

RE: >>> Negotiation - Business Offer - Grain-Trains-Medyka to German Border

An Dąbrowski Rafał <r.dabrowski@pkpcc.com>

Good afternoon Mr. Goebel,
Hello - Dear Mr. Dabrowski,

With reference to the following correspondence, we are sending our indicative prices;
please read our negotiation notes :

INDICATION valid from 29.06.2022 till 31.07.2023

Products name together with the item. NHM: Intermodal transport units (UTI), item NHM: 9941 00 00; 9931 00 00.

what is : item NHM: 9941 00 00; 9931 00 00 ?

Type of communication: international transport – transit.

Type of wagons: rail container platform wagons delivered by PKP CARGO.

Prices valid for neutral goods. - OK

Volume: block-train in round-trip or one-way. - Round-Trip

Relation and prices:

Transportation routes		Parameters of the train		Price per train / per direction [EUR] in round-trip	Price per train / per direction [EUR] in one-way
		Max length	Max net weight		
Medyka Gr.	Kunowice Gr.	600m	800t	21 570 EUR	34 540 EUR
			1000t	22 800 EUR	35 770 EUR
			1200t	24 250 EUR	37 220 EUR
			1400t	25 580 EUR	38 540 EUR
			1.600 tons	26.910 EUR	39 870 EUR
			1800t	28 370 EUR	41 340 EUR
			2000t	29 940 EUR	42 900 EUR
			2300t	32 000 EUR	44 970 EUR

If there is no way-back train for round-trip train prices, payable fee as per 800 t brt

26.910 EUR : 1.550 tons Grain = 17,36 EUR / Ton Grain for Medyka (UA Border) to German Border
we see that as a very very very competitive price - compared with DB Cargo AG Prices

Prices include:

Rail Freight for Intermodal trains in above relation in one-direction; ? We want Round-Trip Forwarding service in Medyka. - How much do you charge for DE-Loading - Loading with the Kongskilde Grain-Conveyor Equipment sponsored by EU ? - They do 50 tons / hour - but that required a team of 5 persons over 10 hours per day. - Calculate labour and power costs pls. !

Additional costs:

return of empty platforms 1.520 mm to the border: 40 EUR / 2-axle wagon, 70 EUR / 4-axle wagon, 100 EUR / 6-axle wagon; - OK

transshipment in Medyka: 65 EUR / container; hahaha - Define "Trans-shipment" - see above

T1 document: 50 EUR / container; hahaha - max. 5 EUR per Container - its 199.950 Containers per MONTH !

Storage at Medyka Terminal – neutral goods:

7 days free of charge; - OK

From 8 day: 5 EUR / day / 20ft, 10 EUR / day / 40ft. - OK

Additional forwarding services in Medyka Terminal, for veterinary cargo or customs revision, if necessary:

assistance from the inspection company during the phytosanitary control - 56 EUR/container; - max. 5 EUR / Container

its always Grain and Coal

Arranging of phytosanitary control (Main Inspector of the State Plant Health and Seed Inspection) – 33 EUR/container;

Custom Revision – 40 EUR/container; - max. 5 EUR / Container - skip it anyway completely - EU

Arranging of Sanitary control (Sanepid, Food Safety and Inspection Service) – 40 EUR/container;

Arranging of VET(veterinary) inspection control – 100 EUR/container. - 0,- EUR / Container

Prices include:

additional costs of government procedures (processing of inspection and issue of decision, certificate etc.);

hiring of controlling company to check the correctness of the inspection; - 0,- EUR / Container

arranging of transport and reloading of inspected goods. - 0,- EUR / Container

Additional fees and all other charges which appear unpredictably through the carriage, will be re-invoiced to client after their acceptance.

- 0,- EUR / Container

Best regards / Best regards

Rafał Dąbrowski

Volker Goebel / Logistic-Planner

Biuro Handlowe

Wydział Transportu Multimodalnego

PKP CARGO CONNECT Sp. z o.o.

01- 192 Warszawa, ul. Leszno 12/601

tel.: +48 691 601 170

www.pkpcc.com



PKP CARGO CONNECT Sp. z o.o.

KRS: 0000006291, Sąd Rejonowy dla m. st. W-wy w Warszawie, XIII Wydział Gospodarczy,

REGON: 006213487 NIP: 522-01-03-934, Kapitał zakładowy Spółki: 24.750.000 zł w całości wpłacony.

From: Czerpita Mieczysław

Sent: Tuesday, June 21, 2022 10:52 AM

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

Cc: PKPCC Multimodal Sales <multimodalsales@pkpcc.com>; Dombbski Robert <r.dombbski@pkpcc.com>

Subject: RE: >>> Business

Dear Mr. Volker, I have sent your e-mail to our Multimodal Department. You will get answers to several bothering questions: customs clearance and security, reloading, etc.

Pozdrawiam/Best regards/ I migliori saluti/ Saygılarımızla

Mieczysław Czerpita

Dyrektor Biura/Chef of Commercial Office

Biuro Handlowe/ Commercial Office

PKP CARGO CONNECT Sp. z o.o.

ul. Leszno 12

01-192 Warszawa

kom. + 48 695 554 475

e-mail: m.czerpita@pkpcc.com

www.pkpcc.com

PKP CARGO CONNECT Sp. z o.o.

KRS: 0000006291, Sąd Rejonowy dla m. st. W-wy w Warszawie, XII Wydział Gospodarczy,

REGON: 006213487 NIP: 522-01-03-934, Kapitał zakładowy Spółki: 24.750.000 zł w całości wpłacony.

From: Dipl.-Ing. Volker Goebel [info@ing-goebel.com]
Sent: Tuesday, June 21, 2022 10:44 AM
To: Czerpita Mieczysław <M.Czerpita@pkpcc.com>
Subject: RE: >>> Business

Uwaga – ten e-mail pochodzi spoza PKP CARGO S.A.
Nie klikaj łączy ani nie otwieraj załączników, chyba że znasz adres e-mail nadawcy i wiesz, że zawartość jest bezpieczna.

Dear Mieczyslaw,

How much do you charge for a
100.000 Container moves from
Medyka to German border to Medyka?
(20 ft Bulk Grain Containers)

Best regards from

Ing. Goebel

Czerpita Mieczysław <m.czerpita@pkpcc.com> hat am 21.06.2022 10:26 geschrieben:

Dear Mr. Volker.

PKP Cargo is a rail carrier and does not purchase grain (that's what I understood). Do you need rail freight cost with all customs, handling for calculation?

Pozdrawiam/Best regards/ I migliori saluti/ Saygılarımızla

Mieczysław Czerpita

Dyrektor Biura/Chef of Commercial Office

Biurow Handlowe/ Commercial Office

PKP CARGO CONNECT Sp. z o.o.

ul. Leszno 12

01-192 Warszawa

kom. + 48 695 554 475

e-mail: m.czerpita@pkpcc.com

www.pkpcc.com

PKP CARGO CONNECT Sp. z o.o.

KRS: 0000006291, Sąd Rejonowy dla m. st. W-wy w Warszawie, XII Wydział Gospodarczy,

REGON: 006213487 NIP: 522-01-03-934, Kapitał zakładowy Spółki: 24.750.000 zł w całości wpłacony.

- image002.jpg (3 KB)