

OLIVER WYMAN'S 2011 RAIL PLANNING ROUNDTABLE AND CONFERENCE DESIGNING A PROFITABLE FREIGHT RAIL NETWORK IN EUROPE

Final Agenda

MONDAY, OCTOBER 24TH

- **Registration** | 17:00 to 18:30 – *In the Le Soleil Foyer*
Note that this and all conference events will be held at Le Royal Méridien Hotel at An der Alster 52-56, 20099 Hamburg, Germany
- **Cocktail Reception** | 18:30 to 19:30
Please join us for cocktails and hors d'oeuvres and stay with us for the conference welcoming dinner later in the evening. The reception and dinner will be held at Le Royal Méridien Hotel.
- **Welcome Dinner** | 19:30 to 21:30 – *Restaurant Le Soleil II*
Bernhard Kunz, the CEO of HUPAC will be giving the opening address of the conference, which is entitled “The Vicious Circle of the Rail Deregulation.” Due to the economic crises that involves entire countries, more and more investments in rail infrastructures are cancelled because of budget cuts. If the railway industry wants to attract more private money, it will need to make itself more attractive. In his presentation, Mr. Kunz states that many investors had great hope in the liberalization process, which, at the end, led to everyone’s disappointment due to the gap between the measures foreseen in the Railway Reform 1994 / White Book 2001 and the realization of these steps. He will discuss why Europe would be in a better position if the rules had been implemented with more determination by the European Commission and the member States.

TUESDAY, OCTOBER 25TH – 09:00 TO 17:00

- **Session Opening** | 09:00 to 10:00 – *Please note that all conference sessions will be held in the Blankenese conference room.*
The opening session will include a welcome by members of the Oliver Wyman Rail Team, an agenda overview and an address on the Developments and Trends in Single Wagonload Rail Traffic in Europe by **Joris D’Inca**, a Senior Partner in the Oliver Wyman Surface Transportation Practice. There will be mid-morning and mid-afternoon refreshment breaks. *All breaks will be held in The Blankenese Foyer.*
- **Designing a Profitable Freight Railway (Part I)** | 10:00 to 12:00
“Designing a Profitable Freight Rail Network in Europe” is the theme of the conference and we will start the discussion with presentations by three senior planning professionals from European railways on the methods and service design practices used in planning a profitable freight service in this economically challenging environment.
- **Thorsten Dieter** - Head of Service Design, DB Schenker Rail Deutschland AG – “*Production Merger of Single Wagon and Block Train loads*”
- **Christian Menéndez Grotjahn** – DB Schenker Rail
- **Emma Jeppsson** – Strategic Planner, Green Cargo – “*Green Cargo Network Design and Capacity Management.*”
- **Luncheon** | 12:00 to 13:15
Served at the **Restaurant Le Soleil I+II** at Le Royal Méridien Hotel.

- **Scheduled Freight Operations Case Study** | 13:15 to 14:00
Yemek Tulegenov of Kazakhstan Railways (KTZ) will present a case study on how KTZ, historically oriented toward tonnage criteria, implemented scheduled railway operations using MultiRail Enterprise Edition. The initial use was on a single corridor in January of this year. These results will be presented, along with additional results from the subsequent rollout of scheduled operations to the entire western third of the network - over 4,000 system kilometers. Comments and plans for further implementation are also included.
- **Designing a Profitable Freight Railway (Part II)** | 14:00 to 16:30
Part II of “Designing a Profitable Freight Railway” will feature the following presenters:
 - **Nathan Zielke** – SBB Cargo
 - **Wolfgang Fritz** – Rail Cargo Austria AG
 - **Marc Meketon** – Oliver Wyman – “*Locomotive Optimization to Improve Asset Utilization*”
- **Optional Trip to Miniatur Wunderland** | 18:15 to 19:30
We have secured a group reservation for **Miniatur Wunderland**, considered by many to be the largest and most detailed model railway layout in the world. Oliver Wyman will provide transportation to/from Miniatur Wunderland, which is about three kilometers from the hotel. We will depart from the lobby at 18:15.
- **Conference Dinner** | 19:30 to 21:30
The Conference dinner will be held at **Brook Restaurant Hamburg** and we will be providing transportation to/from the event. Those attending the Miniatur Wunderland trip will be able to walk easily to Brook, and we will provide transportation for all other attendees from the hotel lobby at 19:15.

WEDNESDAY, OCTOBER 26TH – 09:00 TO 14:30

- **Achieving Higher Performance Through Use of Planning Tools** | 09:00 to 10:00
Carl Van Dyke, a Partner in Oliver Wyman’s Surface Transportation Practice, will give a presentation on our latest thinking on freight rail planning, and the use of tools and traffic-driven planning methods to improve service and lower costs. He will also describe some of the new planning software being developed by the Oliver Wyman software development team. Featured software will be the new Train Module for MultiRail, the Traffic Flow Analyzer (TFA), unit train solutions, and capacitated trip planning.
- **The View from North America** | 10:00 to 10:45
Dustin Schneider – Director of Transportation Systems for Norfolk Southern, will speak about the general state of the rail industry in North America and discuss, in more detail, trends at Norfolk Southern as well as initiatives they are currently undertaking to better position NS for future growth. Mr. Schneider will also briefly discuss their Service Design process and highlight some of their supporting systems.
- **Managing Mixed Freight and Passenger Trains in a High Speed and High Density Network**
| 10:45 to 11:30
Christian Sakowitz, a Senior Software Developer at Oliver Wyman, will present “Regulation of train services with flexible and economic train priorities,” in which he will support a new approach to traffic regulation that separates long-term optimization, such as dynamic train and connection priorities, from the day-to-day train dispatching processes.
- **Luncheon** | 11:45 to 13:30
Served at the **Restaurant Le Soleil I+II** at Le Royal Méridien Hotel

- **Best Practices in Europe** | 13:30 to 14:15

The European and North American rail systems are often contrasted in terms of business and operational models. However, there are examples of outstanding performance and operations that can be shared between the systems. **Rodney Case**, a Partner in the Oliver Wyman Surface transportation Practice, will introduce some of these potential best practices and a discussion with the delegates will follow.

- **Conference Closing Remarks** | 14:15 to 14:30

- **Optional Trip to Local Rail Marshalling Yards** | 16:00 departure

Conference attendees will have the option to join us on a trip to observe operations in the Maschen marshalling yard, which is located about 25 kilometers from the hotel. Oliver Wyman will provide the transportation to and from Le Royal Méridien. Please meet us in the lobby at 16:00.

LE ROYAL MÉRIDIEN HAMBURG INFORMATION

Travel, maps and other hotel information can be found on Le Royal Méridien's web site at www.leroyalmeridienhamburg.com.

Conference attendees should make booking arrangements directly with Le Royal Méridien either by phoning their registration desk or on their web site.

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