PRICE CALCULATION IN THE INTERNATIONAL RAILWAY TRANSPORT OF GOODS

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Introduction

Currently, the price of transport is determined on the basis of eligible own expenses, with regard to value and volume indicators, and especially the quantity of goods for a certain period of time. Quantity of goods is not an indicator that affects the level of prices specified in the tariff, but it is a key indicator that affects the determination of the contract price (price agreement), which is provided to the customer in the business activity of each of the rail transport undertaking mainly based upon the amount of goods transported per calendar year.

Transport companies (national carrier / private carrier) in the area of the carriage of goods by rail transport accounts in several ways. Cargo Slovakia provides basic tariffs for transport by wagon consignments (TR 1) in the form of the offer price. The strike price is charged individually for each customer fulfilling a number of criteria set out terms and conditions of the railway transport enterprise, or. by directive for agreeing conditions of transport. Fundamental criterion for obtaining discounts from the menu prices TR 1 is the quantity of goods per year. For the carriage of goods by rail price can be determined and also the offer price surcharge. Surcharge depends on the intensity of the shipment, for example if it is necessary to pre-determine the route especially with respect to the size of the consignment or axial pressure on the axle wagon - mailing and sorting of transport.

Pricing options for the carriage (ZSSK Cargo)

1. National tariffs

There is a possibility of pricing the carriage with the individual domestic tariffs of the participating railway administrations. In this method of price determination for the transport is not possible to determine in advance the price per the entire transport journey, since import for the each participating railway it is progressively insertion of the territory of each rail The consignor is obliged to prescribe a specific consignment note rate selected for each participating railways to transport:
• Advantages: simplicity of import rate redistribution between transport undertakings,
• Disadvantages: increase of prices for the transport page layout base enters the shipping costs on multiple occasions) and there is no possibility of combination with the Federal tariffs.

2. **Union tariff**

The union tariffs are used in the calculation of transport rate for the entire transport route (tariff has a global character), without the use of domestic tariffs. The union tariffs being developed for re-shipment of large quantities of transported goods, because simplifies the calculation of transport rate and it is possible to set the price for transportation. The advantage is that the customer is informed beforehand about the price. Prices listed in union tariffs are tendering and the real price of transport is possible to agree after the fulfillment of certain criteria. One of the most important criteria is mainly the quantity of goods per year which the customer has to fulfill in order to obtain a discount from the offer prices listed in the union tariff. In case the customer with transport companies does not agree on the contract price, it shall be set by bid referred to in the union Tariff:

• Advantages: lower prices, simplified calculation, expedite the transport, the carrier's obligation to inform the customer about the best price
• Disadvantages: difficult reversal of transport rate for each section.

3. **Customer agreements**

Another option of determining the prices for the carriage of goods by rail is a customer agreement. These agreements are used to price setting for the entire transport route (global price, the global rate). The basis of the customer agreement is that the customer after the conclusion of the conditions of freight awarded to one transport undertaking (usually the home carrier) price agreement. The carrier, which concludes an agreement with the customer, has the right to bargain for discounts for other railway undertakings involved in the transport. The right to provide discounts for other railway administration is realized by agreements. The essence of customer agreement is the determination of the import rate for the entire transmission trip the precise identification of the transport path commodities and vehicle (wagon). Customer in this case is obliged to pay transport charges the carrier with which it has concluded an agreement on price. Another condition before concluding the customer agreement is the necessity of an agreement on payment method of transport rate (direct debit) between the customer and the carrier.
4. Direktabrechnung

This is the method of an individual pricing. The customer is responsible to deal with each individual railway administrations on transportation costs respectively agree for each section of the railway which is the involved in the transport session (price agreement tariffs and conditions of carriage). Customer enters into a contract with any carrier and is obliged to make an agreement within the terms of the transport of all participating carriers individually. Do not write the consignment note shipper transport charges respectively additional duties but no contract price (example: D 309221 ZSR):

- Benefits: customer pays each railway administration separately payment of any currency,
- Disadvantages: agreement with each Railroad Administration (extension).

Each option has its advantages and disadvantages and the choice of pricing options for the transport of goods by rail carrier ZSSK Cargo is up to the customer. The first two options are characterized as traditional methods of determining prices for transportation of goods, but currently are not much used in calculating the shipping costs. Current market economy is characterized by contractually set rates for the carriage of goods and therefore the possibility of customer agreements and Direcktabrechnung are increasingly used in setting prices. Prices for transport of goods are fixed individually for each customer. Condition is fulfilled trading conditions for each railway transport companies.

The main business activity of ZSSK Cargo is - obtaining and maintaining existing customers in a competitive environment. For the effective fulfillment of this goal are systems of transport tariff and payment terms in rail freight transport.

Contract prices for customers of ZSSK Cargo are set based on the percentage discounts from offer prices specified in the tariff for transporting wagon loads. Height of discount is dependent on fulfillment of terms and conditions for transport companies and also based on calculation of the prices agreed upon negotiation of the conditions of carriage of goods.

The contract price shall be determined on the basis of individual calculation for the specific carrier transport route. The decisive criteria are the amount of goods transported on the session transport in loaded respectively when empty vehicle owner, axles and the like. Items of costing letter for particular session are: direct labor for the operation repairs and maintenance traction power and fuel, other direct operating costs the cost of using cars, freight travel and administrative expenses. Price for a particular shipment, resp. specific quantity of goods to specific programs shall be determined by adding the transport company profits.
Factors affecting the level of import price in the international carriage

Import price is per operations that are performed with each shipment and in each station. Import cost consists of two components, namely:

- Price for their own transportation (actual relocation shipment) - Own transportation of goods from the forwarding station to the destination station and fees for services performed at intermediate and marshaling yards.
- Price for dispatching the consignment - operations with the consignment by the forwarding station over the goods to the destination station operations in the post-shipment recipient.

The basic factors that affect the amount of import price for the International Carriage of goods include:

- Tariff distance - the distance declared in the single distance tables for the international carriage of goods (DIUM)
- Tariff weight - actual weight of the shipment sent by the sender to the transport. It includes everything that was given to transport (goods, packaging, fixing means...). Tariff weight is usually rounded to whole unit of weight, according to the criteria set by individual carriers. The minimum tariff is the mass at which revenues cover at least economically justified costs and is determined by the type and size of the vehicle,
- Kind of international transport - Tariffs in international transport are further subdivided into import, export and transit, and depending on tariff policy, which is applied in the development rate,
- Types of shipments - price for transportation of goods to different states for transporting wagon loads, and for empty wagons for intermodal loading units (separate Tariffs),
- Types of wagon - the percentage surcharge, respectively. separate Tariffs for universal and special wagons. Amount of surcharge reflects the increased financial demands on the cost of the wagon,
- Number of axles of the wagon - separate tables for import axle wagons / more axle wagons. Number of axles also affects the minimum tariff weight determined by each carrier individually,
- Loaded / empty wagon - special tariff provisions / separate Tariffs for calculating the import,
- The holder of the wagon - Shipping Rate depends on who being the owner or. who provided the transport wagon (car carrier / car customer),
- Type of goods - Percentage surcharge for the transport of dangerous goods or extraordinary items.
Possibility of calculation of price for transport of goods by rail session: Žilina - Bremerhaven.

Basic parameters of transport:

- Place of loading: 010 01 Žilina (Slovakia),
- The place of unloading: 27570, Bremerhaven (Germany),
- Product Weight: 7 t,
- Vehicle owner: operator,
- Type of wagon: wagon Hbbillns (2 - axle wagons) - wagon standard constructions,
- Commodity: paper products (newsprint, in rolls),
- pallets: 33 pcs (EUR pallet), the weight of 1 pcs EUR pallets: 25 kg,
- Type of shipment: general delivery,
- Mode of transport (the substance of) transport wagon consignments,
- Kind of international transportation export (transit through the Czech Republic).

The Fig. 1 shows the series / type of wagon designed to carry the required commodities (paper products). Selection of the wagon was carried out with regard to the number of axles and type of wagon, as regards the variables that affect the amount of import. In this case is that the two-axle wagon of standard construction.

![Fig. 1 Wagon Hbbillns](image)

1. possibility of calculation - according to the Union Tariffs:

   The specific transport conditions, fees and payment terms for the transport wagon loads Germany - Czech - Slovakia (rail freight tariff DCSKWT - 9751.00)

   Within this tariff are participating these transport companies: Cargo Slovakia, as, ČD Cargo, PKP CARGO SA, Rail Cargo Austria AG and DB Schenker Rail Deutschland AG.
General Fares
Principles for calculating the import and additional charges under this tariff sessions in Zilina - Bremerhaven are:

- goods for carriage of one consignment note constitutes one shipment, import rate is calculated for each lot separately and calculate the import rate according to this tariff is dependent on:
  - Tariff distance,
  - Weight of the consignment,
  - The type of wagon,
  - A keeper,
  - The type of goods
- basis for the calculate the import rate is tariff distance. Tariff distances are in the single distance tables concerning the international carriage of goods (DIUM 8700.00-DIUM SK). Unless specified otherwise, calculates the weight of the shipment for all that is handed over for carriage (actual weight)
- basis for calculating the import lines: Cargo Slovakia, as, ČD Cargo, as _ DB Schenker Rail Deutschland AG is the actual weight of the shipment, upwardly rounded to whole 100 kg weight or minimum tariff,
- basic minimum weight (when weight of unused cars) for the calculate the import rate sessions Žilina - Bremerhaven are:

*Fig. 2 The minimum tariff for distance carriers involved in the transport of goods in the Žilina sessions - Bremerhaven*

<table>
<thead>
<tr>
<th>Wagons</th>
<th>type</th>
<th>sort kg</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ZSSK CARGO (import, export, transit)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Axle wagons</td>
<td>all</td>
<td>minimum tariff mass 10t/wagon</td>
</tr>
<tr>
<td>Over axle wagons</td>
<td>all</td>
<td>minimum tariff mass 25t/wagon</td>
</tr>
<tr>
<td><strong>CDC (import, export, transit)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Axle wagons</td>
<td>all</td>
<td>minimum tariff mass 20t/wagon</td>
</tr>
<tr>
<td>Over axle wagons</td>
<td>all</td>
<td>minimum tariff mass 30t/wagon</td>
</tr>
<tr>
<td><strong>PKP CARGO</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Axle wagons</td>
<td>all</td>
<td>15000 20000 25000</td>
</tr>
<tr>
<td>Over axle wagons</td>
<td>all</td>
<td>30000</td>
</tr>
<tr>
<td><strong>RCA</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Axle wagons</td>
<td>all</td>
<td>1000 15000 20000 25000</td>
</tr>
<tr>
<td>Over axle wagons</td>
<td>all</td>
<td>25000 30000 35000</td>
</tr>
<tr>
<td><strong>DBSDE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Axle wagons</td>
<td>all</td>
<td>10000 15000 20000 25000</td>
</tr>
<tr>
<td>Over axle wagons</td>
<td>all</td>
<td>25000 30000 35000</td>
</tr>
</tbody>
</table>
Import rate is calculated on all lines at the rates specified in the import tariff. Import is calculated for each tariff cut separately. On the lines of DB Schenker Rail Deutschland AG provided the lowest import rate:
- 603 EUR per axle wagons,
- 918 EUR per over axle wagons,

if the tariff weight of the shipment is between two fundamental weights, counts for import rate tariff rates lower weight by weight grade, unless the charge for basis weight at a rate higher tonnage level is cheaper,

Import rate shall be rounded for each tariff cut specifically to two significant decimal places. For amounts less than € 0.005 downwards in the amount of € 0.005 higher up. If the import under special provisions of calculating the import increases or decreases unless otherwise specified, rounded at each increase or decrease as a result of import,

Import rate, the import surcharges, additional fees other charges are levied with the statutory VAT.

**Determination of the transport route:**

- transport session: Zilina (Slovakia) - Bremerhaven (Germany)
- transit: Czech Republic
- determine the transport route:

  Žilina Lúky Makytou state border / Horní Lideč state border Dečín / Bad Schandau

In Fig. 3 is a graphical representation of the whole transport path Žilina - Bremerhaven (departure station, destination station and transition points).
Calculation of import rate with tables of import tariffs for each tariff sections:

Charge for transporting wagon loads in international traffic shall be calculated by multiplying the rates of import for the kilometric area and tariff number weight of the consignment. In Fig. 4 is shown the distance of tariff for each tariff sections and the participating transport companies.
Fig. 4 Tariff distance decisive for calculating the import

- table of import tariff for wagon loads in wagons provided by the carrier Import / export (import tariff cut for Žilina - Lúky Makytou / Horní Lideč)
  - Tariff Weight: 7 t (product) + 0.825 t (pallet loads) = 7,825 = 7.9 t
  - The distance tariff lines ZSR: 65 km
  - Wagon carrier type Hbbilns, 2 - axle wagon
  - Minimum weight for tariff lines ZSR: 10 t / 2 - axle wagon

In Fig. 5 shows the portion of the table import (tariff) for the corresponding tariff binding for the distance calculation for import lines ZSR.
Fig. 5 Tariff ZSSK Cargo, a.s. (determination of tariff)

- IMPORT RATE: $ \times m$
- IMPORT RATE: 13.87 (W) \times 10 (t)
- IMPORT RATE: € 138.7 VAT
- IMPORT RATE: € 166.44 with VAT (20%)

(for import tariff cut Žilina - Lúky Makytou / Horní Lideč)

- table of import tariffs TRANSIT ČD Cargo
  - Tariff Weight: 7 t (product) + 0.825 t (pallet loads) = 7,825 = 7.9 t
  - Tariff distance to the railway line: 465 km
  - Wagon carrier type Hbbillns, 2 - axle wagon
  - Minimum weight for tariff lines ZSR: 20 t / 2 - axle wagon

In Fig. 6 shows the part of the table of import - Transit (scale) for the corresponding tariff binding for the distance calculation for of import CD tracks.

Fig. 6 Tariff ČD Cargo, a.s. – transit (determination of tariff)
- IMPORT RATE: S x m
- IMPORT RATE: 45.23 (W) x 20 (t)
- IMPORT RATE: € 904.6 VAT
- IMPORT RATE: in 1094, 57 € with VAT (21%)

(for import tariff cut Lúky Makytou / Horní Lideč - Decin / Bad Schandau)

- table of import tariffs on cars provided by the carrier DB Schenker Rail Deutschland AG
  - Tariff Weight: 7 t (product) + 0.825 t (pallet loads) = 7,825 = 7.9 t
  - The distance tariff lines ZSR: 595 km
  - Wagon carrier type Hbbillns, 2 - axle wagon
  - Minimum weight for tariff lines ZSR: 10 t / 2 - axle wagon
  - Import rate - at least 2 - axle wagons: € 603

In Fig. 6 is shown the part of the table of import (tariff) for the corresponding tariff binding for the distance calculation for of import lines DB.

**Fig. 7 Tariff DB Schenker (determination of tariff)**

<table>
<thead>
<tr>
<th>weight of the consignment</th>
<th>10 t</th>
<th>15 t</th>
<th>20 t</th>
<th>25 t</th>
</tr>
</thead>
<tbody>
<tr>
<td>Km</td>
<td>Tariff (€)</td>
<td>Tariff (€)</td>
<td>Tariff (€)</td>
<td>Tariff (€)</td>
</tr>
<tr>
<td>100</td>
<td>34.80</td>
<td>27.90</td>
<td>24.40</td>
<td>23.30</td>
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<td>110</td>
<td>36.70</td>
<td>29.40</td>
<td>25.60</td>
<td>24.40</td>
</tr>
<tr>
<td>120</td>
<td>38.40</td>
<td>30.90</td>
<td>27.00</td>
<td>26.20</td>
</tr>
<tr>
<td>130</td>
<td>40.10</td>
<td>32.50</td>
<td>28.00</td>
<td>26.70</td>
</tr>
<tr>
<td>140</td>
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<td>29.40</td>
<td>27.90</td>
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<td>150</td>
<td>43.70</td>
<td>34.90</td>
<td>30.90</td>
<td>29.20</td>
</tr>
<tr>
<td>160</td>
<td>45.50</td>
<td>36.40</td>
<td>31.80</td>
<td>30.30</td>
</tr>
<tr>
<td>170</td>
<td>47.30</td>
<td>37.90</td>
<td>32.70</td>
<td>31.50</td>
</tr>
<tr>
<td>180</td>
<td>49.20</td>
<td>39.40</td>
<td>34.50</td>
<td>32.90</td>
</tr>
<tr>
<td>190</td>
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<td>200</td>
<td>52.80</td>
<td>42.30</td>
<td>37.10</td>
<td>35.20</td>
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<tr>
<td>220</td>
<td>55.30</td>
<td>44.30</td>
<td>38.60</td>
<td>37.00</td>
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<td>240</td>
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<td>260</td>
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<td>320</td>
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<td>360</td>
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<td>450</td>
<td>88.80</td>
<td>71.00</td>
<td>62.10</td>
<td>59.10</td>
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<td>500</td>
<td>93.90</td>
<td>75.30</td>
<td>65.70</td>
<td>62.60</td>
</tr>
<tr>
<td>550</td>
<td>96.60</td>
<td>79.70</td>
<td>69.70</td>
<td>66.30</td>
</tr>
<tr>
<td>600</td>
<td>104.80</td>
<td>83.90</td>
<td>73.30</td>
<td>69.80</td>
</tr>
</tbody>
</table>

- IMPORT RATE: S x m
- IMPORT RATE: 104.80 (W) x 10 (t)
- IMPORT RATE: € 1,048 excluding VAT
- IMPORT RATE: € 1,247.12 including VAT (19%)

(import tariff cut for Decín / Bad Schandau - Bremerhaven)

The total import tariff for DCSKW 9751.00 per session Žilina - Bremerhaven:

ZSSK station: 179150 Žilina

Station DB: 137943 Bremerhaven Nodhafen

Product: newsprint in rolls

Item category: standard package

The second wagon: Hbbillns (2-axle trailer)

Itinerary: Lúky Makytou / Horní Liděč - Decin / Bad Schandau

Tab. 1 Final price of shipping on the sessions Žilina - Bremerhaven

<table>
<thead>
<tr>
<th>Rail Administration</th>
<th>(km)</th>
<th>Rate (S)</th>
<th>The actual weight of the shipment (t)</th>
<th>Minimum tariff mass (t)</th>
<th>Import rate without tax (€)</th>
<th>Import rate tax included (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ZSSK Cargo, a.s.</td>
<td>85</td>
<td>13,87</td>
<td>7,9</td>
<td>10</td>
<td>138,7</td>
<td>166,44</td>
</tr>
<tr>
<td>ČD Cargo, a.s.</td>
<td>465</td>
<td>45,23</td>
<td>7,9</td>
<td>20</td>
<td>904,6</td>
<td>1094,57</td>
</tr>
<tr>
<td>DB Schenker</td>
<td>595</td>
<td>104,8</td>
<td>7,9</td>
<td>10</td>
<td>1048</td>
<td>1247,12</td>
</tr>
<tr>
<td>total</td>
<td>1145</td>
<td></td>
<td></td>
<td></td>
<td>2091,3</td>
<td>2508,13</td>
</tr>
</tbody>
</table>

Transport Price for selected parameters. The final price for the transport depends on the bid (no price agreement / contract price, without percent surcharge / deduction). The final price could be arranged by agreement of individual prices for a particular customer, after meeting pre-established terms and conditions, which is determined by the transport undertaking itself (eg, traffic volume / year).

For selected parameters is the price of transport of goods by rail € 2,508.13 including VAT (prescribed by law). One of the disadvantages of calculating the shipping costs of the union tariff is high import tariffs. Therefore the general and
specific tariff conditions set out in the Union Tariff are bidding and the customer can negotiate the price individually.

Arrange of prices of for the carriage of goods is possible by all applicable tariffs. In the case of special transport conditions, prices and payment terms for transportation wagon loads (International Federal tariffs) is ZSSK Cargo, as the rail transit, must be agreed price lower than the best price negotiated tariffs on transit tariffs for transporting wagon loads (TR 1).

**Second possibility: customer agreement.**

In order to provide fast and efficient customer bid the entire transport route in international traffic may be various by railway administrations (railway transport companies) conclude "Customer-price agreement" (Client Agreement).

The essence of customer agreements is that the client communicates with only one railway administration (usually home), he agreed to prepare and bid all customers requested the railway administration and also arrange transport conditions. He pays only one railway administration, usually one that customer agreement concluded.

Customer agreements are concluded on the basis of the Framework Agreement for ZSSK Cargo. This framework agreement constitutes the general basis for the creation of the empowering agreement which is the basis for creating customer agreement on price between the railway company and the customer.

Sales Manager at ZSSK Cargo has the opportunity to negotiate a price below the bidding (and tariff) prices of when present in carrier transport cost saving, respectively agreed price brings sufficient allowance to cover fixed costs. Conversely, in the case of special customer requirements applicable sales manager increase prices of above the offer price.

When designing the shipping costs business manager takes into account all the facts established by the coefficients for different types of precipitation, respectively surcharges. The resulting of import price is therefore determined by the product of and tariff prices of and the resulting values of the coefficient “k”:

\[
\text{tariff price} = \text{tariff basis} \cdot \left(1 - \frac{k}{100}\right)
\]

Commodity Manager may grant special prize of the threshold defined marketing section.
Coefficient "k" is determined as the sum of the coefficients k1, k2, or by using the coefficient k4, or applying band-precipitation. The values of coefficients are the individual values of those sums and depend on the invoiced amount of goods transported, i.e. that the import variable is the duration of the price (the Agreement one year).

Calculation of import rate based on customer agreements, respectively agreement included:
1. **tariff cut**: Žilina - Lúky Makytoù / Horní Lideč

   ZSSK Cargo set the amount of the unit rate a physical unit, in this case the the rate of one wagon. Per unit rate was determined on the actual weight of the wagon load 7.9 tons (goods + pallet). Carrier in determining the charge 1 wagon disregards mass utilization of the wagon, resp. not respect the principle of minimal tariff weight. Amounts are exclusive of VAT.
   - Agreement on price (1 wagon) - € 90.26 / 1 wagon,
   - Agreement on price (full train - 20 cars):
     - 84 EUR / 1 wagon
     - 1,680 EUR / train (20 wagons)

2. **tariff cut**: Lúky Makytoù / Horní Lideč - Decin / Bad Schandau

   ČD Cargo set the amount of the rates of € 24 / t at a minimum and tariff weight of 20 t / wagon. The rate was determined based on the minimum and tariff weight of 20 t. Carrier in determining the charge 1 wagon take into account weight of wagon utilization. For block trains carrier rate was fixed at 21 € / t, again respecting the principle of minimum weight of and tariff, which is designed for 20 tons at the two-axle wagons. Amounts are exclusive of VAT.
   - Agreement on price (1 wagon)
     - of 580.8 € / wagon (when extracting wagon - 20 tons)
   - Agreement on price (full train - 20 cars) - 21 EUR / t (rate)
     - by 508.2 € / wagon in block trains (when extracting wagon - 20 t)
     - about € 10,164 / unit train (20 wagons)

3. **tariff cut**: Decin / Bad Schandau - Bremerhaven (amounts are net of VAT):
   - Agreement on price (1 wagon)
     - by 868.7€ / wagon (when extracting wagon - 20 tons)
   - Agreement on price (full train - 20 cars) - 71 EUR / t (rate)
- by 849.9€ / wagon in block trains (when extracting wagon - 20 t)
- about € 16,898 / unit train (20 wagons)

Fig. 8 shows the various amount of import rate VAT on session Žilina - Bremerhaven, respectively import tariff sections ZSSK Cargo, ČD Cargo and DB Schenker. It compares the amount of the import tariff determined by Federal and Customer Agreement (height% discount on the offer price).

**Fig. 8 Various amount of import rate VAT on session Žilina - Bremerhaven, respectively import tariff sections ZSSK Cargo, ČD Cargo and DB Schenker**

The amount of import rate in international rail wagon consignments does not depend only on the amount of percentage discounts in agreement with the carrier, but also on the mass workload of the railway wagon, wagon type, distance, mileage, vehicle owner and the number of wagons transported in block trains. The fig. 9 displays the comparison of amount of import rate (according to customer agreement) transport 1 and block train transport on relation Žilina – Bremerhaven.
**Conclusion**

The starting point for determining the prices of the carriage from the chronological terms beginning on the value of indicators, indicators followed by bulk (volume utilization of wagons), mixed (in the price of the used indicators of volume and value) and cost. The national economy is driven primarily by market mechanisms and tariff system load, which is based on that set maximum prices carriage made performances.

**References**


Abstract

The paper is focused on the possibility of setting prices in International Carriage by Rail. Possibility of calculating the rates are analyzed and then applied to a particular shipping session Žilina - Bremerhaven.

Key words:

price, rail transport, international transport, tariff, federal tariff, customer agreement, Direktabrechnung, ZSSK Cargo, a.s., import, rate, tariff cut, indicators, wagon, tariff distance, tariff mass, factors.

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