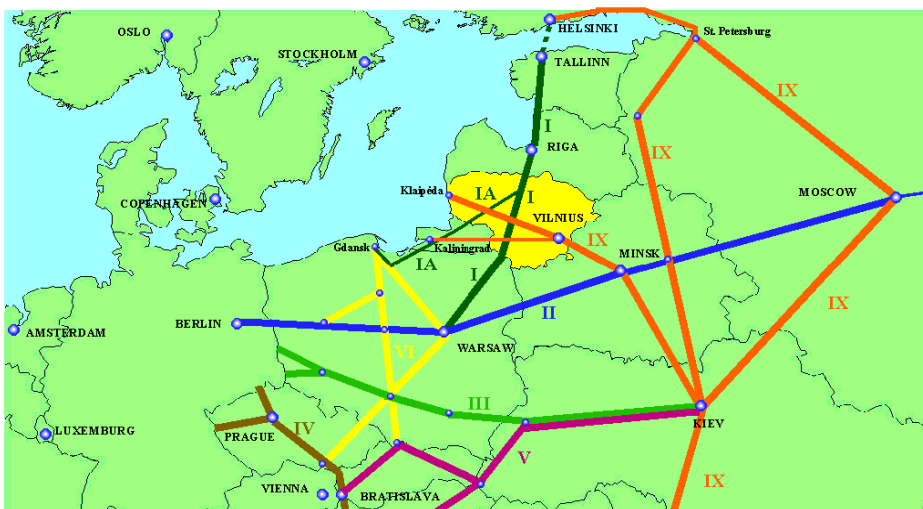


## National and Regional Interests for the East West Transnational Transport Corridor Development

Tarptautiniai transporto koridoriai



October 2007

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East West TC

Vilnius

Title: National, Regional and Transnational Interests for the EWTC development

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Publication 2007: WP5\_REPORT

Publishing date: 2007

Publisher: Region Blekinge

Contact: Mattias Alisch, [mattias@eastwesttc.org](mailto:mattias@eastwesttc.org)

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Layout: East West TC Secretariat

ISSN:

Distributor: Region Blekinge, Ronnebygatan 2, 371 32, KARLSKRONA, Sweden

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## **CHAPTER 1**

### **PROJECT** **“EAST WEST TRANSNATIONAL TRANSPORT CORRIDOR”** **AND RECENT RESEARCH**

1.1. Recent research is performed as part of the activity 17 of the Working Package 5 (WP) of the project East West Transport Corridor (EWTC) and is founded on the belief that a successful, consistent and sustained corridor may function only if interests of states and actors along the corridor are considered, monitored and respected.

1.2. Tasks of recent research are:

- 1.2.1. Analysis of occurrences of different levels of interests along the corridor.
- 1.2.2. Selection of interests, being most substantial for functionality of the corridor.
- 1.2.3. Framing of possible mechanism, applied to adjust to different interests and enable optimal decisions for the entire corridor.

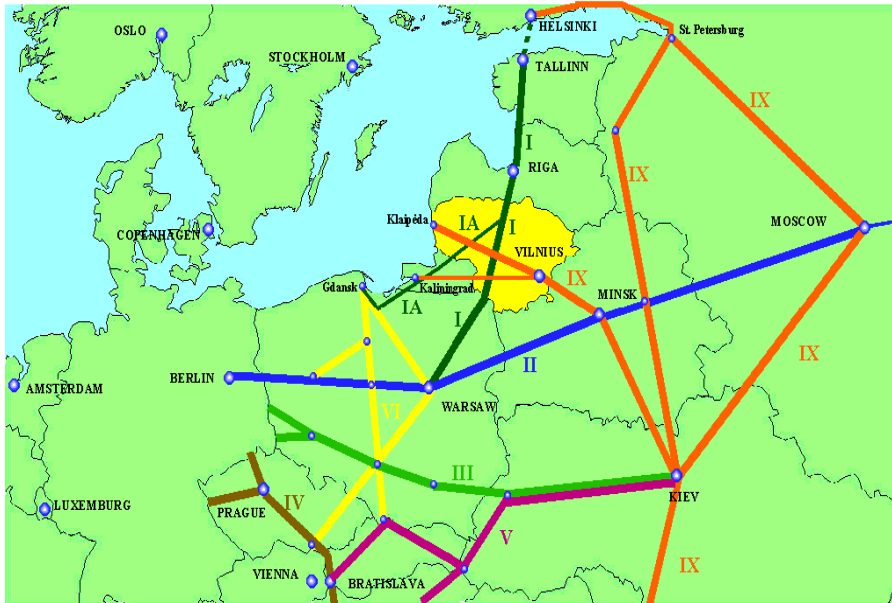
For better emphasis on the problems most closely related to the organisation of transportation of the cargo, other occurring specific interests (environmental, cultural, social etc.) will not be analysed in recent research.

1.3. The EWTC is shown on the map below:



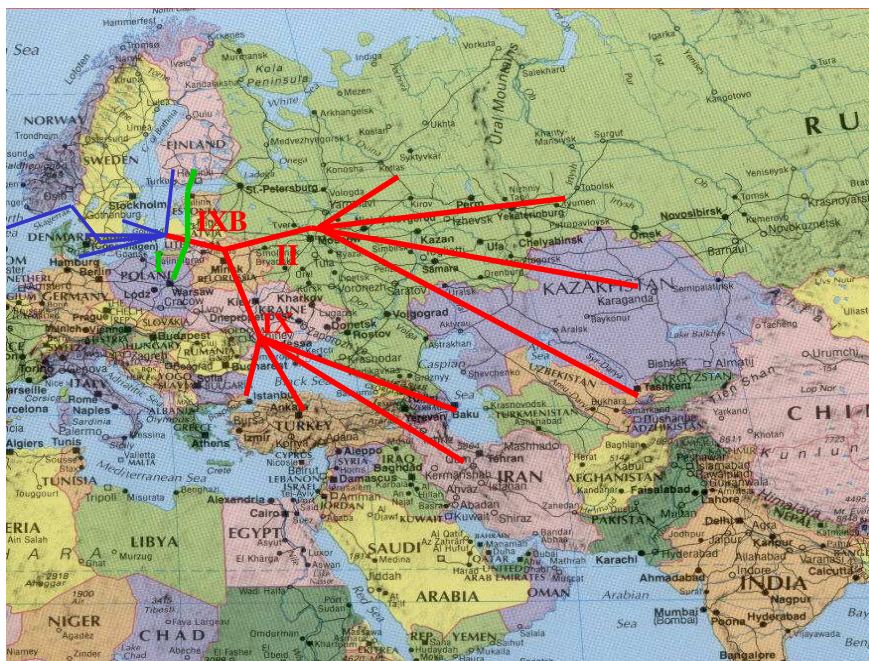
1.4. The physical transportation network that makes up the EWTC on the eastern part of the Baltic Sea Region is well connected to surrounding areas either by rail or by roads. Particularly the road

system Transeuropean Transport corridors – branch line of the corridor IX b - Klaipėda – Minsk and further branch lines: towards Moscow (corridor 2) and Odessa (corridor IX b – IX).



Map source : Klaipėda state seaport Authority

1.5. Transeuropean transport corridors II and IX are well integrated into the network of the regions beyond Moscow and Odessa and because of this the East West Transport Corridor project has a long-lasting perspective and may obtain new phases of development



Map source : Klaipėda state seaport Authority

1.6. The general environment of the EWTC is characterised by strong competition and globalisation in the activities in which the main consumers of transport and logistic services are participating. Lead by increased logistical costs this increases demand for quality and service of transport and logistics.

1.7. Both human and technical factors such as business goals and philosophy of local stakeholders, business culture, staff abilities, reticence, commercial secrets inside logistical society, difference along the corridor in resources were met and have been taken into consideration.

## **CHAPTER 2**

### **GEOGRAPHY OF RESEARCH**

During the research Belarus, Denmark, Russia and Georgia were visited. Swedish and Ukrainian institutions were contacted either by mail or by phone or were met during other events in Moscow and Byelorussia.

During research the following institutions were contacted:

#### BELARUS

- Ministry of transport and communications of the Republic of BELARUS
- Belarusian Railways
- Institute of economics of the Belarusian National Academy
- Belarusian Road administration

#### DENMARK

- The Danish Transport and Energy Ministry
- Port of Esbjerg

#### GEORGIA (not included into results)

- Ministry of economy of the Republic of Georgia
- Georgian National road carriers association

#### LITHUANIA

- JSC Lithuanian Railways
- V.Paulius & Associates
- JSC Klaipėda Stevedoring Company
- Vilniaus Tranzitas

#### RUSSIA

- Coordinating Council of Transsiberian Transportation
- SC Transsiberian Intermodal Service

#### UKRAINE

- LISKI Kyjev
- Port of Illjichevsk

#### SWEDEN

- Swedish National Rail Administration
- RAILOG AB

## **CHAPTER 3**

### **METHOD OF RESEARCH**

- 3.1. Methods used to research occurrences of different levels of interests along the corridor were:
- 3.1.1. Direct discussions with related institutions (ministries, associations, business companies) in each country crossed by the corridor.
  - 3.1.2. Questionnaire.
  - 3.1.3. Analyses of selected national and international documents, related to the subject of research.
- 3.2. The structure of the questionnaire was divided into four chapters:

#### **CHAPTER A RECENT UTILIZATION OF THE ROUTES**

#### **CHAPTER B MISSION AND FUNCTIONS OF THE CORRIDOR**

- B.1. SIGNIFICANCE OF THE EAST-WEST CORRIDOR FOR DIFFERENT STRATEGIES
- B.2. ATTITUDE TO THE MISSION OF THE CORRIDOR
- B.3. ATTITUDE TO THE ROLE AND FUNCTIONS OF THE CORRIDOR
- B.4. ENGAGEMENT OF INTERESTS INTO THE CORRIDOR DEVELOPMENT

#### **CHAPTER C ACTIVITIES ALONG THE CORRIDOR**

- C1. WHAT ARE YOUR EXPECTATIONS FROM THE CORRIDOR?
- C.2. INVOLVMENT OF INSTITUTIONS INTO CORRIDOR ACTIVITIES

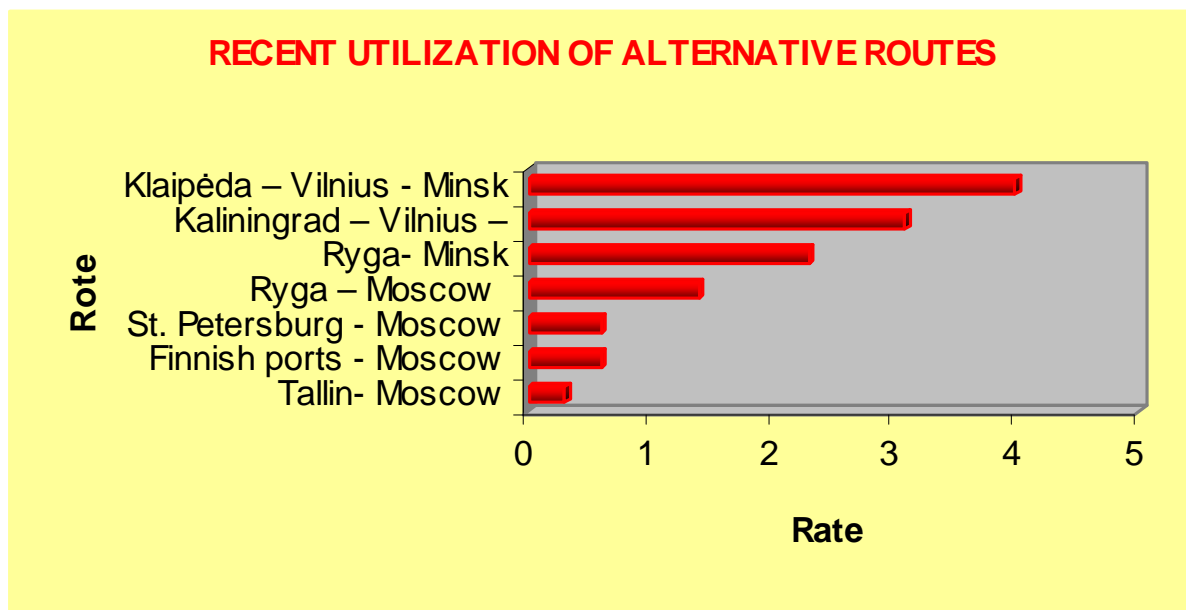
#### **CHAPTER D COORDINATION IN THE CORRIDOR**

- D.1. DEMAND FOR STEERING OF THE CORRIDOR
- D.2. FORMS OF STEERING TO BE USED

## **CHAPTER 4**

### **RESULTS OF THE ANALYSIS OF NATIONAL AND REGIONAL INTERESTS FOR CORRIDOR EAST-WEST DEVELOPMENT**

#### **PART A** RECENT UTILIZATION OF THE ROUTES



The figure demonstrates significance of the routes coming into the East West Transport Corridor for investigative stakeholders.

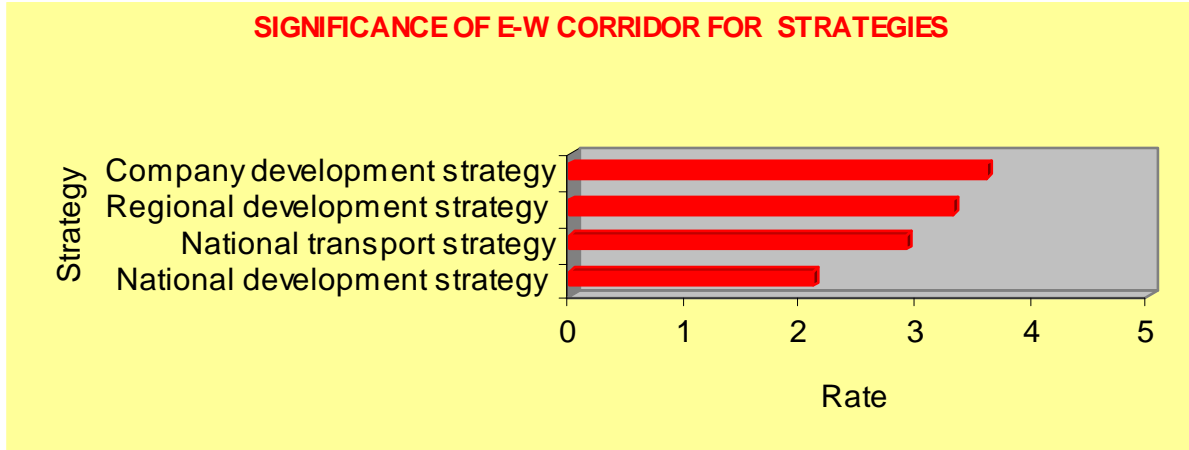
This allows objective results regarding the research to be expected.

#### **PART B** MISSION AND FUNCTIONS OF THE CORRIDOR

The target was to clarify coherence and linkage of possible outcomes from corridor establishment and development with tasks stated in development, modernisation and investments plans on different levels of national economies – from companies and industries to regional and national. These implications help to perform the next very important stage - framing the scope of tasks and functions to be fulfilled by the transport corridor.

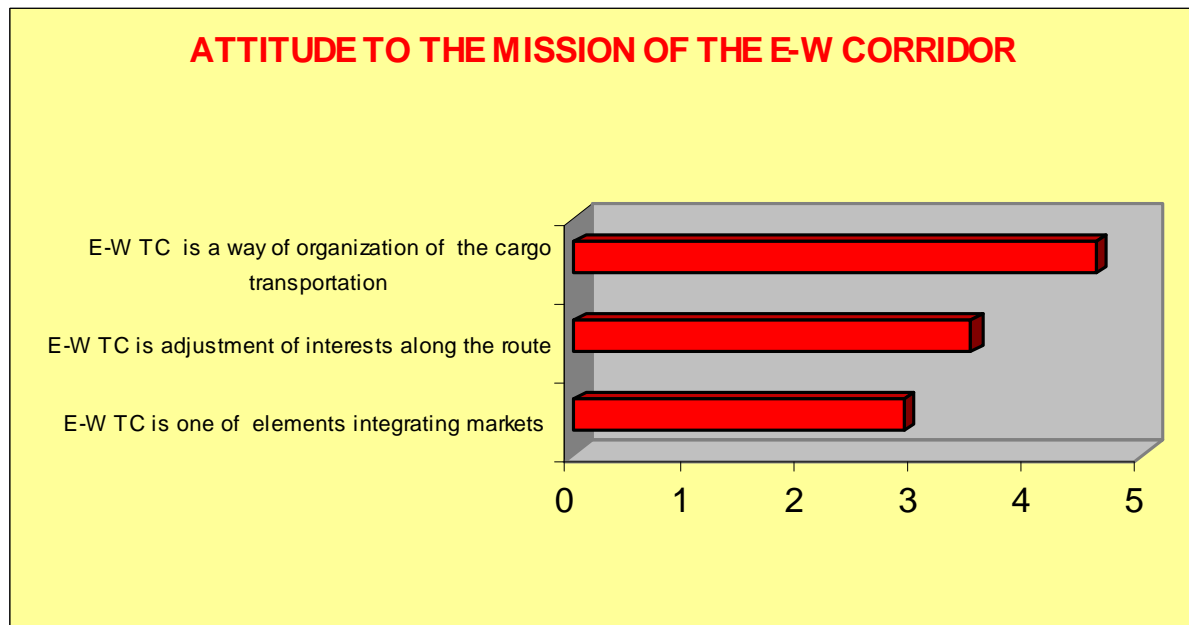
Results of this chapter are of basic significance for further identification of functions to be performed along the corridor.

**B.1. SIGNIFICANCE OF THE EAST-WEST CORRIDOR FOR DIFFERENT STRATEGIES**



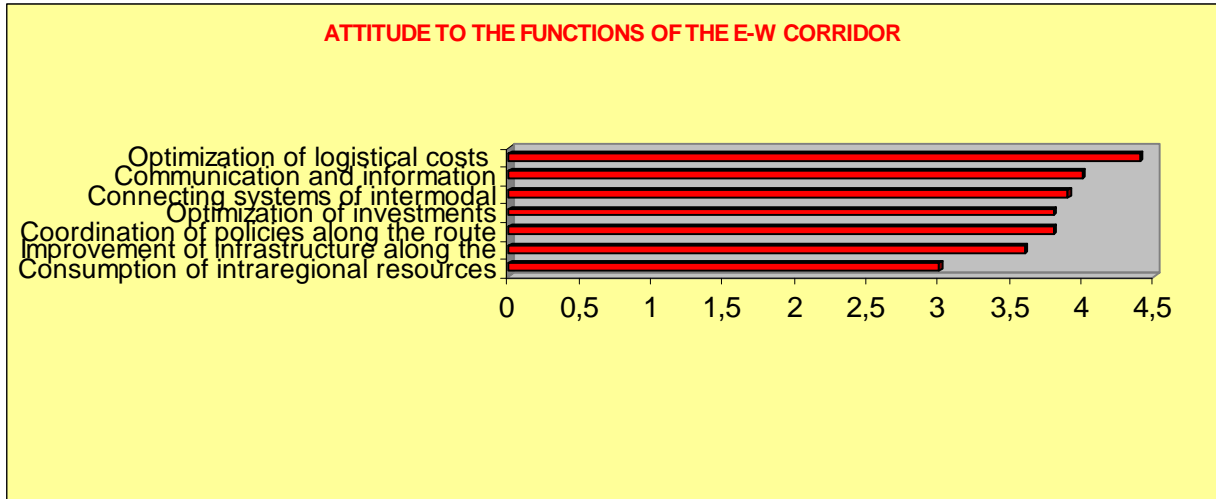
The figure demonstrates that stakeholders consider the EWTC mostly as a measure having influence over achieving tasks of the companies and regions and less as an instrument, dedicated to tackle national tasks.

**B.2. ATTITUDE TO THE MISSION OF THE CORRIDOR**



As the figure above shows, the highest rated item in the diagram confirms the tendency to simplify the role of the EWTC as a strictly practical and operational mission – to transport cargo. At the same time direct conversations with representatives of companies and institutions demonstrate that industries for the moment have very limited knowledge about the potential of the transport corridor. Further dissemination of results of the EWTC project is therefore of high importance.

### B.3. ATTITUDE TO THE ROLE AND FUNCTIONS OF THE CORRIDOR

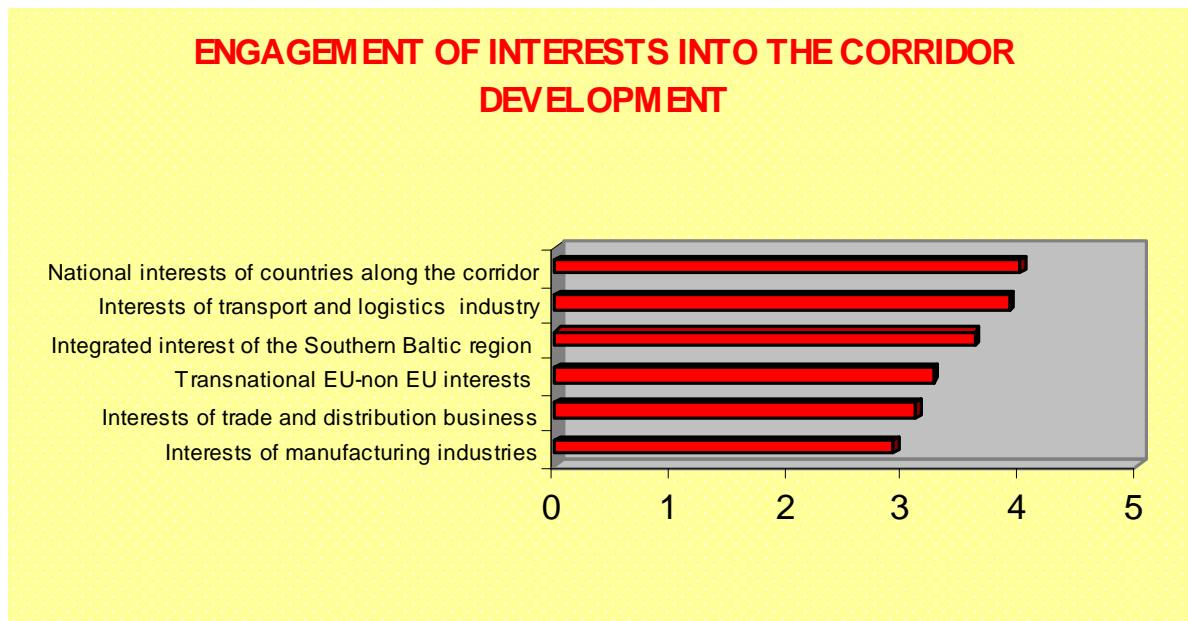


The chart confirms the earlier identified pragmatic and practical tendency in evaluation of priorities for the EWTC.

Optimisation of logistic costs is a clear priority duty given to the EWTC. Communication and information exchange as well as connecting different systems of intermodal transport are considered the next important functions.

Performance of broader Baltic interests is of less concern.

### B.4. ENGAGEMENT OF INTERESTS INTO THE CORRIDOR DEVELOPMENT



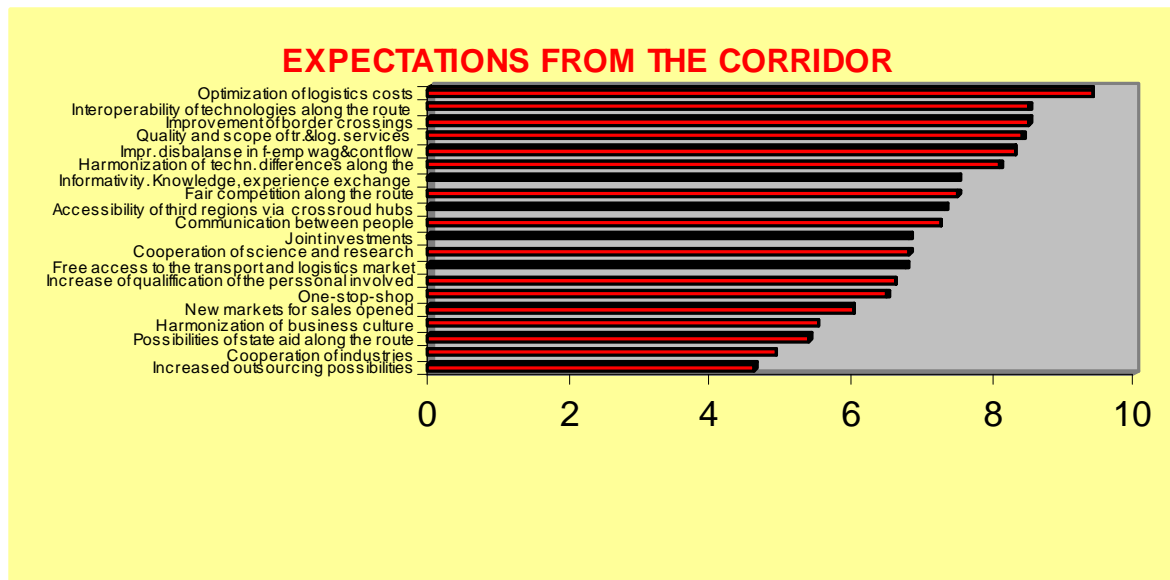
The figure illustrates that most of the respondents treat national interests of countries along the corridor and interests of transport and logistics industry as the most important factors motivating development of the EWTC.

The reason why this conclusion differs from figure B1 we understand as wish of respondents that national strategies should be more coherent to opportunities, obtained in potentiality of the EWTC.

**PART C ACTIVITIES ALONG THE CORRIDOR**

Activities to be performed along the EWTC were identified using method of prioritisation. In addition possible conflicts of interests in the process of performing the activities were investigated. Results of this chapter is a good supplementary instrument for the next chapter: D performance.

**C1. EXPECTATIONS FROM THE CORRIDOR.**

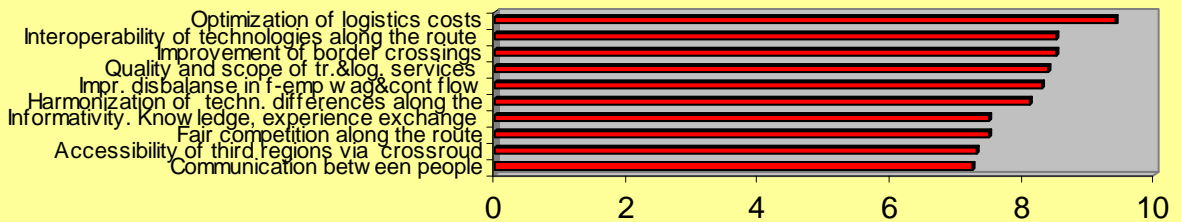


Results of this investigation are expected to be highly trustworthy, as the ranking of criteria mostly coincide, giving the effect of a clear classification by priorities.

A very clear vote, receiving a 9,4 rate from a possible 10 the top expectation, which is to be done first, is optimization of logistics costs along the route.

The next group of five activities distinctly stand out, being rated from 8,4 to 8,1. The first 10 and last 10 activities are analysed below.

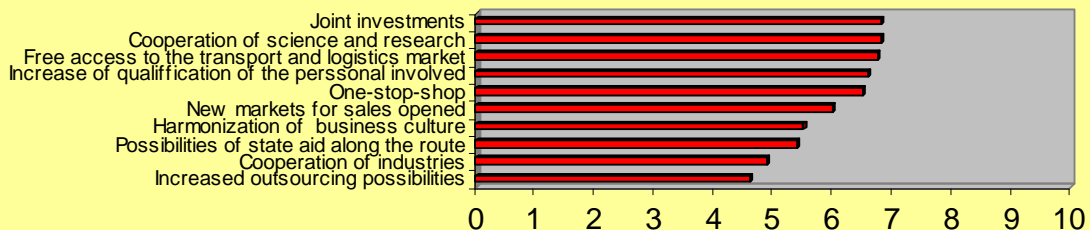
### EXPECTATIONS top 10



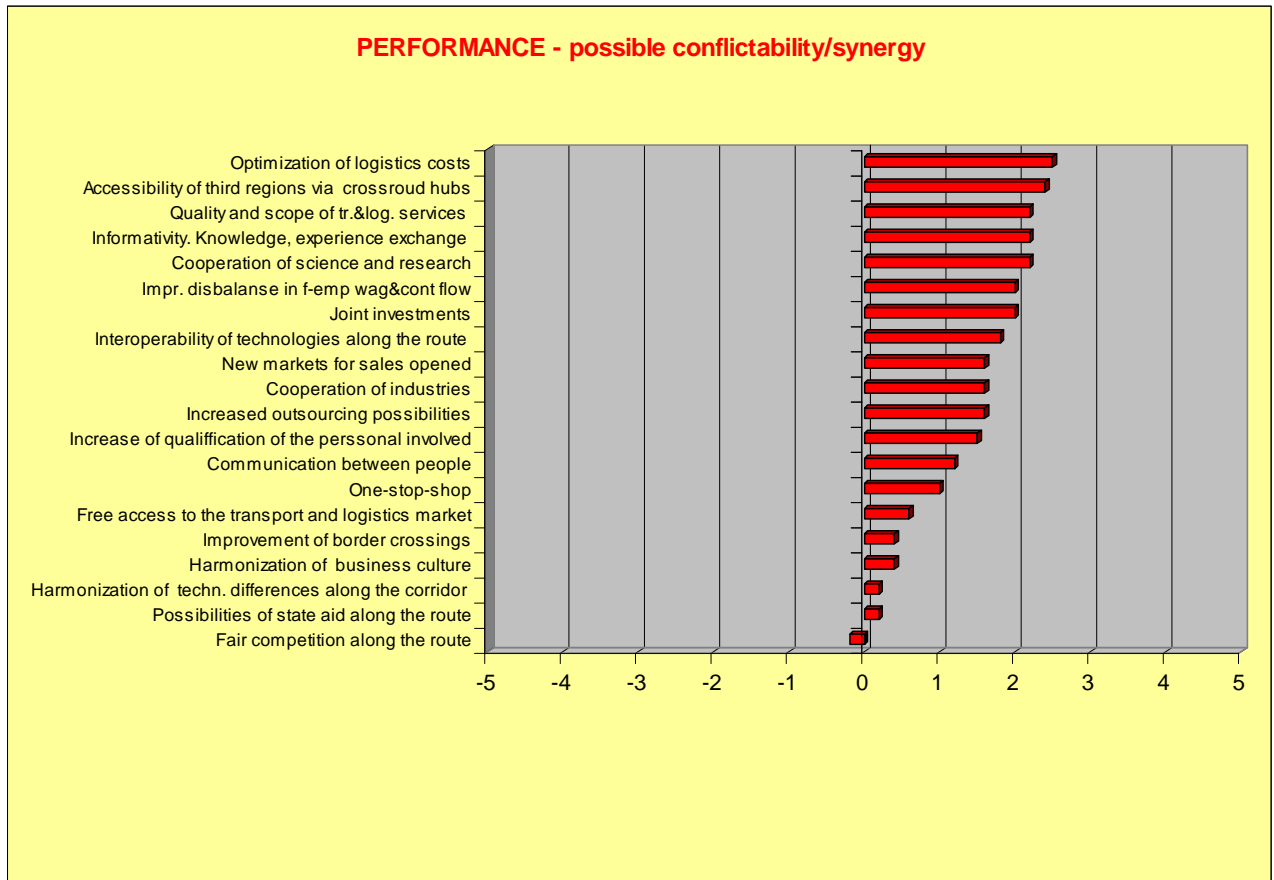
There are 5 activities in the second priority group, rated from 8,4 to 8,1.

- Installing equipment, providing interoperability of technologies along the route.
- Improvement of border crossings, both the legal framework and regarding technologies and equipment.
- Increasing quality and scope of services of transport and logistics along the route.
- Improvement of the unbalance in full-empty rolling stock and containers flow;
- Harmonisation of differences along the corridor in capacities, technologies, IT.

### EXPECTATIONS last 10



The least indicated activities mainly verify the attitude of respondents expressed in earlier chapters – activities requiring systematic and consistent development are much less respected than those giving quick economical and operational results.



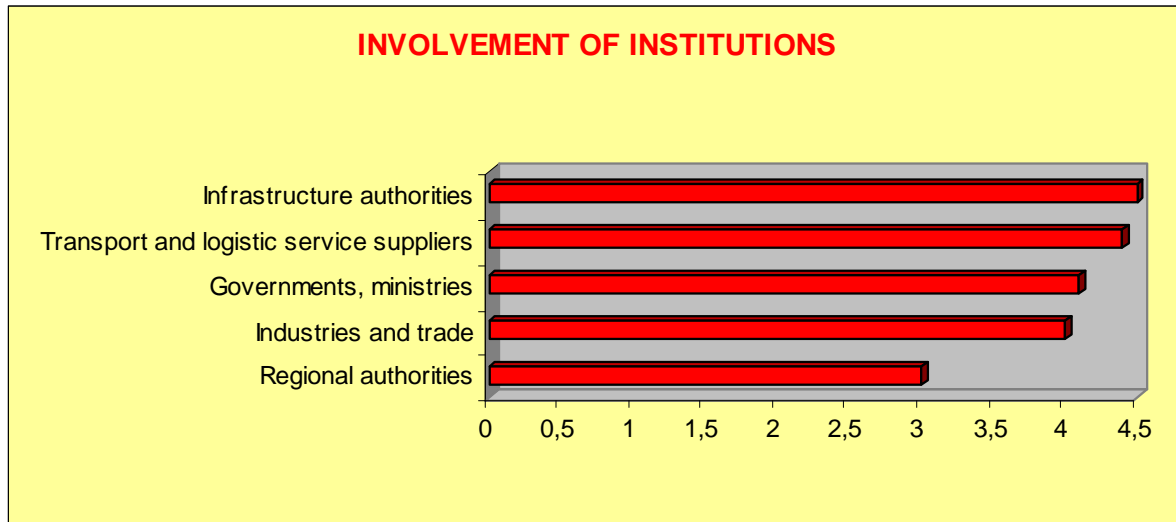
Research investigated a very important factor, which may become a crucial obstacle when performing the above stated activities: coincidence or discrepancy of disposition of actors.

It is noteworthy that optimisation of logistic costs, being of highest priority is the activity expected to meet the highest level of consensus and synergy from partners and stakeholders along the route. Possibility of success in achieving results from prior activities will be enriched by consensus in increasing of quality and scope of services of transport and logistics along the route, improvement of the unbalance in full-empty rolling stock and containers flow, exchange of knowledge and experience.

But significant challenges caused by conflicts of interests are expected by efforts to achieve some of the activities from the prior list of 10 items: fair competition along the route (-0,2) , improvement of border crossings (priority 3 – position 16 regarding conflictability), harmonization of differences along the corridor in capacities, technologies, IT (6-18).

One of lowest synergial effects was the measure for possibilities of state aid along the route.

## C.2. INVOLVEMENT OF INSTITUTIONS INTO CORRIDOR ACTIVITIES



Respondents expressed opinion that the largest part in the organisation of the EWTC, considering results of above investigations, should be performed by transport and logistic institutions: infrastructure authorities, transport and logistic service suppliers.

But at the same time it is remarkable that role of governments, ministries as well as industries and trade is recognized as of high importance.

## CHAPTER 5

### RESULTS OF THE ANALYZIS AND RECOMENDATIONS FOR APPROACH OF COORDINATION OF REGIONAL AND NATIONAL INTERESTS IN CORRIDOR EAST-WEST DEVELOPMENT

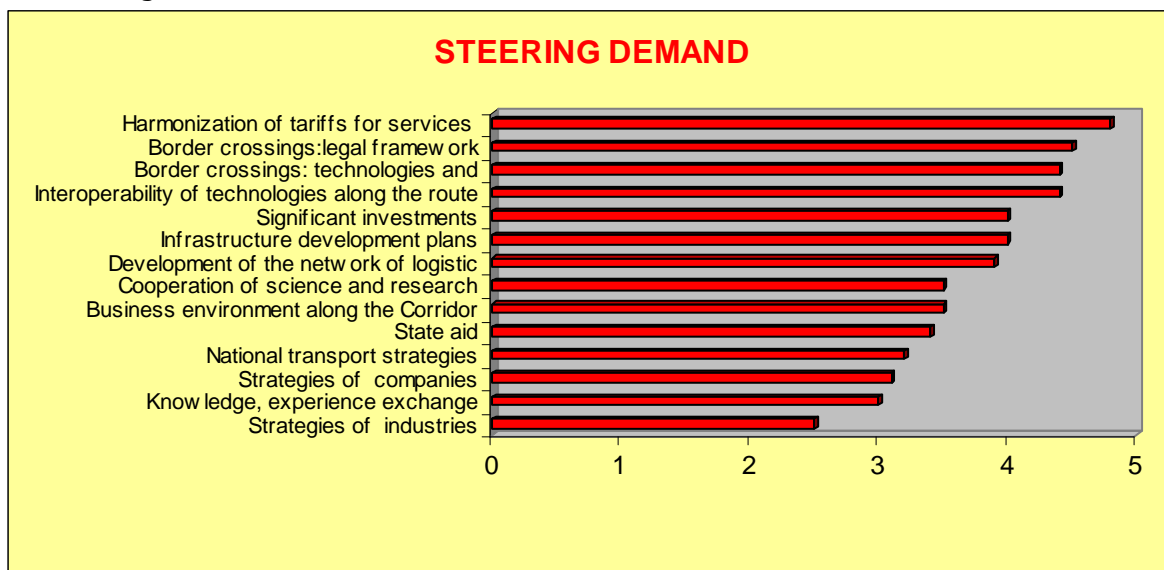
One of the prerequisite conditions for successful, consistent and sustained development of the corridor is that interests of states and actors along the corridor are considered, monitored and respected.

Special research was dedicated to approach coordination of regional and national interests in the East West Transport Corridor development

#### PART D COORDINATION IN THE CORRIDOR

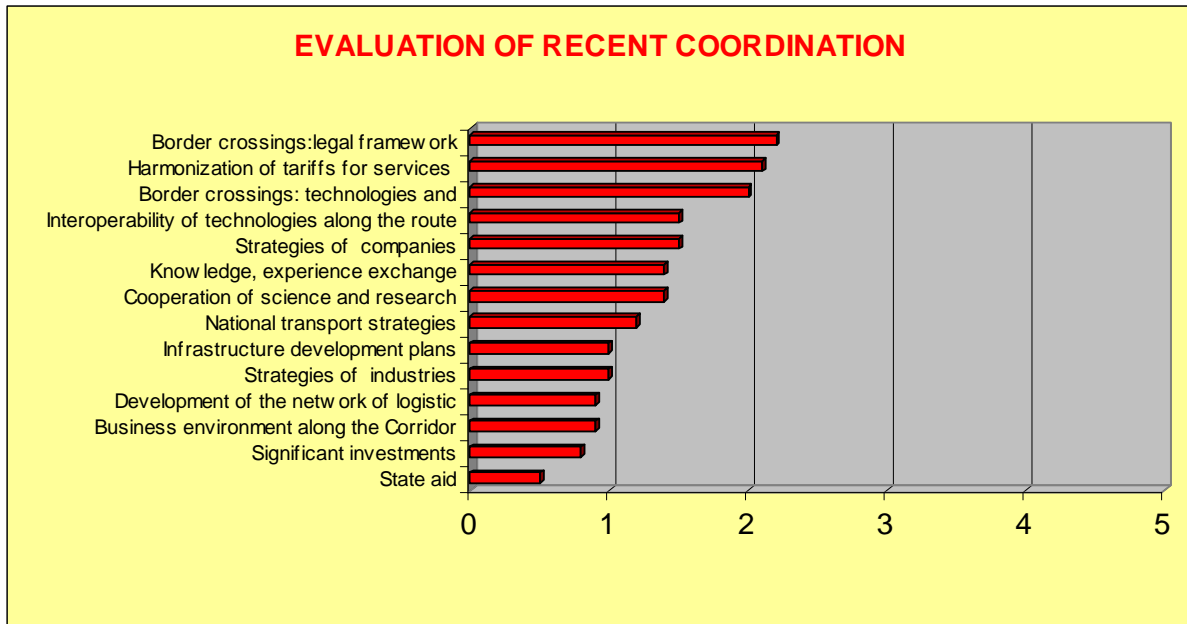
##### D.1. DEMAND FOR STEERING OF THE CORRIDOR

Opinion of respondents regarding the demand of the EWTC activities for coordination and steering was investigated.



Demand for steering of seven activities stand out compared to the others. First to be coordinated is harmonization of tariffs for services, but there is also high demand for coordination of legal framework for border crossings, as well as for installation of technologies and equipment for border crossings, and achievement of interoperability of technologies along the route is also recognized.

At the same time, the lowest demand for coordination is recognized for all strategic alternatives; from national transport strategies to strategies of companies, and also knowledge, experience exchange.



Respondents were asked to examine if they currently are recognizing coordination of activities, which are included in the list of future cooperation.

Quite significant elaboration in coordination of border crossings and harmonization of tariffs for services was recognized. Without any doubt it is high recognition of the job done during establishment and development of the shuttle trains "Viking" (Klaipeda- Odessa) and "Mercury" (Klaipeda/Klainingrad – Moscow).

#### D.2. FORMS OF STEERING TO BE USED

Respondents were asked to express opinions regarding how strong coordination of activities should be performed.

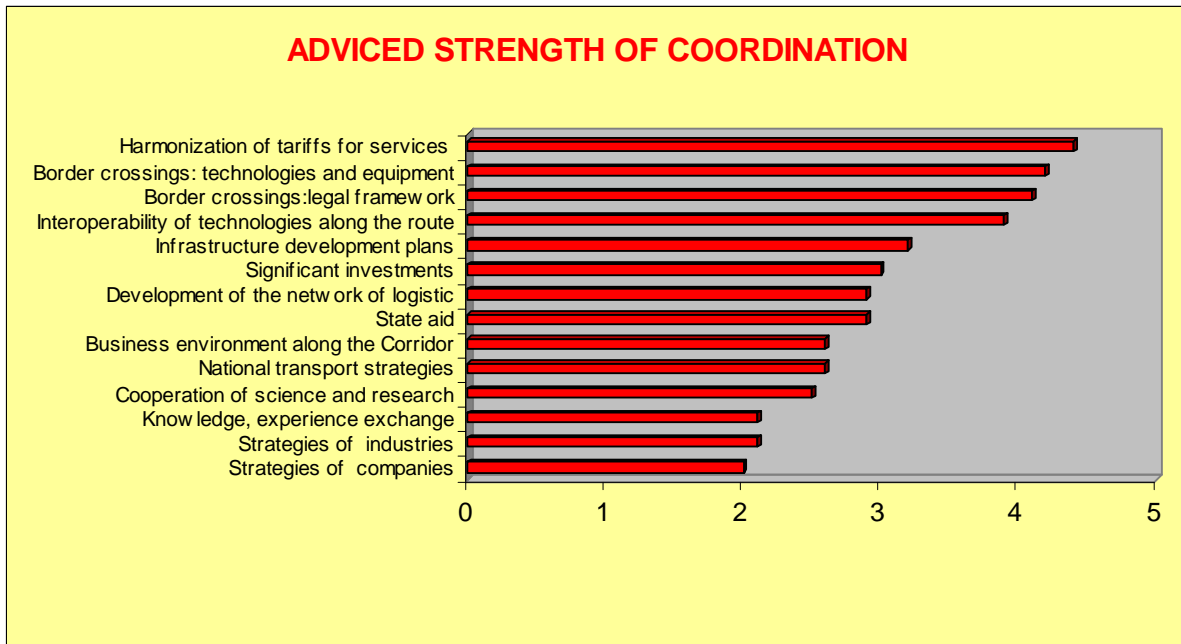
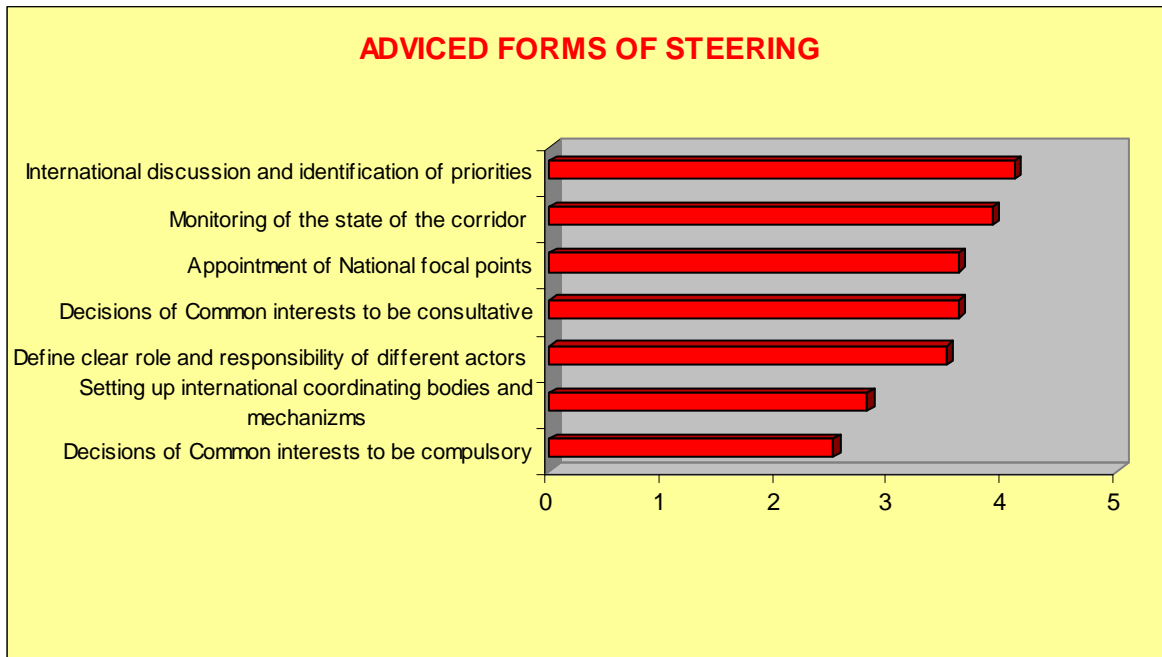


Figure demonstrates that a very high level of obligation of achieved agreements should be kept for harmonization of tariffs for services, border crossing legal framework and installation of equipment and technologies dedicated to improve border crossing procedures as well as for achievement of interoperability of technologies along the route.

Strategies of industries and companies, exchange of knowledge and experience, and cooperation of science and research received the lowest scores.

Final investigation was dedicated to frame possible character of steering and coordination along the EWTC, based on respect and consideration of analysed interests of states and actors along the corridor.



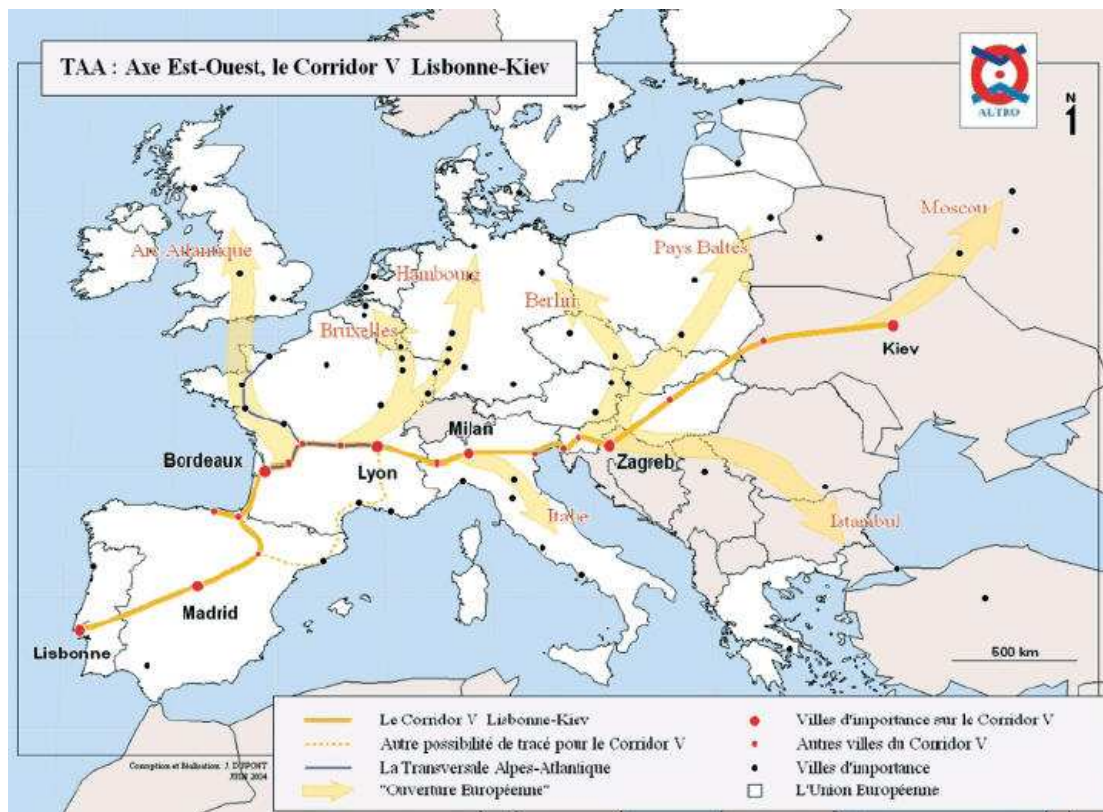
The chart illustrates that setting up international coordinating bodies and mechanisms as well as making decisions of common interests compulsory, received much less support than international discussion and identification of priorities and monitoring the state of the EWTC.

## CHAPTER 6

### COORDINATION OF INTERESTS IN COMPARABLE EUROPEAN TRANSPORT CORRIDORS

Europe obtained different practice of transport corridors – from simply transport route to cooperation of societies.

#### 6.1. PAN- EUROPEAN TRANSPORT CORRIDOR V



Map source: <http://www.ceinet.org/download/Newsletter%20No18%20January2004.pdf>

The Convention, signed on 27 January in Trieste, provides a regulatory framework of the operational setup of the Secretariat within the CEI Executive Secretariat. The permanent secretariat for the Pan-European Transport Corridor V, located within the CEI-Executive Secretariat in Trieste, is about to become operational.

## **6.1. THE ARGE KORRIDOR X LINE RAILWAYS PARTNERSHIP (PAN- EUROPEAN TRANSPORT CORRIDOR X)**



Map source: <http://www.arge-kx.com/en/News/index.jsp>

The ARGE Korridor X line railways partnership was founded in 2001 based on a memorandum of understanding with the aim of future-oriented cooperation of Central and South Eastern European railway companies. It is an Austrian civil law partnership (Ges. b. R.) headquartered in Vienna and currently comprises [10 members](#).

The partnership was born to connect and strengthen regions by selective [market](#) and [research](#) projects to ensure that the increasing number of people and goods in Europe can be transported safely, economically and quickly to their destinations.

Goals of the partnership are promoting, modernising, developing, coordinating presence, marketing and presentation of common interests vis-a-vis national and international organisations.

### **6.3. PAN-EUROPEAN TRANSPORT CORRIDOR VIII**



Map source: [http://www.secretariat-corridor8.it/index2.php?page=corridor\\_single&id=1](http://www.secretariat-corridor8.it/index2.php?page=corridor_single&id=1)

During the 1st meeting of the steering committee, held in Rome in June 2003, there was the establishment of the standing Technical Secretariat, funded by the Italian government. The Secretariat, after the official inauguration at the presence of member states' transport ministers, was located in Bari at the Fiera del Levante headquarters.

## **CHAPTER 7**

### **CONCLUSIONS**

#### CONCLUSION 1

Research shows that existing cooperation and significant elaboration in coordination of border crossings and harmonization of tariffs along the East West Transport Corridor allows already now functioning and steering of the corridor. It is high recognition of the job done during establishment and development of the shuttle trains “Viking” (Klaipeda-Odessa) and “Mercury” (Klaipeda/Klainingrad – Moscow).

#### CONCLUSION 2

Beyond the Esbjerg-Vilnius segment, routes in the directions towards Moscow and the Black Sea respectively are supported by the countries involved.

Due to strictly diverging interests, the two separate corridor directions – Moscow and Odessa call for separate development.

Strategic national interests should be clearly stated in the appropriate Memorandums of Understanding.

#### CONCLUSION 3

Research confirms that the pragmatic and practical tendency in evaluation of priorities for the EWTC, simplifying role of the EW corridor to very practical and operational mission – to transport cargo, is commonly held.

Deeper sense of the corridor is discussed mostly on the political, governmental and scientific levels, but discussions have not reached the same level of maturity in the transport, logistics and industrial sectors. The potential role the EWTC plays for intraregional cooperation and outsourcing of industries in conditions of increasing costs in Asia is still not accepted .

#### CONCLUSION 4

Work to be done firstly is the optimization of logistics costs along the route, as this is expected to meet the highest level of consensus and synergy from partners and stakeholders along the route.

Second priority group of activities: interoperability of technologies and improvement of border crossings, increasing quality and scope of services along the route.

#### CONCLUSION 5

At the same time significant challenges caused by conflicts of interests are expected by efforts to achieve fair competition along the route, improvement of border crossings, harmonization of differences along the corridor in capacities, technologies, IT.

#### CONCLUSION 6

Results of research segregates two distinct groups of stakeholders – developers and consumers. An important task going forward will be to bridge these two groups.

Industries for the moment have very limited knowledge about the potential of the transport corridor, and further dissemination of results of the EWTC project is of high importance.

#### CONCLUSION 7

When recently foreseen scope of the project is closed as action, appropriate steering mechanism is preferred.

First to be coordinated is harmonization of tariffs for services, but there is also high demand for coordination considering legal framework and installation of technologies and equipment for border crossings, as well as for achieving interoperability of technologies along the route.

At the same time, the lowest demand for coordination is recognized for all strategic alternatives given in the questionnaire; from national transport strategies to strategies of companies, and also knowledge, experience exchange.

#### CONCLUSION 8

Research attests that setting up international coordinating bodies and mechanisms was much less in demand than monitoring the state of the EWTC.

Obligatory agreements should be kept for harmonization of tariffs for services, border crossing legal framework, installation of equipment and technologies, improving border crossing procedures and interoperability of technologies along the route.

## QUESTIONNAIRE

ВОПРОСНИК

### INTERESTS

#### FOR EAST-WEST TRANSPORT CORRIDOR DEVELOPMENT

ИНТЕРЕСЫ К РАЗВИТИЮ ТРАНСПОРТНОГО КОРИДОРА ВОСТОК-ЗАПАД (В-З)

*The transport corridor East-West (E-W) will set up an intermodal transport link between southern part of the Scandinavia and regions eastwards from the Baltic states up to Republic of China. Recent questionnaire is a part of research program in frame of the project East-West.*

*Транспортный коридор Восток-Запад (В-З) установит постоянную интермодальную транспортную связь между южной частью Скандинавии и регионами к востоку от Балтийских государств вплоть до Китайской Республики. Настоящий вопросник является частью исследовательской программы в рамках проекта Восток-Запад.*

### CHAPTER A

#### RECENT RELATIONS TO THE ROUTES

ТЕКУЩИЕ ОТНОШЕНИЯ К ТРАНСПОРТНЫМ МАРШРУТАМ

Please, rate from 5 to 1 the intensity of relations of Your institution, concerned to listed below transport routes via ports of the Eastern Baltics.

Пожалуйста, оцените (с 5 до 1) интенсивность отношений Вашей институции, связанных с транспортными маршрутами, проходящими через порты Восточной Балтики.

Route Маршрут	Rate
Kaliningrad – Vilnius – Minsk	
Klaipėda – Vilnius – Minsk	
Ryga- Minsk	
Ryga – Moscow	
Tallin- Moscow	
Finnish ports – St Petersburg – Moscow	
St. Petersburg – Moscow	
<i>Please, add and rate any other not listed route (inserting additional rows below). Другое.</i>	

### CHAPTER B

#### MISSION AND FUNCTIONS OF THE CORRIDOR

МИССИЯ И ФУНКЦИИ КОРИДОРА

B.1. SIGNIFICANCE OF THE E-W CORRIDOR FOR DIFFERENT STRATEGIES

ВАЖНОСТЬ КОРИДОРА В-З ДЛЯ СТРАТЕГИЙ РАЗЛИЧНОГО УРОВНЯ

Please, rate from 5 to 1 extent, in which establishment of the East West transport corridor meets concepts, stated in listed strategies.

Пожалуйста, оцените (с 5 до 1) степень, в которой развитие данного коридора созвучно с целями, поставленными в названных стратегиях.

Strategy	Rate
National development strategy	

Стратегия развития государства	
National transport strategy Национальная транспортная стратегия	
Regional development strategy (of the county, district, metropolian city etc.) Стратегия развития региона (область, район)	
Company development strategy Стратегия развития компании	
<i>Please, add and rate any other not listed strategy (inserting additional rows below ).</i> <i>Другое</i>	

### B.2. ATTITUDE TO THE MISSION OF THE CORRIDOR (E-W TC)

#### ВИДЕНИЕ ХАРАКТЕРА КОРИДОРА

Please, rate from 5 to 1 vitality of every named conceptions for corridor East -West.

Пожалуйста, оцените (с 5 до 1) соответствие формулировки Вашему видению предназначения коридора В-З

Conception	Rate
E-W TC is one of the elements of the process of integration of the markets Коридор В-З – это один из элементов интеграции рынков	
E-W TC is a mechanism of adjustment of interests along transport route Коридор В-З – это механизм согласования интересов вдоль транспортного маршрута	
E-W TC is a way of organization of the cargo transportation Коридор В-З – это способ организации перевозок грузов	
<i>Please, add and rate any other not listed statement (inserting additional rows below ).</i> <i>Другое</i>	

### B.3. ATTITUDE TO THE FUNCTIONS OF THE CORRIDOR

#### ВИДЕНИЕ ФУНКЦИЙ КОРИДОРА

Please, rate (5-1) extent of necessity to the Corridor to fulfill every from listed functions and extent (5-1), in which this function You recognize being performed recently.

Пожалуйста, оцените (с 5 до 1) обязательность выполнения коридором указанной функции, а также степень в которой данная функция сегодня осуществляется в направлении коридора В-З.

Function of the Corridor Функции коридора	Extent of priority Степень необходимости	At what extent this function is being performed recently Степень в которой данная функция сегодня осуществляется
Coordination of related policies along the route Координация соответствующих политик вдоль коридора		
Connecting different systems of intermodal transport		

Соединение разных систем интермодального транспорта		
Improvement of infrastructure along the route (roads, railways, logistics) Совершенствование инфраструктуры вдоль коридора		
Optimization of consumption of intraregional industrial capacities and human resources Оптимизация использования межрегиональных промышленных и человеческих ресурсов		
Optimization of investments Оптимизация инвестиций		
Optimization of logistical costs Оптимизация логистических издержек		
Communication and information exchange Общение и обмен информацией		
<i>Please, add and rate any other not listed function (inserting additional rows below ). Другое</i>		

#### V.4. ENGAGEMENT OF INTERESTS INTO THE CORRIDOR DEVELOPMENT ВОВЛЕЧЕНИЕ ИНТЕРЕСОВ В РАЗВИТИЕ КОРИДОРА

Please, rate (5-1), in what extent listed categories of interests are concerned to the Corridor project.

Пожалуйста, оцените (с 5 до 1) в какой степени создание коридора В-3 касается каждой из категорий интересов

Interests	Rate
Integrated interest of the geographical (e.g. Southern Baltics) region to become more competitive in global aspect. Совместный интерес географического региона (напр. Южная Балтика) в конкурентоспособности на глобальном рынке	
Transnational EU-CIS interests Интересы ЕС – СНГ	
National interests of individual countries along the corridor Национальные интересы каждой из стран вдоль коридора В-3	
Interests of transport and logistics industry Интересы индустрии транспорта и логистики	
Interests of manufacturing industries Интересы производственной индустрии	
Interests of trade and distribution business Интересы бизнеса торговли и дистрибуции	
<i>Please, add and rate any other not listed category (inserting additional rows below ). Другое</i>	

**CHAPTER C**  
**ACTIVITIES ALONG THE CORRIDOR**  
 ДЕЯТЕЛЬНОСТЬ ВДОЛЬ КОРИДОРА

C1. WHAT ARE YOUR EXPECTATIONS FROM THE CORRIDOR?

КАКОВЫ ВАШИ ОЖИДАЕМЫЕ РЕЗУЛЬТАТЫ ОТ ДЕЯТЕЛЬНОСТИ КОРИДОРА?

1. Please, rate (10 -1) significance that particular practical result is achieved in the corridor.

Пожалуйста, оцените (с 10 до 1) важность того, чтобы указанный результат был достигнут.

2. Please, express Your opinion, wheather performance of Your expectation is conflicting with interests of simmlar organizations in other countries along the corridor? Please, rate from +(plus)5:synergy to – (minus)5:evident conflict.

Пожалуйста, оцените (до -5 ) в какой степени достижение ожидаемого Вами результата может вызвать конфликт с интересами такой же стороны в другой стране вдоль коридора? Если полагаете, что наоборот- все стороны вдоль коридра В-З единодушно будут заинтересованы – оцените до +5.

Achieved result Достигнутый результат	Significance (10-1) Важность (10-1)	Conflictability/synergy (from-5 to +5) Конфликтность/синергия (от -5 до +5)
Free access to the transport and logistics market Свободный доступ на рынок транспорта и логистики		
Fair competition along the route Честная конкуренция вдоль коридора В-З		
Harmonization of technical and technological differences along the corridor Гармонизация технических и технологических различий вдоль коридора В-З		
Harmonization of differences along the corridor in business culture Гармонизация различий в культуре бизнеса вдоль коридора В-З		
New markets for sales opened Открытие новых рынков		
Accessibility of third regions via crossroad hubs along the Corridor Доступ в третьи регионы через крупные логистические узлы вдоль коридора		
Cooperation of industries Взаимодействие промышленности		
Cooperation of science and research Взаимодействие науки и исследования		
Increased outsourcing possibilities Возросшие возможности размещения контрактного производства		
State aid along the route Государственная помощь вдоль коридора В-З		

Joint investments Совместные инвестиции		
Quality and scope of services of transport and logistics along the route Возросшие качество и количество услуг транспорта и логистики вдоль коридора В-3		
Optimization of logistics costs Оптимизация логистических издержек		
One-stop-shop Реализация принципа "одного окошка"		
Improvement of border crossings Усовершенствование перехода границ		
Interoperability of technologies along the route Взаимосовместимость технологий вдоль коридора		
Improvement of the disbalance in full-empty rolling stock and containers flow Исправление дисбаланса потоков загруженных и пустых вагонов и контейнеров		
Informativity. Knowledge, experience exchange Информированность. Взаимообмен опытом и знаниями		
Increase of qualification of the perssonal involved Повышение квалификации задействованного персонала		
Communication between people Общение между людьми		
<i>Please, add and rate any other not listed expectations (inserting additional rows below ).</i>		

## C.2. INVOLVMENT OF INSTITUTIONS INTO CORRIDOR-RELATEDACTIVITIES

### ВОВЛЕЧЕНИЕ ИНСТИТУЦИЙ В ДЕЯТЕЛЬНОСТЬ, СВЯЗАННУЮ С КОРИДРОМ

Please, rate (5-1) significance of involmment of every listed institution into activities, related to the corridor development for achievement of appropriate results.

Пожалуйста, оцените (с 5 до 1) важность вовлечения каждой из институций для успешного достижения результатов деятельности коридора В-3

Institution Институция	Rate
Policy makers Политики	
Governments, ministries Правительства, министерства	
Regional authorities Региональные власти	
Infrastructure authorities Власти, управляющие инфраструктурой	
Industries and trade Промышленность и торговля	

Transport and logistic service suppliers Поставщики транспортных и логистических услуг	
<i>Please, add and rate any other not listed institution (inserting additional rows below ). Другое</i>	

**CHAPTER D**  
**COORDINATION IN THE CORRIDOR**  
 КООРДИНАЦИЯ ВДОЛЬ КОРИДОРА

D.1. DEMAND FOR STEERING OF THE CORRIDOR

ПОТРЕБНОСТЬ В УПРАВЛЕНИИ КОРИДОРА В-3

Please, rate (5-1)

Пожалуйста, оцените (с 5 до 1)

Factor Фактор	How important is to be coordinated Насколько важно координировать	At what extent is coordinated recently В какой степени координируется теперь	How strong this function has to be regulated Насколько жестко должно координироваться
National transport strategies Национальные транспортные стратегии			
Strategies of industries Стратегии промышленных отраслей			
Strategies of companies Стратегии компаний			
Infrastructure development plans Планы развития инфраструктуры			
Interoperability of technologies Взаимосовместимость технологий			
State aid Государственная помощь			
Significant investments Крупные инвестиции			
Business environment Среда для бизнеса			
Border crossings: legal framework Переход границ: законодательная база			
Border crossings: technologies and equipment Переход границ: технологии, оборудование			
Harmonization of tariffs Гармонизация тарифов			
Development of the network of logistic			

centres Развитие сети логистических центров			
Cooperation of science and research Взаимодействие науки и исследования			
Knowledge, experience exchange Обмен знаниями и опытом			
<i>Please, add and rate any other not listed factor (inserting additional rows below ). Другое</i>			

## D.2. FORMS OF STEERING TO BE USED

### ФОРМЫ КООРДИНАЦИИ

Please, rate (5-1) significance of employment of every from listed steering forms into the corridor practice.

Пожалуйста, оцените (с 5 до 1) важность применения конкретной формы управления

Corridor steering form Форма управления коридором	Rate
Mechanism based on compulsory decisions of common interests Механизм, основанный на обязательности решений общего интереса	
Mechanism based on consultative character decisions of common interests Механизм, основанный на консультативном характере решений общего интереса	
Monitoring of the state of the corridor Мониторинг положения дел вдоль коридора	
Setting up international coordinating bodies and mechanisms Создание международных координационных институций и механизмов	
Define clear role and responsibility of different actors Обозначение ясных ролей и ответственности различных участников	
International discussion and identification of priorities, bottlenecks etc. Международная дискуссия и определение приоритетов, узких мест и др.	
Appointment of National focal points Назначение национальных контактных лиц	
<i>Please, add and rate any other not listed steering form (inserting additional rows below ). Другое</i>	

## **ABBREVIATIONS TABLE**

EWTC – East West Transport Corridor  
EW – East-West  
EU – European Union  
TEN-T – Trans-European Network for transport

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## Partners of East West TC

AAK	Municipality of Baltijsk
Aerotech Telub	Municipality of Karlshamn
Baltic State Fishing Fleet Academy	Municipality of Karlskrona
Blekinge Institute of Technology	Municipality of Klaipeda
Coordinating Council on Transsiberian Transportation	Municipality of Sölvesborgs
County Administrative Board of Blekinge	Municipality of Ronneby
DFDS Tor Line	Port of Esbjerg
DFDS Lisco	Port of Karlshamn
EC Gruppen	Railion
Esbjerg Business Center	Railog
IKEA Sweden	Region Blekinge
ITS Sweden	Region Skåne
Kaliningrad Branch of North West Academy	Region Sealand
Kaliningrad Oblast	SC Lithuanian Rail Administration
Kaliningrad State University	South West Business Development
Karlshamns Expressbyrå	Swedish National Maritime Administration
Klaipeda County Coordination	Swedish National Rail Administration
Klaipeda County Governors Administration	Swedish Road Administration Skåne
Klaipeda State Seaport Authority	Swedish Road Administration South East
Klaipeda University	University of Southern Denmark
Klaipedos Smelte	Vilnius Gediminas Technical University
Lithuanian Road Administration	Vinnova