

Andrew Sharp  
Director General  
International Air Rail Organisation

Mike Welch  
Field Director, New England  
Delta Air Lines Inc.

[enquiries@iaro.com](mailto:enquiries@iaro.com)  
[www.iaro.com](http://www.iaro.com)  
[www.airportrailwaysoftheworld.com](http://www.airportrailwaysoftheworld.com)



# Gatwick Express in Delta wrap



# NorthEast Corridor: principal stations

- Boston
- New Haven**
- Stamford**
- New York Penn
- Newark Penn
- Newark Liberty International Airport
- Wilmington**
- Philadelphia**
- Baltimore Penn
- BWI Airport
- Washington Union

**Code share  
stations in bold**



# Newark Airport: people-mover to trains



# NorthEast Corridor: principal stations

Boston

**New Haven**

**Stamford**

New York Penn

Newark Penn

Newark Liberty International Airport

**Wilmington**

**Philadelphia**

Baltimore Penn

BWI Airport

Washington Union

**Code share  
stations in bold**



# Acela Express passing through Newark Airport



# Newark Airport station – restricted platform width



# Train departure information in Newark Airport terminals



# New York Penn Station – Continental Airlines presence



# Practicalities



# Code-sharing in the Netherlands



# Thalys and NS trains at Schiphol



# Air and rail are different

- English or national language?
- Coding systems
- Classes and what they are called
- Reservations
- Jargon!



# Where are we going?

☞ Better integration?



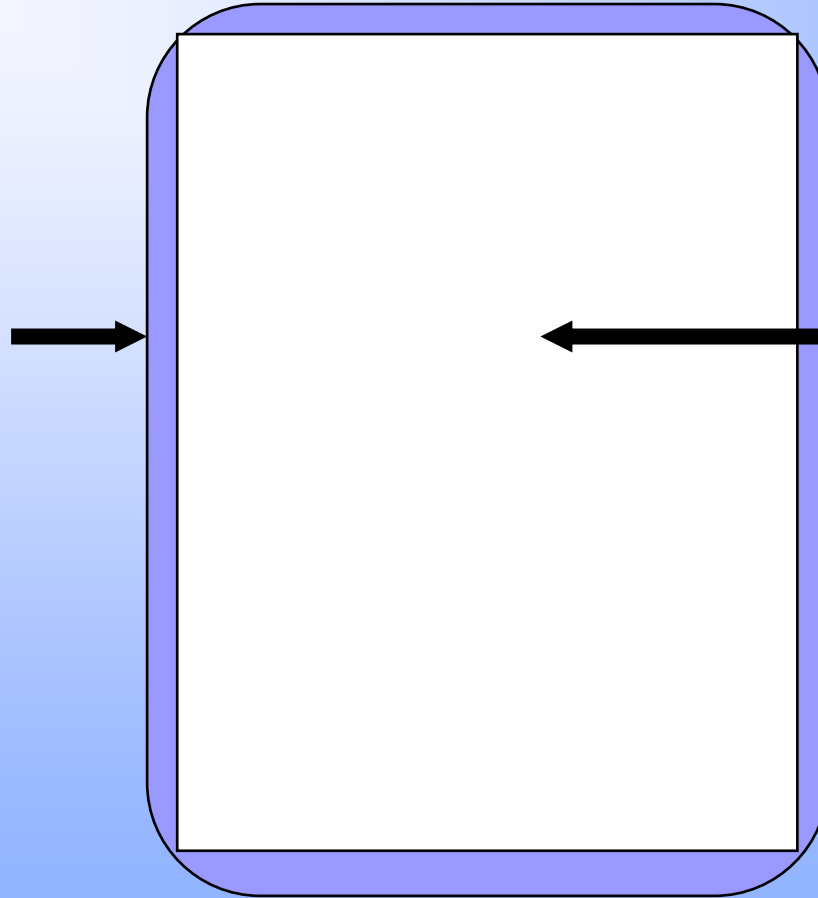
# Trends

- ☞ Are LH and AF experiences different?
- ☞ Airlines are cutting services
- ☞ But will this lead to more integration?
- ☞ Integration is difficult



# How big is an aircraft window?

Typical  
aircraft  
window



Sheet of  
A4 paper  
(210 x  
297 mm)



Only on really big modern airliners do windows get much bigger – on the B-777 they are 388 mm x 273 mm

# Trends

- ☞ Are LH and AF experiences different?
- ☞ Airlines are cutting services
- ☞ But will this lead to more integration?
- ☞ Integration is difficult!



# So why bother?

- ☞ Airlines need to see real benefit
  - Passenger perception?
  - Unique Selling Point?



# Because integration is difficult ...

- ☞ We all need to talk
- ☞ We all need each other



# Think like a passenger

- “You’re a passenger from Paddington to Heathrow” – Heathrow Express
- “You’re one of our LHR – JFK pax” - Delta
- “You’re using our Airtrain between JFK and Jamaica” – Port Authority of New York and New Jersey
- “You’re riding the LIRR between Jamaica and New York Penn” - Long Island RailRoad

## **But to you the passenger**

- “I’m travelling from London to New York”



# Because they pay for it all!

