



Below
 Louis Pastré,
 Business Development
 and Marketing Director
 at Touax Rail



On the right lines

Touax Group leases out tangible assets – shipping-containers, modular buildings, freight railcars and river barges – on a daily basis to more than 5000 customers throughout the world, for its own account and on behalf of third party investors



With more than €1.8 billion assets under management, Touax Group is one of the European leaders in the operational leasing of this type of equipment - Business Development and Marketing Director Louis Pastré gave some more details: "It is a well-established company that specialises in leasing wagons mainly in Europe and the US. Touax Rail manages around 11,000 wagons or platforms and is the second largest lessor for intermodal cars in Europe. Our clients are major players in the rail industry, though we also supply for smaller groups as well. We rent to national railways, plus a long list of private railway undertakings, logistics operators and industrial companies."

Touax Rail supplies countless countries across the world, and this demonstrates the satisfaction it must provide for its customers, and Louis stated: "We are able to be reactive to our customers needs, and this is done in a range of ways - from relatively simple solutions to more complicated ones. It essentially means being flexible with the process to increase the speed of the process and match clients' expectations." As Touax understands that the service it is providing is a fundamental part of its clients' businesses, and therefore at times speed is a necessity, and it will facilitate that in safe and professional ways, as Louis continued: "We still offer advice based





on our experience in the industry and this provides the client with all the information they need to make informed decisions. It is about combining flexibility while also maintaining the products integrity and quality (safety oriented). Within every relationship we have with clients we are very transparent with them throughout the entire process. Another key selling point of the business is that it works to get everything right for the client from the start: Preparation is key for our agreements and operations.”

There was a significant development in December 2015, with Touax Rail’s purchase of GE Rail Services, and this was discussed by managing partner Fabrice Walewski: “This transaction increased the wagon fleet under Touax

management by 23 per cent, establishing its position in the UK and strengthening it in continental Europe. The addition of this fleet enables Touax to offer a large and diverse set of wagons to better serve transport and logistics operators, as well as industrial customers. Our clients will benefit from the operational and technical expertise of an enlarged team comprising Touax and former GE Rail Services staff.” This move by the company means that it will be able to take advantage of the increasing opportunities that are developing in the UK. It also means that Touax can offer potential clients in the region far more assorted options and extensive service, and this demonstrates the intent of the company for the future.



With the addition of GE's fleet, the transaction will strengthen the position of Touax Rail in Europe with a fleet size of approximately 11,000 wagons/platforms. The additional assets will consist of freight wagons that are complementary to wagons already managed by the company, including hopper cars for the transportation of aggregate, flat cars for the transportation of steel coils, intermodal wagons for containers, open box cars and sliding wall wagons for the transport of palletised and white goods.

There has been an increasing trend towards using wagon leasing companies within the industry, and this looks set to continue, which Louis explained: "Leasing ensures increased flexibility and low capex for companies who need to fully optimise their traffic management while also reducing costs. As an independent lessor on the market, Touax Rail is looking to best position itself to meet customer demand and continually build strong, lasting relationships within the sector. By offering tailor-made solutions (including Entity in Charge of Maintenance) and flexibility to its clients, as well as skilled personal and quality management (ISO 9001 and ECM), Touax Rail is able to adapt its services to different environments thanks to the internal synergies of the global Touax Group."

Touax Rail is already a major figure within the UK and European rail industries, and has forged a reputation as a reliable supplier of high quality services to its clients. The business built upon this with investments, such as the GE purchase, and there are plans to continue this in the coming years and further grow the company. Touax Rail has also sought out promising new areas to grow the business in, and the company is extremely excited about these emerging opportunities across the globe.

Touax Rail has a depth of experience and expertise, all of which it is committed to expanding on and improving. This can be seen from its large clientele, expanding fleet size and diversity, as well as the addition of GE Rail Services. All of which means that Touax Rail always

ensures that its clients are receiving a market leading level of service. This will no doubt ensure many more decades of success within Europe and across the rest of the world. ■■

www.touaxrail.com

 The advertisement features three images: a blue hopper car filled with grain, a red flatcar, and a large warehouse at night with lights on. The Millet logo is prominently displayed in the center.

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