UIC / FIATA / Rail Group Meeting

Future of Wagonload Traffic on Eurasia-Corridor

Olaf Krüger
Chairman of the Board
INTERNATIONAL RAIL FREIGHT BUSINESS ASSOCIATION (IBS) e.V.
Future of Wagonload Traffic on Eurasia-Corridor

Association IBS (leading lobby organisation for wagonload service)

- Representation of European Rail Shippers / Operators and Forwarders
- Head office: Berlin
- Members: 47

Current Main goals:
- Reconstruction Single wagon production
- Installation of TEN-T corridor trains with RAILPORTS as regional interface
- Rail Forwarder → Wagon Train operator (like intermodal operator)
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Development of Rail market share (%) in Europe (EU)

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<tr>
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</thead>
<tbody>
<tr>
<td>Rail (tkm)</td>
<td>19,7</td>
<td>17,7</td>
<td>17,1</td>
<td>18,2</td>
</tr>
<tr>
<td>Road (tkm)</td>
<td>73,7</td>
<td>76,4</td>
<td>76,2</td>
<td>75,1</td>
</tr>
<tr>
<td>Waterways (tkm)</td>
<td>6,5</td>
<td>5,9</td>
<td>6,7</td>
<td>6,7</td>
</tr>
</tbody>
</table>

Source: Eurostat
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Single wagon system of EU state railways

A. Rationalized service in X-Rail network
   Competitive service standards
   - DB
   - SCHENKER
   - SNCF
   - green cargo
   - CD
   - SBB CFF FFS
   - Rail Cargo Austria
   - CFL

B. Open future
   Price explosions, cutting of rail sidings
   e.g.
   - PKP
   - Polskie Koleje Państwowe
   - CFR
   - ČSD
   - Železničná Spoločnost Slovensko

C. Already terminated
   No alternatives installed
   e.g.
   - renfe
   - TRENITALIA
   - DSB
   - NSB
   - United Kingdom

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Preconditions

• Stopp the market share losses
• Change from national to corridor-conception
• Competitive corridor-prices
• Reorganize the transhipment procedures at the CIM / SMGS-border
• Involvement of Baltic Sea and Black Sea Ferryboat-services
• Use the backbone of EU-TEN-Corridors
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Measures

• Installation of Corridor Management Teams with UZ and BZ
• Operating of mixed trains (intermodal / wagon)
• Increase of efficiency at CIM / SMGS borders
• Cooperation with TEN-corridor managers
• Conception of wagon-modernisation (e.g. private investments)
• Offer of corridor-prices / 1 year valid
Thank you for attention

Olaf Krüger
Vorsitzender des Vorstandes
Chairman of the Board
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