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The Reach Stacker

intermodal all-rounder

COMBiLiFT

multi-use straddle carrier
with a lot of extra options

van Berkel group

starting operations
with water reach stacker

FLOYD Budapest

Hungarian gateway partner of
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Container index

handling volumes fall

International edition

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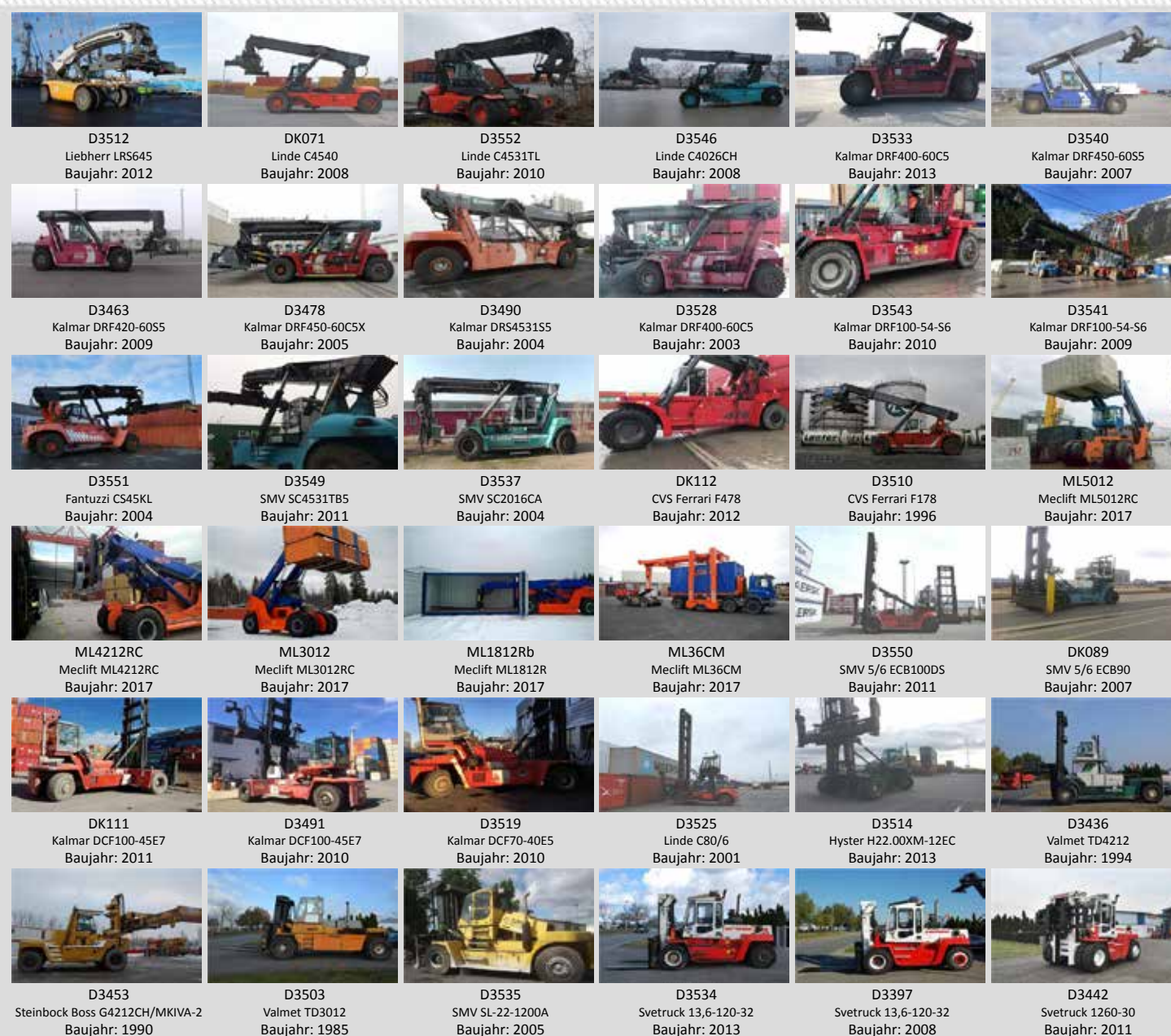
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container handling and port equipment



Editorial

Reach stackers are not only the most frequently observed container handling devices, but also a key success factor in intermodal transport. Handling of containers means very often moving weights of 20 tons and even more, which must be handled safely and quickly.

Apart from a few rail terminals, which have been designed and built spaciouly, nearly all started with a reach stacker operation, as the reach stacker is a perfect interface between rail and road transport. This means there is a thriving market for used reach stackers, which is a perfect solution for starting terminals, looking to build up their volumes with minimal investment. The second-hand reach stacker is therefore an important contributor to future success.

The expansion of intermodal barge shipping (outside the river Rhine corridor) to the smaller and canalized waterways, has led to the demand for a water reach stacker, a reach stacker with tri-modal handling functionality: rail (train), road (truck), water (barge).

The introduction of the water reach stacker for water-side handling has led to several water-side terminal initiatives, which perhaps would not have been started without this option or at least not until much later. Along with inland barging, the introduction of the water reach stacker has resulted in attractive freight rates to and from the sea ports.

Thanks to adapters between boom and spreader and/or under the spreader, the downward reach of the reach stacker is extended allowing effective water-side handling but also increasing rail handling options.

As well as the advantages, however, there are disadvantages. Depending on the location of the terminal and the space available, and taking into account start-up costs, optimal handling workload as well as the permissible exposure limit, when compared to a portal crane operation, the competitive opportunity for reach stacker operations may be limited.

Jos W. Denis





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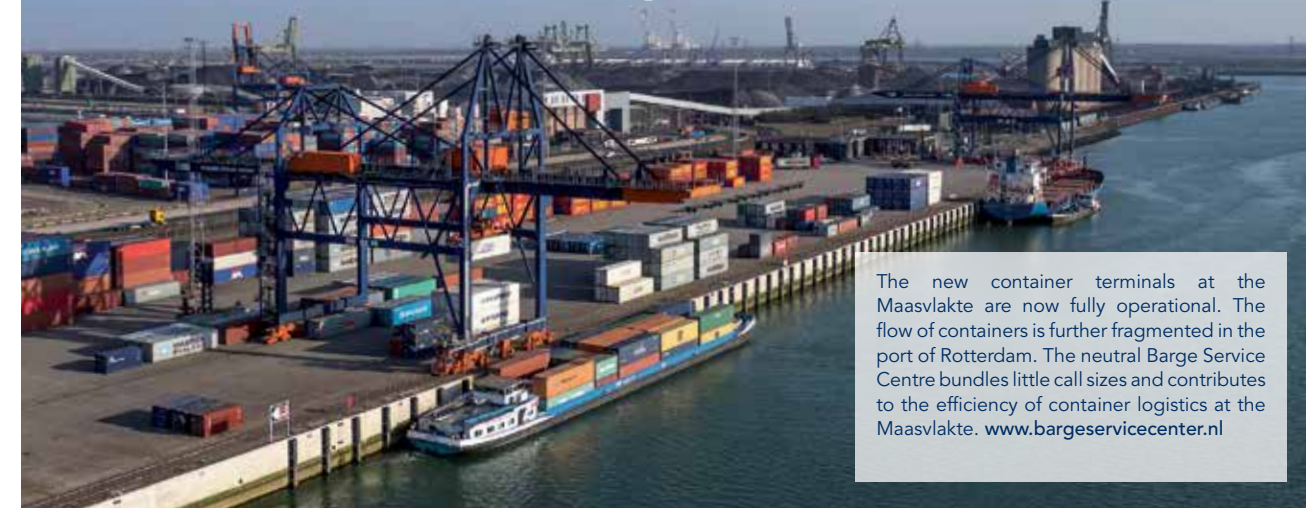
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Intermodal container handling



The Reach Stacker: an all-rounder!

We consider the advantages and disadvantages of this method of volume handling at both rail-side and waterside terminals

Europe is home to about 750 inland container terminals (BOX intermodal map, edition 4.0 2017, whole Europe). Each one is unique but many have faced similar challenges and common patterns of development and growth.

The business model for a self-financed inland container terminal sees initial poor but steadily growing volumes alongside the permanent need for investment (or rental solutions). This can cause considerable economic stress, offset only by a high level of creativity.

The handling methods in each location, depicted in the pictures below, are never completely identical, but in the early stages of development there are more similarities.

Only a few straddle carriers

So far straddle carriers have been used only twice on inland terminals, in Stürzelberg and Duisburg; in Stürzelberg it was a second hand device and in Duisburg a complete squadron of new devices. We included it in the series of pictures out of curiosity. Long before the end of their depreciation period the machines in Duis-

burg have been "disposed of", because of high operational costs (direct and indirect), which deflated the operator, unless the highly publicly funded investments.

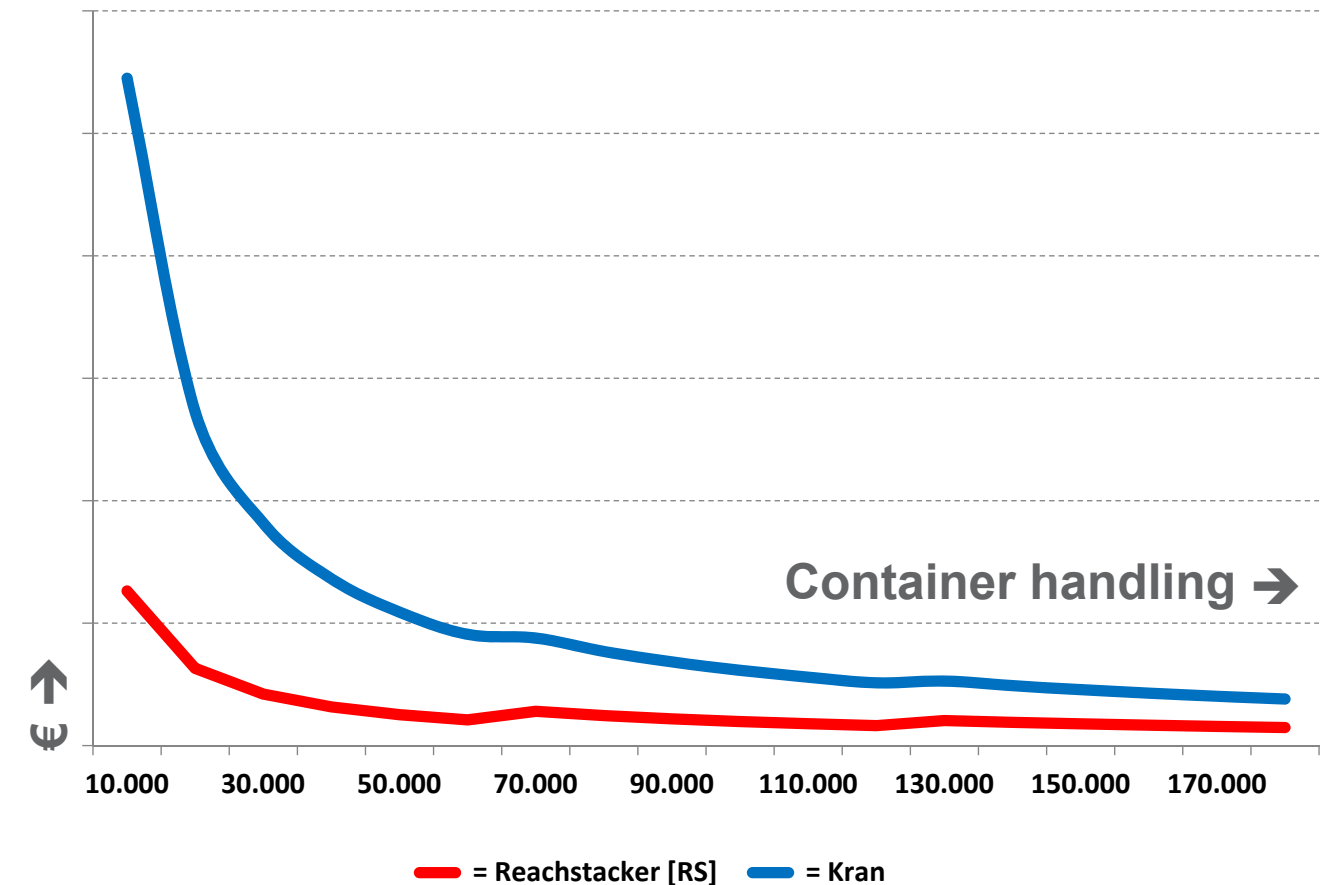
Portal crane as target

At the end of the developing period, with a steady growth of container volumes, the portal crane enters into operation for either rail-side or water-side handling. The efficiency of this handling technique easily out-performs alternatives and is the most desired solution for higher volumes.

Comparing unit costs of reach stacker and portal crane handling, leaving aside the difference in investment, the reach stacker has the economic preference for operations up to 50,000 handlings a year.

Clear winner

But even in the case of higher volumes the reach stacker remains the winner (1 device in 1-shift, 2-shift or 3-shift operations), however with the important restriction, that only the middle third

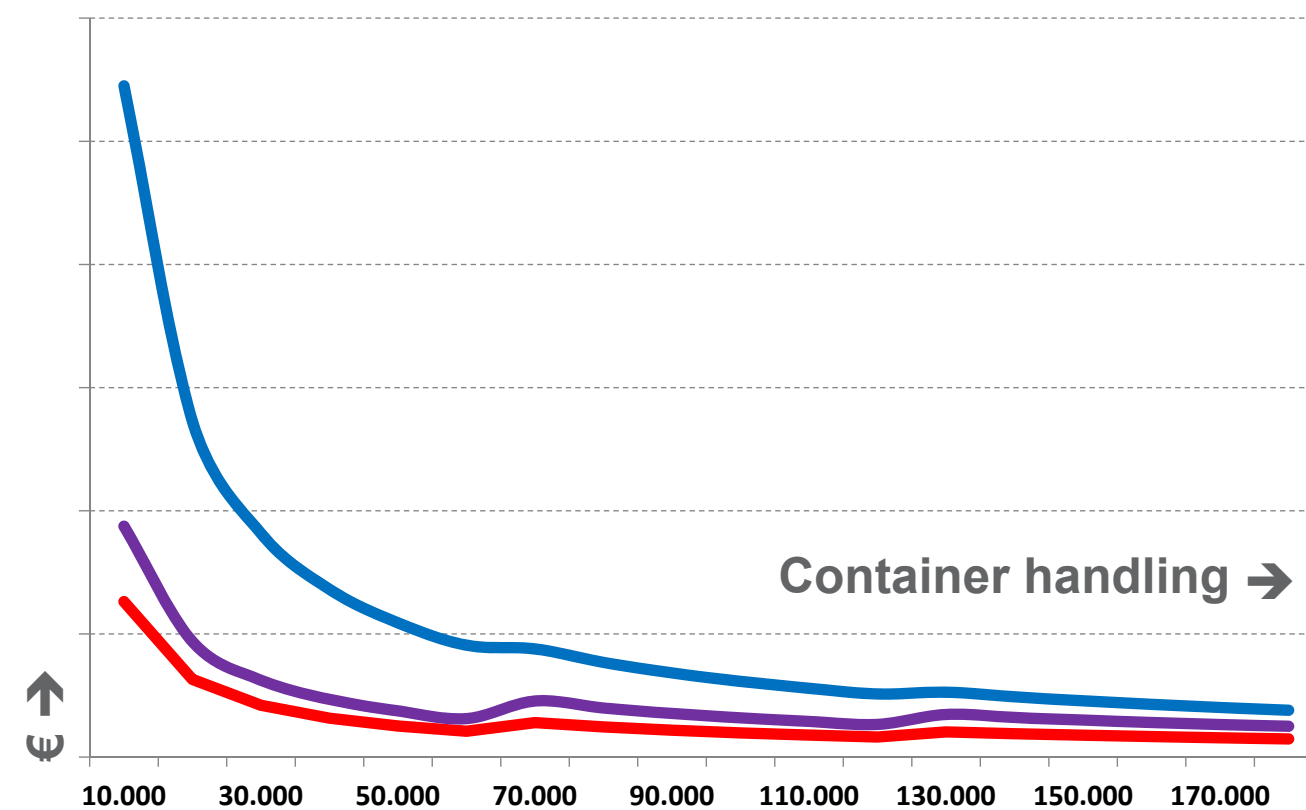
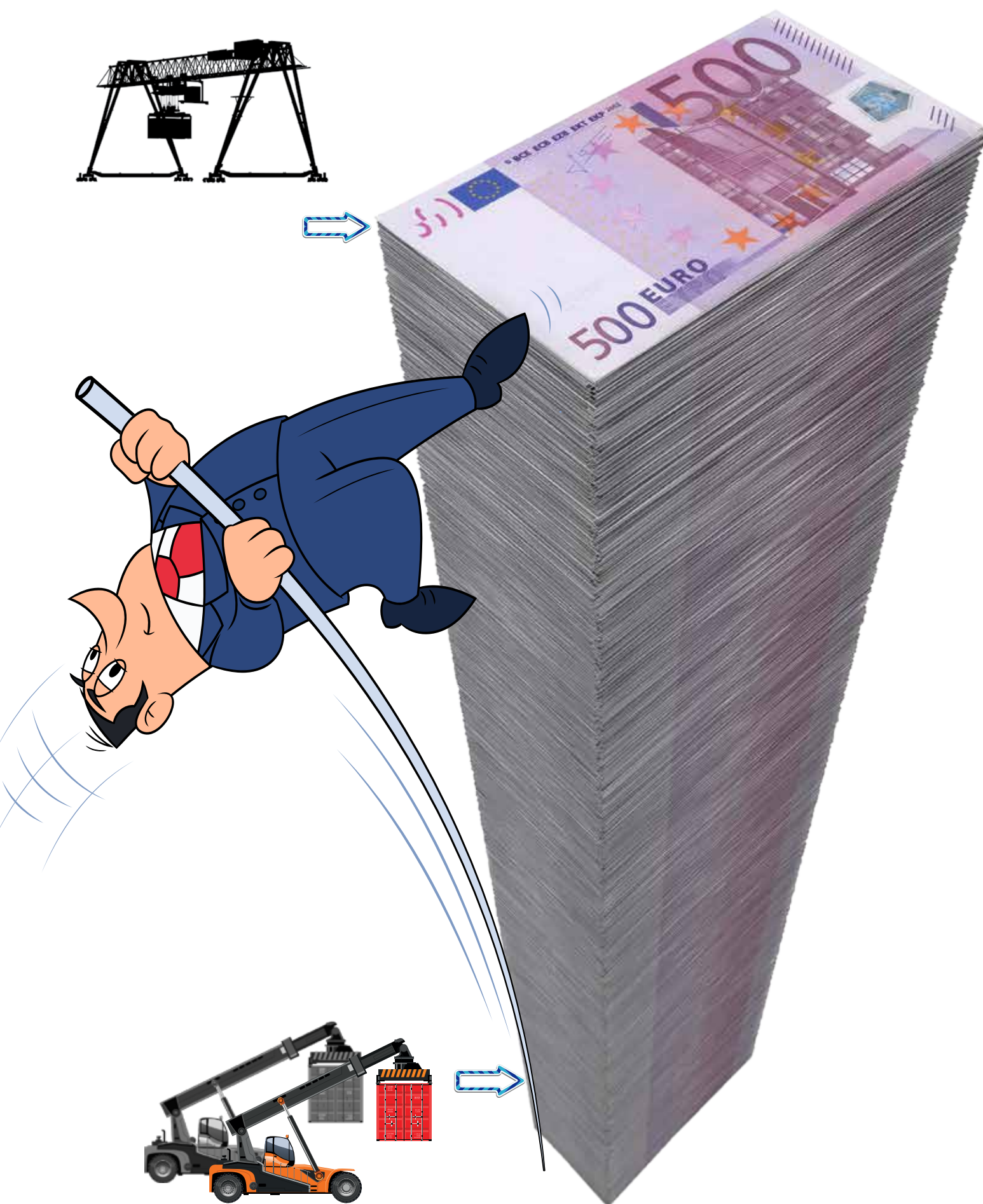


in the graphic illustration can be seen as the operational optimum for the reach stacker. In the left third of the graphic the device is not working to capacity and in the right third the machine has definitely been overloaded. The values in the right third are therefore theoretical and not realistic in practice.

Complete use of the terminal area

The portal crane is able to use the complete terminal area for parking containers within its coverage, which is only limited by both rail tracks on which the crane moves.

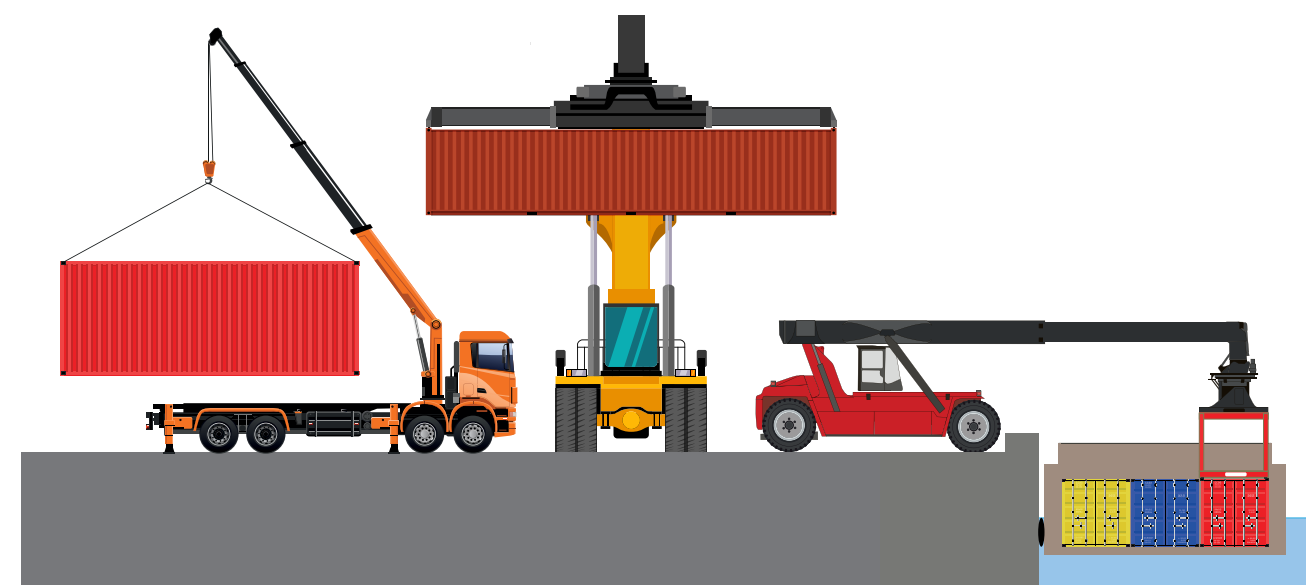


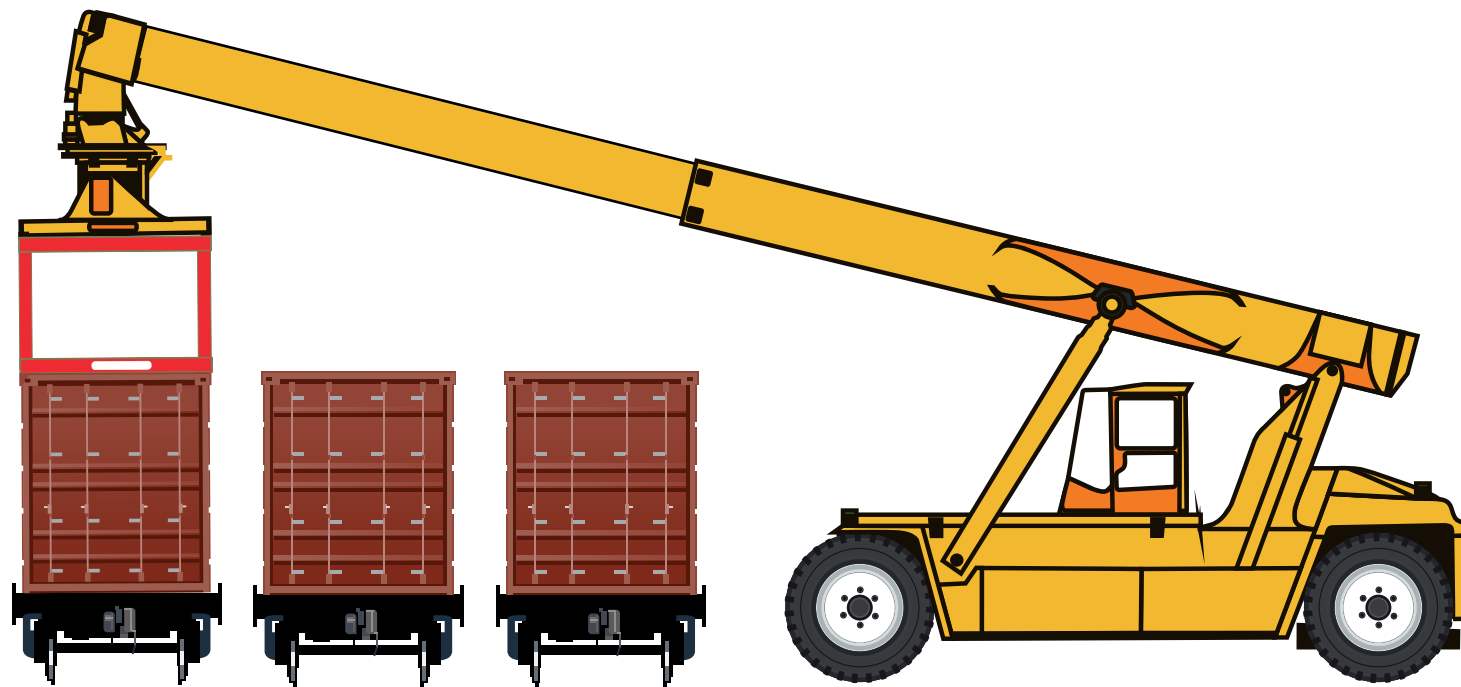


— = RS exkl. Flächenaspekt — = Kran — = RS mit Delta vom Flächenaspekt

The block stowage of containers can be greater than is possible with reach stacker, as the portal crane works from the upside of the block. The reach stacker needs wide driveways (40' or 45') over the full length of the terminal and often with driveways parallel with the same dimensions.

These manoeuvre spaces can compromise the stacking capacity of a terminal. Depending on the layout of the terminal up to 50% of the surface maybe useless for stacking of containers because of the driveways.

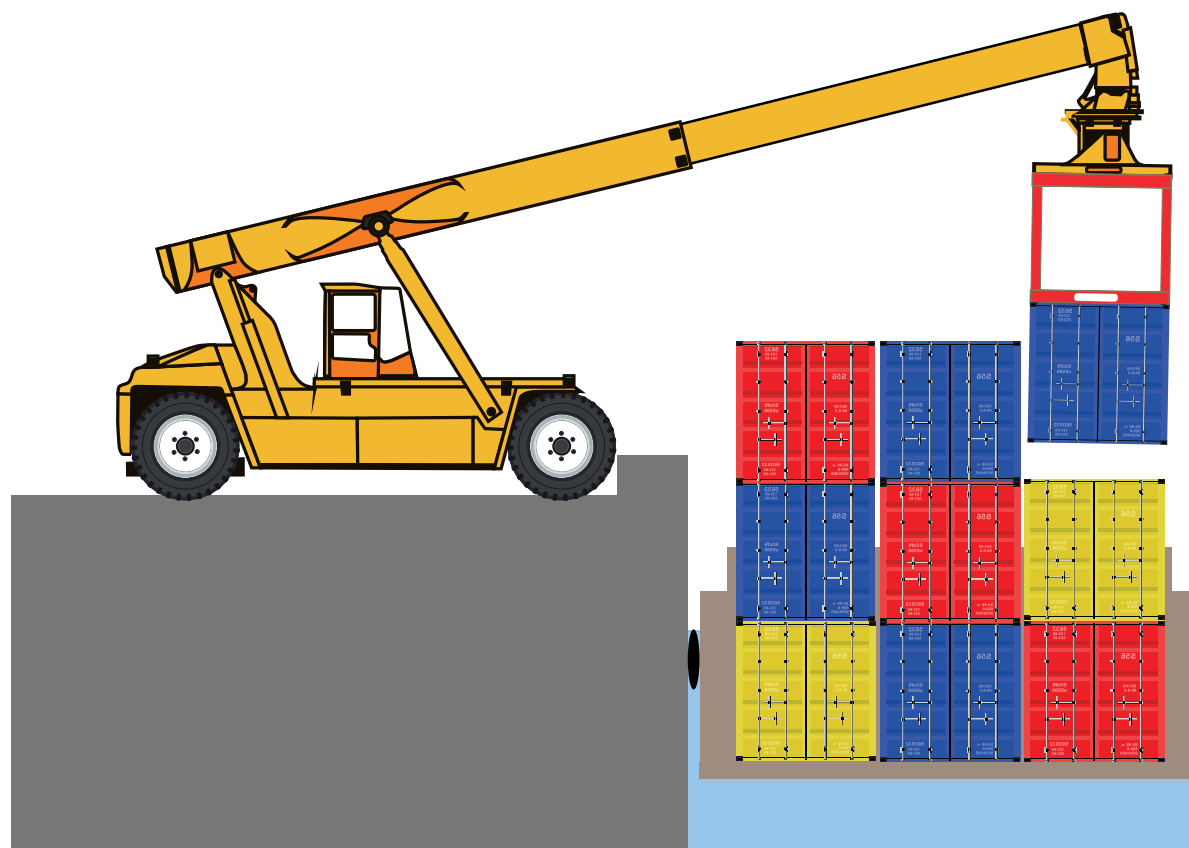




Surface costs

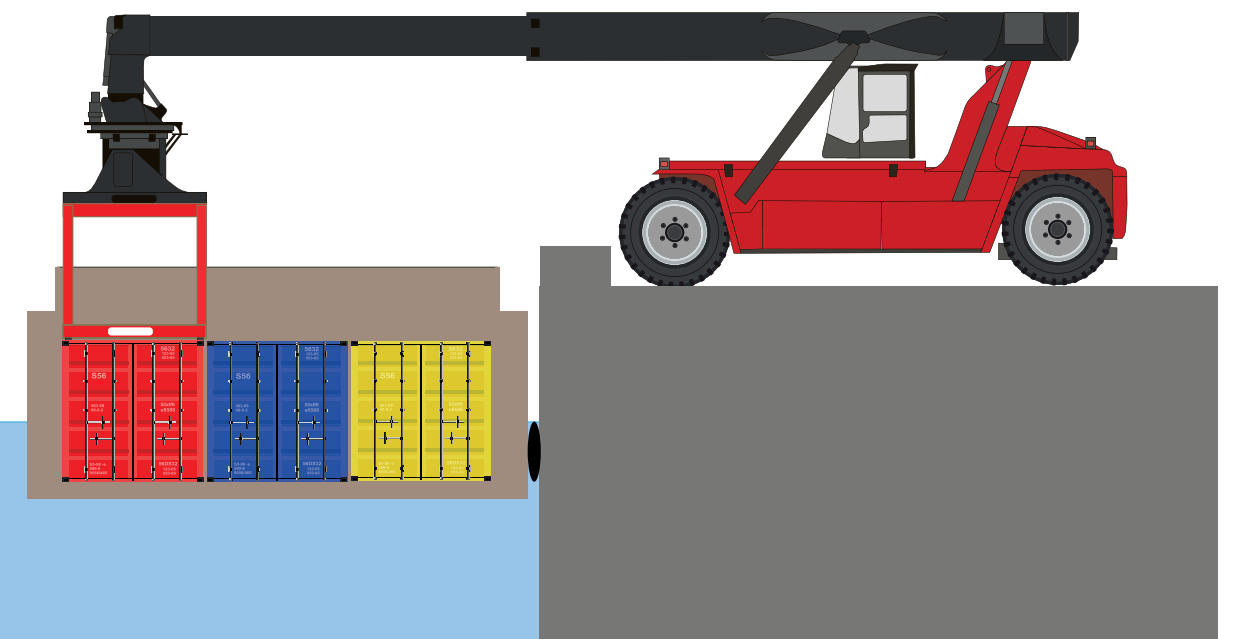
The cost of surface treatment of the terminal is also a factor when comparing the two handling

systems. A portal crane, moves on rails on a concrete crane track, which when necessary can be modified for less cost compared to the preparation of the surface of terminals for reach stacker



operations, where wheel pressure, weights, load transfer must be taken into account. The second graph shows the reach stacker operation taking into account these cost-pushing factors. Not only

is the result worse for the reach stacker operation, but it is also worth noting that in the right third of the graph are really theoretical (so unrealistic) than in the first presentation.





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Marco Levermann
General manager
Hinrichs-Stapler.de

We have always a range of used reach stackers on sale and we serve several groups of customers. Our most important group of customers in Germany is active in the field of intermodal transport, which underlines once more the interface function of the reach stacker.

A clear trend shows that more and more reach stackers are being operated in the field of steel coils and heavy lifts. The majority of the used reach stackers are being sold abroad and equally for port and intermodal activities.

Water reach stacker

The development of the reach stacker for waterside handling, started with the penetration of inland terminals along the canalized waterways. For DUK in Dörpen, SMV designed the Longstar: the first water reach stacker (or to be precise the first trimodal reach stacker).

Fantuzzi and CVS Ferrari followed later with their own machines, while SMV was already designing and introducing an improved, mainly smaller, device.

Since then the popularity of this device has been growing steadily together with the continuous development of new container terminals especially along the smaller waterways.



Lowering the reaching window

The container spreader normally hangs on the rotating assembly directly at the end of the boom. On the first water reach stackers an adapter was put between the boom and the rotating assembly, to allow the device to lower enough to reach containers standing in barges under the wheel level of the reach stacker.

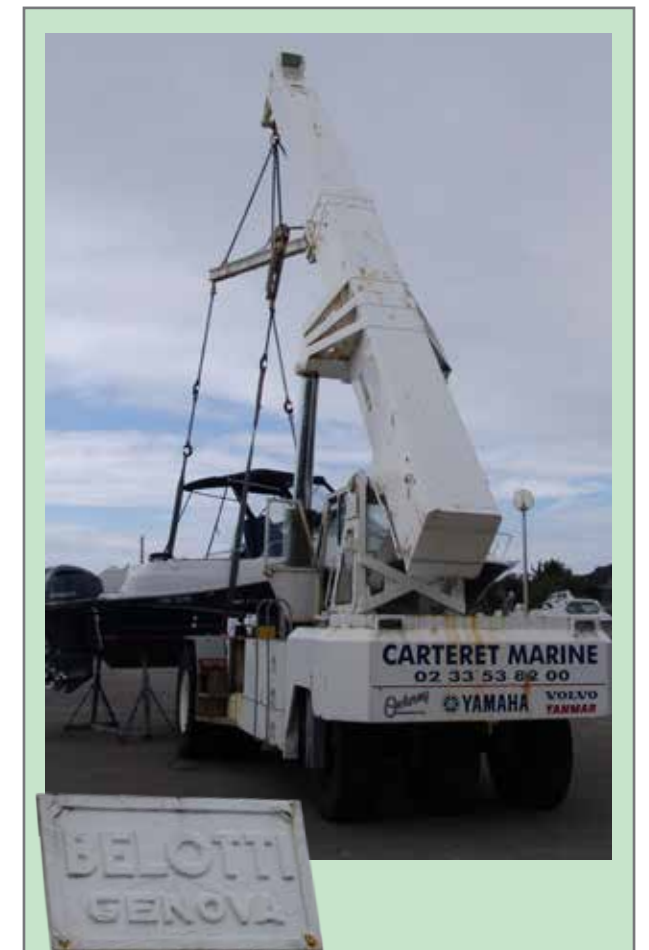
In many cases this adapter is not enough and the spreader of the water reach stacker is connected with an over height spreader to lower the handling window even more. This combination (adapter and over height spreader) is also suitable for multi-track rail handling (and of course for the handling of open top containers with over height cargo).

Rivers with varying water levels are unlikely to be suitable for the water reach stacker, because the fall of the water level is often greater than the already extended reach of the device.

When project cargo or heavy lifts are not required, the technique used with the water reach stacker (with adapter and over height spreader) offers an opportunity for trimodal handling with this device.

There is a steady availability of used machines and the reach stacker in the trimodal version is the most preferred device for non publicly funded start-up terminals.

Jos W. Denis



What is the lifespan of a reach stacker?

Reach stackers are still popular even long after their exhausting container careers. In the marina of Carteret (Normandy, France) once I saw a more or less historic BELOTTI device still doing its job there: moving ships into the water or taking them out at high tide. During my next visit there I will try to find out the building year of this good old boy.







Boxing clever

Any operation that handles containers or similarly oversized loads needs to ensure that these can be lifted and moved around in the safest, most efficient and cost effective way possible.

Combilift, the Irish manufacturer of a wide range of customised handling solutions, turned its attention to the container handling market just over six years ago.

The company soon realised that there was a better solution to the conventional methods available and launched its first Straddle Carrier in 2010. There are now hundreds of these clever machines working around the world, making life a whole lot easier for companies both large and small.

COMBiLiFT
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Established 1998

Combilift was established in 1998 and made its mark by manufacturing the world's first IC engine powered, all-wheel drive multi-directional forklift, the Combilift C4000, designed for the safe and space saving handling of long and bulky loads. It has since developed a wide portfolio of MHE, from small walk behind stacker trucks to the Combi-SCs which can lift loads of 80t and more. Combilift exports to over 75 countries and has sold in excess of 32,000 units.



Combi-SC standard

Martin McVicar, co-founder and MD of Combilift, explains the rationale behind the R&D which led to the launch of the Combi-SC: "We saw that companies using reach stackers, mobile cranes or heavy handling forklifts could substantially improve operations if they had a more economical and flexible machine to hand. The Combi-SC offers complete independence when moving very large fully laden containers around sites and loading on and off HGVs. Even operations handling just a few containers a week see a very quick return on their investment."

Lightweight and economical

A major advantage of the Combi-SC is its much lighter unladen weight compared to heavy duty forklifts capable of lifting comparable loads. A counterbalance truck which can handle a 40t container for example, will weigh at least 60 tonnes, resulting in a total of 100 tonnes on the front axle when loaded. Weighing in at around

16t or less depending on the specific model, the greatly reduced ground pressure of the Combi-SC and its large flotation tyres enables it to work on poor and semi rough terrain, avoiding the need for costly investment on ground resurfacing or improvement, with the 3-wheel configuration proving to be eminently suitable for uneven and bumpy conditions. The machine's low weight also contributes to reduced fuel consumption and less wear and tear on components for an economical operation.

No need for crane hire

Many customers cite the ability of the Combi-SC to replace cranes for loading/offloading containers as a major factor for flexibility and cost savings. Rostock based Eillogistik, which offers a wide range of services such as express freight, transport management and the packing and emptying of sea containers, used to spend around €35,000 a year to hire a crane for just 5 days a month. MD Marco Broening says: "As



Combi-SC telescopic

well as the costs, we had to make sure we synchronised the arrival of HGVs and at times this was just not possible. Having the Combi-SC permanently on hand gives us a much higher level of flexibility, which is also much better for our customers. With hindsight we should have got a Combi-SC a long time ago! The high costs of crane hire are a thing of the past."

"The investment in the Combi-SC, which will be paid back very quickly, is allowing us to expand our operations." Marco Broening, MD, Eillogistik.

Recent changes to The International Maritime Organization (IMO) SOLAS legislation mean that containers are now required to have a verified weight certificate before being loaded

on to a ship. Combilift has responded to this by offering a fully compliant weight measurement system that can be fitted to the SC range which meets the new IMO requirements.

This allows the Straddle Carrier to weigh loads in real-time to an accuracy of +/- 1% effectively making it a mobile weighing system. With stainless steel load measuring pins, an interface module and a cab mounted tablet for data storage, this is the most cost effective system on the market and very economical and convenient compared to fixed weighing systems which cannot be easily relocated such as weighbridges, which also need to weigh the truck twice. Based on a business model of just 20 containers per day, 250 days per year – the Combilift solution



Combi-SC telescopic with spreader

will reduce the number of weighing procedures from 150,000 to just 5,000 per year.

Manoeuvrable and operator friendly

The 3-Wheel concept, with two wheel hydrostatic drive and synchronised hydraulic steering, makes for a manoeuvrable machine with a very small turning circle. For Imorex Shipping Services, based at the Port of Felixstowe, this has been a major advantage as it has been able to make best possible use of its relatively small yard since it took delivery of its Combi-SC and can now handle 110 TEUs a week compared with 70 with the previous system.

Before the SC's arrival a combination of heavy duty forklifts and ramps were used to unload

containers from the back of trailers, but according to MD Alan Nunn this was time consuming and restricted the size and weight of individual items that could be handled.

"We have also been able to reduce the number of our trailers from four down to three, saving outlay on insurance, fuel and maintenance as well as, of course, benefitting from the 40% increase in volume," says Alan.

"We are delighted with the machine. Since it was shipped over from Combilift's manufacturing facility in Ireland and assembled on site in just one day it has made a huge difference to our daily operations." Alan Nunn, MD, Imorex Shipping Services.





Load measuring pins front and rear



In-cab ruggedised tablet



Interface module



Safe and comfortable

Driver comfort and safety is higher on the agenda than ever and CombiLift has drawn on its experience from various markets around the world to ensure the safest possible working environment for Combi-SC operators. “Australia for example has some of the most stringent H&S guidelines in the world,” says Martin McVicar, “so we have used these as a standard. The fully automated operation of functions from within the cab means that the operator can remain in the cab and is therefore protected from the elements – whether these are strong sunlight or bitter cold. This reduces the risk of manual strain and avoids the need for working at height. The ability to stuff and destuff containers at ground level is a further benefit.”

Tailor made

CombiLift is well known for its ability to customise its products according to individual requirements

and the Combi-SCs are no exception. Available with diesel, or LP Gas power, and now also available as a remote control version, customers have a wide array of options to choose from.

These include all-wheel drive, 20' and 40' automatic top lift, a telescopic facility, snow chains, load stabilisers, camera systems and air conditioning. Simple and straightforward design incorporating standard, easily available components make the Combi-SC a very reliable workhorse which is easy and economical to service, wherever in the world it is operating.

Optimising your space

Free warehouse design is another service on offer as CombiLift MD Martin McVicar explains: “We see ourselves not just as a supplier of MHE but of complete warehouse and logistic solutions. Our team of highly qualified design engineers create warehouse layout plans using our CAD design software and 3D simulations.







These can illustrate the best possible use of available storage space and optimum material flow in any facility. We are one of just a very few companies offering a fully free of charge service - others will offer basic advice and then expect a consultant to step in to provide more details – which naturally comes at a price.”

Not just for containers

Following the introduction of the Combi-SC it quickly became apparent that its design and features made it ideal for the requirements of

any operation which manufactures and/or handles oversized loads and needs to do so safely, whilst ensuring optimum space utilisation in and around the facilities. Concrete, steel and wind turbine manufacturers, electricity pipeline suppliers and heavy duty equipment OEMs are just some examples of satisfied users of Combi-SCs.

Combilift – set for growth

Due to continued growth, Combilift is investing £40 million in a new manufacturing facility and global HQ on a 40 hectare greenfield site

in Monaghan, Ireland. The new 46,000m² factory is more than double the size of both current plants and will be fully operational by the end of 2017. Part of the SC production has already moved into a dedicated 15m high area of the building.

The multi-function facility will house a dedicated R&D building, purpose built testing areas as well as administrative offices. This expansion will create a further 200 jobs, mainly for skilled technicians and design engineers and will position Combilift to double its current output and turnover in the next five years.

Contact details



www.combilift.com

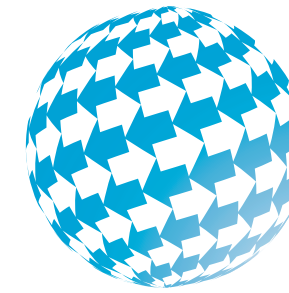


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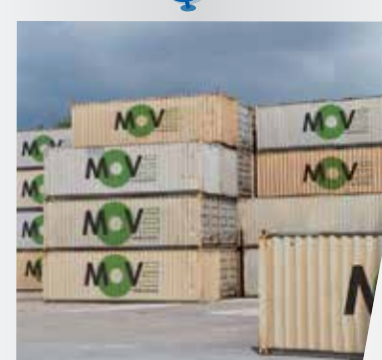
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Bright future for Veghel

Flying around over the Netherlands in the summer of 2005 to update our aerial photographs of inland container terminals, we also searched for the brand new inland terminal Veghel. Because we could not find it we called the aviation supervision, which guided us via radio straight to the tiny, just started inland container terminal. The picture from 2005 makes clear why it was not so easy to find it. But since then things have changed enormously!

Twelve years on and the inland container terminal of Veghel looks completely different: the business has developed continuously, its surface area has increased fivefold and since 2016 a brand new KÜNZ portal crane handles all those boxes replacing a water reach stacker operation. The recently





partly extended waterway, the section from Den Bosch to Veghel, also allows bigger barges to call into Veghel. Thanks to all these developments it seems likely that Veghel will continue to thrive.

The portal crane switch

So what led to the terminal to switch from the water reach stackers to a (mainly) portal crane operation? Because of the site at a canalized waterway opting for a water reach stacker operation was a natural choice for the start up: loads from both barge and truck could be handled, and rail is not an issue in Veghel. However, as can

be seen clearly on the photograph from 2005, the water reach stacker operation consumes a reasonable share of the available surface because of the driveways and the space absorbing shunts. This reduces container stacking space. As business grew more space was needed but the added extra space was always partly absorbed by the necessary driveways. After some time, 12 years to be precise, expansion opportunities in terms of surface area were exhausted, threatening any further business development. Being able to use the driveways of the water reach stackers as additional stacking area would increase the stacking capacity, but it also meant also the investment in a portal crane.

Comparing costs

The graphics on pages 9 and 11 compare the system costs for both portal crane and reach stacker operations for inland container terminal. The two operations are comparable as soon as the container handling volumes have reached certain levels.

However, it was not just cost but cost-performance considerations which led to the switch to a portal crane solution from KÜNZ. In the development of the portal crane the van Berkel group applied their whole logistic experience in order to optimize the crane design and to minimize

the subsequent maintenance costs, for example taking into account the reduction of wind sensitivity and reducing the wear during crane drive by choosing a different wheel design.

With the KÜNZ portal crane Veghel is able to realise further growth on the same terminal surface while at the same time delay the need for additional satellite terminals for empty containers.

Van Berkel Logistics

The Van Berkel Logistics company was founded in 2005, as a result of the participation of the



Van Berkel Group in the Inland Terminal Veghel. The Van Berkel Group itself is family enterprise from North-Brabant, which has developed since its foundation in 1955 into a diversified and flexible service provider with over 140 employees at eight locations.

The logistics connector

Van Berkel Logistics is the connecting link between barge and road transport and brands itself as a full service logistic provider in the intermodal transport sector. This method of transport is characterised by customer focus and cost efficiency and is attractive because of its reliability, punctuality and pricing. Further benefits





are the uncongested waterways and sustainability. Van Berkel Logistics organizes the complete transport chain from the sea port to the receiver or vice versa from the shipper to the sea port, eventually to be combined with additional forwarder services, such as storage, stuffing and stripping, gas measurement, fixing of liner bags, loading of bulk goods into containers and other requested services.

Terminals in Veghel and Cuijk

Van Berkel Logistics manages two inland container terminals: Inland Terminal Veghel and Inland Terminal Cuijk. Both terminals are connected with the sea ports Rotterdam and Antwerp with regular barge services. With own vehicle fleets at both locations the last-mile transportation is being carried out via the road.

This makes the terminals important connecting points in the intermodal transport chain.

Veghel

The Inland Terminal Veghel (AEO certified) is located along the Zuid-Willemsvaart with a connection to the highway A50 and has developed into one of the most important intermodal inter-

faces in the heart of east Brabant. The terminal, as regional junction, has a quay length of 500 meters, 55,000 m² container stacking area and a brand new portal crane. With also 54 reefer connections the terminal is perfectly equipped for the storage of reefer containers. The daily sailing to the Rotterdam Shortsea Terminal guarantees a reliable connection to a lot of European destinations.



Cuijk

Inland Terminal Cuijk has a central position along the river Maas as well as along the highway A73 and because of that a penetration area from Nijmegen up to Venlo.

Via the A77 the German Ruhr area as well as the state of Nordrhein-Westfalia is perfectly reachable. The terminal has a quay length of 200 meters and 20,000 m² container stacking area and 16 reefer connections.

KÜNZ

The Austrian based company was founded in 1932 by Hans Künz and is still a wholly family

owned company. Künz started out manufacturing tower cranes, then focused on container cranes - so-called RMGs - mainly for intermodal terminals and river ports in the early 70s. Künz is now a market leader in Europe and North America, thanks to its technical know-how, experience and high-end crane quality.

With automation being more and more important nowadays, Künz has received large orders for automated stacking cranes (ASC) as well.

Other strengths are the company's ability to control the whole process from design, production, assembly and commissioning as well as its innovation to provide customers with the best solution for their terminal.



Künz is also a worldwide well-known manufacturer of hydropower plant equipment. It employs approximately 400 people, a quarter of whom are engineers.

Innovation and know-how

Künz always aims to improve its container cranes. The latest innovation that Künz has successfully implemented is the aerodynamic mono-girder which can be used for river port cranes, regular container cranes in intermodal facilities or stacking cranes.

This totally new design offers

- less wind resistance which leads to
- a lower energy consumption (up to 30%)
- fewer and smaller sized components
- lower wheel load (lower wear of wheels and rails)
- a lighter high-performance crane with lower impact on the infrastructure

The c_f (shape coefficient of wind surface) of the aerodynamic girder is approximately 0.5 which is four times less than the those of a conventional square box girder! This innovative technology has an impact on other parts of the crane like the portal or trolley which is suspended. If we consider now the container crane in its whole (portal + aerodynamic girder + trolley) that means up to 50% less surface exposed to the wind!

The directional travelling mechanism, successfully implemented on all Künz container cranes since 2007, also gives enormous benefits to customers. The lifespan of the crane wheels is affected by

- the crane's misalignment during travelling due to skewing forces
- the rail track and crane tolerance (rails alignment)
- influences from sun, wind, etc.



The Künz travelling unit automatically swivels around a vertical pivot axle which leads to

- lower horizontal forces
- optimal alignment (vertical and horizontal) to
- the crane's rail track even in case of irregularity
- better transmission of forces due to arrangement of the side rollers
- maintenance free mechanical technology
- less wear and so longer lifetime of wheels and rails

Simple mechanical travelling gear connection featuring

- maintenance free connection between bo-

gies and travelling gear

- fast and easy maintenance of connection between travelling gear and wheel
- fast and easy disassembly even in after many years of operation

These features are under Künz patent.

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Undercover of the night

Photographer Leo Adank finds beauty amongst the lights and activity of the nocturnal world of industry.

Businessman by day, Leo Adank is on the management team at Etteplan in Best, near Eindhoven, in the Netherlands, responsible for sales. By night, however, he takes on a whole new persona. In his spare time Leo Adank is a photographer, with a passion for shooting at night. As dusk falls he hangs up his briefcase and grabs his camera bag and heads out. Since 2008 he has been hired by a range of companies, to capture nightly industrial activities with his camera. Leo uses his experience in logistics to see the hidden beauty in the nocturnal industrial and logistical processes which are rarely seen in this way by members of the public. He has 30 years of experience as an entrepreneur and service

provider for manufacturers, products and in-plant flow of operations. His current day job is with Etteplan, a Finnish company involved in engineering, IOT (smart devices and embedded software) as well as in the production of technical documentation and bringing these services to the global market.

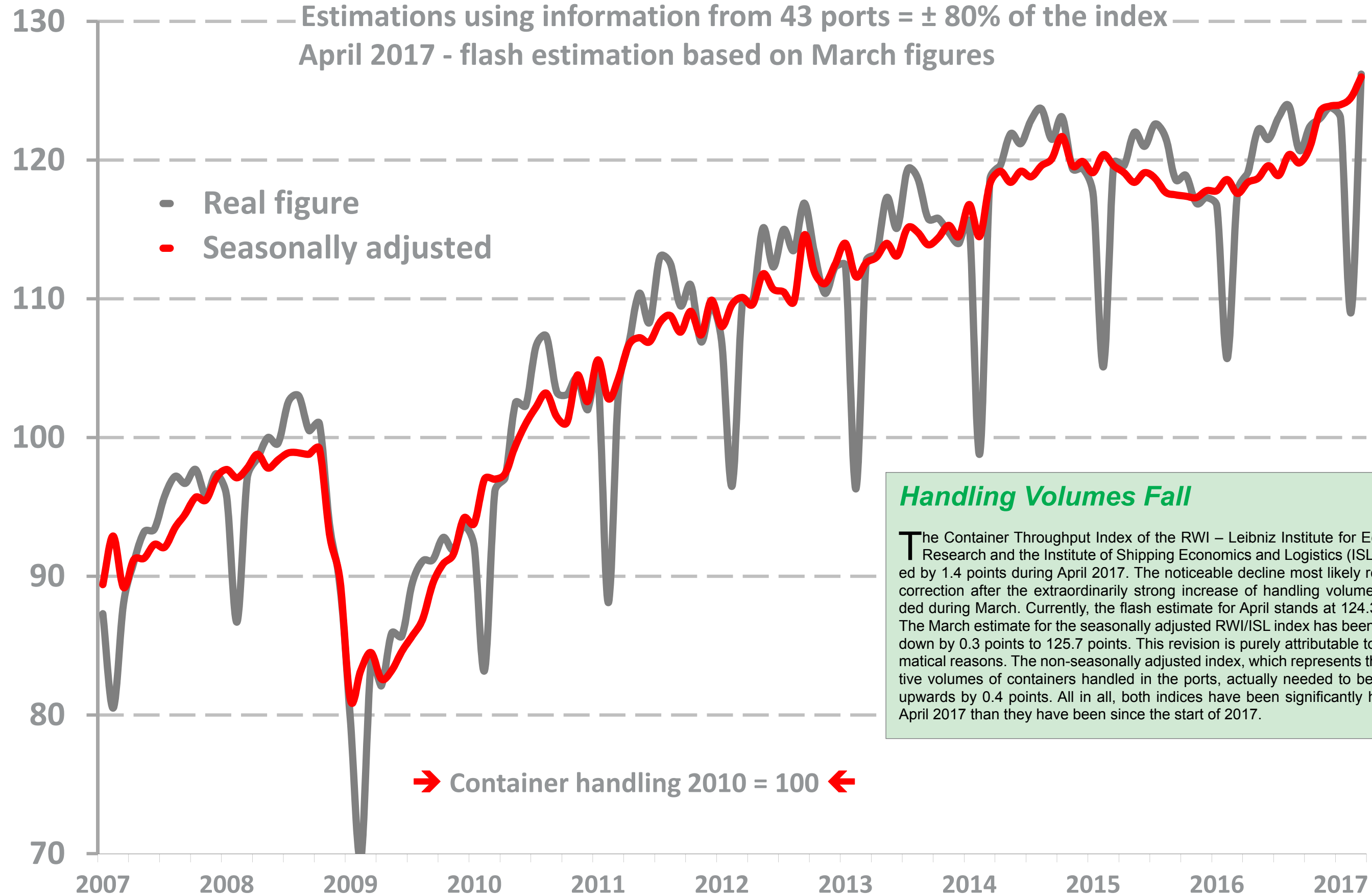
But his creativity is really allowed to shine when, with the eye of an expert, he freezes the illuminated, colourful and fascinating activities he sees, leading the eye masterly to the action where for a moment reality meet the surreal.

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RWI-ISL container handling index

Estimations using information from 43 ports = $\pm 80\%$ of the index
April 2017 - flash estimation based on March figures



Handling Volumes Fall

The Container Throughput Index of the RWI – Leibniz Institute for Economic Research and the Institute of Shipping Economics and Logistics (ISL) declined by 1.4 points during April 2017. The noticeable decline most likely reflects a correction after the extraordinarily strong increase of handling volumes recorded during March. Currently, the flash estimate for April stands at 124.3 points. The March estimate for the seasonally adjusted RWI/ISL index has been revised down by 0.3 points to 125.7 points. This revision is purely attributable to mathematical reasons. The non-seasonally adjusted index, which represents the effective volumes of containers handled in the ports, actually needed to be revised upwards by 0.4 points. All in all, both indices have been significantly higher in April 2017 than they have been since the start of 2017.



All from a single source

Since the 1990s EUROGATE Intermodal (EGIM), a subsidiary of the EUROGATE Group, the biggest container operator in Europe, has been providing tailor-made intermodal solutions for container shipment.

EUROGATE intermodal (EGIM)

EGIM, the first private rail operator to have provided container services between the German North Sea ports and the German hinterland, is now one of the most reliable operators in the combined-transport industry. Along with national transport services, the block-train services

from Bremerhaven and Hamburg to Budapest and Nyirbator, the industrial regions of Hungary, are a major factor in the success of the EGIM network

Full trains run in just 27 hours, without a change of locomotive, on the 1,400 km route, produced by the two rail-transport operators boxXpress.

hu and FLOYD. In a partnership of many years' standing with I.C.E. Transport Hungary Kft, EGIM also sets the standards for container provision in Hungary and its surrounding region.

I.C.E. Transport Hungary Kft EGIM's Hungarian partner!

I.C.E. Transport Hungary Kft was founded in Hungary in 1996 and has been EGIM's Hungarian agent for 15 years. The close collaboration of the two companies is founded above all on their operating and marketing strategy for services to their Hungarian customers, which consist mainly

of shipping lines and logistics providers. I.C.E. markets container capacity on the block trains and handles both orders and provision on a daily basis directly with its colleagues in Hamburg. In this way capacity utilisation of trains is optimised and the best possible transit times guaranteed. The most modern electric locomotives and fixed wagon sets ensure high standards of quality.

Customer oriented

I.C.E. is oriented at all times towards its customers and advises them personally. Its strategy likewise includes the acquisition of new custo-



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mers and the elaboration of new transport options, to reflect needs and requirements, designed as far as possible for long-term customer relations.

One of its currently most important projects comprises sales and marketing for the newly opened terminal in Nyírbátor.

Via this terminal a direct rail link has been established recently between eastern Hungary and the North German seaports. At the same time I.C.E. is offering its customers a green alternative to road transport, in which 45' pallet-wide containers can likewise be carried on this corridor.

USA and Canada as specific market

The specific market for I.C.E. Transport Hungary Kft. is that of the USA and Canada. I.C.E. is one of the first Hungarian non-vessel operating common carriers (NVOCCs) to have specialised in FCL container shipments on the North Atlantic. The headquarters of I.C.E. Transport Co. Inc. are in New Jersey. In this way it is pos-

sible to offer local customers a broad range of freight-transport services, all of the company's own making. A broad network of agents and members of the I.C.E. Group makes it possible to offer shipment of cargoes with all service requirements and to all seaports world-wide.

FLOYD Zrt The facts speak for themselves!

FLOYDS Zrt. gained its operating licence in 2004, in the wake of the liberalisation of the European railways. This meant it was the first private railway company in Hungary and was founded to offer rail services in Hungary and in central and eastern Europe. Liberalisation made possible not only the foundation of new railway companies, but also a more rapid growth of traffic; this applied likewise to FLOYD. Along with domestic orders, the company increasingly found a response in other European countries.

Thus the company was able to provide and expand its traction services in markets in Serbia, Croatia, Slovenia, Romania, Slovakia, the Czech Republic, Austria, Germany and the Netherlands.

Milestones in development

In 2008 the EUROGATE Group (as stated above) took a shareholding in FLOYD Zrt.

In 2008 EUROGATE Intermodal GmbH acquired a majority shareholding of 64%, so that since then the company has continued its work as a member of a major international group. At the same time I.C.E. Holding Kft. took a 36% share in the company.

In 2012 FLOYD acquired its Austrian railway-safety licence and thus permission to carry traffic on Austrian routes.

By its own efforts and with reliable partners

While in Hungary FLOYD relies on its own resources, the company works in neighbouring countries with reliable partners among the railway operators.

The principal activity of FLOYD is the traction of the boxXpress.hu container trains on Hun-

garian and Austrian territory. Both the licence for the two countries and the collaboration with partners ensures a smooth and punctual transport service.

Because they have a comprehensive training, the company's own locomotive drivers can carry out the necessary inspections and any shunting work on their own initiative. In this way shipments are handled more rapidly.

Should there be any unexpected problems with the wagons, both Floyd's own mobile team and an ECM-certified subcontractor can solve any problems quickly and on the spot and optimise processes.

One of Hungary's biggest fleets of rolling stock

FLOYD Zrt.'s fleet of rolling stock is one of the biggest in Hungary. The company has more than 13 locomotives of its own, including eight electrical locomotives and five diesel locomotives, which are operated in Hungary by 30 of its own drivers. In this way FLOYD handles not only boxXpress



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trains but also further shipments and services. Cross-border oil shipments from Slovakia to Hungary are part of this, as are Europe-wide grain shipments.

Should there be free capacity, FLOYD Zrt. works with further partners in shunting, traction services and wagon repair.

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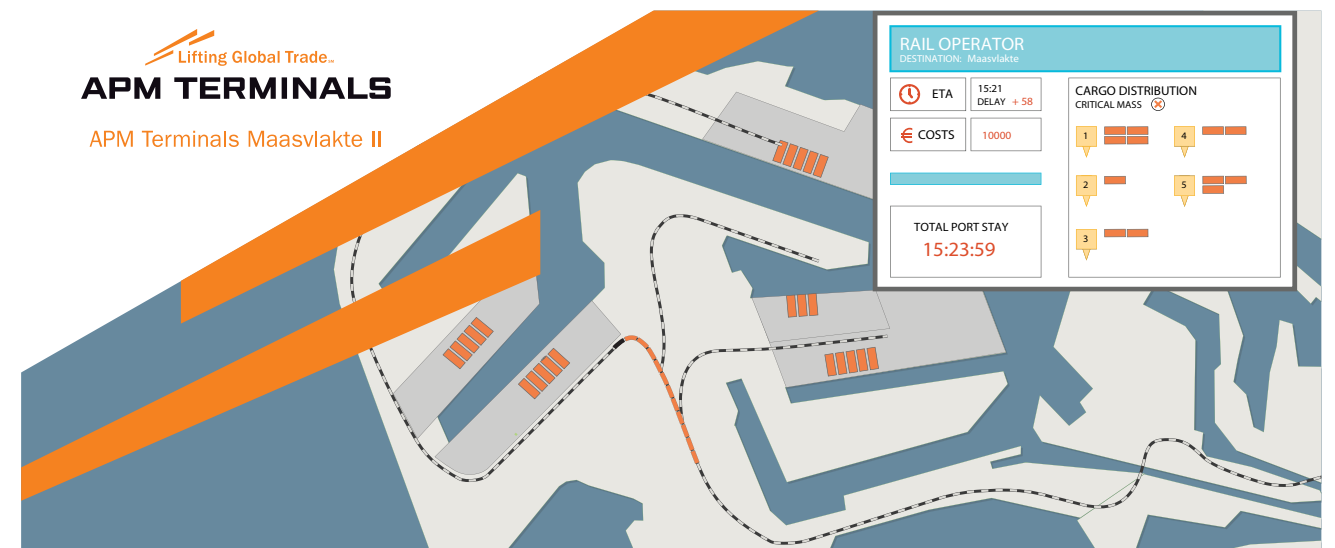
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