

wascosa infoletter

Latest news for the freight wagon industry



Our future is intelligent

Wascosa is putting ambitious plans into action, fitting its entire intermodal fleet with telematics. A number of suitable systems and providers have undergone extensive testing. The ideal partners have now been chosen and the fit-out is well under way. Valuable data have already been collected both in field tests and live operations.

by Christoph Becker, Project Manager Wascosa Asset Intelligence

By equipping its entire intermodal fleet with telematics, Wascosa will achieve a massive improvement in the pool of available data. Such a key step forward is particularly important given the company's responsibility as a certified entity in charge of maintenance (ECM). On top of that, telematics will further improve fleet availability for customers, who will also benefit from access to even more data, allowing them to optimise turnaround cycles and reduce downtimes.

Many solutions on paper

Just searching for the term "telematics" on Google produces a vast number of hits. Numerous providers offer keenly priced solutions, customised developments and continuously refined technology. Many different variants are available simply for supplying power to the telematics equipment installed on freight wagons, the three most common ones being: wheelset systems

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Dear Reader

Our future is intelligent. Although much has been written and spoken about this trend, progress is slow in practice. At last year's Wascosa Asset Intelligence Day we announced plans to equip our entire intermodal fleet with telematics. And that's exactly what we're doing: translating words into action. More than 400 intermodal wagons have already been fitted with telematics systems and several hundred more are being upgraded every month. This creates new opportunities for all of us to further improve the transparency and efficiency of rail transport processes.

As a provider of freight wagons systems, Wascosa is committed to being more than simply a company that leases rolling stock. In this edition of our infoletter, readers can therefore find out the form that our asset intelligence module is taking, and the degree of networking required even in the roll-out phase of the project. Our intermodal customers are responding very favourably to our initiative and in the tank wagons business we are receiving a growing number of enquiries for intelligent solutions. This is certainly a wake-up call for all producers of telematics equipment to make sure their products are ATEX-compliant!

The way forward for rail logistics is clear: the future is digital (see page 5). Whatever the case, we certainly have an exciting future ahead of us. Many innovations and concepts are being presented at trade fairs and will soon be put into practice. Wascosa is meeting the challenge of keeping pace with these developments and is making its own contribution to modern logistics. This includes new-build projects as well (see page 9 onwards). These initiatives show that we are setting new standards with the design of our fleet.

Philipp Müller
Chairman of the Board of Directors

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(powered by energy from the revolving wagon wheel), high-capacity battery-powered systems and solar-powered systems. The performance and cost of each system varies enormously and depends on the type of use. Every technology has its advantages and disadvantages in terms of procurement, fitting, operation and maintenance. When it comes to choosing the best system, the commercial argument still takes priority. Full-cost accounting is therefore advisable.

To obtain a systematic overview, Wascosa initially performed its own market screening. The circle of potential suppliers was then narrowed down to around a dozen providers by introducing minimum requirements derived from the specific conditions applicable to rail transportation. The notion of selecting the right system based purely on theoretical elements was rejected, however, since many providers had only limited experience in the field. Instead, Wascosa decided to carry out a preliminary field test.

Shortlisted in the field trial

The field tests produced some valuable results. When calculating the distances actually travelled, for example, significant differences were found between the systems. Figure 1 shows a comparison of the results. For each measurement interval, the points connected by lines show the percentage deviation (LHS) between the distance calculated by the telematics system and the actual value. The results produced by the three systems (A, B, C) are depicted here by way of example. One obvious conclusion is that manufacturers B & C appear to be using a very similar calculation algorithm. The number of kilometres actually travelled in the time interval is shown by a bar (RHS). The test revealed significant differences not only in the accuracy of the distance travelled but also in the configur-

ability of the systems, as well as the degree of support and flexibility of each provider.

Some providers offer their own corporate portal for data analysis. However, their quality varied in terms of ease of use. The analysis of information on operational performance – a crucial factor for Wascosa – therefore proved to be rather difficult at times during the field trial.

Another challenge that should not be underestimated in the field, depending on the specific design of the systems and wagon types, is a suitable place to fit the telematics equipment. Specifically, the following question needs to be addressed in the test phase: How does the telematics system behave if reception is poor due to there being no clear line of sight between the device and the GPS satellites? These limitations not only result in less accurate positioning, but can also have a substantial impact on energy consumption. Care also needs to be taken to ensure that the systems in daily service do not create other problems, such as an encroachment of the coupling space (Bern rectangle).

Savvy Telematic Systems itself presents its specialist expertise and the product in question in the article on page 6 of this issue of the Wascosa infoletter.

Of all the systems tested, the best performer was that of the fairly new, but very competent provider Savvy Telematic Systems AG, who Wascosa picked to fit the first batch of intermodal wagons with telematics devices. The team from the Swiss city of Schaffhausen stood out from the competition by offering a modern product, rapid support and top performance during several months of system testing. From day one, the accuracy of the distance measurement calculated by Savvy's system was extremely high. Savvy arranged for its battery-powered system to be tested for ATEX certification, a minimum require-



Figure 1: Percentage deviation between the calculation of distance travelled by three different telematics systems (lines A-C, LHS) and the distance actually travelled, per time interval (bar, RHS)

Telematics on freight wagons: Is the extra effort worthwhile?

To date, many companies are still not in a position to produce independent information about the movements of their freight wagons. Although consignors can in some cases access rail infrastructure systems, this information is usually restricted to single countries. Railway sidings and terminals are still black holes. The distance covered by the wagons is also information that is highly relevant for safety. Attempts to produce reliable measurements of this mileage data have been rather piecemeal to date, and such data is often very difficult to verify.

Telematics is a simple solution that provides both wagon keepers and lessees with rapid, reliable, detailed and verifiable information. Thanks to accurate mileage data, cost savings should be possible

especially when replacing wheelsets. But wagon maintenance as a whole is more intelligent, so that fleet efficiency can be monitored and improved. If this ultimately produces even a single, low-digit percent reduction in the size of the vehicle fleet, the necessary investment in telematics will quickly pay for itself.

So what use are telematics data to Wascosa's customers?

Wagons parked in sidings can easily be forgotten about. Has the wagon actually moved at all this month? What's its current location? These basic assessments of how rolling stock is being used already create potential for optimisation – even without being transmitted in real time. Simple measures can often bring significant improvements in efficiency, without the need to spend more on leasing additional rolling stock.

ment for equipment fitted in Wascosa's intermodal fleet, and managed to submit the necessary certificates on time. Last but not least, Wascosa was also impressed by the early and rapid implementation of the interface to connect with the neutral, central data platform NIC-base.

Efficient: centralised administration and distribution, decentralised installation

Freight wagons are constantly on the move. That's all well and good, but when it comes to retrofitting them with a telematics system, the problem is that they are scattered across the whole of Europe. Rail freight is a very price-sensitive industry, however, where efficient, low-cost installation is vital. With this in mind, the field tests also provided the opportunity to assess the pros and cons of the different types of mounting (welded, magnetic, screwed, etc.). Prior workshop visits were analysed and cost estimates produced in collaboration with the maintenance companies. As a result, Wascosa decided to rely on one central partner for the administration and distribution of the telematics systems, and to take a decentralised approach with installation, using a network of reliable workshop providers.

Wascosa chose Franz Kaminski Waggonbau GmbH, based in Hameln (Germany), as partner for the administration and distribution of the systems. Kaminski's component stores – which already contain a big range of spare parts from different providers – now also house the telematics devices ready to be fitted to Wascosa's intermodal wagons. The existing infrastructure,

coupled with a reliable web shop, makes it convenient for the partner workshops to order the telematics units they need online. Kaminski's many years of experience as a workshop, its fast response times and its ability to make rapid decisions were all key reasons for awarding Kaminski the contract. Other plus points in Kaminski's favour were its extensive know-how about tank wagons and the future use of telematics based on sensor technology.

At its main workshop, Kaminski was responsible not only for the administration and dispatch of the telematics equipment, but also for the provision of training in fitting the test units. Well over a dozen partners have been trained in the installation of units on the intermodal wagons, which can be done outside the workshop. Kaminski is also responsible for providing first-level support for the installation partners

Franz Kaminski Waggonbau GmbH explains the rollout concept and its other services in the article on page 4 of this issue of the Wascosa infoletter.

A corporate web tool (Figure 2) reduces the amount of administration for installation jobs both for Wascosa and for the decentralised workshops. Workshops can access a dedicated webpage, optimised for mobile devices, where they can check whether the individual wagons have been cleared for fitting with a telematics device. So there is no need for an additional written order to be raised. This simple online query facility, coupled with the possibility of decentralised installation, makes the job of fitting telematics to the entire intermodal fleet very quick and economical. A unique advantage: Wascosa's customers can carry on using the wagons in their normal daily business without any restrictions.

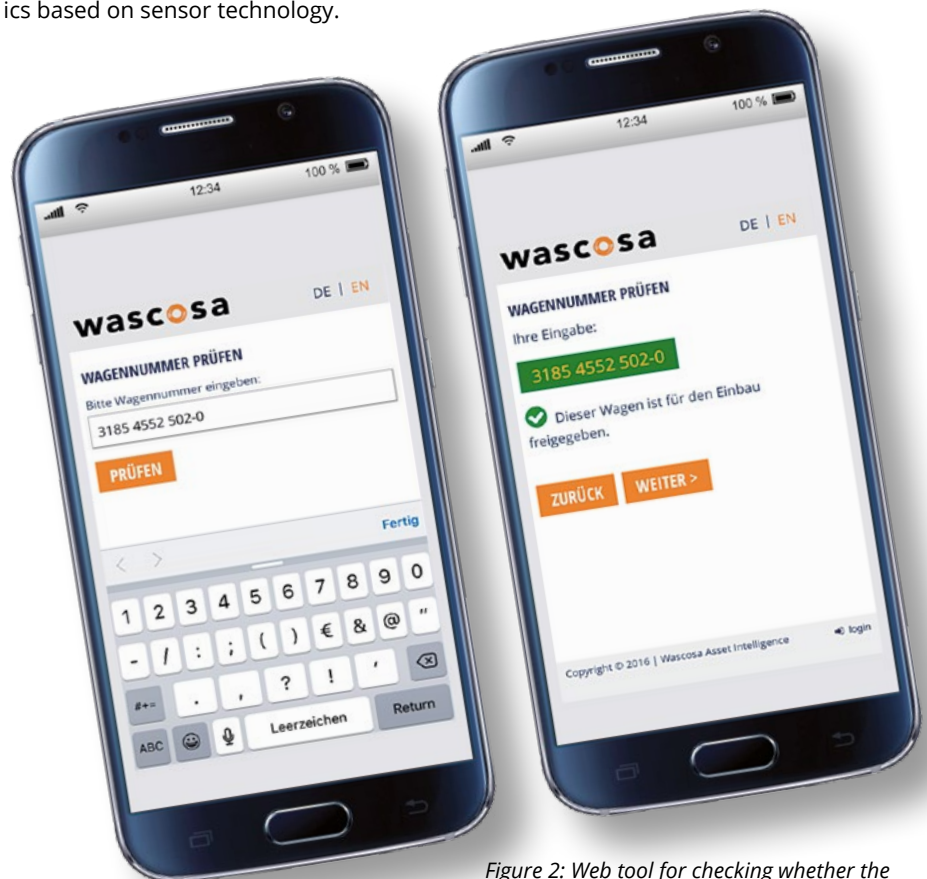


Figure 2: Web tool for checking whether the wagon has been cleared for the fitting of a telematics device

Channelling the data flow: from the wagon to the screen

As already highlighted in the field trial, the different systems and providers also offer their own software solutions for data analysis in some cases. In the long term, however, the only effective solution is to use an independent, standardised system. Wascosa uses the NIC-base platform provided by kasasi GmbH based in Kempten (Germany) because of its extensive experience as a solutions provider in road freight transport, as well as its ability to come up from the very start with pragmatic solutions in the test phase. For example, it took no time at all to set up a test server with an interface for receiving rail-specific information. All data can be viewed and analysed in a standardised format via a single portal. Using just one system interface, it is also possible for wagon keepers to integrate a wealth of "big data" into their own IT landscape.

Quantity or quality?

From a technical viewpoint, it is already relatively simple to generate vast quantities of data. But the key question is: What is the purpose of such data? For example, what's the use of collecting location information at five-minute intervals if the wagon is stationary? Does the data actually need to be available in real time? By logically linking different readings, it is possible to systematically generate relevant information that delivers the quality of data needed to optimise wagon fleet usage.

Practical benefit already evident

Although the fit-out of the intermodal fleet has only recently started, Wascosa has already enjoyed a number of benefits. For example, long delays in wagon deliveries were successfully avoided thanks to consignment tracking via telematics. In addition, Wascosa now has access to independent and accurate information on kilometres travelled, which not only provides a major improvement to safety, but also simplifies wheelset maintenance. Several hundred systems have already been installed and are creating a pool of data for further analysis so as to boost productivity and optimise maintenance. To sum up, fitting Wascosa's intermodal wagon fleet with telematics systems is a well-considered and important step towards an intelligent future.

Franz Kaminski Waggonbau: bespoke rollout concepts and more



The storage, distribution and coordination of the delivery of the telematics systems are being carried out web-based.

The introduction of new technologies such as telematics and the upgrading of freight wagons create a host of new challenges, but also novel solutions. One of the specific challenges of the rollout process is the need to optimise cost and time overheads when installing new equipment on wagons that are scattered all over Europe. In the case of telematics, special attention has to be paid to the transport of the systems, while ensuring compliance with guidelines for lithium batteries.

The rollout concept tailored specifically to Wascosa's requirements is based on interconnecting all players via state-of-the-art information and communication technologies (Industry 4.0). When fitting telematics systems on the intermodal wagon fleet and other future Wascosa projects, Kaminski looks after the following:

- Assisting with test installations
- Co-developing and evaluating types of mounting and the appropriate instructions
- Producing training documentation
- Training installation partners
- Holding stocks of the telematics systems
- Providing a web shop for convenient online ordering
- Managing the order process
- Despatching equipment to the points of installation
- Coordinating with manufacturers of telematics systems (e.g. to ensure various activation levels and thereby optimise costs)
- Providing first-level support for installation partners
- Reporting on the progress of the installation

A successful partnership

One big advantage has been Kaminski's involvement in the intermodal project from an early stage, which has encouraged effective and close collaboration between all parties involved, from the telematics provider Savvy to the decentralised workshops installing the equipment and to Wascosa itself. Particularly in the initial phase, this required a rapid and straightforward approach to finding a solution to unforeseen events. Kaminski's experience as a workshop and supplier of spare parts, as well as many years of working with telematics systems, makes the company a safe pair of hands in such situations. Thanks to the trust that Wascosa placed in its abilities, Kaminski was able to make a significant contribution to the creation and implementation of the bespoke rollout concept.

Franz Kaminski Waggonbau GmbH – a company profile

As a mid-sized company with a long and successful track record in the railway supplier business, Franz Kaminski Waggonbau GmbH has built a reputation as a leading company in the manufacture and maintenance of all types of freight wagons. It is also a major player in spare parts management for railways, where its one-stop service makes it an ideal partner for companies like Wascosa looking to outsource the administration, storage, distribution and reconditioning of spare parts. With such extensive know-how and established infrastructure (warehouses, web shop, etc.) Kaminski provides a full-service offering, from delivery of equipment to reporting.

Efficient partnership: already more than 400 wagons fitted

Just a few months after the roll-out commenced, over 400 wagons in Wascosa's intermodal fleet have already been fitted with telematics systems. This incredible feat has even been achieved without the

need for additional workshop activity or downtimes. Thanks to the know-how of Kasasi GmbH in realising roll-out concepts and the reliable support of our workshop partner Kaminski, we were able to produce

an efficient installation plan to ensure the success of this project. By the end of this year, 700 wagons will have been fitted with GPS systems.

In the NIC-base, stationary wagons are represented by a blue wagon icon and moving wagons in green. Transports are grouped together, depending on the zoom level.



Wascosa Asset Intelligence in practice

Permanent monitoring of locations and itineraries allows optimal resource planning and efficient capacity management. The data on wagon positions is shown in a clear and intelligible display using Kasasi's NIC-base platform, as seen in the photo.

More information on the advantages of NIC-base can be found in the relevant article on page 10-11 of the Wascosa infoletter, issue 25 (February 2016).

Digitalisation in rail freight transport

Increased productivity through integrated telematics – What does that mean for the railways? Digitalisation represents the fourth stage (4.0) of the industrial revolution. It involves the digital networking of people and machines, communicating with each other via the data infrastructure (software and telematics) and the Internet.

by Aida Kaeser, Head of MarCom & Software Product Management, Savvy Telematic Systems AG

Telematics promises the most potential for optimisation, particularly through the digitalisation of business processes, by speeding them up through automation. This requires numerous interfaces to other enterprise systems. After all, what use are up-to-the-minute position data if they are not helpful for resource planning? How is meaningful reporting possible if the telematics data cannot be enhanced with master data from enterprise resource planning (ERP) software? The telematics solution is therefore only really useful if effectively integrated into the application environment.

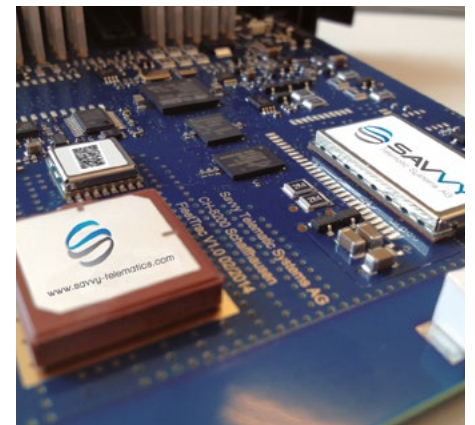
New possibilities for the 21st century

The exciting thing about digitalisation is that it allows data to be linked, automated and flexibly managed in real time, enabling the business to break free from traditional processes and making it fit to meet the challenges of the 21st century.

Using Internet-based cloud technologies and sophisticated business intelligence applications based on leading-edge data analysis techniques, the data is initially transformed into information, and then into commercially useful knowledge. Instead of laboriously programmed data-

base queries so typical of data warehouse models, it only takes a few clicks to get the exact analyses needed on current operational or strategic processes.

The operation and maintenance of freight wagons bring with it some very diverse and complex requirements. The process of monitoring the progress of a consignment, integrating it into intermodal systems, complying with safety and maintenance regulations and ensuring the reliability and availability of wagons is incredibly labour-intensive not only for the operator and lessee, but to some extent for the shipping agent as well. If controls and im-



Robust, long-lasting telematics devices allow seamless recording of data

plementation are poor, this cost situation can become even more acute due to poor productivity. The only option is therefore to make internal procedures more cost-efficient along the entire process chain. Given the falling margins in the rail freight business and the pressure from road transport, action is clearly needed, but the room for manoeuvre is limited for precisely the same reasons. Intelligent and highly integrated telematics systems can solve this dilemma.

How does digitalisation support the rail freight business?

All the advantages described above can in principle be realised in all the application areas of rail freight logistics, and consequently in intermodal transport as well. For example, container logistics is closely linked to rail freight transport. Optimal utilisation of capacity in rail freight transport depends on numerous external factors. The provision and supply of goods in intermodal transport is one of them. A high level of productivity is only possible if the goods are ready for pick-up at the loading point and are available in the right form.

GPS and GLONASS satellite signals allow active global tracking and tracing of freight and tank containers in real time. But the tracking data captured not only helps transport companies to manage their processes. All players benefit from these data in a supply chain that stretches from the manufacturer through to the logistics company and the end customer. The current transport and delivery status is transparent for the customer as well. If customers know the exact delivery date, they can – even in the event of delays or breakdowns



Active tracking and tracing of freight and tank containers allow logistics processes to be controlled in real time

– modify their production processes accordingly and liaise with the manufacturer and the transport company to ensure that the materials flow is adjusted in good time.

Process and service quality is constantly improving thanks to the collection of more data from sensors, better business intelligence, an increasingly detailed insight into the lifecycle of a freight wagon or container, and a higher level of automation. For example, shipping documents or quality certificates can be generated automatically, inspections of consignments and the accompanying documentation considerably simplified, yard management capacities exploited more effectively and regulations on common storage (hazardous materials) implemented smoothly. One simple but cost-effective example is the automatic recording and validation of storage data for an inventory list, in order to apply the “first in – first out” principle swiftly and securely.

Keeping an eye on the consequences of digitalisation

To prevent a situation where the integration of enterprise IT described earlier itself turns into a cost trap, the system needs to be built upon intelligent, cutting-edge software and interface architecture. Allowances must be made for the trend towards greater complexity, so that the crucial information for the business can be filtered out of the massive volume of data and analysed in a productive way. The resulting added value is irrefutable, and can be achieved within the space of a few months thanks to advanced technology and the support of a service provider with the relevant integration know-how.

CargoTrac ExR – the ATEX-certified telematics solution for freight transport

The telematics company Savvy has recently added a new product to its portfolio of proprietary hardware: the ATEX-certified CargoTrac ExR. This telematics device, which is manufacturer-independent, offers a performance and service life that is well above the industry standard and opens up the entire spectrum of digital process optimisation.



The ATEX-certified SAVVY® CargoTrac Ex device offers a performance and service life that is well above the industry standard.

Cargotrac ExR is certified for use in Zone 1 hazardous areas and is suitable for many different types of transport: containers, IBCs and rail freight wagons. Another innovation offered by CargoTrac ExR is the possibility of connecting external sensors via a 2.4GHz ZigBee wireless interface. This is combined with a secure sensor gateway. The Sense Gateway ExR offers four connection options for ATEX sensors to monitor temperature, pressure, filling levels or locking mechanisms.

Synergy Portal – Transparency and networking for all

Savvy's cloud-based Synergy Enterprise Portal collates the data from transports into useful information clearly displayed on dashboards. Position, itinerary, mile-

age, route options, status of the consignment or operating equipment, current tasks, irregularities, responsibilities, risks, contact partners – all this information is available. The portal thus not only renders logistics processes transparent, but also creates many different opportunities for collaboration between all the parties involved.

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Industry bodies in the spotlight:

Association of Supply Chain Management, Procurement and Logistics

The Association of Supply Chain Management, Procurement and Logistics (BME), founded in 1954, is the leading professional association for supply chain managers, buyers and logistic specialists in Germany. It sees itself as a service provider for over 9,000 members belonging to a broad range of businesses and sectors, including industry, distributive trades, public institutions and financial services. The annual volume of goods and services purchased by BME members is around 1.25 trillion euros. The 38 BME regions create a local network for members. BME's goals include the continuous exchange of know-how, the education and training of qualified personnel, and scientific research. In addition, BME supports its members in the development of new markets and is also involved in shaping economic processes.

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BME symposium in Berlin: the annual highlight for decision-makers, supply chain managers and logistic providers and an occasion for sharing experiences and networking (photo: BME e.V./Schwarz)

Association of German Transport Companies

About 600 companies involved in public passenger transport and rail freight transport in Germany are organised into the Association of German Transport Companies (VDV). VDV's Rail Freight Transport arm comprises about 200 companies: over 100 are active in freight transport, more than 140 work in railway infrastructure and

around 40 are works or industrial railway companies. Every year, around 600 million tonnes of freight is transported by rail in Germany. This is equivalent to around 77,000 fully laden trucks every day on Germany's roads. The VDV campaigns for fair competitive conditions between road and rail transport.

The Association advises its member companies and lobbies politicians, supports the exchange of know-how between members, and drafts technical, operational, legal and economic principles. The VDV also represents the interests of its member companies towards parliaments, authorities, industry and other institutions. Besides its head office in Cologne, the VDV has branch offices in Brussels and Berlin.



Every year, around 600 million tonnes of freight is transported by rail in Germany

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Borealis upgrades its ammonia wagon fleet

Every year Borealis L.A.T transports over 400,000 tonnes of solid and liquid goods. Its fleet for transporting ammonia includes around 300 tank wagons. The steady improvement in the cost-efficiency of rail transport is good news for the company, which has to shift large quantities of hazardous substances across Europe. Safety has always been one of the top priorities for Borealis, and was the main reason behind the recent decision to lease 120 of Wascosa's new tank wagons, explains Zsolt Udvari, Supply Chain Manager with Borealis L.A.T in an interview with the editors of our infoletter.



The new ammonia tank wagons offer a higher level of productivity and safety

Why does Borealis prefer transporting its goods by rail rather than by road?

Rail transportation is becoming more and more competitive, and for certain dangerous products like ammonia, it is also the only means of transporting large volumes across Europe. We use ammonia to produce fertilizers, but we also sell it as a technical nitrogen product to our industrial customers. In order to optimize and ensure the continuous operation of our own fertilizer units, ammonia is also transferred internally between the Borealis fertilizer production units located in Linz in Austria and Ottmarsheim, Grandpuits, and Grand Quevilly, in France. Transporting this type of dangerous cargo by rail makes sense from a safety point of view.

In renting the latest generation of wagons for ammonia from WASCOSA, are you planning to tap into more modern technology and better performance? What are the benefits of this choice in real terms?

Our fleet of wagons for transporting ammonia is now getting old, which has led to certain problems, such as leaking ammonia, which is very dangerous. Safety has

always been a top priority at Borealis, and the takeover of GPN (a former TOTAL subsidiary) in France in 2013 saw our fleet of wagons for transporting ammonia drastically increase from less than 50 to over 300 wagons. The new fleet we are renting from Wascosa is equipped with the latest CEF-IC-recommended safety equipment and we are even considering further improvements, such as adding telematics systems.

Green logistics is important for Wascosa. What can you tell us about your corporate responsibility in the chemical industry?

Borealis is a signatory of the Responsible Care® Global Charter and is committed to meeting the Responsible Care® guidelines. We have established a Responsible Care® policy, including a set of guiding principles, for group-wide implementation. There are also several initiatives underway in the Fertilizer business unit aimed at reducing our carbon footprint in logistics and assuring safe chemical management. Borealis is fully committed to safeguarding people and the environment by continuously improving its environmental, health and safety performance, and ensuring the safe operation of Borealis facilities, processes and

Borealis, headquartered in Vienna, Austria, is Europe's second-largest producer of polyethylene and polypropylene and third-largest producer of fertilizer and technical nitrogen products, marketed under the Borealis L.A.T brand. As one of the leading fertilizer producers in Europe, Borealis is helping to make farming more efficient in order to feed more people and livestock. Borealis supplies over five million tonnes of fertilizers and technical nitrogen products each year via its Borealis L.A.T distribution network. With 60 warehouses across Europe and an inventory capacity of over 700,000 tonnes, Borealis L.A.T promotes a broad fertilizer portfolio: nitrogen-based straight fertilizer; complex fertilizer – a combination of nitrogen (N), phosphate (P) and potassium (K); and a range of other technical nitrogen products, from ammonia and ammonium nitrates to nitric acid and urea solutions. Wascosa provides Borealis L.A.T with wagons for the safe transport of ammonia.

technologies. We aim to achieve this by driving continuous improvement in chemical product safety and demonstrating stewardship throughout the supply chain.

Aside from corporate responsibility, your core values are Respect, Excellence and Nimblivity™. Can you tell us more about Nimblivity™?

First of all, I would like to emphasize the importance that Borealis attaches to these values, and the fact that they are not just words in an annual report. These values form part and parcel of our everyday business when dealing with our customers, suppliers, employees and the communities we live in. Nimblivity™ is a word which was invented and trademarked by Borealis over 15 years ago and has been trademarked ever since. It is in fact the combination of two words, namely: Nimble + Simplicity. In an ever-changing and fast-moving market economy, Borealis aims to be fitter, faster and more flexible than the competition. We want to encourage our employees to think "out of the box", thereby creating and capturing new opportunities. We seek smart and simple solutions. One example demonstrating the commitment of our senior management to the Borealis core

values is our bi-annual in-house survey, through which employees are asked to rate how well we fulfil each of our values.

How do you see railway freight transport in the future?

Borealis L.A.T transports over 300,000 tonnes of product (ammonia and fertilizers) every year by rail. Currently, we are examining the possibility of installing telematics systems onto our ammonia wagons. This will probably be the most important development over the coming months and we expect to reap huge benefits from this new technology. Over the last few years we have identified a positive trend, in terms of financial attractiveness, of more volumes shifting to rail. The rail market is increasingly competitive and this will contribute to its sustainable development. In the end, sustainability means achieving a "Triple Victory", i.e. striking a balance between creating value for society (People), protecting the planet (Planet) and growing the business (Profit).

What, for you, is the significance of telematics for the future?

Telematics has been developing slowly over the last decade and one of the key questions today is, which technology will achieve the break-through? Telematics will certainly offer advantages for rental companies like Wascosa, but will also bring benefits to wagon users. While rental companies may be more interested in data such as wagon mileage, we, as wagon users, are more interested in the utilization rate of our wagons and safety-related information (e.g. collision records, pressure, etc.). The cost of such systems is becoming more "affordable", but the sums to make a business case are still difficult.

Another award for the Wascosa safe tank car

With its various safety features and the optimised platform at both ends to move between wagons, the Wascosa safe tank car epitomises the hazardous goods tank wagon of the future, and has done so since its market launch in 2010.



The project "New safety standards for the safety engineering of pressurised tank wagons" is winner of this year's Responsible Care prize of the Chemical Industry Association of North Rhine-Westphalia (VCI NRW) in the category 'Transport safety'. The prize was awarded on the Parliamentary evening of VCI NRW on 1st June.

In his awards speech, Prof. Dr. Michael Dröscher, Cluster Manager Chemicals of NRW and Chairman of the jury said: "Grillo together with Wascosa have developed a pressurised tank wagon whose innovative safety features have increased health & safety in the area of tank wagon transport considerably. In the meantime, more than 1,000 wagons of this type are successfully in service, and European regulations have already been revised to incorporate these new developments. This significant im-

provement in transport safety in the field of chemical transport by rail impressed the jury and thoroughly deserved to win in the category of transport safety."

Professor Dröscher, together with the Deputy President of the State Parliament, Dr Gerhard Papke and the Chairman of the Board of VCI NRW, Dr Günter Hilken presented the prize to Dr Jochen Schulte, Head of the Chemicals Division of Grillo-Werke AG.

"We are pleased to receive this award once again for the Wascosa safe tank car. This wagon sets a new safety standard in the transport of dangerous goods by rail. With the purchase of these wagons and the support of this innovation, Grillo has shown its pioneering spirit", said Peter Balzer, CEO of Wascosa.



(L to R): Dr Hilken, Chairman of the Board of VCI NRW
 Prof. Dr Dröscher, Cluster Manager Chemicals, NRW and Chairman of the jury
 Dr Schulte, Head of the Chemicals Division of Grillo-Werke AG.
 Dr Papke, Deputy President of the NRW Parliament

Rollout of new 88m³ tank wagon for DS-Mineralöl GmbH

“New tank wagons built and delivered on time – that’s the idea. The level of specialist and personnel support provided by Wascosa was excellent as well. We celebrated the successful completion of the project with our Swiss colleagues, who made the long trip to the Far North, at a very enjoyable rollout event.”

Stefanie Rose-Lochschildt, Logistics, DS-Mineralöl GmbH

Tank wagon 88m³ Zacns

for transporting mineral oil and chemical products

- Optimal tank wagon for products with a medium specific gravity
- High payloads on both C-track (>61t) and D-track (>69t) due to low unladen weight
- Optional safety feature: Derailment detector



Just massive – Wascosa at the Gigathlon

The long distances and high altitudes of Gigathlon Switzerland 2016, a multi-discipline race through the cantons of Ticino and Uri, made for two very strenuous days of competition. Still, the Wascosa team, along with 600 other competitors, met the challenge very successfully.

The very scenic but arduous courses required the Wascosa team to deliver their top performance during the competition. And the challenging terrain was not the only unpredictable factor: the contestants had to cope with very variable weather conditions, from sunshine to fog and rain showers.

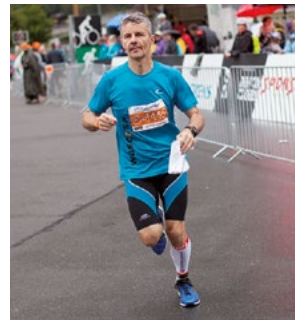
The Wascosa team, comprising Doris Luther (running & inline skating), Vreni Uebelhart (cycling & biking), Detlef Schlickelmann (swimming & running), Daniel Schmid (cycling & swimming) and André Fässler (inline skating & biking), can hold their heads high. After 395 km and 9180 metres they all made it back in good shape, and should be very proud of their performance.



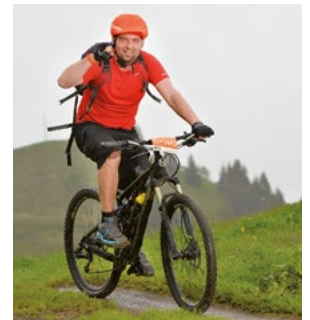
André Fässler, Daniel Schmid, Vreni Uebelhart, Doris Luther, Detlef Schlickelmann (L to R)



Doris Luther



Detlef Schlickelmann



André Fässler



Daniel Schmid



Vreni Uebelhart

Calendar of events

Date	Event	Location	Website
01. – 04.10.2016	EPCA Annual Meeting	Budapest, HUN	www.epca.eu
13.10.2016	VPI Information Seminar 2016	Vienna, AT	www.vpirail.at
08. – 09.11.2016	8th VDV Marketing Conference	Berlin, DE	www.vdv.de
17.11.2016	VAP Freight Wagon Forum	Zurich, CH	www.cargorail.ch
2017			
09.01.2017	VPI New Year Reception	Hamburg, DE	www.vpihamburg.de
10.01.2017	7th VPI Symposium	Hamburg, DE	www.vpihamburg.de
24. – 25.01.2017	10th BME/VDV Rail Freight Transport Forum	Bonn, DE	www.vdv.de
9. – 12.05.2017	Transport Logistic	Munich, DE	www.transportlogistic.de

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European expansion continues

As part of its drive to continuously expand its European business activities, Wascosa strengthened its sales organisation in Scandinavia over the summer. From their Swedish bases in Trelleborg and Kristinehamn, Bo Engdahl and Janne Bergman will look after clients across the entire Scandinavian region.



Philipp Müller, Bo Engdahl, Janne Bergman, Peter Balzer (L to R)

The EU goal is for 30 percent of road freight transport travelling more than 300 kilometres to be transferred to the railways or waterways, with this figure rising to over 50 percent by 2050. This brings up attractive growth prospects for Wascosa both in terms of new-build projects and fleet management mandates. To accommodate this trend, Wascosa is continuously expanding its sales organisation at its head office in Lucerne, as well as in its five other European locations in Italy, France, the Netherlands and Sweden.

The Scandinavian sales team was strengthened in August 2016: Bo Engdahl's many years of expertise and industry know-how create exciting new prospects for the ongoing development of our tank wagon business. Bo Engdahl has spent the last seven years as Sales Manager Scandinavia for another wagon leasing company. In the field of conventional freight wagons, Janne Bergman brings in his vast experience in railway logistics. His last employment was with Midwaggon AB, and before that he spent many years with Green Cargo.

In addition to the head office in Lucerne, Wascosa's sales organisation currently includes five other locations in Italy, France, the Netherlands and Sweden. We are currently building up sales partnerships in other countries such as the UK, Spain, Poland and Portugal.

