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Commercial framework for the international distribution of rail products

*Kommerzielle Rahmenbedingungen für den internationalen Vertrieb von Bahnprodukten
Conditions commerciales pour la distribution internationale des produits ferroviaires*



UNION INTERNATIONALE DES CHEMINS DE FER
INTERNATIONALER EISENBAHNVERBAND
INTERNATIONAL UNION OF RAILWAYS

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All members of the International Union of Railways

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The person responsible for this leaflet is named in the UIC Code

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Summary

The objective of this leaflet is to facilitate and support the international distribution of products/services by railway undertakings (RUs) where no agreements to the contrary apply.

1 - Offers/products that may be distributed

These include:

- 1.1 - a Railway Undertaking's (RU) own offers/products;
- 1.2 - international offers/products created by groups of RUs of which the RU concerned is a member;
- 1.3 - the offers/products of other RUs or groups of RUs of which the RU concerned is not a member but which the RU has the contractual right to sell;
- 1.4 - additional offers/products combined with any of the railway products in points 1.1 to 1.3.

The contractual framework within which these offers/products may be sold are described in points 2 - page 3 and 3 - page 4.

The technical framework within which these offers/products may be sold are described in *UIC Leaflets 914, 918-0 and 918-1* (see Bibliography - page 16).

2 - Sales through railway undertakings (RUs) and their distribution networks

2.1 - Principles

Each RU arranges and manages distribution of its own offers/products worldwide directly or through sales agreements with other RUs.

In case of international offers/products created by several RUs acting as a group of RUs, a sales agreement by the group of RUs is necessary. The group of RUs may elect an RU or a business unit to negotiate these.

Offers/products made available by an RU within the TCV (see List of abbreviations - page 14) or East-West-Tariff framework may be distributed worldwide by all participating RUs unless the RU concerned asks for a specific contract.

For global prices a specific contract is required unless the RU concerned provides a general authorisation for other RUs.

The distribution of common offers/products (e. g. InterRail and Eurail Passes) is decided by the members of the community concerned.

The transfer of the entitlement to sell offers/products of other RUs may only be granted with their consent. The transfer of the entitlement to sell may be granted to other RUs, subsidiaries and affiliated companies of RUs as well as to third parties.

2.2 - Recommendations for the sales agreements

It is recommended that the sales agreements include the following points, among others:

- definition of the offers/products as described in point 1 - page 2 including sales and after-sales conditions;
- accounting arrangements;
- remuneration arrangements.

Furthermore the sales agreement may describe:

- distribution channels;
- distribution systems;
- sales territories;
- marketing arrangements.