



Development of Block Trains: a strategic perspective

Minsk, 15 - 16 March 2010

Constantinos Alexopoulos
International Transport & Logistics Consultant

Strategic Approach

Neutrality

Service

Door to Door /
Intermodality

Freight
Villages
Network

Corridor Mgt
Mechanism

Strategic Approach



Strategic Approach

Service

Tariffs Structure

1. Competitive comparing to other transport means
2. Different tariffs for forwarders and shippers

Operational Issues

1. Marketing and Sales – Customer Service
2. Administration - Accounting

Time Schedule Scenarios

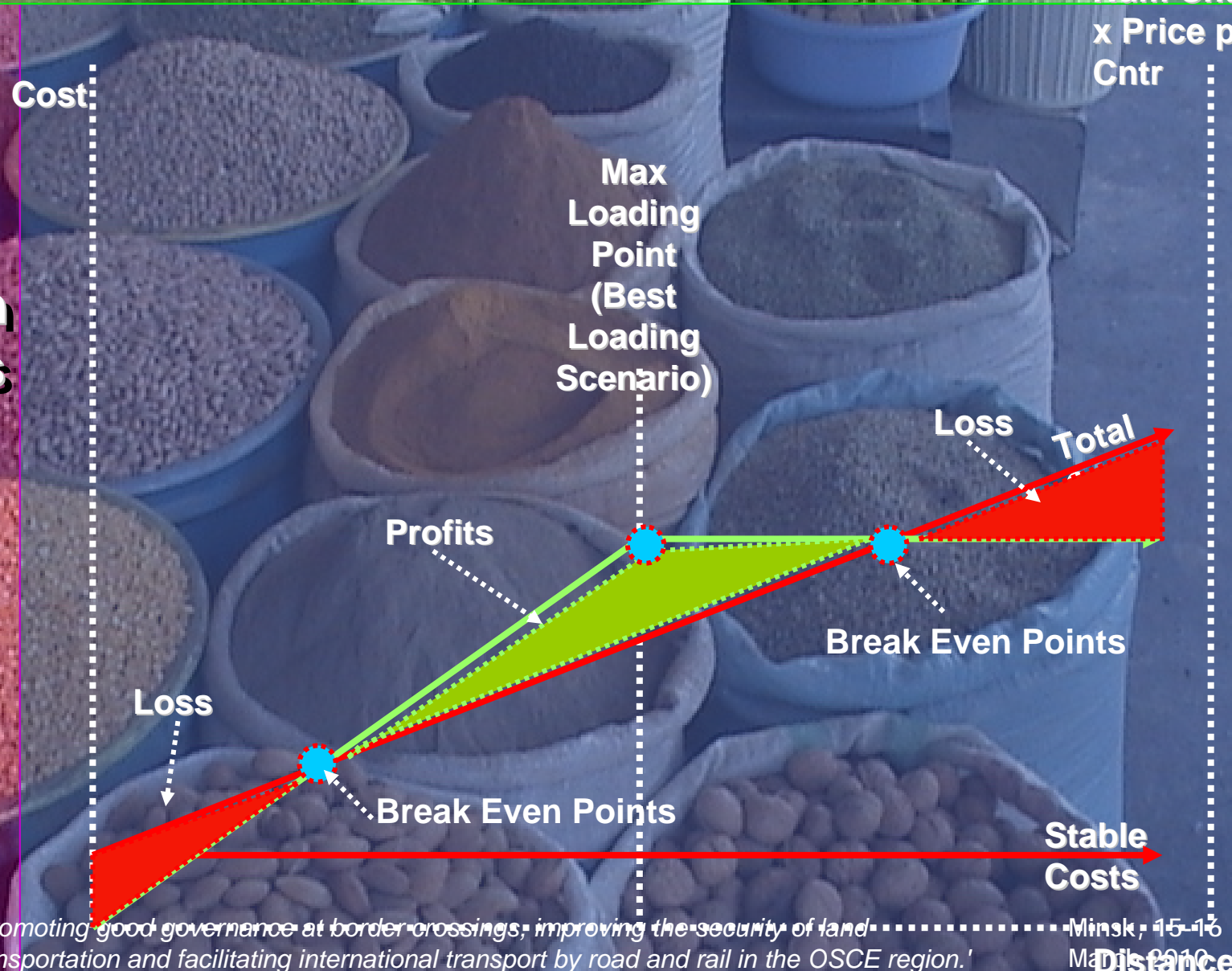
Scenarios concerning the Optimal Time Schedule

Starting time and day	Wednesday at 17:00 a.m	Wednesday at 07:00 a.m	Wednesday at 10:00 a.m	Wednesday at 13:00 p.m	Wednesday at 20:00 p.m
<i>Arriving at Spezand(Quetta-Taftn section starts)</i>	Thursday 05:27 a.m	Wednesday 19:27 p.m	Wednesday 22:27 p.m	Thursday 01:27 a.m	Thursday 08:27 a.m
<i>Arriving at Zahedan</i>	Thursday 01:30 a.m	Thursday 15:30 p.m.	Thursday 18:30 p.m.	Thursday 21:30 p.m.	Friday 04:30 a.m
<i>Arriving at Van lake (loading included)</i>	Tuesday 13:30 p.m	Tuesday 03:30 a.m	Tuesday 06:30 a.m	Tuesday 09:30 a.m	Tuesday 16:30 a.m
<i>Starting trip for Elazig</i>	Tuesday 18:30 p.m	Tuesday 08:30 a.m	Tuesday 11:30 a.m	Tuesday 14:30 p.m	Tuesday 21:30 p.m
<i>Reach Elazig</i>	Wednesday 07:48 a.m	Tuesday 21:30 p.m	Wednesday 0:50 a.m	Wednesday 03:48 a.m	Wednesday 10:48 a.m

The Tariffs / Economics

$$\text{Revenue} = \text{Num Cntr} \times \text{Price per Cntr}$$

Block Train Economics



"Promoting good governance at border crossings; improving the security of land transportation and facilitating international transport by road and rail in the OSCE region."

Minsk, 15-16
May 2010



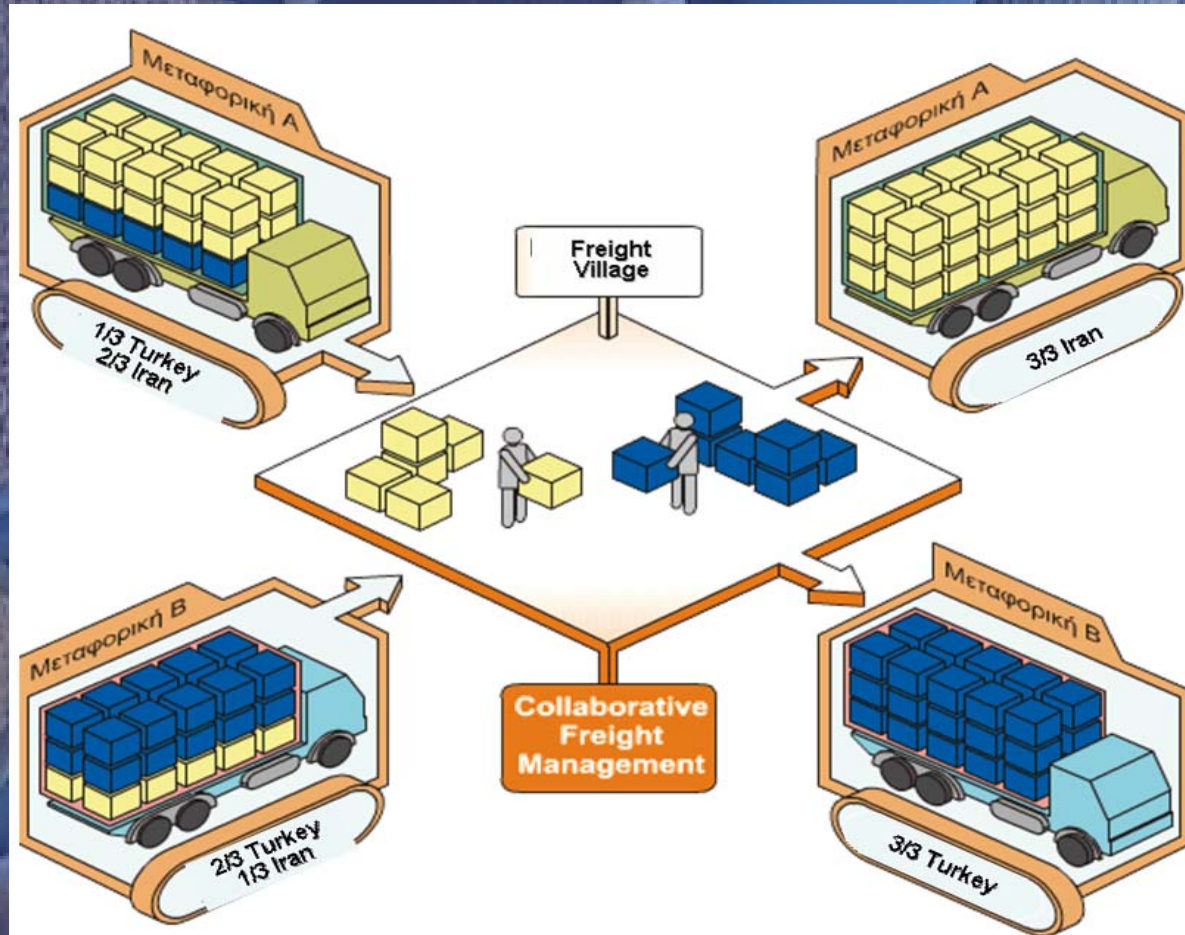
Door to Door / Intermodality



Main
Menu

Strategic Approach

Freight Villages Network



Source: Costas Alexopoulos Freight Villages Report, 2005

Strategic Approach

Corridor Mgt Mechanism

Corridor Management Mechanism Incubation

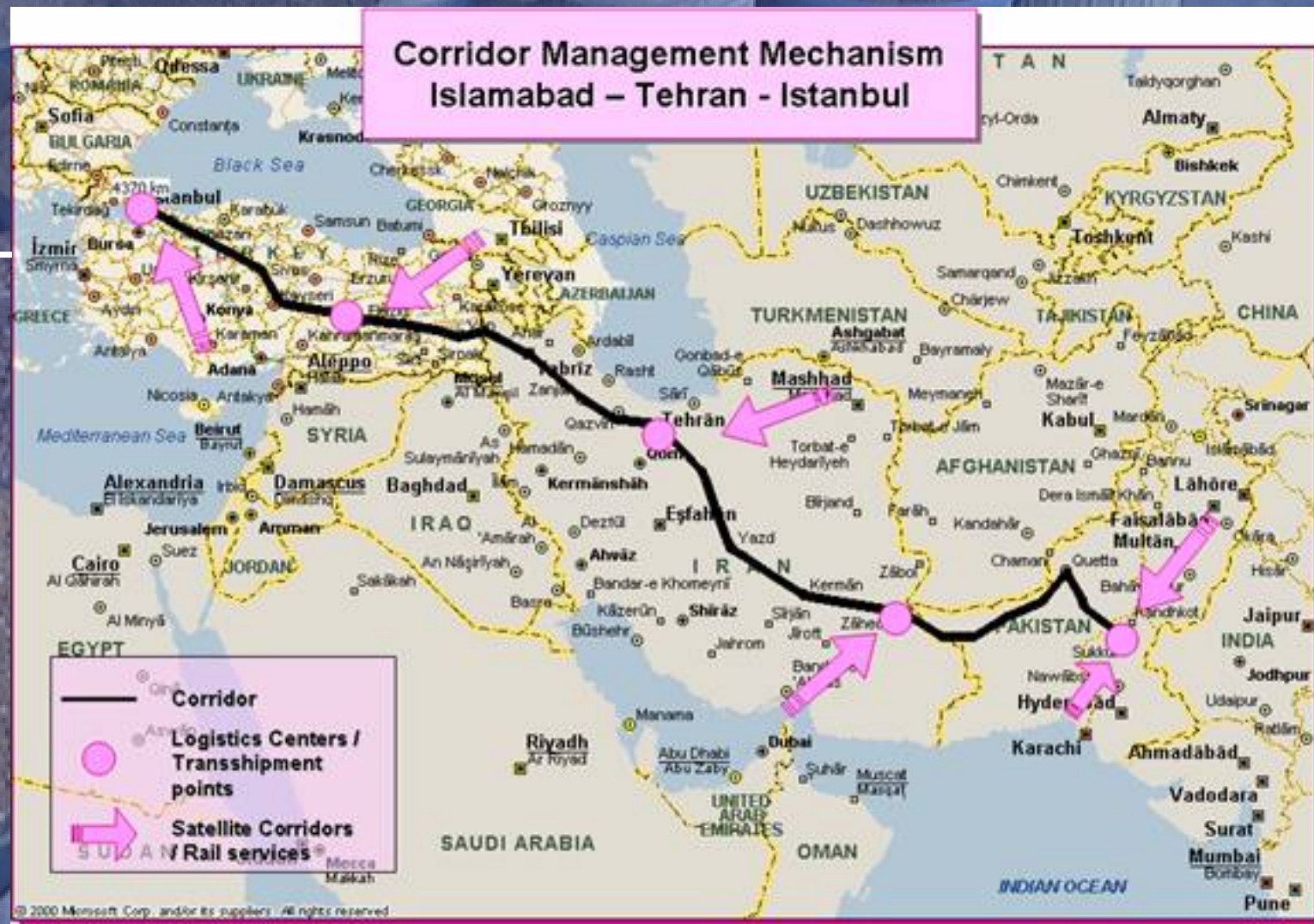




Block Trains

Block Trains

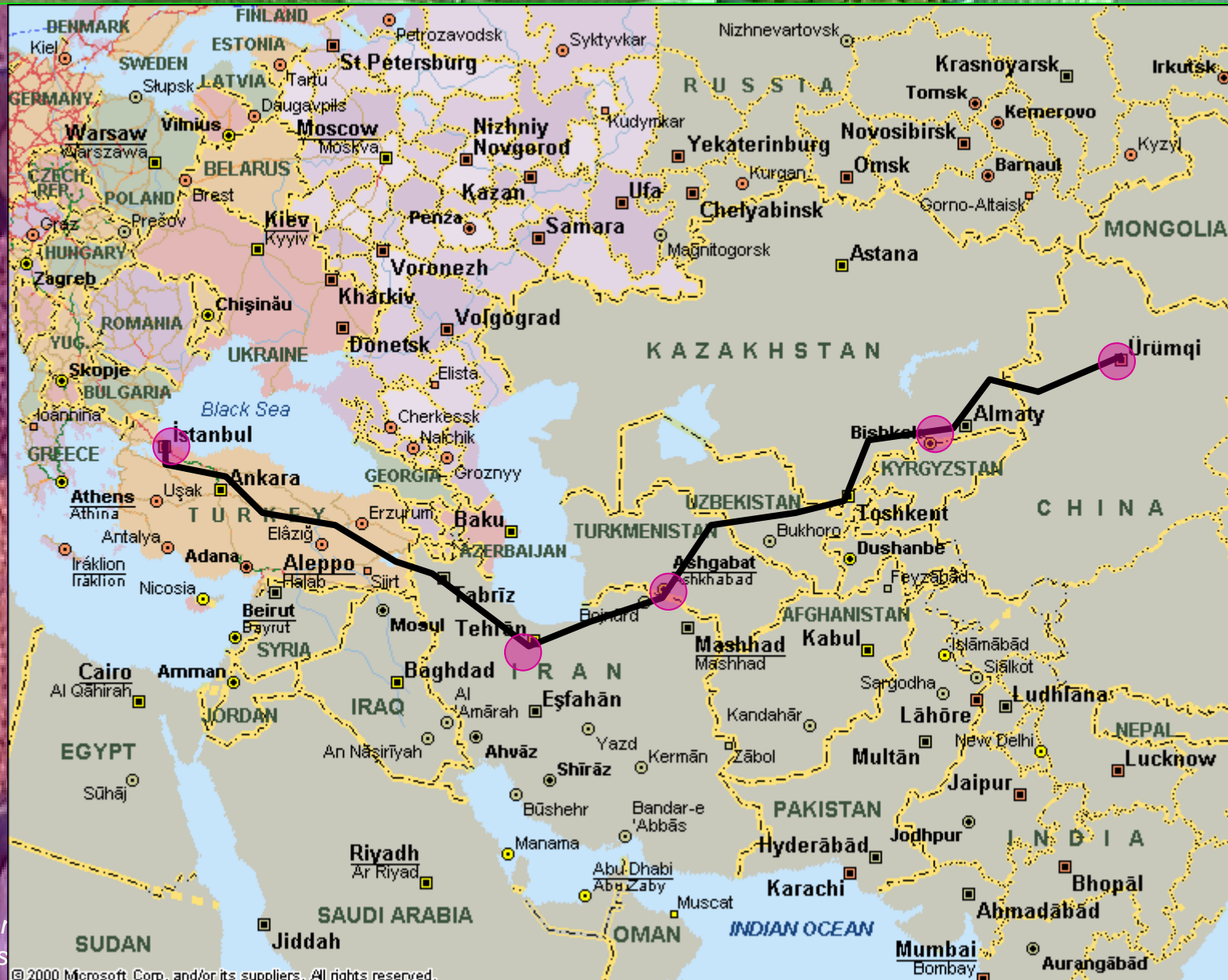
Islamabad –
Tehran –
Istanbul





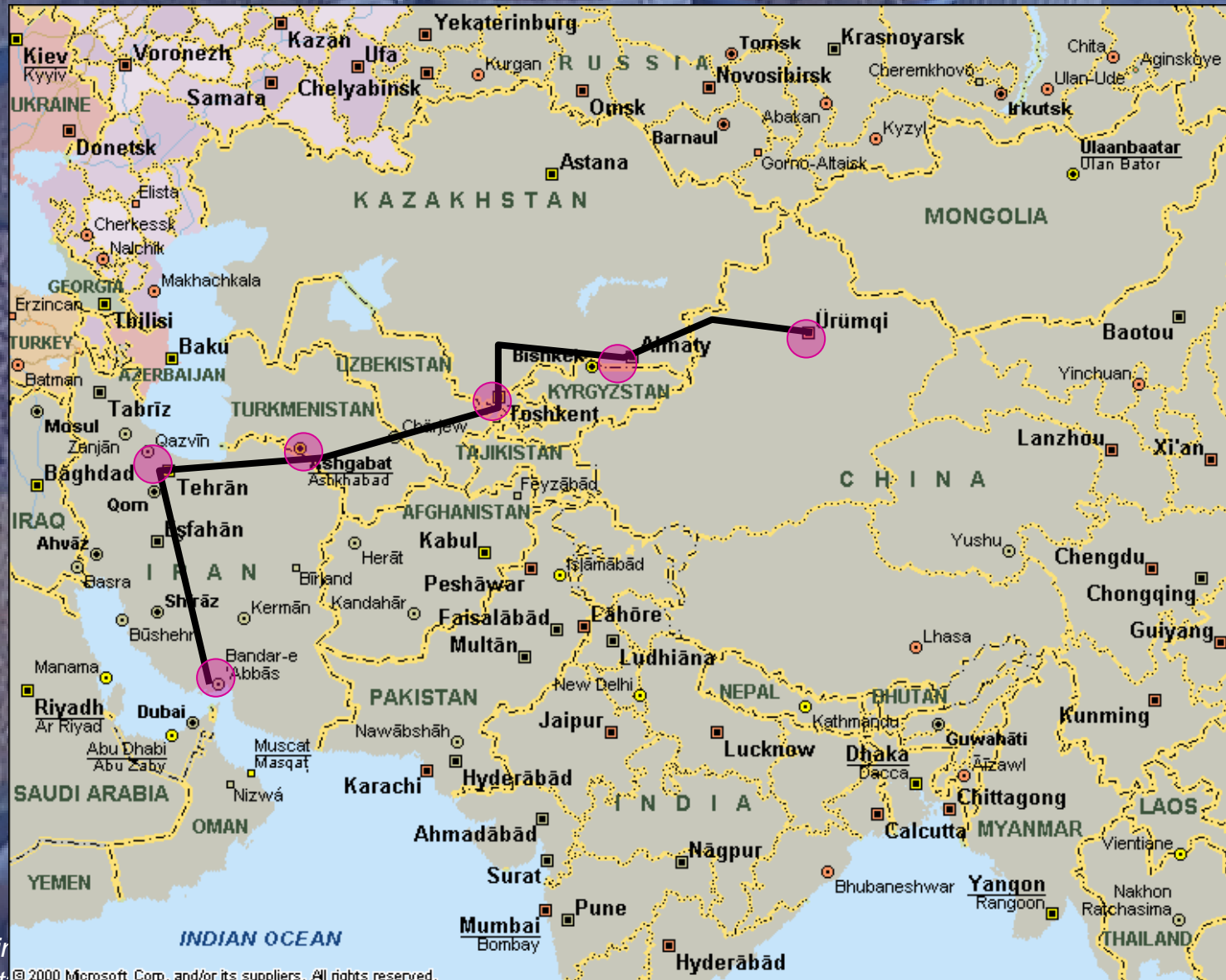
Block Trains

Urumchi –
Almaty –
Istanbul

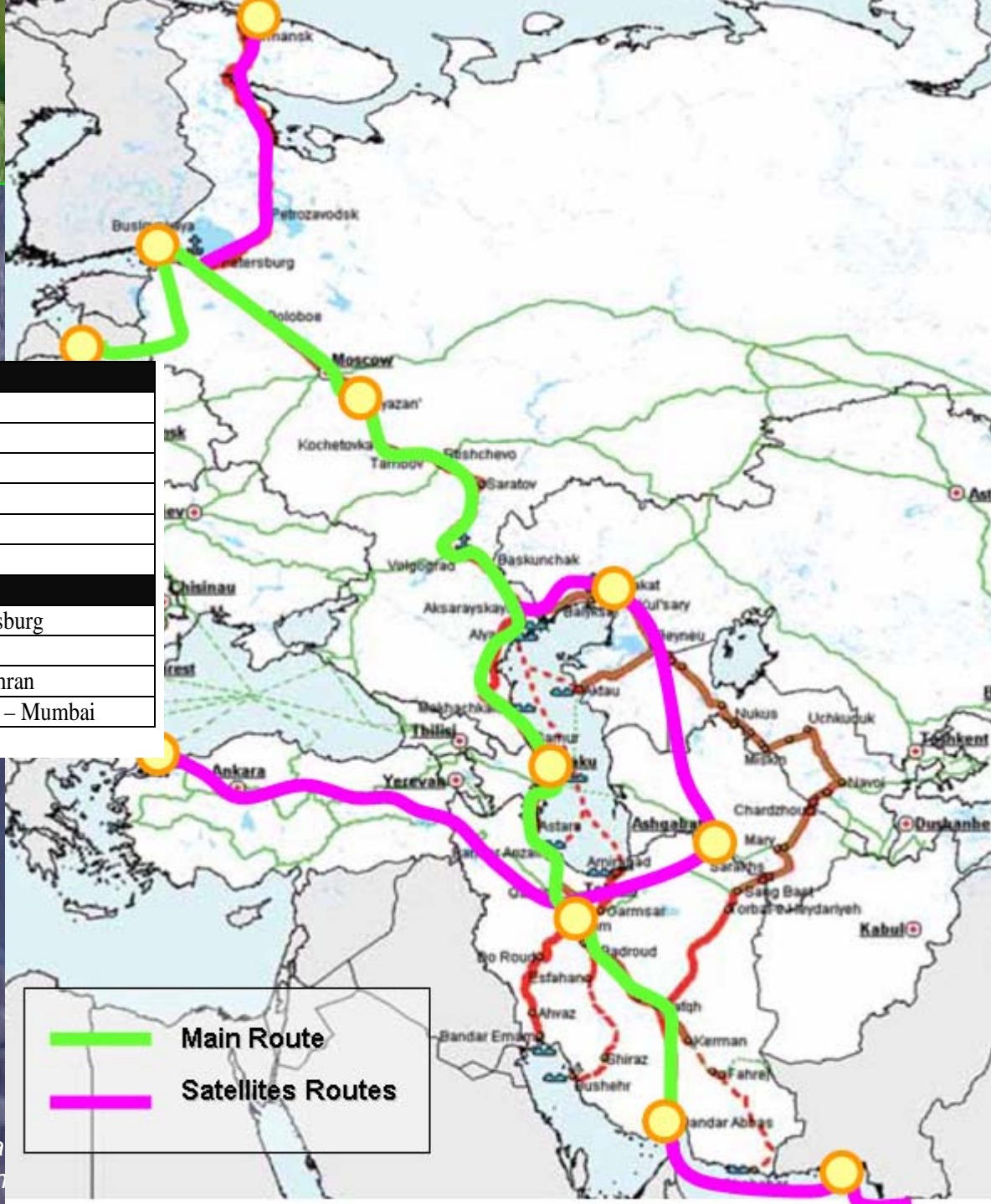


Block Trains

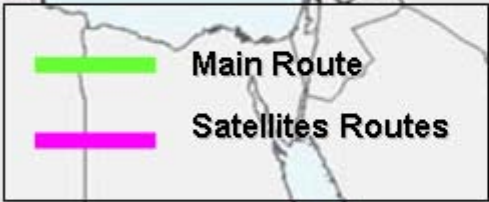
Urumchi –
Almaty –
Istanbul



EATL UNECE Project



Country	Main Route
Latvia	Riga
Russian Federation	Saint Petersburg
	Moscow
Azerbaijan	Baku
Iran	Tehran
	Bandar Abbas
Satellite Routes	
Russian Federation	Murmansk – Saint Petersburg
Turkey - Iran	Istanbul – Tehran
Kazakhstan – Turkmenistan - Iran	Beyneu – Ashgabat - Tehran
Iran – Pakistan - India	Bandar Abbas – Karachi – Mumbai



"Promoting good governance a transportation and facilitating in