Meeting of the enlarged Contact Group UIC/FIATA
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Potential and Challenges
of the Eurasian Landbridge

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Member of the Board
INTERNATIONAL RAIL FREIGHT BUSINESS ASSOCIATION (IBS) e.V.
REGIONAL PRODUCT MANAGER CENTRAL ASIA – RAIL EURASIA
IBS – Profile

- Founded 1996, registered in Germany (Berlin)
- 53 members from 14 countries
- Head office Berlin
- President Mr. Olaf Krüger (Company Future Railfreight)
- 5 dedicated Board-Areas
IBS – Main tasks

- Lobby-organization for Shippers and Railforwarder
- Faire and competitive frame-conditions rail vs. road
- Development of new railfreight – products
- Support of new cooperations (shipper/train - operator/rail – forwarder)
- Acceleration of the EU – RailFreightCorridors (RFC)
- Support of new Rail – Corridors with Far East- and CIS – Countries
IBS – Board targets

- **Secretary IBS**
  - Office IBS
  - Organisation Events
  - Finance IBS
  - IBS-Website / PR

- **Chairman**
  - Responsible 1 Board Area

- **(Olaf Krüger)**
  - General policy / EU
  - Cooperation UIRR / other Lobby organisations
  - Activities RNE / Rail Infrastructure
  - Contact RFC-Manager
  - Publications of IBS
  - Member acquisition

- **(Tufan Khalaji)**
  - Development Non EU-countries
  - Support IT-provider and Support PR

- **(Hartmut Deckers)**
  - Relationship / Cooperation
    - RU
    - Operator
    - Waggon owner
    - Connection RAG of Rail Freight Corridors

- **(Christian Ressenaar)**
  - IBS-policy Rail-Terminals
  - Relationship
    - Intermodal Hub’s
    - Railport Operator
    - Connection TAG of Rail Freight Corridors

- **(Hans Löffert)**
  - Education
  - Connection Universities / High Schools
  - IBS-Presentations / Lectures
IBS – Targets of my unit

• Support Railfreight – Corridors with China (South Korea/Japan)

• New Railfreight – products with CIS

• Support CIM/SMGS harmonization

• Development Railfreight with Middle East
IBS – Tasks of my unit

- Opening IBS for members from China and other far East countries
- Regular information on new products and product – improvements
- Motivate forwarder to invest into this business field
- Convince shippers of high product quality by rail
- Initiate cooperation between shippers and forwarder to increase bundling of quantities
- Convince shippers to transfer Eastbound-business to Rail with high round – trip effects.
Main Challenge of the China-EU traffic

IMBALANCE
Tasks

- To subsidize the eastbound trains more than the westbound trains by Chinese Logistic Platforms
- E-Commerce in China is very strong – LCL boxes
- Shorter transit time
- Security
- Solutions for perishable goods
Security possibilities

- Steel seal with GPS.
- The locomotive driver and the security guards will get a signal in case of seal-damage.
- The guards will inform the local police station.
- The guards will inform the security tower of Client in case of emergency.
Security possibilities

Malaszewicz - Frankfurt Oder - Duisburg
Train traffic between China and Iran
Thanks for your attention