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(Trieste, Italy 2 April 2014) The Market Place Seminar which UIC and FIATA, the International Federation of Freight Forwarders Associations, are jointly organising, is holding its 6th conference in Trieste, Italy, which will run until 3 April. The Market Place Seminar 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.

The seminar is taking place at the Government's Palace, and is co-hosted by Fedespedi. The opening was a success with over 170 participants attending the event.

The overall topic of this event is "Strategic Interchange between sea and rail freight: What's new?"

The participants had the honour of listening to the opening speech by Mr Roberto Cosolini, Mayor of Trieste, who welcomed them in his "most European city", and along with Mrs Mariagrazia Santoro, Government of the Friuli Venezia Giulia region, expressed their will and need to work together to achieve more development in Trieste.

Mr Francesco Parisi, FIATA President, gave an introduction to the "most successful event he had attended, because it is the best for improving productivity and interchange between sea and rail freight. In fact, it allows the forwarders to learn more about the achievements and developments, and allows the operators to learn about customer needs. FIATA, the largest non-governmental association of freight forwarders, which now has 160 members, was founded in 1926 by the first members in Trieste."

Mr Ivan Petrov, Chairman of the FIATA WGRail-Co-chairman UIC/FIATA Contact Group, was pleased to highlight the long-term cooperation between UIC and FIATA and the UIC-FIATA permanent contact group created thanks to it.

Mr Piero Lazzeri, Fedespedi President, acknowledges that "these debates are vital for the sector, the new aspects of innovations in rail freight are essential. Maritime and rail sector are now facing a wind of change in law customs and this will bring positive change."

Mr Loubinoux, UIC Director-General presented a video message in which he acknowledges the “80% growth in global demand for freight transport by 2050 (OECD forecast). At the same time, trade between the major East and West corridors represents around 600 million dollars annually, of which rail currently accounts for just 1%. This percentage illustrates the potential growth for the railways. Today this is a strategic priority at UIC, at the initiative of our Chairman Vladimir Yakunin, to develop large freight corridors on major international routes (North-South and East-West) affecting Africa, Europe, Asia and the Middle-East, such as the restoration of the Silk Route.

This is why UIC is working with all stakeholders (railways, logistics operators, international organisations, national administrative authorities...) to encourage the creation of partnerships between all these stakeholders involved in intermodal transport, including shipping companies, ports, terminals, etc. and ensure that these international, multimodal corridors become a reality. This new Market Place Seminar is an example of this.

Coming up soon in Vienna is GRFC, the 4th Global Rail Freight Conference, another unique occasion to look at the future outlook of global rail freight and the advantages to be expected from the development of global seamless transport chains. We, together with Austrian Railways (ÖBB), will be particularly pleased to welcome you to this global event.

These intermodal partnerships established with all these stakeholders in the areas of shipping, intermodal transport and industry also constitute a strong element in all the Regional Strategic Visions for the railways that UIC has recently developed.”

The key aim of the seminar is to provide a lively exchange platform for railway undertakings, freight forwarders and customers, and their cooperation with sea carriers. By bringing together all participants of the logistics chain, we would like to create an opportunity to brainstorm effective transport solutions and attractive business opportunities. As in previous years, the conference will be conducted in a highly interactive format.

The following sessions will discuss significant topics such as:

- Trends and developments when connecting sea and rail modes;
- New Central European Projects and innovative loading technologies;
- Rail connectivity between hinterland and ports: corridors;
- Best practice in rail shunting and IT terminal technologies.

The social event will be organised on 2 April where the [Golden Chariot Award](#) will be presented and a visit of the port will take place after the conference on 3 April.

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