

Abstract

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Regional Goods Transportation by Railway

-a study of the market development in tracks of the deregulation

This thesis is a longitudinal study of Swedish goods transportation by railway. The foundation is the deregulation of the railway in the nineties. The thesis treats the conditions and possibilities which the deregulation creates for new railway companies to establish and develop new transportation concepts. New possibilities for the companies based on the transport political decisions during the period 1988 to 1998 has been studying. The focus of the thesis is the new railway companies which have started traffic during this period.

The thesis treats several questions and perspectives and the theoretical foundation of the study is based on different theoretical fields. External conditions are established in theory of deregulation and Industrial Organisation. The internal perspective is based on transportation theory, theory of entrepreneurship and also theory of competition and strategy. Even if the thesis is based on several different theoretical field so is the main focus the company and the relation between the company and the environment.

The results from the study show that companies which started first were short lines while companies which started later developed system transport concepts. The four first started companies have all leaved the market. Competition strategies are varied depending of which kind of transportation service they perform. The railway entrepreneur is an engaged person. Different relation are very important for him. He is a fellow-actor, not only a captain. The dynamic process and the more and more open market have made it possible for the companies to develop system transport concepts. The development of the companies is direct related to the stage in the deregulation process. One can see the development in several fields; the transport concepts, the business, the strategic and geographical.

Key words: *Railway, goods transportation, transportation market, short lines, deregulation, entrepreneur.*