

Sustainable commitment – putting words into action

Over 160 leading logisticians from the chemical industry tackled a highly interesting range of topics on increased safety in rail goods traffic at the WASCOSA safety days on 9 September in Duisburg. Everybody who is anybody in chemicals logistics met in the brand-new conference hall at Grillo headquarters. *By Uwe Heins*

Risks and hazard potential

In this respect, Dr. Bernd Schulz-Forberg (Vice Chairman of the VDI committee Technical Safety) declared that, until now, learning from accidents – the non-sche-

duled major experiments – has influenced the development of regulations. Now, however, standardised results analyses and forward-thinking risk analyses are increasingly being carried out. Unfortunately,



Safety – something for everybody

Dear readers, at WASCOSA, safety is not just a fashionable word or an alibi. WASCOSA has for many years been campaigning actively for the introduction of sensible safety elements such as the derailment detector whose trials and introduction have had the active support of WASCOSA for twelve years.

At the beginning of this year, WASCOSA became the first ever provider to offer a safety package which enables the customer to select freely those safety elements that it considers sensible for its cars to be hired. With the new safe tank car®, WASCOSA is defining a new safety standard in the tank car segment.

Safety is a matter for all of us and, as Albert Schweizer once said, «Leading by example is not only the best way of influencing others, it is the only way.» We therefore look forward to continuing our cooperation with you as a responsible customer.

Philipp Müller
Delegated by the Board of Directors



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risk policy frequently fails to communicate the corresponding opportunities in addition to the risks. He called on business to proactively want management processes, further developing them and applying them free from prejudice and transparently. Success in neighbouring countries and territories must be communicated and taken up. The state and business must cooperate even more closely and openly and, in particular, involve all players.

«A zero error rate remains an illusion.»

Fortunately, it is possible to insure such risks, as assured in credible manner by **Peter Schenkendorf**, Authorised Manager of the Hamburg insurance brokers Gayen & Berns Homann GmbH. He provided an overview of 133 damage reports handled by his company since the introduction of the GCU in mid 2006. It became clear that the liability insurance scenarios are particularly diverse and characterised by greatly differing causes which are never all foreseeable. His resume is that a zero error rate remains an illusion, which is why sufficient liability insurance cover is of major importance. The individual players in rail goods traffic are jointly exposed to unlimited liability, e.g. the workshops who, under GCU provisions, are to be regarded as an extension of the car owners. The liability concept for CRSC workshops has created a trend-setting European insurance solution. The theme block was concluded by **Emmanuel Ruffin**, Project

Officer Safety Unit at the European Railway Authority ERA in Valenciennes. He explained the EU rail transport policy, the structure and tasks of the ERA as well as its successes in safety matters. In his opinion, given the current efficiency in railway safety, additional safety requirements on the railway system should, if needed, be clearly justified and economical.

Legal framework

Within the scope of the thematic part 2 – Legal framework – **Helmut Rein**, Head of the Hazardous Goods Department at the BMVBS in Bonn, provided a quick overview of the structure and principles of the law on hazardous goods. In reality, the international law-making bodies normally base their decisions on the principle of keeping the risk of transporting hazardous goods as low as reasonably practicable – ALARP. He drew attention to the fact that the increased level of expertise in the bodies is resulting in a sustainable and continuous development of the law. In his opinion, both the organisation of the further development of the law as well as the worldwide, inter-modal approach of this law could serve as role models for other regulations concerning transport carriers. Safer transport of hazardous goods by rail can be achieved through telematics applications.

Johannes Driller, Head of Department 31 «Commissioning approval (CA) rail vehicles» at the German Federal Railway Authority (EBA) in Bonn, presented the new administration provision CA vehicles. Initial experience shows that, in order to optimise this not entirely simple procedure and to make it trouble-free, the applicant must improve the quality of both the vehicles – in this case freight cars - as well as of the evidential documents, envisage sufficient technical reserves in the vehicles and time reserves in the creation processes. Above all, it is important for the owners, GCUs and manufacturers to ensure an exchange of information on operation and maintenance.

Technical requirements

Part 3 of the safety day was devoted to the technical requirements on rolling stock for hazardous goods. **Rob de Leeuw**, Senior Logistics Manager at Akzo-Nobel Industrial Chemicals B.V. in Amersfoort, Netherlands, showed the pictures of the derailment accident of a train carrying chlorine in Ledsgard, Sweden, on 28 February 2005, which ended without serious damage despite the derailment of the locomotive and four tank cars. The reason was undoubtedly that these tank cars were already fitted with the then state of the art safety features such as crash buffers and headshield. By the way, the cause of the accident was incorrectly set brake levers (to «empty»). This led to the

«Ultimately, the decisive factor is the very personal self-undertaking of the individual, be this the brake tester on the track or the CEO of a chemical company.»

conclusion that safety tank cars should be fitted with automatic brake switchover. A further conclusion was that – even if accidents of this nature cannot be avoided completely – investment in the best available equipment can contribute towards ensuring the sustainability of the chemical business, but that, ultimately everything depends on the actions of the persons involved.

The representative of the conference host, **Dr. Klaus Bunthoff**, Head of the Business Area Chemicals at Grillo-Werke AG, then set out the criteria of the transport industry in terms of its self-responsibility in the transport of hazardous goods. He explained that Grillo routes 40 percent of its hazardous goods traffic via the railways and cultivates a forward-thinking sense of responsibility. Grillo uses the definition of «Self-responsibility/awareness of responsibility» to cover the safety-relevant measures in the field of responsible care

through to the tank cars just delivered by WASCOSA and to be presented the same day.

You can find out more about the WASCOSA tank car® and the safety elements on the last page.

Dr. Jens Engelmann, Head of Technology Freight Cars at Deutsche Bahn AG in Minden, presented the European plan of action of the Joint Sector programme on wheelsets prepared by the ERA Task Force, in particular the EVIC visual inspection, the in-depth examination of random samples of wheelsets and the Europe-wide, systematic traceability of wheelset maintenance. Important in this context is that all car owners implement these measures directly and with a self-undertaking. Within the GRSC, there are already discussions concerning the date from which cars will only be transported if their owners subject themselves to this self-undertaking.

Innovation for increased safety

In the final, theoretical part of the event, things then became specific: **Irmhild Saabel**, Head of Technology and Member of the Management of WASCOSA in Zug, explained that the freight car has witnessed major technical developments in recent decades. From the point of view of a hirer of means of transport, innovation has ultimately always been required by the customer and has mostly not been an «automatic» service of technicians and marketing personnel. It is for this reason that WASCOSA has started to question customers in terms of their wishes and requirements, and to involve the supervisory bodies in the planning process from the very beginning. The fact that it is not possible to pass judgement on the value of protective elements until their effectiveness has been demonstrated should actually be undisputed. Nevertheless, with railway vehicles, working with calculation models on effectiveness as early as during the de-



Proud presentation of the new safety tank car on the optimised transition platform (from left to right): Ulrich Grillo, CEO of Grillo-Werke, Philipp Müller, CEO of WASCOSA, Irmhild Saabel, Head of Technology at WASCOSA, and Hans-Wilhelm Denninghoff, Product Spokesman sulphur dioxide Grillo-Werke.

velopment of such elements is not a matter of course. In the case of the newly developed Safe Tank Car from WASCOSA, however, precisely this route was taken as demonstrated by **Siegward Schneider**, Managing Director of EST Eisenbahn-Systemtechnik GmbH from Wangen/Allgäu. Together with the engineering office Makross Technische Berechnungen Munich, which also works for all renowned German automobile manufacturers, computer simulations were generated with which it was possible to calculate and optimise the effect of new-style crash buffers with greater deformation path and lower power level (Suprapuffer G2), overriding protection (type AC04) and roll-over protection for the dome area (type UE01). This presentation led into the official rollout and the lively baptism of the new safety tank car. «Everything orange on it is for safety purposes – with the exception of the surrounding orange-coloured stripe...», commented **Philipp Müller**, CEO of WASCOSA, during the presentation of the tank car.

The result of this conference can be summarised as follows: irrespective of whether you orientate yourself towards the technical rules, the statutory regulations or the self-undertaking programmes of industry – the decisive factor is ultimately the very personal self-undertaking of the individual, be this the brake checker on the track or the CEO of a chemical company. It is not until each individual has adopted the safety mentality, consciously lives and acts in accordance with it, that a permanent increase in safety is achieved. Just what form this additional safety can take is shown by the WASCOSA safe tank car®! ■

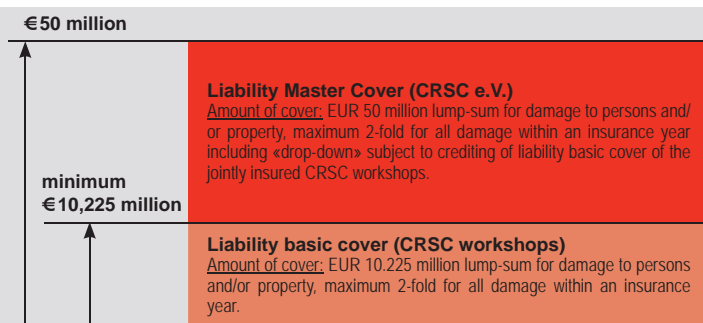
Breakthrough achieved – the Cargo Rail Service Center CRSC e. V. realises Europe-wide insurance solution for workshops and owners

Following the recent transformation of Cargo Rail Service Center CRSC into a registered association «e.V.», it has been possible to realise a long-planned insurance concept for the members which is unique in the rail sector. The introduction of the GCU automatically meant the end of the hiring contracts for private freight cars with the state railways that had existed up until then. The end of the hiring contracts coincided with the end of the UIC liability agreement that had existed until then, and owners of freight cars suddenly no longer had adequate insurance cover in the era of the GCU. The task was to restore this.

Together with an insurance broker who is also a member, CRSC has developed a company liability concept for associated CRSC workshops and has placed this on the market. CRSC e.V., whose associated member workshops are jointly insured exclusively for the services to be

and evidenced. This insurance concept anchors a quality feature. For both the CRSC workshops as well as the CRSC owners, this insurance cover represents a genuine added value for the customers of the workshops and car hirers. At the same time, account is also taken – jointly and in

principle of thinking and acting: cooperation in competitively neutral areas aimed at successfully reducing costs and increasing efficiency and competitiveness compared with other market players or traffic carriers. ■

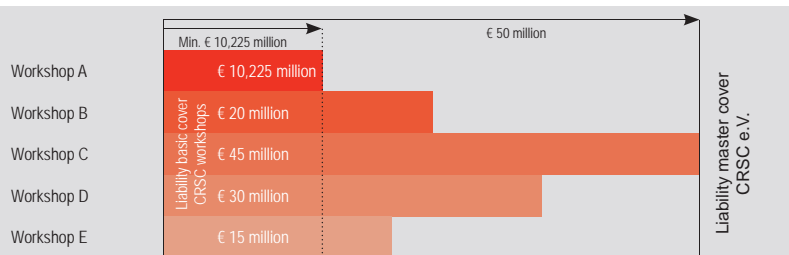


provided to CRSC car owners and risks, acts as the insured party under this trend-setting, European insurance solution. The contractual insured amount is currently a lump-sum EUR 50,000,000.00 per damage event for damage to persons and/or property. Designed as so-called sum and condition difference cover («DIC/DIL cover»), insurance cover is maintained jointly. CRSC e.V. has defined minimum requirements for the own insurance cover to be maintained by the workshops

coordinated manner - of the legal liability provisions of the «General Contract for the Use of Freight Cars» (GCU) by the car owners and workshops associated with CRSC e.V. The insurance premium is spread amongst the members and is a fraction of the sum for individual insurance. At the same time, the amount of cover has been increased considerably compared to individual solutions. Through this new, trend-setting insurance concept, CRSC is once again emphasising its underlying

The Cargo Rail Service Center CRSC e.V. is an association of rail traffic workshops and car owners operating on a Europe-wide basis. The network of CRSC workshops or storage locations now comprises well in excess of 30 locations throughout Europe. In addition to owners and workshops the Cargo Rail Service Center now includes an increasing number of transporters interested in a well-functioning rail freight traffic system. The Cargo Rail Service Center currently has around 60 members, the fleet of the associated owners currently comprises over 30,000 cars.

Are you interested in becoming a member? All owners and workshops are well advised to check joining.



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Certification of ECMs

The liberalisation of the railways in Europe has resulted in a fundamental shift in responsibilities for rail safety. The introduction of the term Entity in Charge of Maintenance, ECM, must be understood in this context. The contexts are set out clearly in the GCU section (page 8 & 9). In order to ensure an equal-value safety level in Europe, the «Joint Declaration of Intent for the Determination of Principles of a Central Certification System for the Bodies Responsible for the Maintenance of Freight Cars (MoU)», to which Switzerland has subscribed, provides for a self-declaration of the ECMs or, preferably, certification by a correspondingly accredited and appointed body. SCONRAIL has audited and certified WASCOSA as ECM.



Further information from:
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It is no doubt undisputed that rail safety must always be maintained at a high level and even in the event of fundamental changes in the roles of the various players in the operation of this highly complex system. This also includes the fact that, in addition to the corresponding operational precautions, maintenance of the railway vehicles must satisfy the highest standards. We all agree that rail accidents must be avoided at all costs.

The corresponding responsibilities for locomotives and the passenger fleet can be allocated very easily. The rail transport company is the owner of the rolling stock and responsible for both operation as well as maintenance; it has safety certification from the national safety authorities (in Switzerland the BAV). The situation with private freight car owners is different; their vehicles travel over all normal gauge networks in Europe and are transported

by traction companies and rail transport companies. These owners must nominate an ECM (body responsible for maintenance). As of 01.11.2011, these ECMs must either be certified by a certification body or have issued a self-declaration.

SCONRAIL has endeavoured to become such a certification body as quickly as possible and to be nominated to the OTIF by the Swiss BAV. As a result, SCORAIL will also be accepted as certification body by the European Railway Authority ERA. For the ECM, the question naturally arises as to whether certification by an external body or the self-declaration should be chosen in order to ensure that the corresponding entry can be made in the vehicle register and that the freight cars will continue to be accepted without problems by the rail transport companies. In principle,

«As of 01.11.2011, these ECMs must either be certified by a certification body or have issued a self-declaration.»

both solutions are possible. SCORAIL can offer the ECM the following advantages through certification in accordance with the requirements of the MoU:

- Assessment of the maintenance system of the ECM in accordance with uniform criteria

WASCOSA becomes «Entity in Charge of Maintenance» (ECM) – the first car owner in German-speaking Europe to do so

At WASCOSA, the auditors of SCORAIL were able to obtain information on the professional management of maintenance via a preliminary meeting and the audit on 7 September. WASCOSA fulfils the requirements as per the MoU and has demonstrated that maintenance of the demanding fleet – which travels to far away parts of Europe - is organised very well and transparently and is managed strictly.

- Ascertainment of the weaknesses and information on their rectification by an external and neutral body which, through its roots in the railway sector, has above all the necessary specialist experience in addition to the expert knowledge for the processes
- The certificate of a nominated certification body is a guarantee of recognition of the ECM in Europe.

The certificate, which is issued by SCORAIL, will ensure trust in the quality of WASCOSA as ECM amongst all stakeholders (national safety authorities, rail transport companies). ■

An interview with Norbert H. Kern – Member of the Board of Directors

Norbert H. Kern, an experienced and established player from the world of rail freight traffic, joined the Board of Directors of WASCOSA this year as part of its reorganisation. The former entrepreneur and DB Board Member comments on market developments in European rail freight traffic and on the market opportunities of the various players.



Mr. Kern, what is your assessment of the current developments in European rail freight traffic?

«First of all, I note with a certain sense of regret that the economic crisis has removed a large part of the previous – painstakingly developed – competition amongst the rail transport companies. The former state railways were able to withstand the recent economic difficulties better than the private rail transport companies, a fact which has unfortunately led to a corresponding market concentration. An example is the Veolia Group. On the traction side, we shall have to reckon with a decreasing number of important players in the long term.

The introduction of the GCU instead of the previous hiring contracts as well as the coming into effect of the TSI have also resulted in a fundamental change in the framework conditions for freight traffic by rail. Although the introduction is now already a couple of years behind us (2006 – editor), we are only at the beginning of a comprehensive change in the current market for rail freight traffic.»

In your opinion, have these changes resulted in the desired liberalisation of rail-bound freight traffic?

«Without doubt, various, previously market-hindering structures have been broken down, in particular in cross-border traffic, even if this is still not the case by far in all

countries. On the other hand, however, we can see that these changes have simultaneously resulted in new hindrances that are contrary to the desired further development of free and economically efficient rail freight traffic.

Another factor that is apparent to me is that there is far too little appreciation of the importance of a rail network with the highest possible number of sidings for the loading and unloading of the freight cars; what would the road be without its distribution terminals and loading ramps? The lobby appears to me to be still in need of significant improvement in this respect. If the trend towards fewer sidings continues, international solutions are urgently required. There will be a need for cars which transport containers which can be loaded and unloaded relatively easily for the final mile before and after rail transport (without sidings).»

What is the importance of these changes for the various market players?

«That can be seen clearly using the example of owners of freight cars: in the good old days of the hiring contracts with the UIC railways, a hirer required hardly any knowledge of railway technology; in addition, his responsibility as hirer of freight cars was extremely limited. The increased responsibility as well as the number of new tasks to be fulfilled by owners of freight cars in the GCU world

has made life considerably more difficult for many market players within a short space of time. It appears that many were insufficiently prepared for the scope and the speed of these changes, although the COTIF 1980 was known for many years prior to its introduction.»

What changes will have to be reckoned with in future in the hiring business?

«I think the rapidly increasing complexity of the owner function could lead to a further thinning out of the market – i.e. of the providers of freight cars - in the medium term.

«From hirer to know-how carrier rail in freight traffic.»



Even owners of medium-sized and large fleets of cars must seriously ask themselves the question of whether the requirement of obtaining certification as an ECM is worthwhile and feasible for them.»

What does that mean in concrete terms for the hirers?

«A freight car owner must act quickly to ensure or set up the knowledge and processes that are necessary and required today. Put another way, car owners must progress from being a hirer to a know-how carrier in rail freight traffic if they wish to remain on the market in the medium and long term. And not just since Viareggio.»

What do these development trends mean for the transport economy?

«I think rail customers are well advised to keep an eye on the efficient service providers in rail freight traffic who are still in existence today and who are able to keep up with these changes. The current market development as well as the constantly increasing barriers to entry for new market players make a further reduction in competition more and more likely in both the traction as well as the car hire sector. This cannot be in the interests of the transport economy.»

What advice can you, as former Board Member Freight Traffic at Deutsche Bahn, give railway customers?

«I believe that, when buying in services, it is important not to look solely at the most favourable quotation in the short term; when choosing a service provider, a responsible customer should also consider what is best for his company from a long-term perspective. After all, competition is good for business - that has always been the case and always will be. That is why my advice to rail customers is to invest in competition amongst their service providers. This will pay off in the long term.» ■



Further information from:
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Facts & Figures

Norbert H. Kern ...

- ... spent more than half a decade as Member of the Board at Deutsche Bahn
- ... formed his own company at the age of 26
- ... is, at 66 years and 275 days, the oldest person on skis to have visited the south and the north pole within 4 months, thus earning an entry in the Guinness Book of Records.

Further information on the newly formed Board of Directors of WASCOSA can be found on page 11.



Marcus Heymann, DB Schenker Rail GmbH (left) will replace Jens van Laak (right) as GCU expert.

ECM – an important factor in rail freight traffic in the future

Under the European Directive for Rail Safety (Directive 2004/49/EC in conjunction with Directive 2008/110/EC), all freight cars should be allocated a body responsible for maintenance (ECM) by the end of 2010. This ECM must ensure that each vehicle is maintained in accordance with the maintenance plan drawn up and the applicable regulations. Naturally, the ECM and the owner of a freight car can be identical – this will probably apply in most cases.

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What is ECM?

Three letters are currently doing the rounds in the European railway world and causing frowns; in future, however, they will also ensure greater safety in the use of freight cars. Talk is of the abbreviation ECM. This stands for «Entity in Charge of Maintenance». From January 2011, this ECM will be an important factor in European rail freight traffic.

What benefits will result from the introduction of the ECM?

The ECM is thus a guarantor with respect to the rail transport company for the safety of the freight car used. Given the large number of cars of different owners, it is almost impossible for a rail transport company to carry out an extensive check itself on adherence to all maintenance regulations.

What does the GCU have to do with this?

The GCU facilitates the interaction of the players. In Article 7, the owner of a car is fundamentally regarded as the body responsible for maintenance. As a result,

«The ECM is thus a guarantor with respect to the rail transport company for the safety of the freight car used.»

established procedures are retained between the rail transport company and the owner, the rail transport companies can contact the owner in all matters and, if things come to the worst, do not have to make a tedious distinction between the owner and the body responsible for maintenance.

Agreements with any outsourced ECM are assumed by the owner himself. As a result, it is sufficient to deposit only the owner of a car in the GCU car database currently being created. The additional stating of the ECM can be dispensed with.

The car database will start at the end of this year and will become a central tool for the speedy and uncomplicated online ascertaining of the owner of a freight car.

In addition, the European standards require a contractual relation between the rail transport company and the owners or ECMs: as almost all rail transport companies and owners are members of the GCU and this acts as a multilateral contract between all participants, the conclusion of additional, bilateral agreements can be dispensed with as a rule.

What still remains to be done?

Preparations for the introduction of the ECMs are currently underway at top speed. All owners are required to define an ECM for their freight cars. These ECM must fulfil specific preconditions and be certified. Certification is carried out by the national safety authorities (e.g. the German Federal Railway Authority) or by a private certification body, or – for a transition period – through a self-declaration of the ECM. Evidence will be collected by the European Railway Authority (ERA) and published on its website. This means that all parties concerned have a central platform on which they can check whether a certificate or self-declaration exists for an ECM.

«The car database will start at the end of this year and will become a central tool for the speedy and uncomplicated online ascertaining of the owner of a freight car.»

It should be noted that, as from 01.01.2011, the rail transport companies are only allowed to transport cars for which an ECM has been defined and the corresponding evidence deposited with the ERA. In case of doubt, customers should contact the hirer and owner of their cars.

The rulings surrounding the ECM will thus contribute towards further improving safety in rail freight traffic. ■



Exceeding of the date for the interim check if the tank car is not marked with the letter «L»

As of 1.1.2009, the RID was amended in an important point: whereas previously, checks on tanks had to be carried out in accordance with a strict regime, a new ruling now applies. The new provision set out in Chapter 6.8 grants a tolerance of three months either way for the interim check. The rule applicable for tank cars in European rail traffic is that the date of the next check (month and year) must be written on the tank. In addition, the tank is marked with the letter «L» if the next check is an interim check.



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One problem, however, is that none of the cars checked before 2009 have the «L» tank marking as yet. At the last meeting of the RID Technical Committee in Berne in May 2010, a document was discussed which deals with the non-recognition of the maximum permitted exceeding of the check date by three months in the case of forthcoming interim checks due on freight cars.

The representatives of the Czech Republic submitted an application that the tolerance period for the performance of the interim check should only be allowed if the date of the next check is also actually supplemented by the letter «L» on the tank car. Various delegations supported this application since, otherwise, the employees of the controlling rail transport company (for example the car inspector) have to climb onto the tank car in order to see from the tank label whether the interim check can be delayed. Other delegates, however, were of the opinion that the information on the tank label is sufficient. Nevertheless, the application was finally approved by a vote – and just in time to be taken into consideration for the adaptation of the RID 2011. «The RID Technical Committee has therefore decided to apply the toleran-

ce period of three months either way as from 1.1.2011, exclusively for tank cars on which the «L» appears alongside the date of the check.» For all other tank cars, the date marked applies as binding check date even if the check to be carried out is

«The RID Technical Committee has therefore decided to apply the tolerance period of three months either way as from 1.1.2011, exclusively for tank cars on which the «L» appears alongside the date of the check.»

an interim check. Until then, the three-month rule shall also apply for cars not specially marked. One exception, however, is formed by the countries that have signed a separately prepared multilateral agreement (Czech Republic, Germany, Luxembourg).

The following rule applies as from 1.1.2011 (paragraph 1.6.3.25): the date of



The recently formed new Board of Directors (from left to right): Philipp Müller, Delegate of the Board of Directors, Georges Theiler, Member of the National Assembly FDP Lucerne, Norbert H. Kern, former DB Board Member as well as Dr. Max Brändli, Vice Chairman of the Board of Directors and Business Lawyer from Zug.

the leakage test (paragraph 6.8.2.4.3) on the tank label as per paragraph 6.8.2.5.1 must not be indicated until the first leakage test carried out after 1 January 2005 and, under paragraph 6.8.2.5.2, the letter «L» must not be added until the first check to be carried out after 1 January 2009.

If the letter «L» is not indicated following the date of the next check as per paragraph 6.8.2.5.2, the date determined for performance of the check must not be exceeded.

The last sentence in italics is applicable in all RID member states as from 1 January 2011. ■

Future-oriented reorganisation of the WASCOSA Board of Directors

Within the framework of the company growth and the expansion of activities, WASCOSA has reorganised the Board of Directors. This new personnel alignment is intended to further advance the successful expansion and further development of the company in the liberalised European railway environment.

Above all, the extensive professional experience of Norbert H. Kern, former member of the Board of Directors of the Deutsche Bundesbahn for Rail Freight Traffic, as well as the transport policy expertise of Georges Theiler, a long-standing member of the National Assembly Transport Commission, should contribute towards achieving this objective. Both these persons also bring decades of experience from their own entrepreneurial activities.

Peter A. Zahn (Vice Chairman of the Board of Directors) as well as the company founder Max Sandmeier, who has

retired for age reasons, will be replaced on the newly formed WASCOSA Board of Directors by Dr. Max Brändli, Business Lawyer from Zug (as new Chairman), National Assembly Member Georges Theiler from Lucerne as well as Norbert H. Kern from Dietzebach near Frankfurt. Philipp Müller (son-in-law of Max Sandmeier), who has headed the family company - formed in 1964 - for 17 years, will remain in the position of Delegate of the Board of Directors. ■

Allianz pro Schiene – ever new alliances for railways

Pro-Rail Alliance e.V. is a non-profit, independent association for the promotion of rail transport. We have been advocating railways as an environment-friendly and safe carrier for the past ten years. Our political work aims to eliminate existing distortions of competition among carriers. In this we work at a national level with a European alignment.



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Our alliance is unique in its structure since it unites non-profit organisations as members and companies with clearly economic interests as sponsors under one roof. Our non-profit organisations promote rail transport for idealistic reasons and are interested in improving it, while the companies that are active in the railway sector regard us primarily as a political mouthpiece.

There are now 18 non-profit organisations at the Pro Rail Alliance: the environmental associations BUND, NABU, Deutsche Umwelthilfe and NaturFreunde Deutschlands, the consumers' associations Pro Bahn, DBV and VCD, the automobile clubs ACE and ACV, the three railway unions TRANSNET, GDBA and GDL

as well as the railway associations BDEF, BF Bahnen, VBB and VDEI. The member organisations represent more than 2 million individual members. The rail alliance is supported by 104 companies from the rail industry.

Our 100th sponsor, WASCOSA, joined Pro Rail Alliance on the day of our 10th anniversary. The lavish anniversary celebrations took place in Berlin on June 14th, together with our sponsors. In his welcoming speech the German Federal Minister of Transport Peter Ramsauer (CSU) suggested that Pro Rail Alliance «continue to maintain a critical stance». Pro Rail Alliance will fulfil this wish of the Minister. ■



New for timber transports – a further body module for the WASCOSA flex freight system®

In cooperation with ExTe, the European market leader for transport locks in timber transport, WASCOSA has extended the range of bodies for the WASCOSA flex freight systems® to include a Type R body. The 20' swap body complies with the G1 profile for Europe-wide rail-freight traffic. It can be removed, exchanged, transported laden or unladen and can also be used for transportation by truck.

The WASCOSA flex freight system® with the R body opens up new logistical possibilities for loading not just in pieces but now also in complete packages. This saves both time and money at the terminal and

«The WASCOSA flex freight system® with the R body opens up new logistical possibilities for loading not just in pieces but now also in complete packages.»

simultaneously reduces the probability of any damage to the load and equipment. Unlike similar systems, the R body can be loaded and apart from European rail transport can also be used with no problems in road transport.

Concept of the polyvalent type of car

With its patent pending WASCOSA flex freight system® the company launched a new system onto the market in May 2009 that allows freight cars to be used for different types of freight. The basic car can be used with various bodies depending on the needs. This reduces the complexity of the car fleets of rail transport companies, thus making it possible for different freights to be transported with standard cars. This helps to ensure that the fleet of cars are used to a high capacity utilisation.



Loading in complete packages with the WASCOSA flex freight system® saves time and costs. .



The elements of the freight car of the future

The WASCOSA flex freight system® is based on two elements; the basic element is a fully fledged 60' container car that can be used at any time without restrictions for intermodal transport. The container car has special, additional fastening possibilities for the various types of bodies, which form the second element of the WASCOSA flex freight system®. The removable, exchangeable and stackable bo-

dies have been designed for a wide variety of freight. Depending on the intended use and seasonal fluctuations in the freight to be transported, the basic unit can therefore be equipped according to a modular principle. ■

Would you like to learn more about the WASCOSA flex freight system®?

Sven Spörer, Sales, will gladly provide more information:
T +41 41 727 67 55, sven.spoerer@wascosa.ch



On our behalf

WASCOSA will move its headquarters from Zug to Lucerne in the summer of 2011

The strong growth of WASCOSA meant that a search began for new offices in and around Zug as well as other locations. The final decision fell in favour of Lucerne as the new home for the company as of the summer of 2011. The decisive criteria for this choice were the location and appeal of the offices, the business environment, transport connections as well as the place of residence of members of staff. The

urban environment of Lucerne, the good transport and traffic links, not least thanks to the continuous motorway to Zurich that was completed at the end of 2009 (around 30 minutes travelling time between Lucerne and Zurich), the lowering of business taxes in the canton Lucerne to the lowest level in the whole of Switzerland as well as the attractive location of the new offices were of decisive importance.

WASCOSA will therefore be moving into the newly built offices of the «Citybay» project in the centre of town in the summer of 2011 and can then be reached at the following address:

WASCOSA AG
Werftstrasse 4, 6005 Luzern, Switzerland
(as of August 2011) ■



Markus Hartmann, Sales
T +41 41 727 67 72, markus.hartmann@wascosa.ch

New at WASCOSA since 2010

In July 2010 **Markus Hartmann** joined the Sales Field Service at WASCOSA. Along with excellent language skills in German, French, English, Portuguese and Spanish, the 42-year-old looks back on many years of experience in the fields of logistics and sales.

His broad expertise is based on 26 years of work in the freight forwarding industry, the last 17 of which he spent in the railway business. During his eight years at rail forwarder Fertrans his tasks included setting up an independent subsidiary in Paris.

He is proud to be part of a modern and innovative company. «At WASCOSA we live a high degree of responsibility, collegiality and mutual respect each day», says Markus Hartmann. ■

In August 2010 **Andreas Gerber** joined the Freight Car Technology Team. The qualified construction equipment engi-

«My new tasks are very exciting,
and I enjoy the excellent spirit
within the WASCOSA team
every day.»

neer derives his broad know-how in railway technology from his 9 varied years at Stadler Rail.

It was at Stadler Rail that Andreas Gerber was infected with the «railway» bug. «My new tasks are very exciting, and I enjoy the excellent spirit within the WASCOSA team every day», says the family man. ■



Andreas Gerber, Technology / Freight car team
T +41 41 727 67 49, andreas.gerber@wascosa.ch

Calendar

2010

| | | |
|--------------------------------|--|--|
| 02.11.2010 Hamburg (D) | 6th Technical Information Event of the VPI | Info: Association of Private Freight Car Interested Parties mail@vpihamburg.de / www.vpihamburg.de |
| 04./05.11.2010 Bremen (D) | 3. European Conference on ICT in transport logistics – ECITL10, with support for the SMART-CM project | Info: European Intermodal Association info@eia-ngo.com / www.eia-ngo.com |
| 11./12.11.2010 Dortmund (D) | «Lärmschutz 2010» – 3rd International Noise Symposium accompanied by a trade fair | Info: Verkehrs-Akademie Dortmund GmbH info@laermschutz-messe.de www.laermschutz-messe.de |
| 11./12.11.2010 Berlin (D) | Hazardous Goods Technology Days Berlin | Info: Storck Verlag Hamburg tagung@storck-verlag.de / www.gefahrgut.de |
| 18.11.2010 Zurich (CH) | VAP Forum Freight Car Autumn Conference | Info: VAP Switzerland vap@bluewin.ch / www.cargorail.ch |
| 01.12.2010 Amsterdam (NL) | EIA Intermodal Award | Info: European Intermodal Association info@eia-ngo.com / www.eia-ngo.com |

2011

| | | |
|---------------------------------|---|--|
| 23. - 25.02.2011 Dresden (D) | 11. International Rail Vehicle Conference | Info: TU Berlin rad@mw.htw-dresden.de / www.rad-schiene.de |
| 10. - 13.05.2011 Munich (D) | transport logistic | Info: Messe München info@transportlogistic.de www.transportlogistic.de |
| 10.06.2011 Rostock (D) | VPI Members Meeting | Info: Association of Private Freight Car Interested Parties mail@vpihamburg.de / www.vpihamburg.de |
| 30.09.2011 TBD (CH) | UIP Conference | Info: UIP Union International de Wagons de Particuliers info@uiprail.org / www.uiprail.org |

Credits

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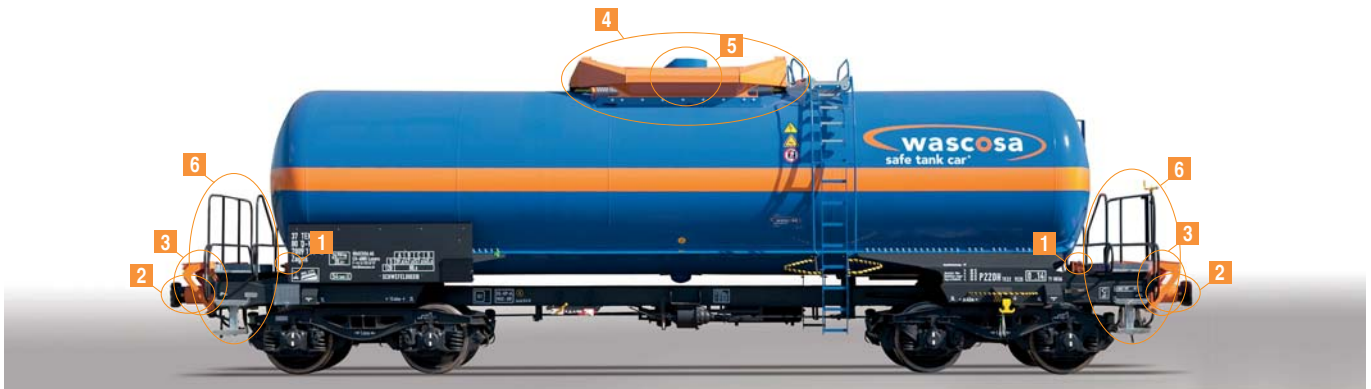
WASCOSA safety package

Selectable safety elements according to a modular principle for existing and new rolling stock

- | | |
|------------------------------|--|
| 1 Derailment detector | 4 Rollover protection |
| 2 Crash buffer | 5 Counter-sunk dome |
| 3 Climbing protection | 6 Optimised buffer platform at each end of the car |

Would you like to learn more about the WASCOSA safety package?

Roland Stadelmann, Head of Sales, will gladly provide more information.
T +41 41 727 67 40, roland.stadelmann@wascosa.ch



News

WASCOSA safe tank car® – the hazardous substances tank car of the future

From Uwe Heins – The 80 WASCOSA tank cars to be delivered to the Grillo works have a volume of 54 m³ each and are used to transport sulphur dioxide (UN 1079, Kl 6.1 + 8). With its various safety elements and the optimised brake platforms at both ends of the car it could epitomise the hazardous substances tank car of the future. A completely new safety and labour protection package has been developed together with customers, freight car and component manufacturers, experts for crash and simulation technology and not least the German Federal Railway Office. The customer invited tenders for a fully equipped chlorine car that should offer much more in the field of safety than other cars that had previously been available on the market. Together with long-standing partners, including experts for the development of safety com-

ponents, a comprehensive safety concept was therefore drawn up for the hazardous substances tank car. A completely new rollover protection (patent pending) was developed. A further safety element that has its origins in locomotive construction is the EST Suprabuffer G2. The strength and deformation behaviour of this buffer have been optimised on the basis of the latest findings to protect the WASCOSA safe tank car® with a reinforced undercarriage far beyond the level required by RID.

The car is also equipped with two mechanical derailing detectors to prevent serious damage in the event of derailing. The safe tank car is additionally equipped with four type AC04 anticlimber modules manufactured by EST, which in the event of an accident prevent the

buffers from riding over those of the next car. This overbuffering protection fulfils RID special requirement TE25 Section a) which specifies the necessity to prevent riding up even in the initial phase. An optimised brake platform with a continuous, unrestricted passage width and additional handrails on the side ladders contributes to more safety at work.

Since safety elements are only sensible if it can be proven that they make things safer, WASCOSA has for the first time had Makross, a Munich-based company which has been performing simulation calculations for all renowned car manufacturers for many years, perform arithmetical simulations of various load cases for the WASCOSA safe tank car® and all of its components in agreement with the approval authorities. ■

Safety has a colour – wascosa