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### 4<sup>th</sup> UIC-FIATA Market Place Seminar on 27-28 October 2011 in Hamburg

#### “Rail hinterland – efficient connections to the world”.

(Paris, 14.09.2011) The International Union of Railways (UIC) and the International Freight Forwarders' Association (FIATA,) will organize the 4th edition of the Market Place Seminar hosted by DB Schenker Rail Deutschland AG (DB Schenker) and Hamburger Hafen und Logistik AG (HHLA) on 27 and 28 October 2011 in Hamburg.

The Market Place Seminar is a platform which aims to create opportunities for increased cooperation and business development within the rail sector by offering a common platform for railway undertakings, freight forwarders and customers.

This year's seminar principal theme is “Rail hinterland – efficient connections to the world”  
The following high level speakers already confirmed their participation:

- Dr. Alexander Hedderich – CEO of DB Schenker Rail
- Sebastian Jürgens – Member of the Board, HHLA
- Frank Bensaid – CEO Naviland Cargo
- Walter Schultze Freyberg – CEO Polzug
- Karl-Michael Mohnsen – CEO TX Logistics

#### Seminar highlights :

- Efficiency gains from industrialising combined transport “door-to-door”
- New business designs for inland terminals
- Creating customer value with multimodal transport solutions
- Infrastructure : from being a bottle neck to becoming an enabler of combined traffic

Following invitations from SNCF/RENFE to Barcelona, where the French –Iberian rail link was focused, and TCDD and UTIKAD to Istanbul where rail transport connecting South Eastern Europe and the Middle East was subject of the Seminar, this year's edition hosted by HHLA and DB Schenker, will focus on the challenges of intermodal hinterland traffic.

The last both Seminars displayed participants' will for an honest and creative discussion addressing all areas of improvement. While the past seminars mainly highlighted issues of the railway sector itself, this seminar with its focus on intermodal traffic might be of special interest as all participants of the transport chain are affected. It is likely that this event will bring new ideas for a better intermodal cooperation to light.

The seminar will comprise two half-day sessions, bringing together high-level speakers, and a networking event on the evening of the 27th that will enable you to expand your business network.

For more information about the seminar please visit the dedicated website:

[www.MarketPlaceSeminar.org](http://www.MarketPlaceSeminar.org)

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### **International Union of Railways (UIC)**

UIC is the worldwide organisation for promotion of rail transport and cooperation across the world and comprises 200 members on all 5 continents. UIC, as a technical platform, provides its members with technical know-how and expertise (regulations and specifications in order to enhance technical cooperation) and ensures the coherence of the rail system to help meet the challenges of mobility and sustainable development. UIC's Freight activities are steered via the UIC Freight Forum. It covers 7 areas: single wagonload, combined traffic, freight forwarders, wagon users, information technology, quality management and freight operations.

### **International Freight Forwarders' Association (FIATA)**

FIATA is the largest and leading non-governmental organization in the field of transportation, representing 40'000 forwarding and logistics companies employing up to 10 million people in 150 countries. The Federation's main objectives are to promote and protect the interests of the freight forwarding industry, to improve the quality of freight forwarding services, to assist with vocational training and to familiarize the business world in particular and the public in general with the wide range services rendered by the industry.

### **Hamburger Hafen und Logistik (HHLA)**

HHLA is a leading port logistics group in Europe. With its Container, Intermodal and Logistics segments, HHLA is positioned vertically along the transport chain. Efficient container terminals, high-capacity transport systems and a full range of logistics services form a complete network between the overseas port and its European hinterland.

### **DB Schenker Rail**

DB Schenker Rail is a leading rail freight company in Europe with companies and activities in 15 countries. It offers rail freight transport services in almost every country on the continent. Mainly with the intermodal sector DB Schenker Rail connects different modes of transport with the environmentally friendly rail transport, in the maritime and continental segment as well as in integrated logistics for freight forwarders. DB Schenker Rail connects Europe's most important seaports with the hinterland, for example Hamburg with Eastern Europe and Switzerland. With the product AlbatrosExpress for the customer TFG Transfracht, DB Schenker Rail connects German seaports with 21 destinations in Germany, Austria and Switzerland with some 300 trains per week. TFG Transfracht is a Joint Venture of HHLA and DB.