

References

Services	References
<p>Development and marketing of rail ferries, and RoRo systems</p>	<p>Deutsche Fährgesellschaft Ostsee/DFO, Rostock, Germany;</p> <p>Nordö-Ferry Company, Malmö (Sweden)</p> <p>Port of Mersin (Turkey) - Port of Rijeka (Croatia)</p> <p>Scandlines Shipping Company (Baltic Sea), Rostock (Germany)</p>
<p>Development of legal framework in transport</p> <ul style="list-style-type: none"> <input type="checkbox"/> port legislation <input type="checkbox"/> railway legislation <input type="checkbox"/> multimodal legislation <input type="checkbox"/> forwarding legislation <input type="checkbox"/> civil responsibility legislation <input type="checkbox"/> maritime legislation 	<p>Ministry of Transport of the Russian Federation , Moscow (Russia)</p> <p>Ministry of Railways of the Russian Federation , Moscow (Russia)</p> <p>Ministry of Transport and Communications of the SR of Vietnam , Hanoi (Vietnam)</p>
<p>Development of multi-modal products (road, rail, port, shipping), intermodal (container) traffic (transport integration)</p>	<p>RailRo Cargo (RRC), Cuxhaven (Germany)</p> <p>Adria Cargo (DB-Cargo), Mainz (Germany) and Koper (Slovenia), Rijeka (Croatia)</p> <p>Baltic Rail Cargo (DB-Cargo) Rostock / Wismar (Germany)</p> <p>Norske Skog, Halden (Norway) with Germany/Switzerland</p> <p>Assi-Domän (Paper industry) Falun (Sweden) Scandinavia - Continental Europe</p> <p>Danube Cargo (DB-Cargo) Mainz (Germany)</p>

	<p>Edelaraudtee, Türi (Estonia)</p> <p>Brazilian State Railways - RFFSA Porto Alegre -, soy bean transport Encarnación (Paraguay) - Port of Río Grande (Brazil)</p> <p>Bolivian State Railways - ENFE Santa Cruz -, soy bean transport Santa Cruz de la Sierra (Bolivia) - Santos (Brazil)</p> <p>State Railway of Vietnam (VRC) container shuttle Hai Phong Port - Lai Kai (Chinese Border)</p> <p>State Railway of Thailand - SRT - (Bangkok/Laem Chabang - Malaysia/Laos/Cambodia/China)</p>
Foundation and coaching of international marketing firms/operators in freight traffic	<p>Hansa Rail GmbH Hamburg/Stockholm;</p> <p>Euroshuttle A/S, Copenhagen</p>
Interface management for multi-modal chains of transport	<p>RRC, Cuxhaven (Germany)</p> <p>Baltic Rail Cargo, Rostock/Wismar (Germany)</p> <p>Port of Immingham , (Great Britain)</p> <p>Port of Rijeka (Croatia)</p> <p>Port of Cuxhaven (Germany)</p> <p>Port of Buenos Aires (Argentina)</p> <p>Port of Cotonou (Benin)</p>
Interface management port/land transport	<p>Port of Koper (Slovenia)</p> <p>Port of Rijeka (Croatia)</p> <p>Port of Cuxhaven (Germany)</p> <p>Port of Sassnitz (Germany),</p> <p>Port of Immingham (Great Britain)</p> <p>Port of Montevideo (Uruguay)</p>
Introduction of new products	<p>SRT Overnight Express Parcel Service</p>

	<p>on the Northern, North-Western and Southern Line</p> <p>Visit Thailand Rail Pass</p> <p>Joint (multi-modal) tickets to Southern Thai seaside resorts</p> <p>Tramway-sur-pneus, City of Graz (Austria)</p>
Network building (multimodal)	Port of Krems (Austria) together with logistics enterprises of the Krems region
Simplification of cross-border freight traffic	<p>Asociacion Latinoamericana de Ferrocarriles (ALAF), Argentina-Brazil; Bolivia-Chile; Argentina-Uruguay; Uruguay-Brazil; Brazil-Bolivia</p> <p>SRT Thailand and KTM Malaysia (Railway of Malaysia)</p> <p>All railway border points of Bulgaria , Hungary , Serbia (GTZ)</p>
Strategy consultancy for ports and shipping companies	Austria , Denmark , Germany , Japan , Slovenia ,
Transport integrator	<p>"Logistics train" for Steyr-Daimler-Puch (automotive industry) and Federal State of Styria (Austria)</p> <p>"Waste logistics train" for he Federal State of Styria (Austria)</p>
Development of logistics systems	<p>Cargo Centre Graz (Austria)</p> <p>STORA-ENSO (paper industry), Falun (Sweden)</p> <p>Assi-Domän (paper industry), Stockholm (Sweden)</p> <p>Norske Skog (paper industry), Halden (Norway)</p> <p>Edelaraudtee, Türi (Estonia)</p> <p>Swedish Steel Works (SSAB), Borlänge (</p>

	Sweden) Freight terminal Thriassio Pedio (Greece) Magna (automotive components and assembly), Graz (Austria)
Logistic services <input type="checkbox"/> Round wood Estonia – Italy <input type="checkbox"/> Steel transport Austria – Uzbekistan <input type="checkbox"/> Automotive components Germany- Austria <input type="checkbox"/> Sawn timber Estonia – Germany/France/ Benelux	Edelaraudtee, Türi (Estonia) VOEST-Alpine, Linz (Austria) Steyr-Daimler Puch, Graz and Federal State of Styria (Austria) Edelaraudtee, Türi (Estonia)
Tender documents for concessions	Suburban and urban transport Buenos Aires State Railway of Moldavia (Moldavia)
Tender documents for construction of railway line	Railway line Guayaquil-Quito (Ecuador)
Tender documents for European logistical distribution systems	Austrian and German shippers
Tender documents for freight forwarders	Thai freight forwarding companies as part of Overnight Express Parcel Service
Concessioning (elaboration of tender documents, concession contracts, commercialisation of concessions)	Metrobaires, Linea Urquiza, Buenos Aires (Argentina) Regional Railway of Vienna , Vienna (Austria) State Railway of Moldavia - CFM -, Khisinau (Moldavia)
Introduction of private locomotives and private wagons	AFE, Uruguay ENFE, Bolivia Railway Arica (Chile) - La Paz (Bolivia)
Participation of the private sector in state railway activities (Freight traffic)	American President Lines (APL), Port of Sattahib (Thailand)

	Bang Sue Container Terminal (Bangkok)
Participation of the private sector in state railway activities (passenger traffic)	Eastern and Oriental Express PLC Singapore-Bangkok Joint Tickets (bus, rail, ship) Southern Thailand (Koh Samui, Krabi, Phi-Phi)
Product-/market-oriented pricing systems	SRT passenger traffic, Merval Valparaiso (Chile) Metro of Lisbon (Portugal)
Restructuring of railway undertakings	Slovak State Railways (ZSR) - EBRD - Moldavian State Railways (CFM) - TACIS - Vietnamese State Railways (VNR) - GTZ - Greek State Railways (OSE)
Marketing and training for complex urban transport systems	ETMVA Ltda Metro de Medellin, Medellin (Colombia)
Participation of the private sector in state railway activities (regional traffic)	Merval Valparaiso (Chile)
Selection of urban and suburban passenger traffic systems. (Rolling Stock, infrastructure and financing)	City of Graz (Austria)
Tender documents for seat reservation systems	State Railway of Thailand (SRT)
Tender documents for ticketing and ticket control systems	Metro de Medellin-ETMVA Ltda- (Columbia)
Tendering in privatisation regional traffic	Metro Buenos Aires (Metrobaires)
Communications and advertising strategies with result-oriented controlling system	State Railway of Thailand (SRT)
Development and marketing of transport master plans	Municipality of Campo Grande (Brazil) Kingdom of Saudi Arabia (rail only)

	(fehlt im deutschen!)
<p>Development of operational marketing plans</p> <p>(business plans)</p>	<p>SRT Northern Line (Bangkok – Chiang Mai) for GTZ</p> <p>Private Austrian Railway Companies</p> <p>Slovak Railway (ZSR) for European Bank of Reconstruction and Development</p> <p>Kazak State Railways (KTZ), Astana, for European Bank of Reconstruction and Development</p> <p>State Railway of Vietnam (VNR), Hanoi (Vietnam) for GTZ</p> <p>State Railway of Moldova , Chisinau (Moldova) for TACIS</p> <p>State Railway of Algeria (SNTF), Algier (Algeria) for Worldbank</p> <p>State Railway of Greece (OSE), Athenes (Greece) for EU</p> <p>(Liste ist im deutschen kürzer!)</p>
<p>Development of rail infrastructure systems (road pricing)</p>	<p>Ferronor de Chile</p> <p>Antofagasta-Bolivia railway - FCAB -, Antofagasta (Chile)</p> <p>Kazakhstan National Railway - KTM -</p> <p>(Liste ist im deutschen kürzer!)</p>
<p>Development of system engineering offers</p>	<p>Sistema de transporte regional (Caracas – La Gueira), Venezuela</p> <p>Sistema de transporte urbano de Medellin (Metro de Medellin)</p> <p>M.A.N./Siemens Spanish-German syndicate</p>
<p>Engineering consultancy services</p> <p>□ Supervision of tunneling Seoul – Pusan</p> <p>□ Supervision of electrification, Sofia-Kulata</p>	<p>Corean State Railways (High speed section)</p>

<p>┐ Study on introduction of Pendolino trains on the southern network of the Austrian Railways</p> <p>┐ conceptual design for workshop Lines 2 & 3 of Attiko Metro</p>	<p>ADtranz, Balfour Beatty</p> <p>Austrian Federal Railway, Infrastructure, Vienna (Austria)</p> <p>Metro of Athens PLC, Athens (Greece)</p>
<p>Implementation of concessions (franchises for private railway undertakings)</p>	<p>Austria</p>
<p>Implementation of Public Private Partnership models (PPP)</p>	<p>Cargo Centre Graz Terminal operator (Austria)</p> <p>Freight Centre Thriassio Pedio (Greece)</p>
<p>Marketing consultancy for private ports (sea and dry ports)</p>	<p>Port of Sassnitz (Germany)</p> <p>Container Terminal of Triest - TICT - (Italy)</p> <p>Port of Koper (Slovenia)</p> <p>Ports of Lower Saxony (Germany)</p> <p>Cargo Center Graz (Austria)</p>
<p>Market intelligence for private firms</p>	<p>Austria, Germany, Switzerland</p>

<p>Implementation of quality circles according to the KAIZEN system</p>	<p>RailRoCargo - RRC (Germany)</p> <p>Danish shipping company – DFDS - Copenhagen (Denmark)</p> <p>Elbe-Humber Ro Line – EHRO - Hamburg (Germany)</p> <p>Seaport Cuxhaven – SHC -</p> <p>Terminales Portuarias Argentinas (Buenos Aires)</p> <p>All railway border points of Bulgaria , Hungary , Rumania , Serbia (GTZ)</p> <p>Port of Montevideo</p> <p>Freight Terminal Sopron of GySEV Railway Company (Hungary)</p>
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Workshops on international transport

State Railway of Thailand - SRT

Asociación Latinoamericana de Ferrocarriles - ALAF, Buenos Aires (Argentina)

South African Transport and Communication Commission - SATCC - Maputo (Mozambique)

Association of Argentine Private Ports

Argentine Logistics Association (ARLOG)

Association of Austrian Maritime Shippers

Chamber of Commerce and Industry, Vienna (Austria)

Ministry of Transport, Ministry of Railways of the People's Republic of China

Electronic logistics (e-logistics)

Regional Logistics Cluster for Lower Austria (RLC-NÖ) (Austria)

BELOMA - handling/invoicing and tracking & tracing -, Preg (Austria)

Configuration for electronic rail consignments (Logline, Vienna, Austria)

LogiGateRail Tracking & Tracing

ModalBridge Tracking & Tracing

Development of logistics systems

Cargo Centre Graz (Austria)

STORA-ENSO (paper industry), Falun (Sweden)

Assi-Domän (paper industry), Stockholm (Sweden)

Norske Skog (paper industry), Halden (Norway)

	<p>Edelaraudtee, Türi (Estonia)</p> <p>Swedish Steel Works (SSAB), Borlänge (Sweden)</p> <p>Freight terminal Thriassio Pedio (Greece)</p> <p>Magna (automotive components and assembly), Graz (Austria)</p>
<p>Development of multi-modal products (road, rail, port, shipping), intermodal (container) traffic (transport integration)</p>	<p>RailRo Cargo (RRC), Cuxhaven (Germany)</p> <p>Adria Cargo (DB-Cargo), Mainz (Germany) and Koper (Slovenia), Rijeka (Croatia)</p> <p>Baltic Rail Cargo (DB-Cargo) Rostock / Wismar (Germany)</p> <p>Norske Skog, Halden (Norway) with Germany/Switzerland</p> <p>Assi-Domän (Paper industry) Falun (Sweden) Scandinavia - Continental Europe</p> <p>Danube Cargo (DB-Cargo) Mainz (Germany)</p> <p>Edelaraudtee, Türi (Estonia)</p> <p>Brazilian State Railways - RFFSA Porto Alegre -, soy bean transport Encarnación (Paraguay) - Port of Río Grande (Brazil)</p> <p>Bolivian State Railways - ENFE Santa Cruz -, soy bean transport Santa Cruz de la Sierra (Bolivia) - Santos (Brazil)</p> <p>State Railway of Thailand - SRT - (Bangkok/Laem Chabang - Malaysia/Laos/Cambodia/China)</p>
<p>Tendering in privatisation regional traffic</p>	<p>Metro Buenos Aires (Metrobares)</p>
<p>Transport integrator</p>	<p>"Logistics train" for Steyr-Daimler-Puch (automotive industry) and Federal State</p>



of Styria (Austria)