

RE: >>> Re: Estonia Graine Lane - by Muuga Harbour Grain Terminal - Grain-Trains-Ukarine

An Dipl.-Ing. Volker Goebel <info@ing-goebel.com> • eu-ukraine-solidarity-lanes@ec.europa.eu

Good morning Mr. Goebel,

Thank you for your help and kind words. It is always good to have more than one option. Please note that the prices I have given to you are estimated and based on offers from railways around April/May time. We did not negotiate as there was nothing to offer and all rates were given to us as for calculation only. That is why I don't want to announce these prices so openly. If this route becomes of interest and quantities can be offered to railways, then all the rates will be updated. With proper offer, I am sure that railways of Baltic countries might be able to offer some discounts or gov. support. Estonian rail part should stay more or less the same as we keep contact with them, I hope (even though they are super passive in this matter).

Please note that my calculations for CONTAINER train DO NOT include:

- Polish transit railway rate from Ukraine to Lithuania through Poland and time in transit. I don't have any numbers for this. This needs to be added.
- Cost of reloading 20'' container at border crossings from platform 1520mm to 1435mm and then from 1435mm to 1520mm and the same on the way back. The rail freight includes return of platforms but reload of empty containers will be additional. In Estonia it would cost around 70-80 eur/container one time. So two times around 140-160eur/container. But I don't know how much it costs in Poland or Lithuania.
- FOB cost of terminal and storage (if such occurs). But this is more for the buyers rather than transportation. And it is definitely less than in Germany.

Please note that my calculations for HOPPER train DO NOT include:

- Belarusian transit railway rate from Ukraine to Latvia through Belarus (transit time 4 days). Rate - don't have information. This needs to be added.
- FOB cost of terminal and storage (if such occurs). But this is more for the buyers rather than transportation. And it is definitely less than in Germany.
- If this can go through BY then it is definitely the fastest, probably the cheapest, can handle big throughput, all the operational and integrated infrastructure is there. But of course this route is highly influenced by politics and development of war situation.

For now we can handle 2 hopper trains per 24h or 1 container train per 24 hours. Or 1 hopper and 1 container train per 24h. If we make some repair works and improvements then we can handle much more than that (estimated time up to 2 month but we keep on working at the same time)

Once again thank you for your support. Hopefully it can help to ease the situation with grain in Ukraine and deliver it to the countries that need it so much.

Please feel free to contact me for any questions.

Best regards,

Jan Lipinski.
MGT Muuga Grain Terminal

From: Dipl.-Ing. Volker Goebel <info@ing-goebel.com>

Sent: Monday, June 27, 2022 5:24 PM

To: mgt@mgt.ee; eu-ukraine-solidarity-lanes@ec.europa.eu

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Importance: High