



INTERNATIONAL RAIL FREIGHT BUSINESS ASSOCIATION

Minutes

of the 44th IBS General Assembly on 12 October 2018 in
Edinburgh

1. Welcome by the chairman and presentation of the guests

The following guests were welcomed:

Mr. Hannes Pichler	Innofreight
Ms. Morwen Mands	Highland Spring Group
Mr. Kenneth Russell	Russell Group
Mr. Gavin W. Roser	F & L
Mr. Timon Heinrici	D V Z

New IBS members

The company KLOG from Porto (Portugal) has joined the IBS. The managing director, Mr. Lopes had to cancel the participation at short notice and the company will be present at the next conference. A short presentation was made available to the participants as a hard copy.

Data security

At the request of the IBS Chairman, all participants agreed to the publication of all presentations, verbal submissions and photos on the IBS website.

2. Evaluation of the workshop on October 11th

The workshop was entitled "**Modern Multimodal Systems – core business of future wagonload traffic**".

In a keynote speech, Mr. Hannes Pichler presented the development concept of the Innofreight company.

www.ibs-ev.com > [Events](#) > [Conference](#) > [Edinburgh](#) > [Workshop](#) > [Innofreight](#)

2004 – start with first special containers for wood chips
2014 – development of multi-purpose Innowaggon
Today innovative lightweight wagons in use (including 80' (for 6 x 13' container)
and 60' (for 3 x 20' container))



Business units

- Research / Development
- Rental business
- System service

Results of the discussion

- In addition to technical / technological innovation, this multimodal system is characterized by strengthening the competitiveness of rail freight transport, in particular through
 - + higher loading capacities (weight / volume)
 - + specific, customizable transshipment solutions
 - + better backload options
 - + multivalently usable waggons, also in combination for intermodal standard containers
- High acceptance by large shippers (without works siding)
- For producers of bulk goods, the Innofreight system is tailor made and provides logistics and transport concepts with potential for cost reduction.
- In the future, rail forwarders and -operators will also be able to use the multimodal Innofreight solutions to organize new transport volumes by rail

As a result of the discussion, an ad hoc working group was established between interested IBS companies and Innofreight.

Mr. Krüger will organize a first meeting between the IBS representatives (Mr. Ressenaar (Lugo), Heinen (VTG) and Golder (Forwardis)) and the Innofreight representatives.

3. IBS – honorary membership

At the last board meeting it was decided to honor long-term and particularly active IBS - representatives after the official departure with the honorary membership.

At the conference in Edinburgh, the IBS Board of Directors appointed

- Gerald Binz (co-founder and long-standing member of the board with responsibility for public relations)
- Klaus Smula (long-time assistant to the Board for public relations (including website design and IBS trade fair participations))

as honorary members of the IBS. Corresponding documents were handed over.



4. Management information

The Chairman informed about the significant Board activities since the spring conference in Lübeck as well as the current financial situation of IBS. The activities can be viewed under

www.ibs-ev.com> Events> Conference> Edinburgh> General Meeting> Board Activities

The financial development of IBS is within budget planning. A current financial status can be obtained through the IBS office (grit.fromke@future-railfreight.com).

Also in 2019, IBS will be present at the Transport and Logistics Fair in Munich/ Germany (4 -7.6.2019 /Hall B 6) in partnership with the UIRR. The fair concept will be announced at the Spring Conference 2019.

The President of the IBS partner association UIRR informed about current developments of the UIRR and European political topics in Brussels. Specific information can be viewed under

www.uirr.com

5. FIATA – Current developments

FIATA Vice-President Mr. Petrov informed the meeting about current key issues of the World Federation of Freight Forwarders and in particular topics related to the development of rail transport.

The regular exchange of information between the European member CLECAT and national associations with railway sector organizations, such as UIC, UIRR and IBS, are the focus of attention. The entire presentation may be viewed at

www.ibs-ev.com> Events> Conference> Edinburgh> General Assembly> FIATA.

6. Railway freight transport in the United Kingdom (UK)

Like at every other IBS congress, the focus of the event in Edinburgh was on the development of the rail freight traffic of the host country or region.

Options to improve the UK's rail links with the Continent – even after the Brexit – the expansion of rail infrastructure, freight forwarding activities and innovative projects in Scotland were the main themes of the UK session.



6.1. Status and developments of the railway infrastructure in the UK (Kenneth Russel for Network Rail)

Mr Russel pointed to several infrastructure developments in the UK and highlighted the positive developments following the privatization of the railways.

Network Rail develops and manages 8 national rail corridors with regional connections that carry both freight and passenger traffic. The infrastructure standard has improved significantly after privatization. Goals are e.g. general train lengths of 775 m and the continuous electrification of all corridors.

Freight transports with the European continent are mainly through the Channel Tunnel and have been affected by several operational bottlenecks in recent years.

UK is connected to the EU-Rail Freight Corridor 2 (RFC 2) and Network Rail expects negative effects from the Brexit.

The entire presentation of Mr. Russell may be viewed at

www.ibs-ev.com> [Events](#)> [Conference](#)> [Edinburgh](#)> [General Assembly](#)> [UK](#)> [NetworkRail](#)

6.2. Panel discussion "Requirements for reinforcing the Rail Freight transport between the UK and the European Continent "

Participants: Mr. Russell	- Russell Group
Mr. Roser	- F & L
Mr. Schultze	- UIRR
Mr. Krüger	- IBS

The discussion was focused on the anticipated effects of Brexit and potential for future cooperation between rail forwarders / train operators of the UK and UIRR / IBS.

Essential results:

- All panellists expect a negative impact of Brexit on trade and rail freight traffic.
- UIRR and IBS offer continuous dialogue to improve the business fundamentals for the development of rail freight traffic with UK.
- Provided that the operational problems of the Channel Tunnel will continue; several UK ports could guarantee a split rail freight traffic using the ferry connection.



Mr. Krüger (IBS) will contact Mr. Russell (Russell Group) to discuss the possibility of setting-up a working group to explore potential for cooperation between rail freight forwarding companies in the UK and the European Continent.

6.3. The Russell group – leading rail forwarder and train operator in the UK

Mr Kenneth Russell outlined the development of the major haulage company, its clear green policy and, since the 1970s, numerous rail-bound infrastructure investments.

- Private freight forwarding company based in Scotland
- 14 offices in the UK with approximately 600 employees
- Central corporate objective: strengthening rail transport
- Operator of several multimodal terminals

The lecture by Kenneth Russel has been put onto the IBS website

www.ibs-ev.com> [Events](#)> [Conference](#)> [Edinburgh](#)> [UK](#)> [Russell Group](#)

6.4. New rail terminal for mineral water transport in Scotland

Ms. Morwen Mands presented the rail-oriented logistics concept of the mineral water producer "Highland Spring Water" (HSW).

- HWS was founded in 1979 and today has 4 production facilities with more than 500 employees.
- HWS has a UK market share of over 20%.
- Bottles of recycled material are filled, which may be recycled once more after use
- In Blackford, HWS has planned a state-of-the-art, rail-bound terminal in cooperation with the Russell Group
- Approval October 2018, start of the plant in April 2020
- All transports will be conducted using standard trains with 22 heavyweight containers.
- The new train system replaces more than 8,000 truck journeys / year, which means that around 600 trucks less will be needed.

The entire lecture by Ms. Mands may be viewed at

www.ibs-ev.com> [Events](#)> [Conference](#)> [Edinburgh](#)> [UK](#)> [HWS](#)



7. Information of the Board of Directors

7.1. Current situation in Eurasia traffic

Tufan Khalaji presented the continuing expansion of Eurasia railfreight, new corridor options and the impact of US tax sanctions on China and on traffic with the CIS and EU countries. The entire version is available at

www.ibs-ev.com> Events> Conference> Edinburgh> Board> Eurasia

7.2 European Railfreight Location Portal

Olaf Krüger, together with the president of the UIRR, Ralf-Charley Schultze, informed about the current state of work on the project both UIRR and the IBS are involved in.

Christian Ressenaar completed the reports with an update on current terminal developments within the Terminal Advisory Group (TAG) of the Rail Freight Corridor (RFC) 5. Related Charts at

www.ibs-ev.com> Events> Conference> Edinburgh> Board> RFL

7.3. IBS Digital

Michael Breuer informed about current developments on the following topics:

- The disposition table – central management of data for comprehensive control of operational processes.
- RailWatch – latest developments and data potentials for optimizing the maintenance of rail vehicles.
- Curse and blessing "information"; when the execution of developments no longer works.

Further information on these topics can be obtained from the IBS office.

8. Next Congress

The IBS - Spring Congress will take place in Athens on 4th and 5th of April 2019.

Olaf Krüger
Chairman of the Board of IBS