

DIOMIS Conference in Paris

SESSION 2: the case for infrastructure, how can we ensure sufficient network and terminal capacity?

DUSS

Wolfgang Müller

Chairman

Paris 10.03.2009

Agenda

- a. Company Profile DUSS**
- b. Comments on DIOMIS recommendations**
- c. Handling of growth on the infrastructure**

a. Company profile DUSS

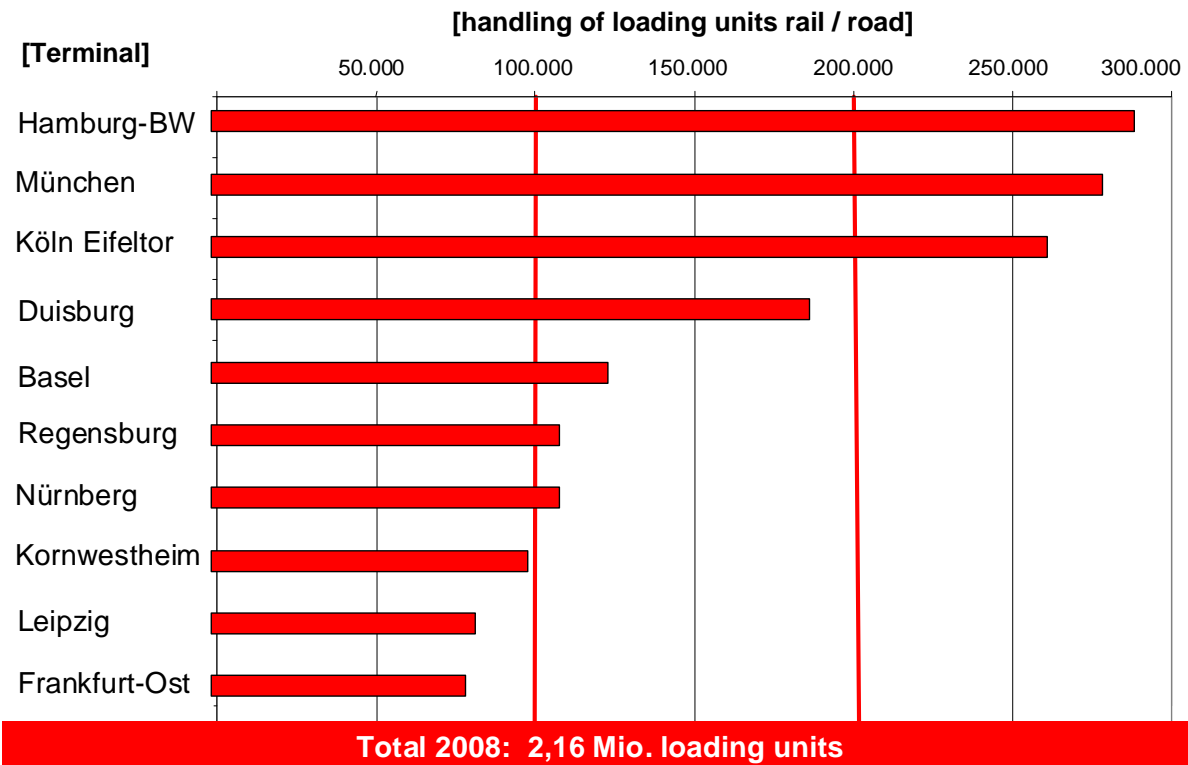
DUSS is the terminal operator of DB and the leading terminal operator in Germany

Shareholders	:	DB Netz AG (75%) DB Mobility Logistics (12,5%) Kombiverkehr KG (12,5%)
Managing Directors:		Wolfgang Mueller (Chairman) Manfred Michel Hans Pieper
Headquarters:		Bodenheim
Employees:		approx. 480 (incl. head office)
Turnover:		approx. 50 Mio. EUR in 2008
Lifts/Handlings:		approx. 2,17 Mio in 2008
Terminals:		25 locations
Iron Highways:		2 locations
Gantry Cranes:		55
Mobile Equipment:		12 heavy reach stackers
Website:		www.duss-terminal.de
Contact:		Bodenheim@duss-terminal.de

Terminals operated by DUSS in Germany



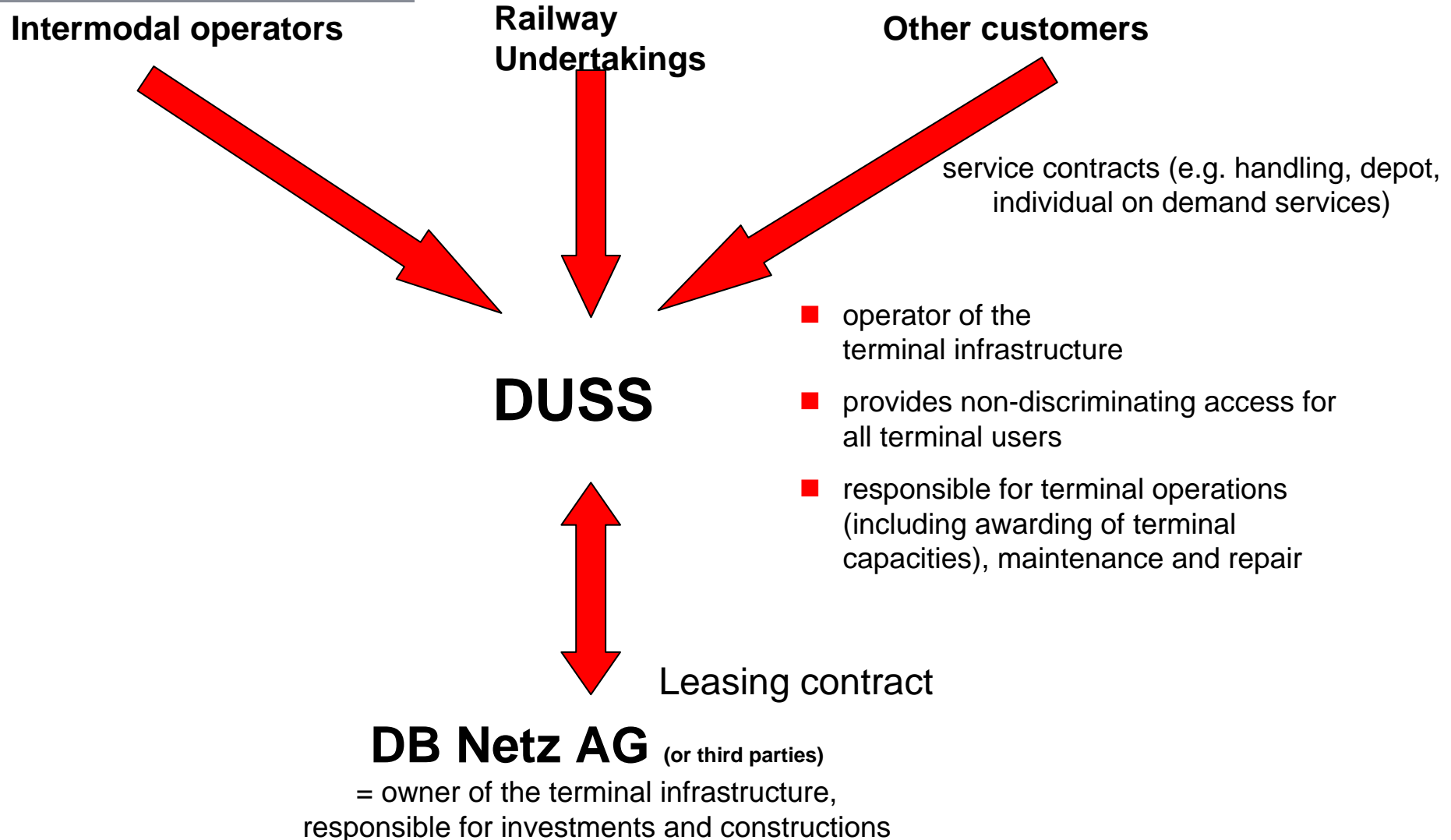
Top ten ranking in loading units 2008



The biggest three terminals operated by DUSS are Hamburg, Cologne and Munich – all three terminals will be extended in within the next 4 years

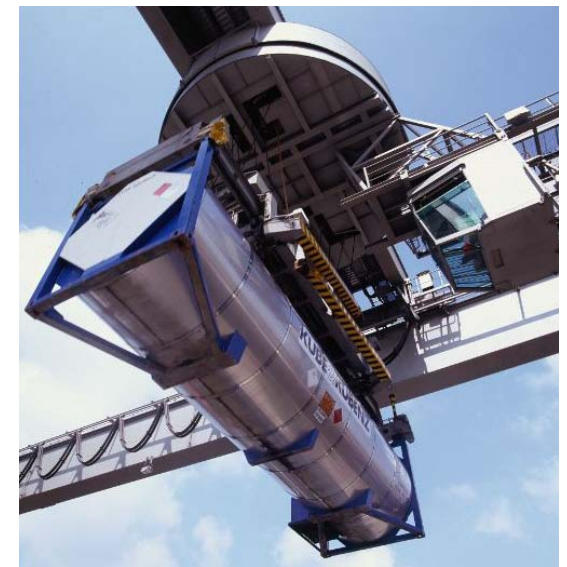


DUSS is the operator of the terminal infrastructure responsible for terminal management and terminal operations



Services offered by DUSS

- ➔ handling rail/road
- ➔ deposit of loaded and empty units and depot services
- ➔ agency services
- ➔ check of hazardous goods
- ➔ Terminal development and planning and consulting services
- ➔ IT-support and IT-consulting (terminal operating system BLU)



b. comments on DIOMIS recommendations

The recommended roles and functions of the involved parties outlined by DIOMIS are important factors for improvement

Actions	Main actor and involved parties					
	Infrastructure Manager	Railway Undertaking	Intermodal Operator	Terminal Operator	Ministry of Transport	European Commission
More efficient use of infrastructure						
Employment of infrastructure-efficient, train path-saving rail production systems		■	■			A7
Application of incentives in infrastructure access charging systems to induce resource-saving production schemes	■	■	■	■		A11
Significant improvement of the rate of punctuality and consistency of rail traction services	■	■	■	■		A11
Enhanced process organization of rail traction services	■	■	■			A11
Implementation of smart train and network capacity management systems		■	■	■		A5
Implementation of longer and/or heavier trains including minor infrastructure adaptations	■	■	■		■ ¹⁾	A7
Increased wagon axle loads	■	■	■		■ ¹⁾	A10
Application of good practices in terminal operation and management	■	■	■	■		A4
More infrastructure investments and international coordination						
Implementation of ongoing and envisaged rail network investments	■			■	■	A0/A1
Conclusion of an international agreement on "Achilles' heels" removal programme	■	■	■	■	■	A0/A1
Realization of ongoing and envisaged terminal investments and implementation of an intermodal hub programme	■		■	■	■	A0/A4
Implementation of a standardized process for ensuring the international co-ordination of combined transport terminal development	■	■	■	■	■	A8

¹⁾ Railway Industry ■ Main Actor ■ Involved Party

- For the efficient use of infrastructure a close cooperation of the Infrastructure Managers, Railway Undertakings/Intermodal Operators and the Terminal Operator is needed (especially concerning efficient production systems)
- Increasing punctuality is a main task for the Railway Undertaking and the Infrastructure Managers
- Best Practice in Terminal Management includes that the terminal services and the allocation of terminal capacities is managed by the Terminal Operator. To reach a higher level of integration the last-mile operations should be carried out by the terminal operator to.
- The primary actor concerning the realization of infrastructure investments is the Infrastructure Manager as he has to outline and explain the demand to the financing bodies. In our opinion the main actor concerning infrastructure investments should be the Infrastructure Manager in close cooperation with government institutions
- The improvement of international coordination for terminal investments through a coordinating role of the EU commission is highly appreciated

c. Handling of growth on the infrastructure

Handling of growth on the infrastructure

1.) Infrastructure Investments

- Jointly with the federal government, DB Netz will enlarge the capacity of key terminals. Therefore, DB Netz has developed a strategic investment concept 2015 for terminals and hump yards, which is evaluated and approved by the Federal Ministry of Transport, Building and Urban Affairs (BMVBS). This strategic investment concept is strictly orientated on market needs. In these concept, DB Netz has focused on big locations with a high significance for the Combined Transport, for example areas like Munich, Cologne and Hamburg.
- DB Netz is funded by the federal government via a special railway fund ("Bundesschienenwegeausbaugesetz"). In addition to this, private investors can also get public funding for terminals projects. Private terminal operators or investors provide terminal infrastructure in addition to the terminals owned by DB Netz. DUSS can also participate at this funding scheme.
- To cover the increasing volume of rail freight traffic, especially taking into account the significant growth of traffic from the sea ports, Deutsche Bahn has developed a Masterplan for Sea - Hinterland Traffic. In this concept, various fields of action have been identified. The suggested measures reach from smaller investments, for example in track equipment, to the extension of railway lines and junctions. The Masterplan "Sea - Hinterland" from Deutsche Bahn contributes to the Masterplan "Freight and Logistics" from the Federal Ministry of Transport, Building and Urban Affairs (BMVBS).

How to handle growth in tracks and terminals

2.) Best practice in terminal management

- To obtain the maximum output DUSS carries out a sophisticated terminal management system. DUSS applies a software-solution called BLU for the efficient dispatching of loading units inside the terminals. BLU has a graphical user surface, which enables the terminal personnel to carry out the efficient dispatching of loading units "on the screen". Crane assignments for the handling of units are transmitted through the cranes via WLAN in real time. BLU enables the terminal manager to carry out extensive process analyses, for example the measurement of the duration of the handling. We constantly measure the performance of the terminal based on the data provided by BLU and make benchmarks for the most important process indices.
- DUSS offers its customers extended opening times on request. Free capacities, for example during the nighttime, are offered to optimize the saturation of the terminals.
- To avoid long-time storage of units in the terminals DUSS applies a price incentives to support short-time storage
- DUSS takes part in several projects and working groups concerning terminal management and terminal infrastructure and maintains a good exchange for best practice.

The Terminal Operating System (BLU) applied by DUSS is a powerful solution for capacity management in the terminals



Powerful software tool for terminal operations

- inbound/outbound rail/road
- unit handling
- relocation of units within the terminal
- deposit of intermodal units
- service control and documentation

Networking of all components

- multi-access of users (crane and dispo staff) to system information
- status information of all intermodal units on demand

Ergonomic devices and easy handling

- for crane drivers and dispo staff

Video-Identification

- additional video systems can be integrated for supervision and documentation

How to handle growth in tracks and terminals

3) Innovative technologies

- DB Netz will built innovative MegaHub-terminals to satisfy market needs for gateway traffic and to use the infrastructure more efficient. In the MegaHubs, no assembling and disassembling of wagons is needed, just changing of loading units to apply whole trains from to MegaHub to various destinations.
- Deutsche Bahn together with other stakeholders is constantly a driver of innovation. Projects like freight trains with extended length (up to 1.000m) and the investigation of various innovative technologies and production processes are contributing to reach a more efficient use of the infrastructure.

MegaHubs save time – no assembling and disassembling of wagons is needed just the changing of loading units

The MegaHub-system: collect, change and feed loading units to build whole trains

- Feeding the Megahub with trains with a mixed loading units with different destinations
- Changing of loading units
- Outgoing whole trains

