

Innovative Business and Service Developments in European Rail Freight Transport

Olaf Krüger, member of the IBS Board

Innovative Business and Service Development in European Rail Freight Transport

1. New Product

Multimodal Transport (ongoing IBS-Project)

- Complement to combined transport
- Integration of existing single and wagon-group services as well as non-craneable trailers
- Regional consolidation via multifunctional terminals (MFT)
- Cooperation with regional freight forwarders for last mile
- Cooperation rail carriers across corridors with interconnections
- Regional political support and regional funding

Example: The RailCargo GROUP system

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2. Process automation

Equipment deployment

- Tracking > higher availability
- Efficient maintenance
- Damage inspections during operations
- Efficient leasing agreements between wagon owners and carriers
- Intelligent train formation (reducing shunting costs)

Example: ID Logistics

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3. Digitalisation

- **Business and process management** (existing Rail Flow service)
- **Rail capacity broker** (existing Rail Flow service)
- **Rail Facility Portal** (service Rail Net Europe)
- **Assessment of transport potentials** (ongoing IBS project)

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4. Increase economical wagonloads

Improving cost-effectiveness (several IBS projects)

- Proactive organisation of return loads
- Aligning MFT's infrastructure for return loads
- Transshipment service shippers for smaller rail customers
- Dynamic pricing systems to optimize train utilization
- Data exchange on available capacity within the sector

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5. New markets

Recycling and waste market with focus on rail

- Identification of existing regular transports along promising corridors
- Use of nearby railway sidings for loading and unloading
- Adaptation of packaging systems for rail transport
- In-depth customer consultancy during the start-up phase
- Close cooperation between customers, rail carriers and freight forwarders

Example: Interzero/Locon

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6. Market changes with option rail

Structural changes in the Paper industry

- less printing paper, growing volumes in packaging
- Increasing demand for waste paper

Interest in reliable trains to regional terminals

- Producers signal a willingness to cooperate each other
- Terminals with dedicated stock and reliable delivery service
- Fewer claims from customer (delays and damages)
- More return loads in responsibility of the terminals

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7. Just-in-time processes need reliability

Increasing quality and delivery issues on long distances

- Production restrictions with additional costs
- Doubts about future availability of logistics services

“just-in-time” guarantees using provider with regional terminals

- Larger quantities by rail to nearby logistics terminals
- Greater dedicated storage capacity
- Last mile service by eco-friendly trucks
- Close cooperation between terminal and regional forwarder

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**Thank you for your
attention**

together we are breaking new ground