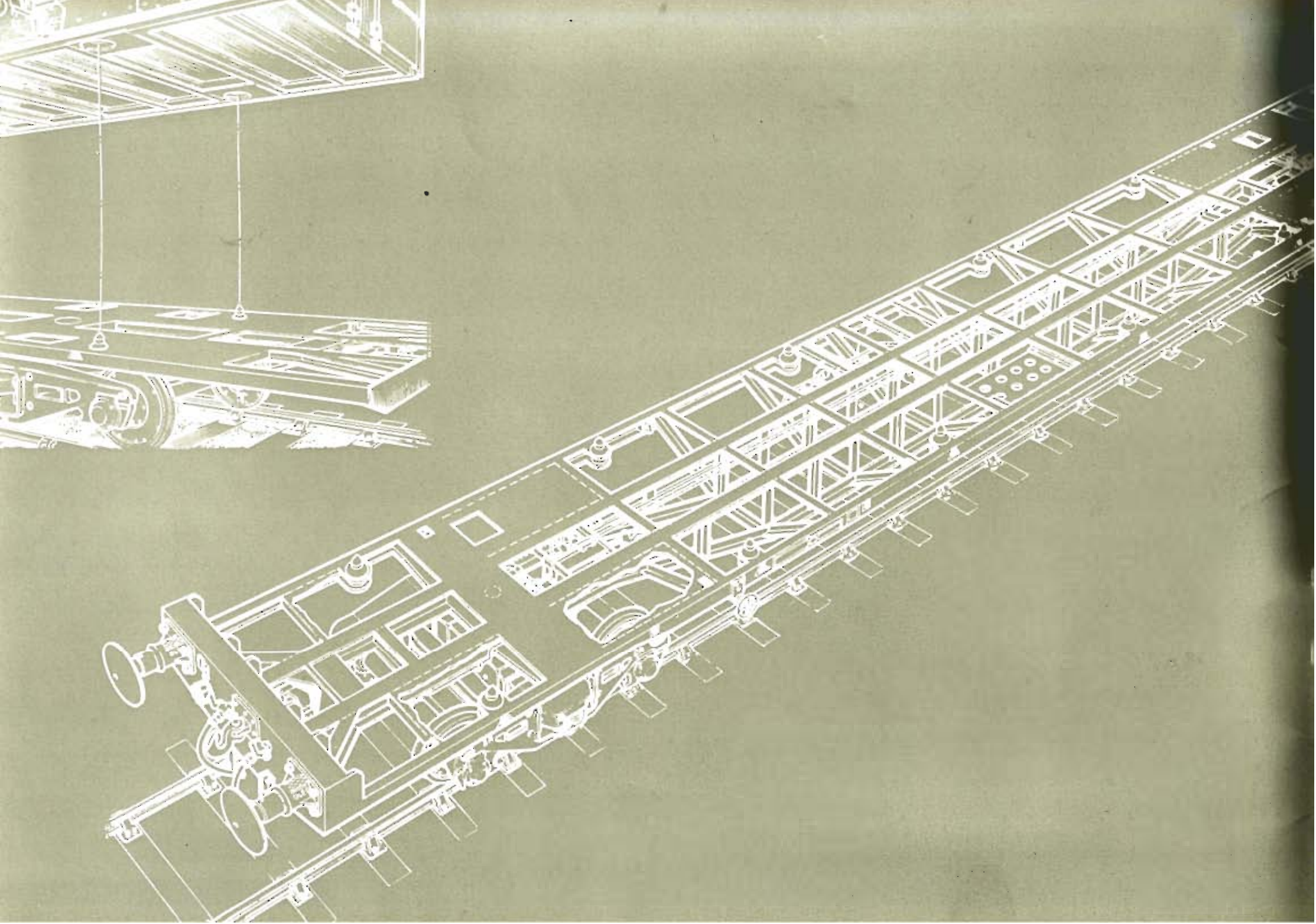


**British Rail**



**Freightliner**



*Private and not for publication*



**Freightliner**

# Contents

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<i>Section</i>	<i>Page</i>	<i>Section</i>	<i>Page</i>
<b>1 Introduction</b>	2	<b>5 The Marketing Plan</b>	16
<b>2 Equipment and Services</b>	4	– selling the service	16
– the train	4	– selling priorities	16
– containers	4	– space and cartage reservations	16
– services	7	– executive responsibility	17
– wagons	7	– developing the market	17
– sheets	7	<b>6 General Service Information</b>	18
– terminals	9	– conditions of carriage	18
<b>3 The Market</b>	12	– detention charges for containers	18
– sources	12	– detention charges for B.R. road vehicles with containers	19
– expansion	13	– definition of round trip	19
<b>4 Charges</b>	14	– documentation	19
– unit of charge	14	– terminal procedure	19
– level of charge	14	<b>Appendix</b>	
– competitive factors	14	– Conditions of Use of Freightliner containers and Conditions of Carriage	20



**Freightliner**

**1**

## **Introduction**

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Freightliner service is a highly-developed complete transport system. Large capacity containers, specially-designed wagons and new transfer equipment provide low cost, express freight train services between exclusive road-rail terminals. It combines the advantages of rail trunk movement over medium to long distances with the flexibility of road transport for door-to-door distribution.

It is British Rail's answer to the demand for improved transport of general merchandise traffic. Its efficiency will enable us to obtain a much larger and more profitable share of the expanding market for transport of manufactured and semi-manufactured goods.

The service will link widely separated centres of industry by fast non-stop trains running to strictly controlled and regular schedules – a high-speed conveyor belt over the trunk routes of Great Britain.

It is a new service providing in every respect the essential qualities of **ECONOMY, RELIABILITY, SPEED** and **SAFETY**. It possesses many advantages which will make it attractive to our customers:

- **LOWER CHARGES**
- **FASTER TRAINS**
- **ALL-WEATHER RELIABILITY**
- **SECURITY and PROTECTION FROM DAMAGE**
- **DOOR-TO-DOOR SERVICE**
- **REGULAR SCHEDULES**

The following pages describe the equipment; explain the service and marketing policy and give the essential information for selling the service.

The immediate aim is to sell the capacity on the first route between London and Glasgow. The next four routes will link these terminals with Liverpool and Manchester. Other routes will be developed as the demand grows.

A comprehensive marketing plan has been prepared. Market research reveals a great potential. The attitude to the service by selected traders and hauliers approached during surveys was most encouraging. Sales experience so far has confirmed that there is a very keen interest, and providing quality of service and price can be maintained the project is assured of success.

**The market can therefore be attacked in the knowledge and with the confidence that we have an outstanding service to sell. Success will ensure expansion on the first routes and a progressive development to a national network of services.**





**Freightliner**

## 2 Equipment and Services

### **The Train**

The Freightliner train will normally consist of 15 flat bogie wagons loaded with containers. It will remain continuously coupled and run to a strict timetable over selected routes. The trains have a maximum speed of 75 mph and will average 50 mph. When fully loaded the gross weight will be 1,000 tons giving a maximum payload excluding the tare weight of containers of up to 675 tons.

The train has a total loading length of 900 linear feet and carries any combination of 10ft, 20ft or 27ft (and later 30ft) containers. There is no waste capacity.

### **Containers**

The service starts with simple standard containers but later there will be scope for the introduction of special-purpose types, e.g. for liquids and bulk commodities. Private ownership is encouraged and conveyance rates

offer an appropriate inducement. These are the containers readily available:

### **'COVERED'**

Type	Internal Dimensions						Weight Capacity	Volumetric Capacity
	Length		Height		Width			
	ft	in.	ft	in.	ft	in.	tons	cu. ft
10	9	4½	7	3¼	7	8½	7½	520
20	19	5¼	7	3¼	7	8¼	15	1,080
27	26	6¼	7	3¼	7	8¼	20	1,480

### **'OPEN'**

Type	Internal Dimensions				Weight Capacity	Maximum Height of Load
	Length		Width			
	ft	in.	ft	in.	tons	ft
20	19	5	7	8	15	6
27	26	6½	7	8	20	6

*N.B. Open container loads must not exceed 6 ft above the container floor.*





All containers have been constructed with locating devices which simplify securing to rail and road vehicles. These are illustrated on the inside front cover. Containers are 'bottom lifted' from recesses in the base of the main frame.

The overall length of 27ft was adopted as a standard maximum to conform with requirements of the road haulage industry bearing in mind that the maximum permitted length of road vehicles was, until recently, 35 ft. Many of these vehicles will be in use for a considerable time to come but changes in Construction and Use regulations now permit the operation of road vehicles up to a maximum of 42ft 8in. overall length. This will doubtless encourage a move towards longer containers and a number of 30ft Freightliner containers are now under construction to meet this development.

Covered containers are 8ft wide and 8ft high, which is a proposed international standard. Those now available have end door access only. Other types will be available shortly with full side as well as end access. One end and both sides of the open container are easily removable by one man. The choice of container, covered or open, depends upon the nature of the traffic but methods of handling may be important too. End door covered containers are best loaded from a bank. Floors are stressed for use by mechanical appliances up to 2tons laden weight. The new covered container with side and end access will be especially useful for palletised traffic loaded from the ground or bank. Open containers are readily loaded by crane or fork lift truck operating from ground level. The load will need to be sheeted and roped within gauge.

### **Services**

The first services will operate overnight Monday to Friday inclusive. Plans are in hand for day services and six-day working and also for duplication of services as the demand grows.

A separate sales folder issued for each route will include information on latest times of acceptance of loaded containers for despatch. It will also show time containers will be available to consignee. Empty containers can be collected or delivered to terminals at any time.

### **Wagons**

The Freightliner wagon is 62½ ft in length. It carries 10ft, 20ft and 27ft (later 30ft) containers in any arrangement. Platform height above rail is 3ft 1in. achieved by wheels of 2ft 8in. diameter. Design features include locating spigots which fit into sockets in the wagon frame and engage into similar sockets in the container base. The spigots prevent movement longitudinally or laterally. The containers are held against vertical movement by a special system of throw-over clamps as illustrated on the back cover of this book.

The bogie construction and air braking system enable wagons to operate at high speeds and interwork with passenger express schedules.

### **Sheets**

If British Rail collection and delivery is specified loads will be sheeted and roped as necessary. Road hauliers will doubtless prefer to provide their own equipment.



***Unit Loading***



## ***Terminals***

The success of Freightliner terminals lies in the high degree of equipment utilisation. The new terminals will be open to all users and have been specially planned to achieve three basic functions with maximum efficiency and low cost:

### ■ **Quick turn-round for road vehicles**

Even at peak periods road vehicles can be called forward from the reception point to wagon side in a matter of minutes. There is no congestion.

### ■ **Fast, safe transfer**

The hydraulically-powered Travelift shown in action is typical of modern equipment at Freightliner depots. Four grabs on retractable arms engage into lifting plates and containers cannot slip or be released accidentally. Movements are smooth and shock-free; four-point suspension keeping containers level all the time. Transfer takes as little as two minutes using this giant modern equipment.

### ■ **Train movement – not wagons**

The train is always continuously coupled. Once loading has been completed it is ready to leave on another round trip immediately.





00A08

25H05

BRITISH RAILWAYS 16037

KEEP CLEAR

Load 71 10c  
Tare 11 10 00  
Capacity 530c

00A08





Freightliner

## 3 The Market

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### **Sources**

Potential customers for the Freightliner service fall into two general divisions, namely, road hauliers including nationalised transport undertakings, and traders.

#### ■ Road hauliers

The road haulier has a predominant share of the market and is likely to become a major customer. For this class of traffic, which represents a new and untapped source of profit for us, we shall become sub-contractors for the trunk haul. Generally speaking, the road haulier will wish to provide his own service of collection and delivery but instances will arise when British Rail will be asked to provide the service on the haulier's behalf, at one or both ends of the journey. It is in the road haulage market that the best scope will be found for selling regular daily bookings to the same customer for traffic passing over

the route in both directions, i.e. round-trip working.

In general the demand is likely to be for the largest type of open container but B.R.S. (Parcels) and other similar carriers are likely to favour covered containers.

#### ■ Traders

Where a door-to-door transport service is required we shall be providing a throughout service in competition with road hauliers.

Our first aim is to capture new business. Nevertheless, we cannot deny traders who are already using rail the opportunity of transferring from an existing service to the Freightliner if they so choose.

In other cases, where a trader has his own 'C' licence fleet, the economics of using Freightliner service for the trunk haul might persuade him to change to road vehicles suitable for conveyance of containers. In many

instances this will only mean purchasing new trailers for use with existing tractor equipment.

The new service should have special attraction for customers who are trucking traffic to distribution depots on a scheduled stock replacement programme. Varied container sizes meet the most diverse demands.

### ***Expansion***

Success on the first routes will stimulate a rapid expansion of Freightliner service. This will widen catchment areas for potential traffic and at the same time make the service still more attractive. We will then be competing effectively for customers interested only in a national network.

Developments in the container range will increase traffics likely to be attracted to Freightliner. Bulk liquids, powders, granules and low-temperature commodities are all envisaged.





Freightliner

## 4

# Charges

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### ***Unit of charge***

The basic unit of charge is the 'loaded container journey'. This charge is variable according to the following:

- Cubic capacity and payload of containers.
- Traffic volume.
- Regularity and frequency of forwardings.
- Single or round-trip journeys.
- Market considerations.

### ***Level of charge***

Fixed scales of charges based upon the above factors have been incorporated in a schedule covering terminal-to-terminal transits for each Freightliner route.

Where collection and delivery by British Rail is required for distances up to 10 miles from terminals a throughout rate should be quoted by making additions for cartage.

These schedules will enable salesmen to quote immediately in almost all circumstances. Authority must

be sought for any departure from the scale charge. This is likely to arise in the following circumstances:

- Where particularly large volumes of traffic are involved.
- For cartage outside the present limits of 10 miles from Freightliner terminals.
- Where cartage operations at one or both ends of the journey can be balanced for a particular flow of traffic or in any circumstances where cartage operations can be arranged to show economy.

### ***Competitive factors***

Rates discussions with potential customers will centre around the following considerations to which thought will need to be given in advance of negotiations.

#### **■ Terminal-to-terminal service**

The prime consideration is likely to be the cost which would be 'avoided' if the trunk part of the transit were sub-contracted to British Rail. The minimum 'avoidable' costs are the wages of the road trunk lorry driver plus the cost of fuel, lubricants, tyres and maintenance of the road vehicle for the trunk mileage.

In particular circumstances the road haulier will make other savings but these are variable.

#### **■ Door-to-door service**

A direct comparison can be made here with the prevailing market road rate and our competitive position will be considerably influenced by the situation of collection and delivery points in relation to our terminals.





Freightliner

## 5 The Marketing Plan

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### ***Selling the service***

The marketing plan is, firstly, to sell the general Freightliner service over a wide front and, secondly, to sell complete trains to individual hauliers and traders operating from their own or British Rail terminals.

The decision to sell the service over as wide a front as possible has been taken because success, in the long term, will depend on the extent to which traffic can be attracted from road hauliers.

Selling will conform to a route by route sales plan agreed in advance of the introduction of each service. Initially it will list customers to be visited, specify

priorities and ensure that selling activity is tailored to the facilities and equipment immediately available.

### ***Selling priorities***

Initially, commercial activity will be directed, so far as traders requiring British Rail cartage are concerned, to areas in the vicinity of the Freightliner terminals provisionally fixed at 10 miles. This will give the best utilisation of our road vehicles and ensure that the service commences in those areas where our competitive position is strongest. For the present the service for this category of customers should be sold on the basis of one collection and one delivery per container. For road hauliers or traders performing their own collection and delivery these considerations do not apply and the service can be sold in accordance with demand.

### ***Space and cartage reservations***

Overselling of capacity and unbalanced working must be guarded against.

The control of train space and cartage requirements will be the responsibility of the originating terminal and it is to this point that all such applications must be made. Where space is also required at the distant terminal, e.g. 'round-trip' working, the necessary arrangements must be made by the originating terminal.

It is intended that space should be booked not later than the day before the service is required. In many instances traffic will have been secured on a regular basis. This will considerably assist our operations but

customers should be reminded that at least one day's notice should be given to the terminal of cancellation, otherwise the booked space on the train will be debited. A similar period of notice will be necessary for cancellation of British Rail cartage.

It is expected that salesmen will wish to make the first bookings on behalf of a customer, but once the procedure is established customers should be encouraged to deal with terminals direct. In this respect the Route Folders provide all necessary information.

### ***Executive responsibility***

Customer contact will be made on the basis already laid down for executive responsibility for freight traffic. For the present, B.R.B. Headquarters will assume executive responsibility for the transport companies operated by the Transport Holding Company and Transport Development Group.

The circulated lists of potential customers will be the first objective.

### ***Developing the market***

It is the intention to expand services on the first routes and progressively to open up new routes until a network of Freightliner services has been established.

Every effort should be made to obtain information regarding the market for the service even where an immediate sale is not possible. The feedback of vital commercial information on the 'Sales Report' form is an essential part of the marketing plan and will enable the priorities for new services to be evaluated.





**Freightliner**

## **6 General Service Information**

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### ***Conditions of carriage***

Conveyance of goods in Freightliner containers will be subject to the Board's General Conditions of Carriage and will be at Board's risk, subject to the goods being adequately protected and/or securely stowed as necessary.

It is necessary also to define the liabilities respecting containers whilst outside the possession of the Board, i.e. when they are being conveyed by vehicles belonging to road hauliers or traders to and from the terminals.

These liabilities have been drawn up in the form of conditions (Appendix). They are printed on the reverse side of the quotation form notifying conveyance rates or confirming those given verbally. These conditions, when the quotation is accepted by customer (which should be done in writing), will be binding.

Dangerous goods will only be carried subject to special conditions and a separate form of consignment note will be required.

### ***Detention charges for containers***

To ensure efficient control of containers a time limit has been fixed for their return by road hauliers and traders performing their own cartage. The need to invoke a penalty should seldom arise as there will be an equally impelling need by the user to release the motor unit. Circumstances will arise where some flexibility is required, particularly where large traffic flows are concerned, when by special arrangement containers can be left at customers' premises for loading or unloading. Nevertheless, where unreasonable delays are incurred charges for detention will be levied on the following basis:

#### **FREE PERIOD**

For containers collected by road hauliers or traders from terminals:

- |  |  |
|--|--|
| <i>(a) Loaded containers:<br/>For delivery and discharge<br/>and return of container<br/>to terminal EMPTY</i> | Allowance of 12 hours calculated from 08.00 on morning of arrival or actual time of arrival of train if this is later. |
| <i>For delivery and discharge<br/>and return of container<br/>to terminal LOADED</i>                           | Allowance of 24 hours calculated from 08.00 on morning of arrival or actual time of arrival of train if this is later. |
| <i>(b) Empty containers:</i>   | Allowance of 12 hours calculated from time of collection of container from terminal.                                   |

## CHARGE FOR EXCESS DETENTION

Period of detention	Type of container	Charge		
		£	s.	d.
For first 12 hours or part of 12 hours	10 ft	10	0	
	20 ft	12	6	
	27 ft or 30 ft	15	0	
For each day or part of a day thereafter	10 ft	1	5	0
	20 ft	2	0	0
	27 ft or 30 ft	3	0	0

### **Detention charges for B.R. road vehicles conveying Freightliner containers**

The system of road vehicle control at Freightliner terminals will be such that by personal contact with our customers, and disciplined operations, the need to invoke penalty scales should seldom arise. Reasonable time will have to be allowed for loading and unloading according to circumstances and the nature of the goods, but it should be made clear to potential customers that in no case should this exceed 15 minutes per capacity ton.

The combined charge for the containers and road vehicles for detention in excess of this period will be:

Container size	Charge per hour*	
	s.	d.
10 ft	15	0
20 ft	20	0
27 ft or 30 ft	25	0

\*The minimum charge is fifteen shillings

### **Definition of 'round trip'**

Generally a round trip charge covers the transport of a particular container from the originating terminal to the destination terminal and back. The customer will be

allowed up to the time of departure of a specified train on the day following despatch to turn round the container at the destination depot. The time allowance will be extended, where necessary, to take account of Sundays, Bank Holidays, etc.

### **Documentation**

The sender, trader or road haulier, will be required to complete the special form of Freightliner consignment note in triplicate. The three copies are coloured yellow, white, and pink, respectively. The pink copy will be retained by the sender as a receipt.

If cartage other than British Rail is used, two copies (white and green) of a collection order are also necessary. This is essential for security and is the authority for collecting empty or full containers from the Freightliner terminal. Salesmen should ensure that all customers have a supply of these documents as necessary.

### **Terminal procedure**

Every effort has been made to ensure smooth working at the terminal so that road vehicles collecting and delivering containers are not delayed. In fact the driver need never leave his cab.

It is essential that customers fully understand the procedure laid down for ordering the service and complete information under this heading is contained in the Route Folders available.

On arrival at the terminal check-point with a loaded container, the road vehicle is directed to a berth alongside the allocated rail wagon. High capacity equipment transfers the container swiftly and safely.





## APPENDIX

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### ***Conditions of Use of Freightliner containers and Conditions of Carriage***

**1** In these Conditions the expression 'the Board' means the British Railways Board, and the expression 'the User' means the person accepting this quotation.

#### **Conditions of Use**

**2** The User shall use the container solely for the purpose of collecting and loading therein goods for conveyance by rail by the Board and for the delivery and unloading of such goods at the place to which the goods are consigned.

**3** Whilst the container is in the possession of the User or his sub-contractors or the servants or agents of either of them, the User will be responsible for the safe custody of the container and for making good to the Board its value, if it is lost or destroyed, or the cost of repairing any damage it may sustain, however such loss, destruction or damage may be caused, except where such loss or damage is caused by the neglect or default of the Board or their servants. Possession by the User shall be deemed to commence when the container is placed on the User's vehicle.

**4** The User shall pay to the Board their charges from time to time published by them for detaining the container for any periods in excess of those from time to time published by the Board as allowed for

the collection and delivery of the goods conveyed in the container.

If after delivery of the goods a container is retained by the User or his agent or sub-contractor (other than the Board) for the purposes of collecting and loading a further consignment of goods for conveyance by rail, the User will be responsible for paying the charges for the detention of the container beyond the period allowed for the collection and loading of the further consignment, whether or not such collection and loading is performed by or on behalf of the User.

**5** The Board's officers and servants may refuse to permit the User, his servants, agents or sub-contractors to take possession of the container if in their opinion the vehicle by which it is intended to be conveyed is unsuitable for the purpose.

The User shall not by his servants, agents or sub-contractors cause or permit the container to be removed from any road vehicle by which it is being conveyed, whether before or after conveyance by rail, without the consent of a duly authorised officer or servant of the Board.

**6** The User shall be responsible for ensuring that the container is not so loaded as to exceed either the loading gauge appropriate to the particular transit by rail or the loading capacity of the container marked thereon.

#### **Conditions of Carriage**

**7** The Board will convey the contents of the container subject to their General Conditions of Carriage from time to time published by them at Board's risk and subject also to any special Conditions and Regulations published by them which may be applicable to the contents of the container or any of them including those relating to the conveyance by rail of dangerous goods as defined in the Board's published List of Dangerous Goods and merchandise of kindred nature. The said special Conditions and Regulations shall override the said General Conditions of Carriage insofar as inconsistent with them.

The Board will only be responsible for loss of or damage or delay to the contents of the container in accordance with such General Conditions of Carriage and special Conditions, where applicable and then only if and insofar as it is proved that such loss, damage or delay occurred whilst the container was in the possession of the Board for conveyance.

**8** In any case where the User is not the original Consignor or Owner of the contents of the container the User will indemnify the Board against any claim for loss of or damage or delay to the contents of the container and all costs and expenses in connection therewith where or insofar as the Board would not have been liable to meet such claim under their said Conditions.

