New Opportunity for a Forwarder and his Clients

- Container trains on New Silk Road broadens ways of transport between China and Europe which a forwarder can offer to his clients beside maritime transport and airfreight.

- New Silk Road enables a forwarder to optimize the way of transport between these regions from point of freight, time and sustainability.
Something from History
Transsiberian Railway - Intercontainer
Two main Lines of Northern Silk Road
Present Connections China – Europe

CN (HENAN) – EU (DE) Distance table:

<table>
<thead>
<tr>
<th></th>
<th>Maritime</th>
<th>New Silk Road</th>
<th>Airfreight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Distance (km)</td>
<td>23.000</td>
<td>11.000</td>
<td>9.000</td>
</tr>
<tr>
<td>Time (days)</td>
<td>33</td>
<td>13</td>
<td>5</td>
</tr>
</tbody>
</table>
# Comparison of Present Connections

**SHIPMENT OF 1 x40ft 15 tons**  
**XINGTAI (CN) – GÖTTINGEN (DE) – EUR/SHIPMENT**

<table>
<thead>
<tr>
<th>ROUTE</th>
<th>FREIGHT COSTS</th>
<th>EXTERNAL COSTS</th>
<th>TOTALLY</th>
</tr>
</thead>
<tbody>
<tr>
<td>NEW SILK ROAD</td>
<td>5800</td>
<td>1700</td>
<td>7500</td>
</tr>
<tr>
<td>SEA FREIGHT</td>
<td>2800</td>
<td>3900</td>
<td>6700</td>
</tr>
<tr>
<td>AIR REIGHT</td>
<td>21000</td>
<td>7200</td>
<td>28200</td>
</tr>
</tbody>
</table>

19.05.2016
Cargo for New Silk Road

- regular shipments of just in time cargo of higher value
- Some kinds of present airfreight cargo for which is time of delivery by railway competitive and sufficient
- Some unregular shipments from maritime transported cargo which is highly needed and maritime transport is too slow for that
Other Potentionalities for Far East Transport
Southern stream of New Silk Road
Thank you for attention

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