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Interessengemeinschaft der Bahnspediteure (IBS) e. V.

## Working group 1: Forwarders' trains via railports

### Concept

- Building a railport network
- Cooperation among interested forwarders
- Further development of the already existing train systems, e.g.
  - Balkan train system [balkan-train-system.net](http://balkan-train-system.net)
  - Rail 11 – Sweden – Continent (SFL)
  - Including intermodal consignments

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### Opportunities

- Growing role and position of forwarders
- Abolition of dogmatic pricing systems of state railways
  - Equipment prices
  - Cost coverage on the return load
  - Potential for margin through dynamic train capacity marketing
- Shift from road ➡ rail possible once more
- Entering the potential markets CIS, Central Asia, China

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### Risks

- ⇒ Risk potential through purchase of block trains
- Review of the cooperation among forwarders from a competition point of view
- Varying train parts wagon / intermodal

