTD. Dorset (Great Britain)
Person to turn to: Mr. C. I. Rycroft
Phone: +44 1202 - 66 66 00
Fax: +44 1202 - 66 55 55
General information.
75. Spedition Röhlig & Co. Cologne (Germany)
Person to turn to: Mr. Kaiser
Phone: +49 221 - 81 00 33
Phone: +49 221 - 81 00 44
Fax: +49 221 - 81 00 40
General information.
76. TRANS-CONTI Speditionsgesellschaft mbH Bremen (Germany)
Person to turn to: Mr. I. A. Wiese
Phone: +49 421 - 57 64 560
Fax: +49 421 - 57 64 565
Shoes from Poti to Erevan.

77. Blue Water Shipping A/S Esbjerg (Denmark)
Person to turn to: Mr. Soeren Stougaard
Phone: +45 79 - 13 41 44
Fax: +45 79 - 13 46 77
Telex: 54215
General information.
78. T-B-M Internationale Spedition Hamburg (Germany)
Person to turn to: Mr. Michael Macholl
Phone: +49 40 - 251 933 0
Fax: +49 40 - 250 289 0
General information.
79. VAN AERT DISTRI B.V.B.A. Meer (Belgium)
Person to turn to: Mr. E. Dols
Phone: +33 15 - 85 06
Fax: +33 15 - 83 32
Telex: 33272
General information.
80. rambaud international Pantin (France)
Person to turn to: Mr. C. Jonemann
Phone: +33 1 - 49 91 89 00
Fax: +33 1 - 48 44 01 09
Telex: 235512F
General information.
81. NEPTUNA Schiffahrtsgesellschaft m.b.H. Munich (Germany)
Person to turn to: Mr. Werner Schueler
Phone: +49 89 - 89 60 73 40
Fax: +49 89 - 89 60 73 34
52 coaches from Poti to Baku.
82. TRANSA SPEDITION GMBH Hamburg (Germany)
Person to turn to: Mr. Wolf-Dieter Heidler
Phone: +49 40 - 78 04 88 13
Fax: +49 40 - 78 04 88 19
General information.
83. Robert Kukla GmbH Internationale Spedition Munich (Germany)
Person to turn to: Mr. K. Reimertz
Phone: +49 89 - 77 10 91
Fax: +49 89 - 746 94 61
Telex: 52 94 91
Concentrated alcohol from Poti to Baku.
84. C.C.T. Combined Container Transport GmbH Munich (Germany)
Person to turn to: Mr. F. Richter
Phone: +49 89 - 361 85 51
Fax: +49 89 - 361 85 54
20 20-foot-containers per month to Aktjubinsk and Alma Ata (Kasakhstan).

85. OM Olav Maimburg transport Frederiola (Denmark)
Phone: +45 75 - 51 30 00
Fax: +45 75 - 51 30 01
General information.
86. HANSE Schiffahrts- und Transportgesellschaft mbH Bremen (Germany)
Person to turn to: Mr. Frank Ziegler
Phone: +49 421 - 337 62 0
Fax: +49 421 - 337 62 19
General information.
87. MFS Mendelssohn Freight Service Inc. Mississauga, Ontario (Canada)
Person to turn to: Mr. Sergei Timoshenko
Phone: +905 - 677 84 22
Fax: +905 - 677 85 22
General information.
88. ESS-FOOD Copenhagen (Denmark)
Person to turn to: Mr. Henrik Högstrup
Phone: +45 33 - 11 56 00
Fax: +45 33 - 11 47 72
Telex: 22948
General information.
89. LASER LOGISTICS BV Rotterdam (the Netherlands)
Person to turn to: Mr. Herman Lagendijk
Phone: +31 10 - 415 15 16
Fax: +31 10 - 415 11 55
General information.
90. Spedition Services Limited Surrey (Great Britain)
Person to turn to: Mr. Jens Rastorp
Phone: +44 181 - 390 0152
Fax: +44 181 - 390 5149
Telex: 911513 SPEDI G
General information.
91. ROHDE & LIESENFELD GMBH & CO Hamburg Germany)
Person to turn to: Mr. H. Ehlers
Fax: +49 40 - 30 12 13 42
Vodka in tins and bottles from Poti to Tashkent und Almaty.
92. ZÜST & BACHMEIER PROJECT GMBH Hamburg (Germany)
Person to turn to: Mr. Pfister
Phone: +49 40 - 73 34 14 00
Fax: +49 40 - 73 34 14 10
Containers from Poti to Kaspi (Georgia).

93. F & S FRACHTEN-SERVICE GmbH Berlin (Germany)
Person to turn to: Mrs. Marianne Sodtke
Phone: +49 30 - 657 47 19
Fax: +49 30 - 657 47 10
Chemicals (H₂SO₄, NaOH) to Gardabani (Georgia).
94. CALBERSON SKAT GmbH Cologne (Germany)
Person to turn to: Mr. Maslak
Phone: +49 221 - 17 10 09
Fax: +49 221 - 17 23 08
General information.
95. CTT Paris (France)
Person to turn to: Mr. Krautor
Phone: +33 1 - 49 92 95 00
Fax: +33 1 - 48 35 00 00
General information.
96. SPEDITION UND TRANSPORTUNTERNEHMEN KLAUS RUNDT GMBH
Welle-Kampen (Germany)
Person to turn to: Mrs. Silke Rundt
Phone: +49 4188 - 98300
Fax: +49 4188 - 7294
Merchandise via Poti to Baku.
97. INTERMODAL LTD. Varna (Bulgaria)
Person to turn to: Mr. M. Mihaylov
Phone: +35 9 52 - 235 267
Phone: +35 9 52 - 601 464
Fax: +35 9 52 - 601 464
Telex: 77656, 77681
General information.
98. VERRERIE CRISTALLERIE D'ARQUES
J. G. Durand & Cie Arques (France)
Person to turn to: Mr. Michel Bellanger
Phone: +33 321 - 95 46 27
Fax: +33 321 - 95 47 46
Glassware to Baku and Central Asia.
99. SPEDITION Züst & Bachmeier Nürnberg (Germany)
Person to turn to: Mr. Keil
Phone: +49 911 - 65 58 124
Fax: +49 911 - 65 58 19
Scrap metal from Baku to Poti.

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100. MÜLLER & PARTNER GmbH Fulda (Germany)
Person to turn to: Mr. Eberhardt Fleck
Phone: +49 661 - 83 00 51
Fax: +49 661 - 83 00 84
Telex: 49855
Freight from Erevan to Nairobi (Kenya).
101. ORIENT FREIGHT GROUP GmbH Internationale Spedition
Ebersbach (Germany)
Person to turn to: Mr. Helmut G. Schuler
Phone: +49 7163 - 910 42 0
Fax: +49 7163 - 910 42 8
Plastic parts from Poti to Almaty (Kasakhstan).
102. BAHNTRANS Berlin (Germany)
Person to turn to: Mr. Jürgen Ziesche
Phone: +49 30 - 76 281 538
Fax.: +49 30 - 743 60 27
Building equipment in containers and tubes to Tbilisi (Georgia).
103. VAN AERT DISTRI B.V.B.A. Meer (Belgium)
Person to turn to: Mr. C. Vervoort
Phone: +323 - 315 85 06
Fax: +323 - 315 83 32
Telex: B. 33272
Vodka to Erevan (Armenia).
104. J. F. Hillebrand Scandinavia a+s Lyngby (Denmark)
Person to turn to: Mr. Soeren Nymann
Phone: +45 45 93 53 93
Fax: +45 45 93 53 55
Telex: 27274 jfh dk
Electronic equipment from Poti to Baku and from Riga (Latvia) to Baku.
105. Company F. T. M. Ges. m. b. H. Vienna (Austria)
Person to turn to: Mr. Theuretzbacher
Phone: +43 1 - 533 23 65
Fax: +43 1 - 533 59 36
20-feet-containers from Poti to Tbilisi.
106. P&O Trans European KE `s - Heerenberg (the Netherlands)
Person to turn to: Mrs. Joanna van Ooijen-Biniak
Phone: +31 314 - 67 96 68
Fax: +31 314 - 67 96 59
Containers from Poti to Tashkent (Usbekistan).

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107. VNF Voies Navigables de France Lille (France)
Person to turn to: Mr. Pierre Lesieu
Phone: +33 21 - 57 63 37
Fax: +33 21 - 68 16 50
General information.
108. QC CONTAINER LINE LTD Chittagong (Bangladesh)
Phone: +880 31 - 714 307 oder 8
Fax: +880 31 - 710 068
General information.
109. BALTEURASIA (UK) LTD London
Person to turn to: Mr. A. R. Williams, Managing Director
Phone: +44 171 - 538 1761
Fax: +44 171 - 538 9595
Telex: 921822 BLTEUK G
General information.
110. edmond depaire nv Brussels (Belgium)
Rail and Combined Traffic Division
Combined Traffic Department
Person to turn to: Mr. Enzo Ongaro
Phone: +32 2 - 423 4377
Fax: +32 2 - 420 70 65
Telex: 26242
20-foot-containers with chemicals and with cigarets to Almaty, Tashkent and Leninabad.
111. AGIL FREIGHT LOGISTICS PVT. LIMITED Chennai (India)
Person to turn to: Mr. K. S. Shankarraman
Phone: +91 44 - 497 0580
Fax: +91 44 - 497 0640
General information.
112. ACT International Forwarding Ankara (Turkey)
Person to turn to: Mr. Yalcin Atay
Phone: + 90 31 - 2467 9931
Fax: + 90 31 - 2467 2905
40-foot-containers with machines and electrical products to Kutaysi.
113. Nereus Navigation Inc. Houston, Texas (USA)
Tel.: +1-713-776-2023
Fax: +1-713-776-1502
General information.

114. Chemolak a. s. Smolenice (Slovakia)
Person to turn to: Mr. Tibor Duris
Phone: +421 805 - 560 514
Phone: +421 805 - 560 606
Fax: +421 805 - 560 641
Fax: +421 805 - 560 636
Paints and lacquers in 20-foot-containers to Baku.
115. TRANSSIB EUROPE NV Antwerp (Belgium)
Person to turn to: Mr. Paul Desmet
Phone: +32 3 - 820 70 30
Fax: +32 3 - 820 70 40
6 20-foot-containers to Leninabad (Kyrgistan).
116. Falcongate Freight Management Limited Wallasey (UK)
Person to turn to: Mr. Phil Preston
Phone: +44 151 - 639 8661
Fax: +44 151 - 638 5916
Telex: 627291
20-foot and 40-foot containers with oilfield equipment from Poti to Baku.
117. AEROSA cargo services GmbH Kelsterbach (Germany)
Person to turn to: Mr. M. Bothe
Phone: +49 6107 - 64048
Fax: +49 6107 - 6404
One 20-foot and one 40-foot containers from Poti to Jerewan (Armenia).
118. WMH Müller und Co. Hamburg (Germany)
Person to turn to: Mr. Höft
Fax: +49 40 - 37 45 99
General information.
119. OCEAN TRANS Überseespedition GmbH Bremen (Germany)
Person to turn to: Mr. D. Siemering
Phone: +49 421 - 17 03 25
Fax: +49 421 - 17 03 20
General information.
120. INTER FREIGHT SYSTEM Internationale Speditionen GmbH
Ludwigsburg (Germany)
Person to turn to: Mr. Eberhardt Goldschmid
Phone: +49 7141 - 29 590
Fax: +49 7141 - 29 59 20
6 40-foot containers with refrigerating systems to Atyrai (Kazakhstan).

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121. NECOTRANS S.A. Bussy St. Georges (Paris, France)
Person to turn to: Mrs. Isabelle Antunes
Phone: +33 1 - 64 66 28 16
Fax: +33 1 - 64 66 24 54
One 20-foot container with humanitarian donation from Poti.
122. Hans Heinrich Rohstoffe Osterholz-Scharmbeck (Germany)
Person to turn to: Mr. Hans Heinrich jr.
Phone: +49 4791 - 12 338
Fax: +49 4791 - 12 338
Scrap metal to Poti.
123. MBS MEDITERRANEAN BLACK SEA SHIPPING Marseille (France)
Person to turn to: Mr. Jean Louis Cadoret
Phone: +33 491 - 13 22 33
Fax: +33 491 - 13 22 34
General information.
124. M&M Militzer & Münch AG Basel (Switzerland)
Person to turn to: Mr. R. Schmid
Phone: +41 61 - 319 97 00
Fax: +41 61 - 319 97 10
60 20-foot containers with methylalcohol from Poti to Tashkent.
125. Mahe Freight A/S Arhus Department Risskov (Denmark)
Person to turn to: Mr. Sören Pape Poulsen
Phone: +45 - 862 165 66
Fax: +45 - 862 165 67
850 t of foodstuff from Batumi to Baku and Sibirabad.

Last updating: 31.07.1997, 08:37 AM

Annex 6.6

Berlin, 31. July 1997

Marketing Campaign
to win customers for the
Trans-Caucasian - Logistic - Express (TCLE)

In compliance with the tasks fixed in Module B, WP 2246 "Organisation of Sales Campaign", the following marketing activities as regards the Trans-Caucasian - Logistic - Express (TCLE) had been set in motion from October 1996 up to June 1997, with the aim of setting up a customer potential:

- 1 **Advertisements in important traffic and transport newspapers and periodicals** in member states of the EU, in other West European states, and in Azerbaijan and Georgia.
 - 1.1 Two advertisements in the **Azerbaijan daily press**.
 - 1.2 Seven advertisements in the **Georgian daily press**.
 - 1.3 Thirteen advertisements in the "**Deutsche Verkehrs-Zeitung, DVZ**" [German Traffic Journal] (Hamburg), mainly on the technical pages on "Eastern Europe", in the special supplement "Osteuropa" [Eastern Europe] and in the special supplement on the 10th June 1997 edition on occasion of the "Transport '97" exhibition in Munich respectively.
 - 1.4 Four advertisements in the Belgian monthly periodical "**transport echo**" (Antwerp).
 - 1.5 Three advertisements in the British monthly periodical "**Containerisation International**" (London).
 - 1.6 Three advertisements in the Danish weekly "**DANMARKS TRANSPORT-TIDENDE**" (Copenhagen).
 - 1.7 Four advertisements in the Swiss monthly periodical "**Internationale Transport-Zeitschrift / Journal pour le Transport International**" [International Transport Periodical] (Basle).
 - 1.8 Six advertisements in the French monthly periodical "**TRANSPORTS ACTUALITÉS**" [Transport News] (Vincennes).
 - 1.9 One advertisement in the special supplement "Fracht & Logistik" [Freight & Logistics] to the 28-02-1997 edition of the German newspaper "**Die Welt**" (Hamburg).
 - 1.10 Two advertisements in the British transport periodical "**Freight Management International**" (London) in March and April, 1997.
 - 1.11 One advertisement in the British transport periodical "**Distribution Business**" (London) in March, 1997.

- 1.12 One advertisement in the British transport periodical "**International Container Review**" (London) in May, 1997.

Reactions / Results:

As of 31-07-1997, the Berlin TRACECA PROJECT TEAM had received 125 enquiries about the TCLE by transport companies, forwarding agencies, and consulting firms from Germany, Austria, the Netherlands, Belgium, Denmark, France, the UK, the USA, Turkey, Switzerland, Bulgaria, Slovakia, Canada, India and Bangladesh, which were all passed on to Tbilisi and Baku. 63 of these enquiries show a general interest in the new container connection, whereas 62 enquiries were already combined with definite offers to place freight on the TCLE, these offers amounting to a total of about 3,000 TEU.

- 2 The publication of an **interview by the "Deutsche Verkehrs-Zeitung"** (Hamburg) on its 22nd March, 1997 edition of the Director General of the Azerbaijan State Railways, Mr Siya Mamedov, and of the Director General of the Georgian Railways, Mr Akaki Shkaidze, as regards the Trans-Caucasian - Logistic - Express was prepared and co-ordinated, as was the publication of an **information** about the TCLE in the British monthly periodical "**International Container Review**" (London) in May 1997.
- 3 For direct sales promotion amongst the railway customers in the Caucasian Republics and in the CIS states of Central Asia, a **coloured information leaflet** was designed and produced in the following numbers of copies:
- 2,800 copies in Russian language,
 - 1,200 copies in English language,
 - 1,200 copies in German language,
 - 400 copies in French language.
- These copies were handed over to the Azerbaijan and Georgian Railway Administrations, and to the TRACECA offices in Baku and Tbilisi for their marketing activities. They were also distributed during a Taxis co-ordination conference in Tashkent.
- 4 For mailing campaigns in the member states of the EU, and in the Caucasian Republics and in the CIS states of Central Asia, a **coloured brochure** (4 pages) was designed and produced in the following number of copies:
- 2,000 copies in Russian language,
 - 800 copies in English language,
 - 800 copies in German language,
 - 400 copies in French language.

50 per cent of these copies were made available to the Railway Administration in Baku and Tbilisi, and to the TRACECA offices in Baku, Tbilisi, and Yerevan for their marketing activities; while the other 50 per cent of these copies are being used by the Berlin TRACECA PROJECT TEAM in an extensive mailing campaign, covering forwarding agencies and transport companies in all member states of the EU. This campaign continued up to the end of June, 1997.

- 5 As of 31-07-1997, the Berlin TRACECA PROJECT TEAM managed to send a **brief fax information about the TCLE** to 108 transport companies, forwarding agencies, and consulting firms in Germany, Austria, the Netherlands, Belgium, Denmark, the UK, Turkey, Switzerland, Bulgaria and Slovakia.

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Examples

**of advertisements in important West-European
traffic and transport newspapers and periodicals**

October 1996 - June 1997

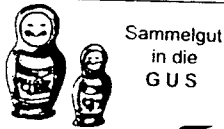
KURZ NOTIERT

Internationaler Übergang für Lkw nach Kaliningrad eröffnet

Der polnisch-russische Grenzübergang zum Gebiet von Kaliningrad zwischen Bartoszyce und Bagrationowsk ist jetzt auch für den internationalen Lkw-Verkehr freigegeben. Bislang durften ihn nur Pkw, polnische und russische Lkw sowie Hilfstransporte passieren; ausländische Lkw mußten den Umweg über Litauen machen.

Luftverkehrsabkommen zwischen USA und Tschechien

Die Vereinigten Staaten und die Tschechische Republik haben ein Luftverkehrsabkommen geschlossen.



Sammelgut
in die
GUS

ECONIKOH

macht's möglich!

Die neutrale Speditionskooperation
für Spediteure nach

MOSKAU, MINSK, KIEW

Gesellschaft für Osteuropa-Logistik
Internationale Spedition mbH
Strickerstr. 13, 45329 Essen
Tel. 0201 / 9 34 15 60-64
Fax 0201 / 9 34 15 65

das teilweise sofort, zum anderen Teil am September 1997 in Kraft treten soll. Amerikanische Fluggesellschaften haben danach offene Rechte im Flugverkehr mit Tschechien und dürfen begrenzt auch Drittländer von Prag aus anfliegen. Ab Herbst nächsten Jahres werden „Code-sharing“-Flüge angeboten. US-Luftverkehrspolitikern nennen das Abkommen „ein Modell für künftige derartige Verträge“.

Prag forciert den Bau von Autobahnen

Die Regierung der Tschechischen Republik hat beschlossen, die Ausweitung des nationalen Autobahnnetzes schneller voranzutreiben als nach den bisherigen Planungen vorgesehen. Dieser Beschluß wurde trotz einer Haushaltsbedingten Kürzung der Verkehrsinvestitionen (die DVZ berichtete) im laufenden und im nächsten Haushalt gefaßt. Die Tschechische Republik verfügt gegenwärtig über ein

Autobahnnetz von 772 km Länge. Bis zum Jahr 2002 sollen jetzt 458 km und bis 2005 weitere 300 km Schnellstraßen neu gebaut werden. Ursprünglich waren bis 2002 nur 370 km neue Strecken vorgesehen. Verkehrsminister Martin Riman bezifferte die aus dem Staatshaushalt zu bestreitenden Kosten bis 2002 auf 105 Mrd. Tschechische Kronen (zirka 5,93 Mrd. DM). Weitere 15 Mrd. Kronen sollen durch Kredite finanziert werden.

Fiat verhandelt über rumänisches Schienennetz

Die italienische Fiat Ferroviaria, eine Tochter der Fiat SpA, Turin, sowie die Baugruppe Impregilo SpA, Mailand, führen derzeit Gespräche mit der rumänischen Regierung und Eisenbahngesellschaft zur Modernisierung eines Schienennetzes über rund 5000 km. Dies teile Impregilo mit. Ziel sei es, die rumänische Eisenbahn an den europäischen Standard anzupassen. Die Vorschläge der Unternehmen seien von der Regierung positiv beurteilt worden.

MAN Nutzfahrzeuge setzt Engagement in Polen fort

Die MAN Nutzfahrzeuge AG, München, hat zur besseren Markterschließung in Polen für eine Übergangszeit mit zwei polnischen Partnern je eine Lastkraftwagen- und Bus-Montage in Posen eingerichtet. Im abgelaufenen Geschäftsjahr wurden bereits über 300 Lkw und 50 Busse für den polnischen Markt montiert. An diesem Standort ist in den kommenden Jahren der stufenweise Aufbau einer Produktion von Bussen sowie für lohnintensive Fahrzeugkomponenten geplant.

EIB-Kredit für rumänische Straßen

Die Europäische Investitionsbank (EIB) stellt 70 Mio. Euro für die Modernisierung von etwa 180 km Hauptfernstraßen in Rumänien im Zeitraum von 1997 bis 2001 bereit. Die Mittel dienen, wie die EIB feststellt, der Nationalen Straßenverwaltung zur Sanierung der Europastraße E81 zwischen den Städten Cluj Napoca und Satu Mare im Nordrumänien. Die Arbeiten betreffen die Verbreiterung der Fahrbahnen und Seitenstreifen, den Bau von etwa 30 km Kreisrampen und die Sanierung beziehungsweise den Neubau von Brücken und Ablaufkanälen. Die EIB hat bereits 155 Mio. Euro an Darlehen für Rumänien bereitgestellt. Nach EIB-Vizepräsident Wolfgang Roth werde damit die rumänische Vorbereitung auf eine spätere EU-Mitgliedschaft unterstützt.

Russischer Zoll blockiert 100 Lkw an der Grenze bei Smolensk

Tir-Konvention wird ignoriert
AIST ruft die Iru um Hilfe an

Probleme für Lkw-Unternehmen gibt es erneut in Smolensk, dem Kontrollort für den Übergang von Weißrußland nach Rußland. Dies geht aus einem Schreiben der Arbeitsgemeinschaft zur Förderung und Entwicklung des internationalen Straßenverkehrs (AIST) an den Generalsekretär der Internationalen Straßentransport-Union, Iru, Martin Marmy, hervor.

Nach Aussagen zahlreicher AIST-Mitglieder in den vergangenen Tagen liegen in Smolensk rund 100 Lkw aus verschiedenen Nationen fest, weil ihnen die Einreise nach Rußland verweigert wird. Der Grund: Die russischen Behörden akzeptieren nicht, wenn Zugmaschine und Trailer auf unterschiedliche Halter zugelassen sind.

Marmy wird in dem Schreiben darum gebeten, darauf einzuwirken, daß die russischen Behörden endlich

ihre in Zeitalter von Leasing, Vermietung und internationalen Kombinationsmöglichkeiten stark antiquierten und den Transport unter Carnet Tir behindernden Vorschriften und Auffassungen aufgeben und sich den international praktizierten und akzeptierten Transportdurchführungen positiv annähern.

Gutachten in Vorbereitung

Darüber hinaus, so die AIST, sei es unter Berücksichtigung der bestehenden Zollunionen zwischen Weißrußland und Rußland „absolut unverständlich und schikanös“, wenn an der polnisch-weißrussischen Grenze in das Zollunionsgebiet eingefahrne Lkw im In-

tern der Union unter fadenschen Gründen am Verbringen ihrer nach russischen Empfangsorten gerdert werden. Auch die Zahlung „Gebühren ohne Quittung“ hilft Beobachtungen Beteiligten nur, sie in ausreichender Höhe statt „Bezeichnend ist, daß Zahlungsboten der Transportfirmen über DM abschlägig beschieden wurden man sich aber bei Größenordnung ab 3000 DM gesprächsbereit verhandelte von einem betroffenen Teilnehmer. Wie die DVZ erfuhr, die Iru inzwischen einen Rechtsbeistand beauftragt, ein entsprechendes Gutachten zu erstellen, das den russischen Behörden schnellstens übersandt werden soll. Darin sollen die durch die Uno-Tir-Konvention gesicherte international gängige hingewiesen werden.



Obwohl es auch in Rußland seit Jahren gang und gäbe ist, gemietete Trailer einzusetzen (siehe Bild), verlangen die Zollbehörden Lastzüge die Einreise, wenn Trailer und Zugmaschine auf unterschiedliche Halter zugelassen sind.

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Von Christine Kulke-Fiedler*

Überraschung löste nach dem Treffen von Bundesverkehrsminister Matthias Wissmann und dem Russischen Eisenbahnminister Anatolij Saizew am 13. November dieses Jahres die Presseerklärung aus, daß bereits Mitte 1997 eine direkte Eisenbahn-Fährverbindung Mukran-St. Petersburg ihren Dienst aufnehmen soll (DVZ 137/96).

Der Zeitpunkt dürfte etwas früh angesetzt und eher ein Informationsüber-



Dr. Jutta Völker: „Die Einführung des Containernanzugs Berlin-Moskau zeigt, daß die Bahnen zu wettbewerbsfähigen Beförderungsangeboten in der Lage sind.“

Foto: Kulke-Fiedler

suchung, „läßt sich jedoch soviel sagen, daß von uns die wirtschaftlichen Aussichten einer kombinierten Eisenbahn/Lkw-Fährverbindung unter bestimmten Rahmenbedingungen positiv beurteilt werden. Eine weitere Verkehrsverbindung zur Realisierung der zu erwartenden Außenhandelsverkehre würde neben den bestehenden über den Landweg und den Seeweg via Ostsee unter Wettbewerbsgesichtspunkten durchaus Sinn machen und wäre eine Verbreiterung der Angebotspalette.“

Ein Transportnotstand, der sofortigen Handlungsbedarf zwischen beiden Ländern erfordern würde, existiere zwar nicht und die Aufnahmefähigkeit der vorhandenen Verkehrsverbindungen, gerade auch bei der Bahn, sei bei weitem nicht erschöpft. Aber dieses neue Angebot würde dem Wettbewerb zwischen den verschiedenen Routen wirksame Impulse verleihen können, insbesondere was Transportqualität, Beförderungszeit und auch, wenn alle Möglichkeiten zur Minimierung der Kosten von vornherein berücksichtigt würden, den Preis betrifft.

Langfristig, meint Völker, würde sich das Marktpotential für diese Fährverbindung aus der prognostizierten Zunahme der Globalisierungseffekte und damit stark wachsenden Wirtschafts- und Kooperationsbeziehungen mit den zentralen russischen Industrierregionen, dem mittelasiatischen Raum bis hin zum Fernen Osten ergeben. Eine Einengung der Zielregion der Fährverbindung auf den Nordwestraum Rußlands würde weder kurz- noch langfristig Sinn machen, da dort zwar auch Wachstumspotentiale vorhanden seien, diese sich vorrangig aber auf die finnisch-russischen Verkehre und nicht die Transitströme von und nach Deutschland auswirken würden.

aussetzung für die Einrichtung einer derartigen Verbindung. An dieser Position hat sich nichts geändert.

Mittlerweile existiert eine Studie der Deutschen Eisenbahn-Consulting GmbH (DE-Consult) dazu. Sie wurde gemeinsam mit russischen Partnerinstitutionen erarbeitet. Wie üblich im Consulting-Geschäft, ist Vertraulichkeit vereinbart. Außerdem sieht die erst für Mitte Dezember geplante Präsentation der Studie in Rußland noch aus.

Wirtschaftliche Aussichten positiv

„Ohne den Entscheidungen vorliegen zu wollen“, so Dr. Jutta Völker vom Bereich Europa der DE-Consult und Projektmanagerin für diese Unter-

Transit durch andere osteuropäische Länder bilden würde, werden auf kürzere Sicht Gütertransportumfänge insbesondere aus der Verlagerung von anderen Transportrouten kommen können. Neuverkehre werden vor allem aus der Zunahme des deutsch-russischen Außenhandels erwartet.

Voraussetzung für die Gewinnung der Verkehre seien preislich und qualitativ wettbewerbsfähige Angebote zu



anderen Transportrouten. Deutschland sei der bedeutendste Außenhandelspartner Rußlands. Der Außenhandel entwickle sich positiv. Der deutsche Export nach Rußland sei in den ersten fünf Monaten dieses Jahres um zehn Prozent gestiegen. Angesichts seiner zu erwartenden weiteren Zunahme sei der Ausbau nicht nur vielfältiger, sondern auch direkter Verkehrsverbindungen ohne zusätzliche und kostenaufwendige Grenzübergänge über Transitländer für beide Seiten interessant.

Gegenwärtig stehen als Alternativrouten für Beförderungen zwischen Deutschland und Rußland sowie dem Baltikum mit Anbindungen an verschiedene Länder der Gemeinschaft Unabhängiger Staaten (GUS) insbesondere folgende zur Verfügung:

- der Eisenbahn-Landweg via Polen über die Eisenbahnkorridore E 20 und E 30 beziehungsweise den Korridor Nummer 1 in das Baltikum;
- die kombinierte Fährverbindung Mukran-Klaipeda (Eisenbahn, Ro/Ro)
- der Fährverkehr Deutschland-Finnland mit speziellen Eisenbahn- und Ro/Ro-Fahrten und mit weiterem Transit nach Rußland

Fortsetzung Seite 24

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tragungsfehler sein, denn die erforderliche Anbindung für eine solche Eisen-

bahnfähre im russischen Ostseeraum ist noch nicht einmal im Planungsstadium, geschweige denn, daß über ihren Standort entschieden und die Finanzierung geklärt wäre. Tatsache bleibt aber, daß diese Fährverbindung ein wichtiges Gesprächsthema, sowohl zwischen Wissmann als auch zwischen Heinz Dürr, dem Vorstandsvorsitzer der Deutschen Bahn (DB) AG, und Saizew war.

Seit 1995 existiert eine „Gemeinsame Erklärung über die Einrichtung einer Fährverbindung zwischen der Bundesrepublik Deutschland und der Russischen Föderation“ des Bundesministers für Verkehr, des Ministers für das Eisenbahnwesen Rußlands und des Ministers für Verkehr Rußlands. Der Nachweis des wirtschaftlichen Sinns und der technischen Machbarkeit, darüber waren sich alle bei dieser Erklärung einig, ist jedoch wesentliche Vor-

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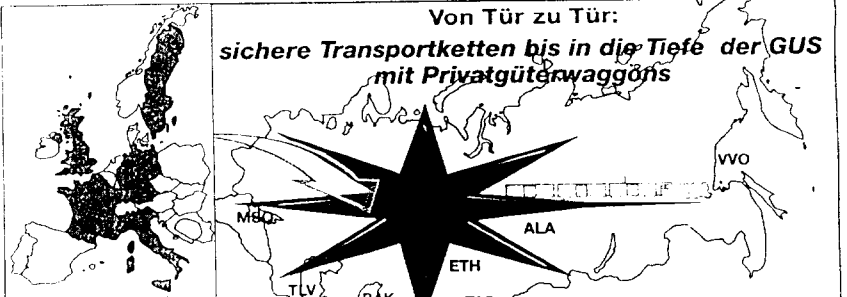
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*** Logisch **** Logistik für Europa ***

Interview zum Thema Transcaucasian-Logistic-Express zwischen Baku und Poti

„Zuverlässige Verbindung für Containertransporte“

Die Aserbaidschanische Staatliche Eisenbahn und die Georgische Eisenbahn bieten seit November einen neuen gemeinsamen Container-Dienst mit dem Zug „Transcaucasian-Logistic-Express“ an. Dieser Zug bildet ein völlig neues Leistungsangebot für hochwertige Güter über die 830 km lange Landbrücke zwischen dem Hafen Poti am Schwarzen Meer und dem Hafen Baku am Kaspischen Meer. Der Service wurde mit Unterstützung der Europäischen Union (EU) im Rahmen der Programme „Tacis“ und „Traceca“ entwickelt. Dr. Günter Teßmann vom Traceca-Projektteam unterhielt sich für die DVZ mit den Leitern der beiden Bahngesellschaften, Sija Mamedow (Aserbaidschan) und Akaki Schkaidze über die Bedeutung der neuen Verbindung für den Container Transport von Europa nach Asien.

DVZ: Herr Mamedow, worin sehen Sie die Bedeutung?

Mamedow: Sowohl Aserbaidschan als auch Georgien sind seit langer Zeit bedeutende Transitländer für den Ei-



Zeigten sich erfreut über das große Echo aus Westeuropa auf die neue Containerverbindung: Akaki Schkaidze (links) und Sija Mamedow.

mäßige, zuverlässige, sichere, schnelle und preisgünstige Eisenbahnverbindung zunächst zwischen Poti und Baku wettbewerbsfähig zum Straßenverkehr zu gewährleisten. Die Partner vereinbarten vor allem eine koordinierte Tarifpolitik. So werden für Transitbeförderungen Rabatte von 50 Prozent gewährt. Damit gelten für den Containertransport im Logistic-Express Transportpreise, die absolut wettbewerbsfähig zum vergleichbaren Straßentransport sind.

DVZ: Welches sind nun die wichtigsten Systemmerkmale des neuen gemeinsamen Container Dienstes?

Schkaidze: An erster Stelle möchte ich den zuverlässigen Fahrplan und die garantierte Transportzeit nennen. Zweitens möchte ich den hohen Sicherheitsstandard hervorheben. Die Sicherheit der Transportgüter wird durch die Begleitung der Züge von seit der aserbaidschanischen und georgischen Transportpolizei sichergestellt. Außerdem bieten hiesige spezielle Versicherungsgesellschaften mit Rückversicherungen in Westeuropa eine besondere Transportversicherung für die Güter in den Containern an.

DVZ: Sie haben die erste Fahrt des „Transcaucasian-Logistic-Express“ am 11. November 1996 in Baku eröffnet. Seitdem ist der Zug mit drei Ausnahmen in jeder Woche gefahren. Welche Erfahrungen haben Sie bisher gemacht?

Mamedow: Die Erprobungsphase hinter uns war von Licht und Schatten

begleitet. Fangen wir mit den drei Schattenseiten an:

1. Der Zug fuhr bisher nur in der einen Richtung mit beladenen Containern, nämlich von Poti in Richtung Baku. Diese Einbahnstraße wollen wir so schnell als möglich überwinden.

2. Unsere Eisenbahn-Speditionen, die den Zug vermarkten, reagieren noch zu langsam und schwerfällig auf Anfragen potentieller Kunden.

3. Die Zusammenarbeit zwischen den beiden Eisenbahnen und den Speditionen ist noch ungenügend. Vor allem dafür und für transportbegleitende Informationen fehlt uns bisher noch ein computergestütztes logistisches Informationssystem.

DVZ: Was waren die drei wichtigsten Sonnenseiten?

Mamedow: 1. Die Systemcharakteristik, die für den Zug ausgearbeitet wurde, hat sich bewährt. Das betrifft zum Beispiel den festgelegten Fahrplan, die Bereitstellung des notwendigen Container-Tragwagenparks.

2. Die Zusammenarbeit mit den Zoll- und Grenzschutzorganen beider Länder verläuft reibungslos.

3. Wir stellen eine zunehmende Kundenakzeptanz trotz vorhandener Unzulänglichkeiten fest.

DVZ: In Georgien ist der Hafen Poti ein wichtiges Eingangstor für die transkaukasische Region. Welche Entwicklung erwarten Sie hier?

Schkaidze: Der Hafen Poti hat sich in den vergangenen Jahren zu einem bedeutendem Stückgut- und Contai-

ner-Umschlaghafen an der Schwarzmeerküste entwickelt. Im Jahre 1997 sind wiederum gegenüber 1996 enorme Steigerungsraten zu erwarten. Von diesem Wachstum erwarten wir vor allem auch hohe Entwicklungssteigerungen im Container-Transport für den Logistic-Express. Darüber hinaus gibt es ernsthafte Bestrebungen, Fahrverbindungen über das Schwarze Meer von Rumänien oder Bulgarien nach Poti zu schaffen. Das würde den direkten Eisenbahntransport von Europa in die Transkaukasus-Region erlauben.

DVZ: Von Baku führt eine Fähre über das Kaspische Meer nach Turkmenistan und von dort in die anderen mittelasiatischen Republiken. Wie sehen Sie die Perspektive des Logistic-Express in dieser Richtung?

Mamedow: Der Hafen Baku befindet sich ebenfalls im Prozeß der Umstrukturierung und Rekonstruktion. Im Rahmen dieser mit Hilfe der EU geplanten Entwicklung ist ein neuer Container-Terminal im Hafen Poti geplant. Außerdem ist uns von usbekischer und turkmenischer Seite mitgeteilt worden, daß 1997 etwa 20 000 t Baumwolle in Containern von Mittelasien nach Europa über den Transkaukasus-Korridor transportiert werden sollen. Das wäre ein enormes Potential für den Logistic-Express in der bisher gering ausgelasteten Ost-West-Richtung.

DVZ: Welche zusätzlichen Leistungsangebote können Sie für die Zukunft machen?

Mamedow: Dazu gehört in erster Linie das Angebot, Kühlcontainer-Transporte in der Relation Poti-Baku und umgekehrt durchzuführen. Wei-

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terhin ist vorgesehen, ab sofort den Containerumschlag-Bahnhof Gendtscha in Aserbaidschan als Versand- und Bestimmungsbahnhof des Logistic-Express einzubeziehen. Ebenfalls werden wir von April an in der Lage sein, mit Hilfe eines computergestützten logistischen Informationssystems alle Transportkunden mit transportbegleitenden und transportvorauslegenden Informationen bedarfsgerecht zu versorgen.

DVZ: Welche Erwartungen haben Sie an die westeuropäischen Kunden in der nächsten Zukunft?

Schkaidze: Wir freuen uns über das große Echo in Westeuropa auf unser

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senbahnverkehr. Von Westeuropa nach Asien existieren im wesentlichen drei wichtige zueinander konkurrierende Eisenbahntransportkorridore. Es ist möglich, den Eisenbahntransportkorridor über Georgien und Aserbaidschan zu der schnellsten und preisgünstigsten Verkehrsverbindung von Westeuropa nach Asien auszubauen.

DVZ: Wo liegen Ihre gemeinsamen Interessen?

Schkaidze: Die Zielstellung des neuen Transcaucasian-Logistic-Express besteht darin, eine stabile, regel-

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Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms "Technical Assistance to the Commonwealth of Independent States" (Tacis) / "Transport Corridor Europe Caucasus Asia" (TRACECA) entwickelt.

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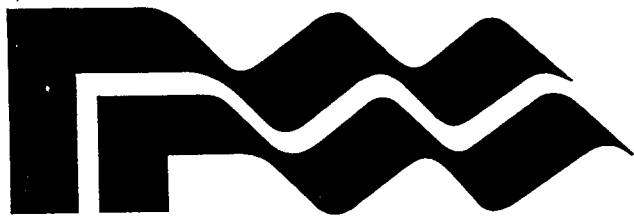


Vertical sidebar containing several small images and text fragments:

- Top image: A small photograph of a city or industrial scene.
- Middle text: "SAN FRANCISCO" and "MILWAUKEE A GMA".
- Image: A circular graphic with a globe-like pattern.
- Text: "AIR CARGO" and "MILWAUKEE DUBAI".
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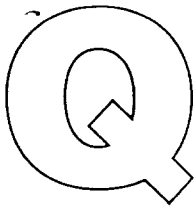
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Fax: + 99 412/93 34 97

Chemin de fer géorgiens

Direction Tbilissi, M. Chlgogidze
Tél.: + 99 532/95 19 21
Fax: + 99 532/95 36 65

Ce nouveau service logistique a été mis en place avec le soutien de la Communauté européenne dans le cadre des programmes "Technical Assistance for the Commonwealth of Independent States" (TACIS) / Transport Corridor Europe Caucasus Asia" (TRACECA).

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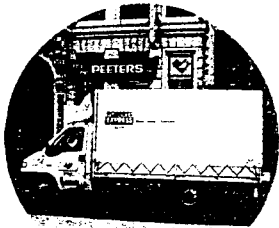
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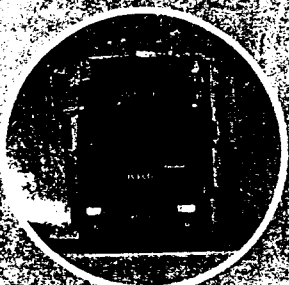
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TRANS - CAUCASIAN - LOGISTIC - EXPRESS

tussen
de Zwarte Zee (Poti) en de Kaspische Zee (Baku)

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|---|---|
| - betrouwbaar | - gewaarborgde transittijd |
| - zekerheid dankzij persoonlijke begeleiding | - volumekortingen vanaf bepaald volume containers |
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De Trans - Caucasian - Logistic - Express-trein vertrekt eenmaal per week:

op maandag om 20.00 uur Baku-Poti

op donderdag om 20.00 uur Poti-Baku

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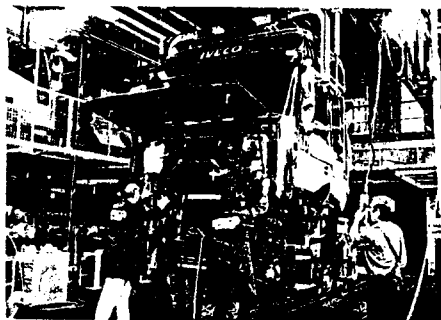
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PRODUITS

CONSTRUCTEURS



Lors de sa constitution, en 1975, Iveco (Industrial Vehicle corporation) a réuni trois constructeurs italiens de camions (Fiat, OM et Lancia), un Allemand (Magirus Deutz) et un Français (Unic). Depuis, d'autres marques ont rejoint la société de droit néerlandais : Astra (camions italiens de chantiers), Ford Truck-UK, Seddon Atkinson, Pegaso en 1991.

Chacun disposait naturellement d'usines et d'infrastructures de distribution et de réparation qui, peu à peu, ont été rationalisées et spécialisées en fonction d'une politique privilégiant l'adéquation aux marchés dans une gestion équilibrée. Au début de cette année, le groupe a mis en place une organisation par famille de

produits qui exploite l'héritage de ses composants : vingt usines de production et dix centres de développement en Europe. Cette évolution n'a pas été sans mal mais aboutit aujourd'hui à faire d'Iveco le second constructeur européen de véhicules utilitaires de 3,5 t et plus.

Spécialisée en gamme lourde...

La société allemande du groupe, Iveco Magirus, remonte à 1864, année où Conrad Dietrich Magirus décide de fabriquer une échelle de pompiers qui acquiert très vite une renommée universelle. En 1916,

IVECO, la fabrication allemande

elle produit son premier camion puis fusionne en 1935 avec les motoristes Klöckner Humboldt Deutz.

Dans le cadre d'Iveco, Magirus est aujourd'hui responsable du développement de la partie haute de la gamme routière, de la division véhicules de lutte contre l'incendie et de la distribution en Allemagne de toute la gamme Iveco ; les moteurs Deutz sont désormais totalement indépendants de Magirus. Toujours spécialisées - avec Brescia (Italie) - dans la conception et la réalisation des véhicules de lutte contre l'incendie pour l'ensemble du groupe, les usines Iveco Magirus d'Ulm font également partie, avec Iveco Pegaso de Madrid, de la famille "gamme haute routière."

En 1995, elles ont réalisé un chiffre d'affaires de 2,6 MdDM. Construite au cours des années 1970, l'unité allemande d'Ulm réalise la fabrication des cabines : assemblage avec six robots de soudure, protections anti-corrosion et peinture puis montage. Elle effectue aussi le montage des véhicules sur deux lignes parallèles dans un bâtiment de 645 m de longueur. En 1995, un peu plus de 13 000 véhicules sont

sortis de cet établissement, pour moitié des Eurostar et des Eurotech.

... approvisionne le marché français

C'est Iveco Magirus qui fournit le marché français en Eurostar et en Eurotech MT. Les véhicules y sont montés en fonction des options spécifiques à notre pays, en particulier pour ce qui est du transport de matières dangereuses. L'an dernier, Ulm a fabriqué 1 434 camions à Iveco France, se répartissant en 845 Eurostar et 589 Eurotech MT. Si tous les Eurostar vendus en France sont construits à Ulm, seuls les Eurotech MT avec les moteurs de petite et moyenne cylindrée destinés à notre pays viennent d'Allemagne. Dans cette dernière famille, il s'agit donc des moteurs de 7,7 l de cylindrée (240 et 266 ch) et de 9,5 l (300 à 340 ch) montés sur les châssis des tracteurs 400 E 30 T et 400 E 34 T et sur les porteurs routiers, chantiers et bennes à ordures ménagères 180 E 24 et 180 E 27 de 18 t de

PTC et 190 E 24, 190 E 27 et 190 E 30 de 19 t de PTC.

La contribution de la branche allemande à la gamme Euro dénote une judicieuse utilisation des compétences par le groupe. En effet, c'est une histoire déjà longue qui a fait d'Iveco Magirus

un spécialiste à la fois des véhicules lourds de haut de gamme, des véhicules spéciaux et des matériels de lutte contre l'incendie. Au sein d'Iveco, il était naturel que la tradition soit maintenue, pour le plus grand profit de l'utilisateur.

EN BREF

EDI : partenariat TRANSPAC - BNP

Transpac et la BNP ont signé un protocole d'accord pour développer les EDI. Aux services Transpac (progiciels, accompagnement des utilisateurs), la BNP ajoute ses services financiers télématiques dont le virement commercial.

Coopération SCANIA/WM-DATA

Scania a décidé de coopérer avec WM Data dans le domaine des services informatiques, qui prend la forme d'une participation de 50 % de ce dernier dans Scania Data. Chaque partenaire désignera trois directeurs dans la nouvelle entité ainsi formée, la présidence revenant à Scania

et la direction opérationnelle à WM Data.

LOCATEL passe chez Vodafone

Filiale de Vodafone Group (radiotéléphonie cellulaire), Vodafone reprend Locatel Systèmes Mobiles, société de commercialisation de services des réseaux GSM France Télécom et SFR.

Couverture étendue pour un ITINERIS moins cher

Après une croissance de plus de 80 % des abonnements Itineris cette année, les tarifs baissent de 15 à 25 % (abonnements et communications). Parallèlement, le nombre de relais doit doubler l'an prochain, pour atteindre 6 000.

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Ce nouveau service logistique a été développé avec le soutien de l'Union Européenne dans le cadre du programme « Technical Assistance to the Commonwealth of Independent States » (Takis) / « Transport Corridor Europe Caucasus Asia » (TRACECA).

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zwischen
dem Schwarzen Meer (Poti) und dem Kaspischen Meer (Baku)

- zuverlässig
- Sicherheit durch personelle Begleitung
- logistisches Informationssystem für den Kunden
- garantierte Transportzeit
- Rabattgewährung ab einem bestimmten Containeraufkommen

Trans-Caucasian-Logistic-Express verkehrt einmal wöchentlich

montags, 20.00 Uhr Baku-Poti

donnerstags, 20.00 Uhr Poti-Baku

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Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms «Technical Assistance for the Commonwealth of Independent States» (Takis) / «Transport Corridor Europe Caucasus Asia» (TRACECA) entwickelt.

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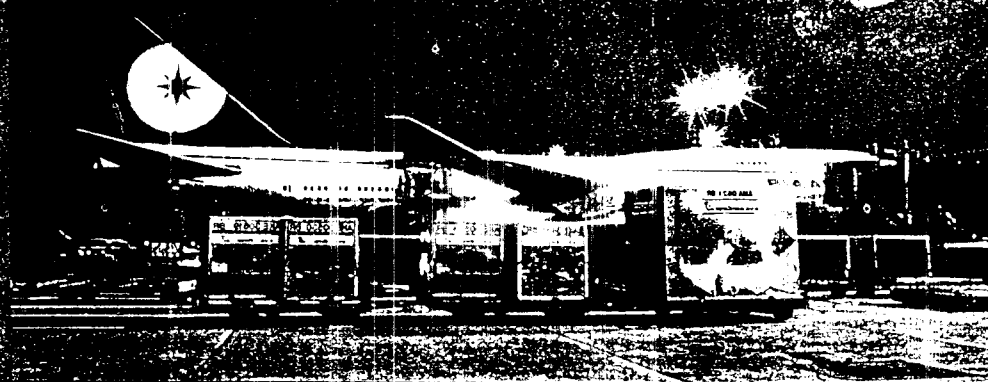
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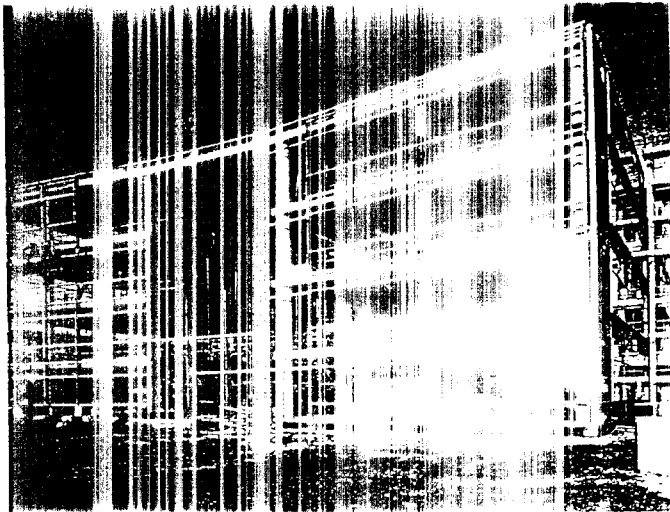


Emery Worldwide

How Consolidated
restored the
company's fortunes

EXCLUSIVE INTERVIEW

TNT saves by judicious purchasing



The British firm's activity in the area will be a major step towards the completion of the project. The firm is expected to start work on the new 6.4 km long bridge. The project is a joint venture between the firm and the local government. The project is expected to be completed in the next few months.

OTAL reaches deeper into Africa
 Europe's leading container operator OTAL has extended its West African service to include a new route to Lagos. The route will be operated on a weekly basis. OTAL's new route will be operated on a weekly basis. OTAL's new route will be operated on a weekly basis.

Maersk adds East London
 Danish-owned container operator line Maersk Line has added East London to its new service to southern Africa. Calls will be made weekly on the route, which operates via Maersk's southern European hub port at Algeiras using self-stacked containerships.

Stena upgrades Dover-Calais
 Short-sea shipping operator Stena Line will upgrade its Dover-Calais route to a four-ship operation offering 20 sailings a day, while the UK Government decides whether to open a joint operation with rival carrier P&O European Ferries. At the same time, the "Ghyvelde corridor" between the Channel Ports and the nearest point of Belgium has been reactivated to allow trucks to avoid the recently introduced weekend lorry ban in France.

in brief

W&A
 The company has announced a new service to the Mediterranean. The service will be operated on a weekly basis. The company is expected to start work on the new 6.4 km long bridge. The project is a joint venture between the firm and the local government. The project is expected to be completed in the next few months.

W&A expands service
 The company has announced a new service to the Mediterranean. The service will be operated on a weekly basis. The company is expected to start work on the new 6.4 km long bridge. The project is a joint venture between the firm and the local government. The project is expected to be completed in the next few months.

Container Transport Service
Trans - Caucasian - Logistic - Express

between
 (Poti) and Caspian Sea (Baku)

guaranteed transport times
 discounts given if specific container
 orders are placed in advance
 volumes are exceeded

Logistic Express runs once a week:
 Poti-Baku Thursdays at 8pm

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was developed with the "Technical Assistance to the
 Independent States" (TACS) / Transport Corridor Europe-Caucasus
 programme, supported by the European Union.

W&A GmbH, TRACECA Office
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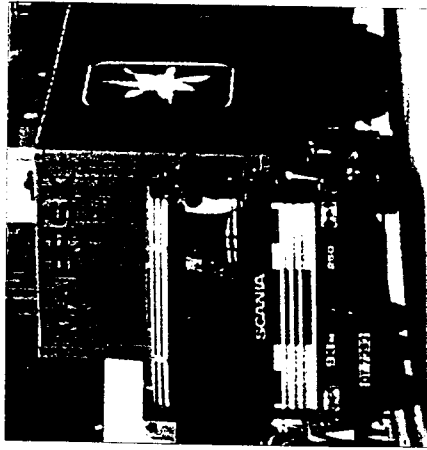
Tema:**Luffart • side 12**

- Småskibsrederne er gået i dialog med politikerne side 6
- Stevns Kommune og DV mødes i retten side 8
- Færre fejl giver større arbejdsglæde side 9
- EU's oplæg til bedre luft i byerne er ikke godt nok side 11
- Speditør tager godt imod DSBs fly-udspil side 14
- Fire aksler med det hele side 20
- Årets van side 24

Havets oliesyndere

Det er for let, ustraffet at tømme olie ud i havet omkring Danmark. Derfor overvejer forsvaret at satellitovervåge de danske farvande. Under de nuværende forhold skal en skipper være ualmindelig uheldig for at blive grebet på fersk gerning i danske farvande.

Læs side 7

**Mærsk Container udfordrer kineserne**

Mærsk Container Industri (MCI) i Tinglev har købt lettisk fabrik, der skal fremstille forskellige komponenter - herunder sliddele - til produktionen i Sønderjylland. Det vil ske til en løn, der ligger væsentligt under dansk niveau.

Læs side 3

Chauffør tilfreds

At speditør- og vognmandsforretningen Spetra A/S ved Vojens blev ISO 9002-certificeret i efteråret betød ikke umiddelbart skærpede krav til chaufførerne. I forvejen lå arbejds- og servicekonceptet tæt på ISO-kravene. På en måde er afstanden mellem os ude i bilerne og kontoret blevet kortere. Vi taler i hvert fald sammen noget oftere', siger eksportchauffør Kai Svendsen, tillidsmand for Spetras 110 chauffører.

Læs side 6



Foto: Jørgen Kelle

nen støtte på 1,9 mio. kr. til den videre udbygning af Østhavnen.

Enighed om fusion i Københavns Havn

Alt er stort set på plads i det store puslespil, der er blevet lagt i forbindelse med gennemførelsen af en fusion mellem Københavns Havn og datterselskabet Københavns Frihavns- og Stevedoreselskab A/S. Selv om de sidste brikker endnu ikke er blevet lagt, det vil sige i løbet af de kommende måneder, ligger det fast, at fusionen vil

Københavns Havn, er Danmarks næststørste havn med en årlig godsomsætning på ca. 10 mio. tons. Målt på håndteret tonnage er Fredericia Havn størst. Københavns Havn er dog størst på økonomien med et årligt overskud på godt 100 mio. kr. - før og efter skat. Havnen er nemlig ikke skattepligtig.

Fremgang i Esbjerg

Efter fem års tilbagegang på godsomsætningen, har Esbjerg Trafikhavn fået vendt udviklingen. Ifølge Jyllands-Posten steg omsætning

Ferguson nr. 3.000.000



I januar rullede Massey Ferguson traktor nummer 3.000.000 af samlebåndet på fabrikken i Coventry. Malingen var dog knap nok tør, før jubilæumsmodellen blev udskiftet fra den østengelske havneby Tilbury bound for Zimbabwe med en af Saffmarines både - SA Helderberg.

Traktoren kommer dog ikke i handelen på det afrikanske kontinent, idet Ferguson har skænket det røde vidunder til Save The Children Fund i Zimbabwe. Derfor fragtede Saffmarine Ferguson'en uden beregning

verskud på 1,5 mio. kr.

Regner man kulimporten (til Vestkraft, red.) er der dog tale om et fald i godsomsætningen i forhold til 1995. Sidste år faldt kulimporten med 47 procent, skriver blandt.

Første skib er anløbet Antwerpens nye terminal

Det blev Margaret Lykes (Lykes Lines, red.), der som

Container-terminalen. Den er en del af Antwerpens nye North Sea Terminal, som officielt indvies om to - tre måneder. Når den 55 ha store terminal står helt færdig, vil den samlede kajlængde være på 1.124 meter. Forventningen er, at den nye terminal, som ligger uden for sluseanlæggene, skal være i stand til at håndtere 650.000 TEU om året, hvilket svarer til Europa Terminalens.

Ny container - transport - service

Trans-Caucasian-Logistic-Express

mellem

Det sorte Hav (Poti) og Det kaspiske Hav (Baku)

- pålidelig
- sikkerhed gennem personlig ledsagelse
- logistisk informations-system for kunden
- garanteret transporttid
- rabatydelse fra et bestemt antal containere

Trans-Caucasian-Logistic-Express kører 1 gang ugentlig:

mandage kl. 20.00 Baku-Poti torsdage kl. 20.00 Poti-Baku

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fax +99 412 / 93 34 97

Den Georgiske Jernbane

direktion Tbilisi
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fax +99 532 / 95 36 65
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Den nye logistikservice er blevet udviklet med støtte fra Den europæiske Union som et led i programmet „Technical Assistance to the Commonwealth of Independent States“ (Tacis)/„Transport Corridor Europe Caucasus Asia“ (TRACECA).

Kontaktadresse i Tyskland:

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Situation im Transportgewerbe: Harter Konkurrenzkampf hält an

Von WOLFGANG HUSS
München - Die derzeitige Situation im Transportgewerbe ist nach wie vor von verschärftem Konkurrenzdruck gekennzeichnet. Allein in den letzten zwei Jahren sind nach Angaben des Bundesverbandes Güterkraftverkehr und Logistik (BGL) mehr als 1400 Straßenverkehrsunternehmen durch Konkurs aus dem Markt ausgeschieden.
 Einer Studie des Bundesamtes für Güterverkehr zufolge spiegelt sich die Stagnation der allgemeinen Konjunktur auch in den Transportmärkten wider. So ist beispielsweise die Transportmenge im Eisenbahngüterverkehr im ersten Halbjahr 1996 um 4,9 Prozent geringer gewesen als im Vorjahreszeitraum. In der Binnenschifffahrt sind Einbußen von etwa zehn Prozent zu verzeichnen, und im Straßenverkehr ist der Güterverkehr um geschätzte 1,4 Prozent gestiegen.
 Drei Viertel aller in der EU und 85 Prozent aller in Deutschland beförderten Güter werden heute

per Lkw transportiert. Lediglich acht Prozent der Transportmenge entfallen auf die Bahn und rund sechs Prozent auf das Binnenschiff. Die International Road Transport Union (IRU) erwartet für Deutschland bis Ende 1997 rund 2,33 Millionen zugelassene Lkw. Gegenüber 1995 bedeutete dies eine Erhöhung um rund fünf Prozent.
 Von den derzeit in der Bundesrepublik zugelassenen rund 950 000 Lkw über vier Tonnen Gesamtgewicht werden etwa 150 000 im gewerblichen Güterverkehr und rund 800 000 im Werkverkehr eingesetzt. Die deutschen Güterkraftverkehrsunternehmen beschäftigten gut 180 000 Mitarbeiter, ihr Umsatz betrug 1995 mehr als 28 Milliarden Mark.
 Immer mehr Industrie- und Handelsunternehmen verringern jedoch ihren werkseigenen Fuhrpark, da die Angebote der Transportdienstleister deutlich niedriger ausfallen als die Kosten für den Betrieb eigener Fahrzeuge. Dieser Preisdruck wird sich im Trans-

portgewerbe auf Grund von Überkapazitäten, der Konkurrenz aus Ost- und Westeuropa und des Wegfalls fester Tarifentgelte seit 1994 weiter verschärfen.
 Allerdings bestehen für Transportdienstleister auch neue Marktchancen. Nach einer aktuellen Studie der Gesellschaft für Verkehrsbetriebswirtschaft und Logistik (GVB) beträgt das geschätzte Volumen für rund ein Dutzend Transport- und Logistikmärkte rund 170 Milliarden Mark. Während jedoch das Ganzladungsaufkommen generell zurückgeht, haben besonders Spezialtransporte von unverpackten und sperrigen Industriegütern sowie Automobiltransporte gute Zukunftsaussichten. Die Wachstumsschancen des Tank- und Silomarktes und der allgemeinen deutschen Stückgutverkehre werden dagegen eher gering sein. Auch für den Bereich Kurier-, Express- und Paketdienste mit einem geschätzten Gesamtvolumen von 27 Milliarden Mark in Deutschland ergeben sich nach der GVB-Studie eine deutliche Abflachung der Wach-

tumsraten, vertiefte Spezialisierung und verschärfte Preiskämpfe.
 Sicher ist, daß die Freigabe der Kabotage ab 1998 zu weitreichenden Konsequenzen im Transportmarkt führen wird. Denn dann kann jeder in- und ausländische Fuhrunternehmer in allen Partnerstaaten der EU auch nationale Transporte durchführen. Große Veränderungen wird zudem das neue Transport- und Speditionsrecht bringen, mit der ein Stück Rechtsvereinheitlichung erreicht werden soll. Auf den zukünftigen Beratungsbedarf können sich schon heute die Verkehrs-, Transport- und Logistik-Planer freuen.
 Einen genaueren Überblick über die derzeitige Entwicklung, über moderne, zukunftsorientierte Lösungsansätze verschafft der Kongreß der Eurocargo '97, der sich mit nahezu allen aktuellen Transportproblemen befassen wird.
 Wolfgang Huss ist Veranstalter der 9. Internationalen Fachmesse für Transport und Logistik Eurocargo vom 5. bis 7. März in Stuttgart.

Bahn auf „Flughöhe Null“

Verkehrsträger-Kombination zwischen Zürich und Frankfurt

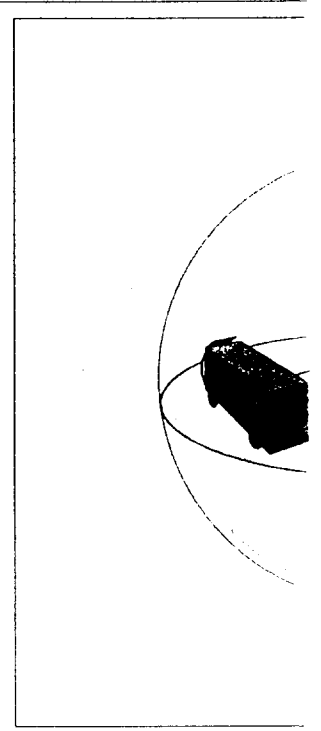
Von UDO SAUERBREY
Wiesbaden - Mit einer Initiative zur Kombination der Verkehrsträger Flugzeug und Bahn ist der Flughafen Frankfurt/M. Vorreiter bei der Weiterentwicklung eines europäischen Schienennetzes für Luftfracht. Die neue Verkehrsträgerkombination kann noch 1997 Wirklichkeit werden.
 Die Luftfracht wird künftig auch die Schiene für Transporte nutzen. Für ein Pilotprojekt auf der Strecke Frankfurt-Zürich konnte die Wirtschaftlichkeit des Bahntransports für Luftfracht bereits nachgewiesen werden. Im Auftrag der Flughafen Frankfurt/Main AG wurde das Pilotprojekt von der Verkehrskonzepte GmbH TransCare, Wiesbaden, entwickelt.
 Grundlage des neuen Verkehrsangebots bildet der neue Cargo-Sprinter der Deutschen Bahn AG.

Der Gütertriebzug mit zwei Triebköpfen ist rangierfrei und flexibel einsetzbar. Ohne nennenswerte Wendezeit kann er die Strecke Frankfurt-Zürich über rund 450 Kilometer mit bis zu 120 km/h in etwa 5,5 Stunden zurücklegen. Damit wird der CargoSprinter den engen zeitlichen Anforderungen, die der Transport von Luftfracht setzt, gerecht - der Zug wird zu einem Frachtflugzeug auf Flughöhe Null.
 Voraussetzung für den Erfolg des Projektes ist eine eng mit den Luftfrachtgesellschaften koordinierte Planung der Transportabläufe. Ausschlaggebende zeitliche Fixpunkte in der Transportkette sind die jeweiligen Flugpläne. Pünktlichkeit und Zuverlässigkeit haben höchste Priorität. Gerade bei schlechter Witterung oder erhöhtem Verkehrsaufkommen auf

der Straße zeigt der CargoSprinter seine Vorteile gegenüber dem Lkw. Innerhalb der neuen Verkehrsträgerkombination wird der CargoSprinter über Nacht einen Rundlauf mit Start in Zürich vornehmen. Die Pilotphase soll mit dem Transport von insgesamt fünf Lkw-Einheiten je Richtung beginnen. Weil der Flughafen Zürich keine Gleisanbindung besitzt, müssen Vor- bzw. Nachlauf von und zum Container-Terminal dort über die Straße erfolgen.
 Die Wirtschaftlichkeitsrechnung für dieses Projekt zeigt, daß mit einer angepaßten Logistik und dem Einsatz innovativer Technik auch geringe Transportmengen marktkonform auf der Schiene bewegt werden können.
 Udo Sauerbrey, Consultant TransCare GmbH, Wiesbaden

„Ökologistik“ erhielt Auszeichnung

Der Begriff hat sich die Fiege GmbH & Co., Greven, nahe Münster in Westfalen, bereits von mehreren Jahren schützen lassen. Für die Aktivitäten, die sich hinter ihrer eingetragenen „Ökologistik“ verbergen, wurden Heinz und Hugo Fiege, geschäftsführende Gesellschafter der Fiege & Co., jetzt unter anderem von der Umweltstiftung WWF Deutschland als „Okomanager 1996“ ausgezeichnet.
 Seit Ende der 80er Jahre wurde der Umweltschutz berücksichtigt. Inzwischen sind die ökologischen Aktivitäten in allen Organisationsebenen des Unternehmens verankert. Wichtigste Ziele: Transportbündelung, zunehmende Verlagerung auf die Schiene (Kombinierter Ladungsverkehr) sowie weitgehende Nutzung von Mehrwegverpackungen.



Petra Möller, Hüttenfeld: Logistik als fester Kreislauf, ein optimales Zusammenspiel von Idee, Kraft, Elementen, Koordination.

Studiengang Magdeburg: Fortbildung

Magdeburg - Wirtschaftsingenieurwesen Logistik: So heißt ein neuer interdisziplinärer Studiengang an der Universität Magdeburg. Vom Wintersemester 1997/98 an kann er an der dortigen Fakultät für Maschinenbau studiert werden. Allerdings, Durchhaltevermögen ist gefragt. Die Regelstudienzeit umfaßt immerhin zehn Semester.
 Die Kernfächer des technischen Studiums sind die klassische Maschinentechnik sowie die Wirtschaftsinformatik. Technische wie physikalische und ganzheitliche Fertigkeiten sind erforderlich.

Neuer Container-Transport-Service

Trans-Caucasian-Logistic-Express

zwischen dem Schwarzen Meer (Poti) und dem Kaspischen Meer (Baku)

- zuverlässig
- garantierte Transportzeit
- Sicherheit durch personelle Begleitung
- Rabattgewährung ab einem bestimmten Containeraufkommen
- logistisches Informationssystem für den Kunden

Trans-Caucasian-Logistic-Express verkehrt einmal wöchentlich
 montags, 20.00 Uhr BAKU-POTI donnerstags, 20.00 Uhr POTI-BUKU

Aserbaidschanische Staatliche Eisenbahn

Management Baku:
 Telefon +99 412/93 96 13
 Fax: +99 412/93 34 97

Georgische Eisenbahn

Management Tbilisi:
 Telefon +99 532/95 19 21
 Fax: +99 532/94 21 65
 +99 532/94 21 55

Der neue Logistik-Service wurde mit Unterstützung der Europäischen Union im Rahmen des Programms „Technical Assistance to the Commonwealth of Independent States“ (TACS), „Transport Corridor Europe Caucasus Asia“ (TRACECA) entwickelt.

Kontaktadresse in Deutschland:
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Annex 7

Confirmed by:

Ziya Mamedov

Head of Azerbaijan State Railway

Akakiy Chkhaidze

Head of Georgian Railway

Doctor Christian Gleue

TRACECA project manager

Protocol of the Joint Conference

of Azerbaijan State Railway, Georgian Railway and
the "TRACECA" project team
on the test operation results of the
"Trans-Caucasian Logistic Express"
in the period from 11.11.1996 to 24.01.1997

Place of conference: Baku, railway administration.

Date of conference: 23rd and 24th of January, 1997

List of participants: (see Supplement 1).

1. "Logistic express" test exploitation analysis

On the basis of an agreement between:

- Azerbaijan State Railway (AGZD)
- Georgian Railway (GRZD) and the
- TRACECA project team

the official opening and dispatching of the "Trans-Caucasian logistic express" from Kishli to Poti took place on 11.11.1996. The test period was to last 3 months (11.11.1996-06.02.1997). The analysis within this protocol refers to the period from 11.11.1996 to 24.01.1997.

The implementation of the Trans-Caucasian logistic express was based on the following documents mutually agreed by AGZD and GRZD:

- characteristics of the system and measures of introducing the system (dated 16.07.1996).
- the joint conference protocol of AGZD, GRZD and the Trans-Caucasian railway project team within the TRACECA programme, held on 14-16.08.1996 in Tbilisi.
- the protocol of the joint conference of the Trans-Caucasian railway project team with AGZD and GRZD representatives on 23.09.1996 in Gosen (Germany)
- the joint conference protocol of Trans-Caucasian railway project team with AGZD and GRZD representatives on 14-17.10.1996 in Tbilisi and Poti.

During the 11 weeks of the test period up to the 24.01.1997 the train run:

7 times from Kishli (Baku) to Poti and

8 times from Poti to Kishli (Baku)* .

The logistic express did not start from Kishli (Baku) on 25.11.1996, 02.12.1996, 23.12.1996, 30.12.1996;

The logistic-express did not start from Poti on 28.11.1996, 19.12.1996, 02.01.1997

because no containers were available.

* on the 23rd of November 1996 the train left Poti for Baku not according to schedule

On December 12, 1996 the railway station in Gyandsha served as a station of destination for the first time receiving 64 loaded containers. On January 7, 1997 the 64 empty containers were returned to Poti.

A review of containers transported by the logistic express is given in the supplement 2.

Loaded containers were transported mainly in Poti-Kishli direction.

The introduction of a logistic information system on 10 information terminals was prepared. The first stage of software development was also finished. The installation of hardware will be completed by the end of March 1997 and then the practical use of the logistic information system will start. Meanwhile the information transmission will be carried out via the ICC of the Russian Federation as a temporary solution.

The trains run exclusively according to the schedule agreed by both railway administrations. Cases of train delay happened 3 times on the Azerbaijan line section because of electricity switching-off which led to a 30 to 90 minutes delay. A longer delay (1 hour 40 min.) happened at Beyuk-Kyassik station when GRZD handed over to AGZD a fitting wagon belonging to a third country, carrying one loaded container.

On the Georgian line section train delays happened three times while transmitting the train at Beyuk-Kyassik border station. (55 min., 30 min., 375 min.)

Marketing measures for the logistic express were carried out by Azerbaijan Railway forwarding company in Baku according to a decision of the Head of AGZD and by the Tariff and Transport Enterprise (TTE) in Tbilisi and Poti accordingly.

A TTE branch office in Poti was founded in October 1996 with support of the TRACECA project team. Logistic express marketing measures were supported by an advertising company in West European, Azerbaijan and Georgian press, financed by the TRACECA project.

Altogether up to February 1997 there were published:

- 7 advertisements in Western Europe
- 2 advertisements in Azerbaijan
- 7 advertisements in Georgian press

Further 28 advertisements are to be published in European press from February to April 1997:

- ⇒ "Containerisation International", London
- ⇒ "Transport Echo", Antwerp
- ⇒ "Deutsche Verkehrszeitung", Hamburg
- ⇒ "Internationale Transport Zeitschrift", Basel
- ⇒ "DANMARKS TRANSPORT TIDENDE", Copenhagen
- ⇒ "TRANSPORTS ACTUALITES", Vincens
- ⇒ "Freight Management International", London
- ⇒ "Distribution Busyness", London

Also, for acquisitive purposes coloured leaflets in English, Russian, French and German languages with a circulation of 5600 copies will be published. A four-paged brochure on the Logistic express with a circulation of 4000 copies will be published by February.

Owing to the extensive advertising company up to the 21.01.1997 there were received 46 enquiries from West European forwarding agents concerning the Logistic express utilisation. 25 enquiries concerned concrete transportation with concrete amount of goods via Poti in different directions (Baku, Tbilisi, Yerevan).

The quality of Azerbaijan and Georgian railways' marketing activities still does not meet the requirements of West European clients.

The following shortcomings have been fixed:

1. There were delays in the processing and answering of enquiries from Western Europe due to insufficient knowledge of German or English languages.
2. Technical equipment for receiving enquiries (telephones, faxes) did not work properly, the personnel was very often out of its working place.
3. In most cases, the answers to the enquiries were not given or given with great delay, that led to a loss of potential goods for the logistic express.
4. Insufficient co-operation between the railway forwarding companies in the field of information exchange and marketing activities.
5. The activities towards potential customers in Azerbaijan and Georgia which had started with information for all customers was not continued. Joint activities of both railway administrations and forwarding companies must be intensified to attract new customers.

Especially the following mutually agreed tasks were not fulfilled by the railway forwarders of AGZD and GRZD:

According to the protocol of 17.10.1996 in Tbilisi the following tasks have not been accomplished:

- 2.4 Transfer of containers from the railway station directly to the customer
- 5.5 The GRZD forwarding company did not send an offer for the logistic express to all interested forwarding companies.

According to the protocol on the "Trans-Caucasian logistic express " opening and first trip the following points have not been realised:

4. AGZD and GRZD railway forwarding companies did not make available the tariffs and a list of services to all interested customers.
5. No immediate response to telephone calls and faxes coming from European forwarding agents and other customers.

As a rule, all enquiries were received by the TRACECA office in Berlin and from there they were sent to the railway forwarding companies.

No problems occurred with regard to transport security, neither on the way nor in the stations.

2. *Principal assessment of the test period of the Logistic express*

Analysing the traffic of the train and the marketing campaign the following assessment can be given:

1. During the short test period the Logistic express was positively accepted by the market.
2. The services offered by the logistic express proved to be competitive in comparison with road transport which particularly concerns:
 - ⇒ transportation time of 30 hours
 - ⇒ the train's precise dispatching time
 - ⇒ transportation security
 - ⇒ 50% discount in comparison with the existing railway tariff

3. The "system characteristics" (organisation, technology, techniques) of the logistic express proved its viability during the test period.
4. The actual traffic forecasts on development of container transport in the Poti-Baku railway corridor allow to expect an increase of transport volumes for the logistic express already in 1997 and in the following years. The container turn over in the port of Poti will increase from 20,000 TEU in 1996 to 25,000 TEU. There exists reliable information that already in 1997 30,000 tonnes of cotton are to be transported in containers from Uzbekistan to Poti by rail.
5. The organisation of a marketing campaign according to West European standards is one of the most important prerequisites for a successful development of the logistic express. Therefore, it is necessary to establish as soon as possible national operating companies in Azerbaijan and Georgia dealing with all problems concerning the logistic express. These companies will be responsible for the commercialisation of the logistic express and for marketing measures, which before had been carried out by the railway forwarding companies.
6. AGZD and GRZD realise that the close co-operation with the TRACECA project team was a principal factor of success in the process of introducing the logistic express.
7. For further increase of competitiveness and rentability as well as the volume of services offered by the logistic express, AGZD and GRZD consider that a further support by the TRACECA team is necessary. This support should mainly concentrate on:
 - ⇒ organisation and establishment of new operating companies
 - ⇒ marketing measures, first of all in Western Europe and Central Asia;
 - ⇒ instruction and support in the field of forwarding activities;

3. Tasks on further stabilisation of the system and for the increase of the competitiveness of the Logistic express

3.1 Marketing tasks

3.1.2 Azerbaijan and Georgian Railway forwarding companies must intensify their marketing activities both in their own countries as well as in Western Europe and Central Asia (Turkmenistan, Uzbekistan, Tadjikistan, Kazakhstan, Kyrgyzstan). This particularly concerns:

- ⇒ advertisements in press, radio and television.
- ⇒ preparation and conclusion of agreements with customers.
- ⇒ development of personal contacts with potential customers.

Activities by customers are to be documented.

Responsible: AGZD forwarding company
GRZD forwarding company

Date: Constantly, with monthly account of the work done to AGZD and GRZD administrations, by the 25th of every month.

3.1.2 AGZD and GRZD should work out a joint project for an amendment to the four-sided agreement of 29.06.1996, concluded between the railway departments of Azerbaijan, Georgia, Turkmenistan and Uzbekistan, aiming on joint measures for reliable container transportation on the territory of Turkmenistan and Uzbekistan according to the tariffs existing and operating in Azerbaijan and Georgia.

3.1.3 The first proposal concerning the above-mentioned amendment should be made on 11.02.1997 in Tashkent on a conference within the "TRACECA-Railway-International tariffs and train schedule structure" project

Responsible: AGZD and GRZD

Date: 31.03.1997

3.1.3 By means of a marketing campaign the "TRACECA" project team should help to encourage potential customers from EC countries to use the "Logistic express".

Responsible: "TRACECA" project team

Date: 30.06.1997

3.1.4 All enquiries directed to the "TRACECA" office in Berlin will be sent immediately to the AGZD and GRZD Railway forwarding companies.

Responsible: "TRACECA" project team

Date: Constantly, with monthly account to AGZD,
GRZD administrations, on the 25th of every month.

3.1.5. AGZD, GRZD railway forwarding companies should react to customer enquiries within 24 hours and make offers according to West European standards.

Responsible: AGZD Railway forwarding company
GRZD Railway forwarding company

Date: Constantly, with a monthly account to AGZD, GRZD
administrations, on the 25th of every month.

3.2. *Tasks in the field of technology*

3.2.1. The railway station in Gyandsha will be included in the system as receiving and dispatching station earlier than scheduled (April 1997).
The railway forwarding company should conclude appropriate agreements with road transport enterprises on container transfer up to the consignee's door. A 20 tons crane for container transshipment is in working condition.

Responsible: AGZD

Date: 01.02.1997

3.2.2. In accordance with the planned second stage of the "Logistic express" the following measures must be carried out:

1. To put into operation the Samtredia railway station as receiving and dispatching station.
2. The container crane must be put into operation before the opening of the station

Responsible: GRZD

3.2.3. It is recommended to form the train units using wagon groups for the purpose of increase productivity of work and decrease stoppage time at intermediary and terminal stations.

From Kishli (Baku) wagon groups are going to:

- ⇒ Gyandsha
- ⇒ Tbilisi
- ⇒ Poti

From Poti wagon groups are going to:

- ⇒ Tbilisi
- ⇒ Gyandsha
- ⇒ Kishli (Baku)

3.2.4 The Railway administrations (GRZD, AGZD) must get prepared to the introduction of the third stage of the Logistic express by October 1997 stipulated in the system characteristics. This includes necessary tariff adjustments.

Since that moment, the Logistic express will run with a fixed amount of fitting wagons, like during the first and second stages of realisation, and a variable amount of loaded covered wagons in accordance with the freight volume delivered at railway stations (Poti, Samtredia, Tbilisi, Gyandsha, Kishli).

Responsible: AGZD, GRZD

Date: 01.10.1997

3.2.5 With regard to the fitting wagon stock the railway administrations of both countries guaranty:

1. the availability of the agreed amount (45 units) of fitting wagons.
2. not to include fitting wagons of any third country in the Logistic express

3.2.6 If it is necessary to secure loaded containers by means of empty containers (door-to-door loading) when transporting them from Poti to Kishli then the Operational Service of Georgian Railway should ask in written form from the Operational Service of Azerbaijan State Railway for a free-of-charge transportation of these empty containers from Kishli to Poti and from Poti to Kishli. This agreement is a temporary one.

Responsible: Azerbaijan State Railway, Georgian Railway

Date: Instantaneously.

3.2.7 As there is a regular demand for the transportation of refrigerated containers there should be established the necessary conditions for handling these refrigerated containers at Kishli (Baku) station. For this purpose there will be established a properly equipped terminal for refrigerated containers.

Responsible: Azerbaijan State Railway

Date: 15.03.1997

3.2.8 AGZD and GRZD operational services are constantly exchanging information by fax or telephone concerning:

- ⇒ amount of fitting wagons
- ⇒ amount of loaded and empty containers
- ⇒ trains running from Georgia to Azerbaijan v.v.
- ⇒ starting time of the trains from Kishli (Baku) to Poti v.v.

3.3 *Tasks connected with the logistic information system.*

3.3.1 The necessary software for the logistic information system is to be provided

Responsible: Azerbaijan State Railway, Georgian Railway

Date: 31.03.1997

3.3.2 To complete the installation of computer technique on informational terminals and operating personnel training.

Responsible: Azerbaijan State Railway, Georgian Railway

Date: 31.03.1997

3.3.3 As long as the computer-aided logistic information system does not operate, every Tuesday before 10.00 the Azerbaijan Railway Forwarding company should inform the Georgian Railway Forwarding company and every Friday before 10.00 the latter one in its turn should inform Azerbaijan Railway Forwarding company on the data concerning the Logistic express dispatched the day before. The information should include

the amount of wagons including numbers of identification:

- ⇒ total
- ⇒ empty
- ⇒ loaded

the amount of containers including numbers of identification:

- ⇒ total
- ⇒ empty
- ⇒ loaded

consignee data:

- ⇒ number of container
- ⇒ name
- ⇒ address
- ⇒ telephone/ fax

Responsible: Azerbaijan and Georgian Railway Forwarding companies

Date: constantly, as long as the computer information system does not work.

3.4 *Tasks in the field of the railway forwarding companies organisation*

3.4.1. Railway Forwarding companies must substantially improve their activities in the field of marketing measures for the logistic express

This includes:

- ⇒ permanent activities directed to the customers
- ⇒ improvement of knowledge of foreign languages (English in particular).

Responsible: Azerbaijan Railway forwarding company
Georgian Railway forwarding company

Date: Instantaneously:

3.4.2 Azerbaijan and Georgian Railway forwarding companies should establish special offices for their forwarding activities. This also includes the equipment of the offices according to modern standards (conference rooms, working place equipped with computer and communication techniques: computers, printers, satellite phone, faxes and copier).

Responsible: AGZD Railway forwarding company
GRZD Railway forwarding company
Date: 31.03.1997

3.4.3 Eight hours prior to the train dispatching the Railway Forwarding companies of AGZD and GRZD must transmit operative requests concerning the formation of the train to the Operating Service. These requests must contain the following data:

- ⇒ the number of containers (20', 40')
- ⇒ railway station of destination

Responsible: AGZD Railway forwarding company
GRZD Railway forwarding company
Date: beginning from 01.02.1997

3.4.4 Once a month, alternatively in Tbilisi or Baku, AGZD and GRZD Railway forwarding companies hold a joint meeting to assess the work done and to define tasks concerning marketing measures.

Responsible: AGZD Railway forwarding company
GRZD Railway forwarding company
Date: February 1997 for the first conference in Baku

3.5 *Proposals on further development and support from the European Community*

3.5.1 National operating companies should be established in Azerbaijan and Georgia to improve the competitiveness and rentability of the logistic express and to increase its share in the container transportation in the Trans-Caucasian corridor. Besides the Azerbaijan State Railway and its railway forwarding company, the Georgian Railway and its railway

forwarding company all important forwarding companies, clients or other third parties interested in the project can be act as shareholders.

Responsible: Azerbaijan State Railway, Georgian Railway

Date: 30.04.1997

3.5.2 All above-mentioned measures carried out on a national level will be supported by the "TRACECA" project team. Azerbaijan State Railway and Georgian Railway should send proposals concerning assistance in the following four points to the corresponding EC offices:

1. Assistance in organising national operating companies and enterprises.
2. Assistance in preparation of these companies and enterprises operation.
3. Support of marketing measures in Western Europe and Central Asia.
4. Personal training and increase of qualification in the field of forwarding activities.

Responsible: Azerbaijan State Railway, Georgian Railway

Date: up to 15.02.1997

3.5.3 The "TRACECA" project team should propose to create a formal base for the petition appealing to EC management to decide on the proposals mentioned in point 3.5.2.

Responsible: "TRACECA" project team.

Date: 15.02.1997

Baku, 24.01.1997

Representatives of:

Azerbaijan State Railway Georgian Railway

" TRACECA " project
group

Mr. Nagiev

Mr. Kiknadze

Mr. Dr Tessmann

**List of participants of the conference
23-24.01.1997 in Baku.**

Name, Surname		Post
<i>From AGZD</i>		
1. Nagiev Nariman	chief engineer of the transportation service	
2. Akhundov Eldar	deputy chief of IR service	
3. Nadzhafov Agakerim	deputy chief of Railway technical department	
4. Asafov Adil	ICC chief	
5. Sadikhov Ilal	manager of Azerbaijan Railway forwarders	
6. Abduragimov Ramiz	chief engineer of AGZD forwarders	
<i>From GRZD*)</i>		
1. Kiknadze Mamuli	GRZD deputy chief	
2. Tatishvili Tengiz	IR department chief	
3. Rostomashvili Nodar	IR department deputy chief	
4. Gongladze Ushangi	IR department deputy chief	
5. Davitaya Alexandr	ICC chief	
<i>From TRACECA project team</i>		
1. Hippenstiel Hans-Richard	"TEWET" managing director	
2. Dr Gleue Christian	"TEWET", project manager	
3. Dr Tessmann Guenter	"TEWET" expert	
4. Dr Kranz Wolfgang	"TEWET" expert	
5. Sieg Gunter	"DE-Consult" expert	

- *) The representative of Georgian Railway forwarding company did not take part in the conference despite of the agreement given by him before.

Review of transported fitting wagons and containers

Week	Kishli (Baku) - Poti						Poti - Kishli (Baku)						
	Date of departure	Wagons		Containers		Date of departure	Wagons		Containers		Date of departure	Containers	
		loaded	empty	loaded	empty		loaded	empty	loaded	empty		loaded	empty
1	11.11.96	17	3	0	20	0	0	14	6	1	17	0	0
2	18.11.96	14	6	0	17	0	0	4	0	5	0	3	0
3													
4								10	0	0	13	0	0
5	09.12.96	13	0	0	14	0	3	33	4	66*	15	0	0
6	16.12.96	0	10	0	0	0	0	0	2	0	6	0	0
7													
8								0	2	0	6	0	0
9	07.01.97	24*	0	0	64	0	0	9	0	9	3	6	0
10	13.01.97	0	9	0	0	0	0	11	0	13	9	0	0
11	20.01.97	3	8	0	8	0	0	12	7	0	12	12	0
12													
13													
Total	8	71	36	0	123	0	3	93	19	94	75	21	0

Annex 8

PROTOCOL

of the conference concerning software development for the Baku-Poti Logistic train information system

Baku, 13.12.1996

Participants:

- | | |
|-------------------|---|
| 1. Asafov A.B. | Head of AGZD ICC |
| 2. Mustafayev I.A | Head of AGZD ICC department |
| 3. Abduragimov R | Chief engineer of AGZD Forwarding company |
| 4. Chkhaidze A. | Head of GRZD ICC programming department |
| 5. Kranz V. | Deputy chief of the TRACECA project team |
| 6. Kupec K | TEWET expert |

Agenda:

1. Specification of the requirements for an information system on the basis of supplement 5 to the protocol of the joint conference of AGZD and GRZD with the "Trans-Caucasian Railway" project team within the TRACECA programme on the "Trans-Caucasian Logistic Express", Tbilisi 14. - 16.08.1996.
2. Software demonstration
3. Development of computer programmes for Azerbaijan and Georgian forwarding companies

To point 1

Mr. Kranz reported on the present situation concerning the purchase of the necessary computer equipment for stations, forwarding companies and ICC (Informational Computational Centre).

The amount of financing (about 40,000 US\$) had been agreed between AGZD, representatives of EC and TEWET on the basis of received official proposals on the given configuration. TEWET sent a corresponding letter to the EC. A comparison of the various offers shows that preference is to be given to the ARUS proposal. The signing of the contract is possible only after a final agreement of the conditions and the official confirmation of the allocation of money. The structure of a data base, the structure of information, software, organisation of data collecting and transmission were agreed between the participants. Finally it was agreed:

- ⇒ AGZD ICC is carrying out a editorial treatment of Supplement 5.
- ⇒ At the initial stage all data from stations are to be transferred to AGZD and GRZD ICC. The connection between the Centres is realised by the computer network through ICC of the Russian Federation. Details will be decided by the ICC of both railways independently.
- ⇒ At the beginning inquiries to the data bank are to be made in an off-line regime, i.e. through operators. AGZD and GRZD study the possibilities of direct access. This question should also be taken into consideration in the data bank structure. Inquiries are to be made by help of the applied Access programme.
- ⇒ Information models should be designed with regard to international standards of data transmission.
- ⇒ The timetable of the train should also be taken into account when designing the data bank structure.

To point 2.

The ICC of AGZD demonstrated information formats on a computer. The participants approved the work done and expressed their gratitude. Programmes are admitted to test use. The ICC will prepare the software operating instruction for forwarding companies as well as for AGZD and GRZD employees (till January 1997).

To point 3.

The conference participants consider it necessary to expand the technical task due to the demand on marketing work improvement by railway forwarding companies. AGZD and GRZD railway forwarding companies should transfer their demands to the ICC of GRZD till December 1996. TEWET is getting its proposal prepared by January 1997.