



# FUTURE OF FREIGHT. FOCUS ON RAIL



An initiative brought to you by selected Chambers of Commerce across the UK







# AGENDA

1. Size of the UK Rail Freight market
2. The barriers, challenges and myths associated with Rail Freight
3. The benefits of rail freight and UK Gov growth targets
4. Sustainability and impact of using rail freight – *Rail First Initiative*
5. How RailX is helping members to gain access to rail freight
6. Q&A



# 1. ABOUT THE CHAMBERS TRADE ACADEMY



# 1. What is the Chambers Trade Academy?

An initiative of selected Chambers of Commerce across the UK to provide free short virtual sessions providing informative and educational content regarding exporting and importing. We cover from the basics of trading to customs processes and latest regulations and tips grow globally.

Combined we represent more than 15,000 businesses of all sizes and sectors across the UK.



# INTERNATIONAL TRADE SUPPORT



We support traders of all sizes and sectors and provide services for every stage of your internationalisation journey.

- International Trade Events
- Readiness Assessment
- Export, Import & Customs Training Courses
- Bespoke Advice and Customs Consultancy Services
- Market Identification Services
- Market Research and Entry Services
- Partner Finding Services
- Commercial Debt Recovery
- Foreign Exchange Services
- Letters of Credit Preparation Services
- Credit Checks
- Certification, Legalisation and Apostille Services
- Customs Brokerage Services
- Post-Brexit Information and Support



# THE FUTURE OF FREIGHT. FOCUS ON RAIL

SPEAKER. PAUL BATHGATE CO-FOUNDER RAILX





# Focus on Rail

# Chamber of Commerce

Sep 2024

**RailX**

# Agenda

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# UK Trade

The UK imports  
over **6 million**  
shipping  
containers per year



# Rail Freight Routes

## 100+ Daily Services

### 4 Freight Operating Companies

- Freightliner
- GBRF
- DB Cargo
- DRS

### 3 Major sea-ports

- Felixstowe
- Southampton
- London Gateway





# Issues

# 90%

of shipping containers are delivered by road across the UK.

- Congestion
- Rising Fuel Costs
- Driver Shortages
- Carbon (CO2) footprint





# Issues

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## UK Road Haulage is **Not Sustainable**

Low carbon technologies (EV & hydrogen) are unlikely to deliver solutions for long-haul journeys.



# Solution

## Rail Freight

provides a low-cost, low-carbon sustainable alternative.

...but is underutilised

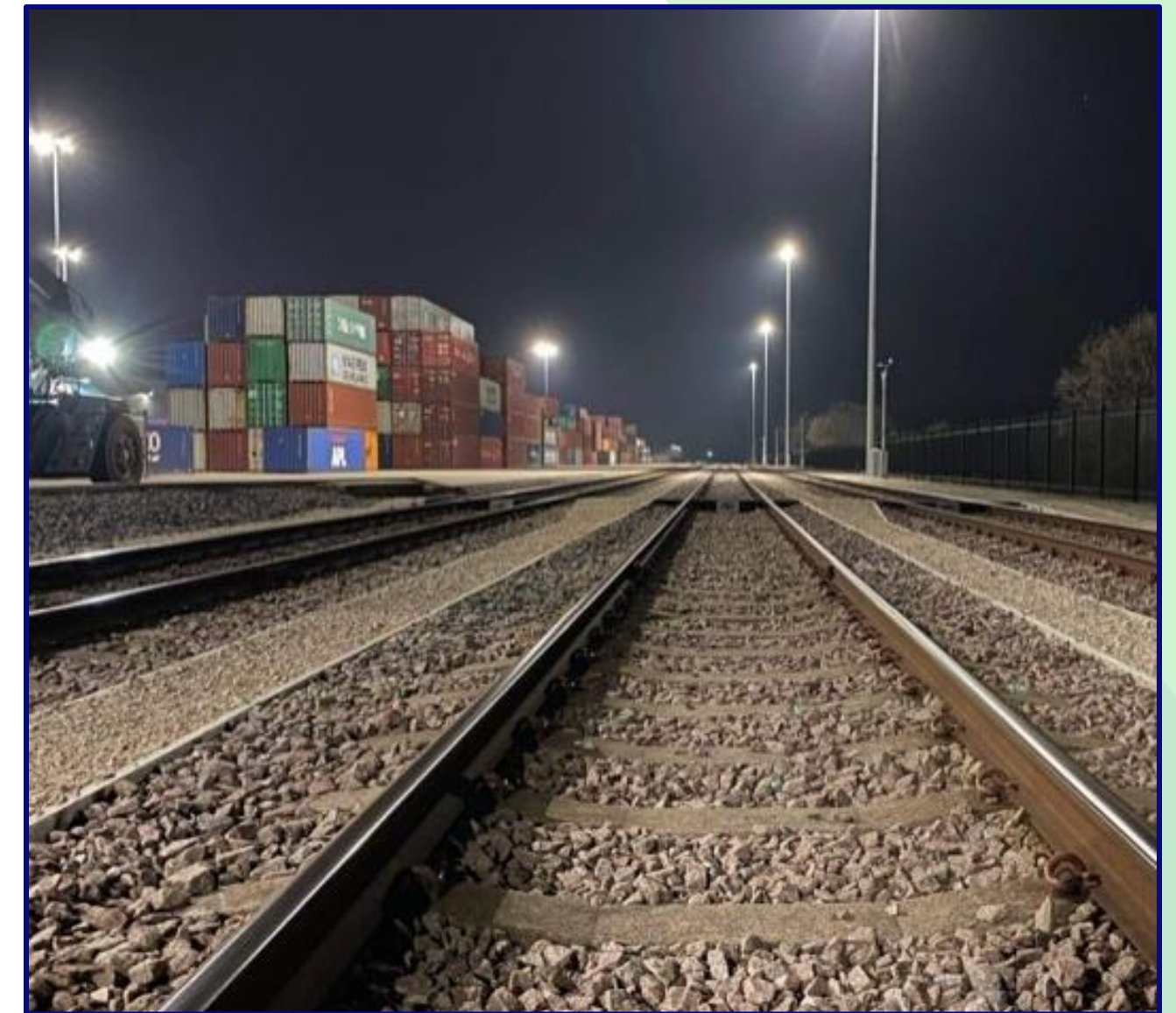




# Intermodal Rail Freight

In the UK, on any day of the week, there is the equivalent of **20+** intermodal trains running **empty**...

This represents a  
lost revenue of  
**£82m p/annum**





# Why Rail Freight?

Rail Freight is **sustainable**, delivering a **76%** reduction in CO<sub>2</sub>.

- ✓ Reduced Cost
- ✓ Improved Reliability
- ✓ Greater Flexibility



# The Problem

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## Great, so what?

It is almost impossible to access the UK Rail Freight Market unless you are a shipping company!

The rail freight industry has yet to transform in response to a growth in international trade



# Market Size

UK intermodal rail market is **£300m**, total road haulage market is **£3 Billion**

Value is unlocked through integration with:

- Storage
- Warehousing
- Customs
- Distribution





# Timing

Differentiate your business by considering rail freight.

- Market drive towards low-carbon solutions
- Long-term shortage of HGV drivers
- Rising fuel costs
- HGV technology unable to deliver CO2 benefits over long-distance
- Impact of Brexit yet to play out
- Demand exceeds supply in rail freight market

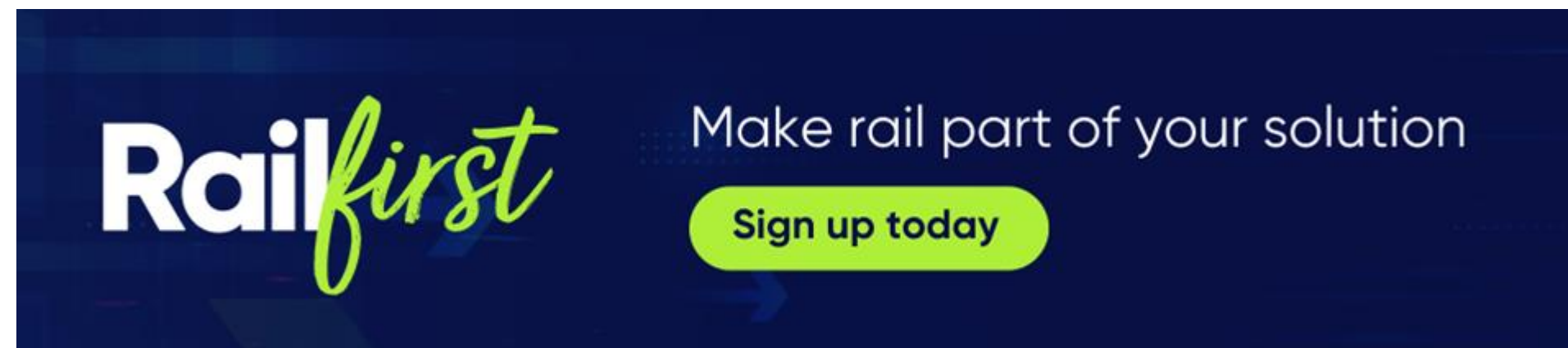




# Rail First

## Industry wide campaign encouraging collaboration

- Asking organisations to consider rail as the preferred modal choice for freight
- Aligned to Department of Transport targets to increase freight on rail by at least 50% by 2050
- Asking forwarders to transition 6% of their current road activity to rail by 2030
- Supported by industry leaders – RFG, DP World and Freightliner



# Demo

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Contact us for a live demonstration to understand how RailX is delivering a modal shift from road to rail.





## A B2B marketplace that makes Rail Freight easy to access

- SaaS platform for Rail Freight including 'Final-Mile' delivery – think for *freight*
- RailX fills existing train services
- Take bookings from 'new-to-rail' customers
- Integrates rail and road into a managed service

09:52 AM

## New Quote

It will only take a few moments

Customer

Containers

What size are they?

Woodlan....

21

40HC

Woodland Group L

Where are the containers arriving?

Felixstowe Port

[Not sure?](#)

Where are they being delivered to?

Woodlan....

Unit 2 Ontario Dr, Loversall, Doncaster DN11 0BF

By using rail instead of road, you're saving 10,500KG of CO2

☒ I accept the [Terms and Conditions](#)

Create Job

## Rail freight made simple

The easiest way to move containers from port to door

Felixstowe

iPort

01 Apr

01 Apr

1 container

Search

Inward Journey

Return Journey

Additional Information

service

Felixstowe (FXT)

Doncaster iPort (DON IPORT)

February 23

Tue

Wed

Thu

Fri

Sat

Sun

1

2

3

4

5

7

8

9

10

11

12

14

15

16

17

18

19

21

22

23

24

25

26

28

Arrives

Services running on 24-Feb-23

FXT - DON IPORT (4L40)

03:00 - 07:31

FXT - DON IPORT (4E14)

04:55 - 10:27

FXT - DON IPORT (4E43)

15:38 - 22:43

FXT - DON IPORT (4E03)

17:29 - 00:03

FXT - DON IPORT (4E28)

20:45 - 04:19

Reset

Next >



# Meet the Team

**CEO**

Founder/Shareholder

*Paul Bathgate*



**Chair**

Founder/Shareholder

*Steve Freeman*



**Operations Manager**

Employee

*Lindsay Shentall*



**Operations Specialist**

Employee

*Megan De Le Cruz*



**Ops/Finance**

Employee

*Mariana Stoica*



**CTO/Developer**

Shareholder

*Tom Ciullo*



**CFO/Secretarial**

Shareholder

*Ian Waring*



**Director of Sustainability  
& Customer Success**

*Kelly Hobson*



# 3. QUESTIONS AND ANSWERS





# SESSIONS COMING

LID

19 SEP

CONTRACTING WITH YOUR EU CUSTOMERS: WHAT TO LOOK OUT FOR  
AND WHAT YOU NEED TO KNOW



ENT TO PROVE

FOR

Register Now!

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# THANK YOU

We look forward to supporting your business to keep on trading and grow in  
international markets





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# Contact your local chamber for further support

