

Evaluation and adjustment of the performance-based tariff system of Lübeck Port Railway



Sensitivitätsanalyse			
Fahrtentgelte (Grundentgelt)			
Fixes Grundentgelt je Zug	46,50 €		
Resultat bei punktsicherer Zug	20,7%		
Anteil punktsichere Züge	+2,2%	34,5 %	fix 340.265,40 €
Variable Entgelt je Wagen	1,80 €		variabel 141.327,40 €
Zuschläge ohne Daten ohne Anmeldung	39,00 €		
Zuschläge inklusive Daten	20,00 €		
Entgelte aus Belegung (Zeilentgelte und Vermietung)			
Nutzungszeit	Zeitalter	Entgelt je Zeitalter	
Gross-Kategorie 1	1h	1,00 €	81.220,00 €
Gross-Kategorie 2	1h	1,00 €	89.225,00 €
Gross-Kategorie 3	1h	1,00 €	41.600,00 €
Entgelte aus Vermietung:			
Lokschleppzone	100 €		
Gleismietplatz 1h	4,00 €		
Gleisrente 0km	0,022 €	900 €	41.900,40 €
Gesamterlöse			
Änderung absolut	52.000,00 €	7,40 %	Erfolgsprozess gesamt 20.870,00 €



The port railway operated by LPA provides a network of 60 km of tracks. It connects the port terminals and several private sidings with the railway system of DB Netz AG, thereby ensuring a link between terminals, loading sites and the hinterland and providing additional dwell space in the port railway's network. The port railway's capacity is mainly limited by the capacity of the highly utilized entry and exit tracks to the terminals and loading sites. Track utilization is regulated by classification of tracks in different categories. For every category distinctions are made between free and paid usage times.

Scope of the project

Analysis of traffic development since the implementation of a performance-based tariff system on January 01, 2012, conception of tariff modifications to generate an increased revenue margin and to react to changes in the rail transport companies' requirements, modelling of modifications and preparation of a substantiated request for tariff adjustments to the federal network agency.

Achievements

Two years after introduction of the performance-based tariff system, the objective of the project was to adjust the tariffs to the increased operating costs. Furthermore, incentives for rail transport companies to use tracks efficiently were to be increased. The analysis of train runs and dwell times on the port tracks showed their detailed development since the implementation of the tariff system. In the second project phase, the expected development of revenues following a modification of fixed and variable charges was modelled. After decision on the preferred option, the modifications were outlined and substantiated in a letter to the Federal Network Agency with request for approval.

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Our Services

- Revenue calculation and functional review of the performance-based payment system since its introduction.
- Analysis of development of dwell times and train runs on the tracks of the port railway.
- Identification of operational bottlenecks.
- Conception of adjustments and calculation of the expected revenue development as a result.