

# **LE RENDEZ-VOUS DE L'ASSURANCE TRANSPORTS**

**Cannes, 28<sup>th</sup> and 29<sup>th</sup> April 2009**

## **Railways Perspectives**

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# Ultra-large means of Conveyance: what is at stake?

## How does the supply chain adapt?

### Railways perspectives

#### I. Ever larger means of transport?

not in the railway sector! (standards are set by the **given infrastructure**)

- standard gauge: 1435 mm
- standard measurements (vehicles): Width 3300 mm / Height 4300 mm
- max. length of a freight train: 750 (1.000?) m
- max. capacity of a freight train: 50 x 2 Containers (TEU)
- max. speed of a freight train: 120 (160) km/h

So you need at least **100 freight trains** to transport all the containers from **one 10.000 TEU megaship** into the „hinterland“. In practice that means a great **spread of the risk!**

The „**American way**“ with double stack trains and train lengths of one mile or even more (see charts 4, 5) is not feasible for European railways.

In any case: values and risks of the **operational unit** of the railways, that is the **train**, have **not got bigger and bigger** during the last decades;

and if a freight train has an **accident**: in practice this does **not affect the whole train**.

This is good news for the underwriters.





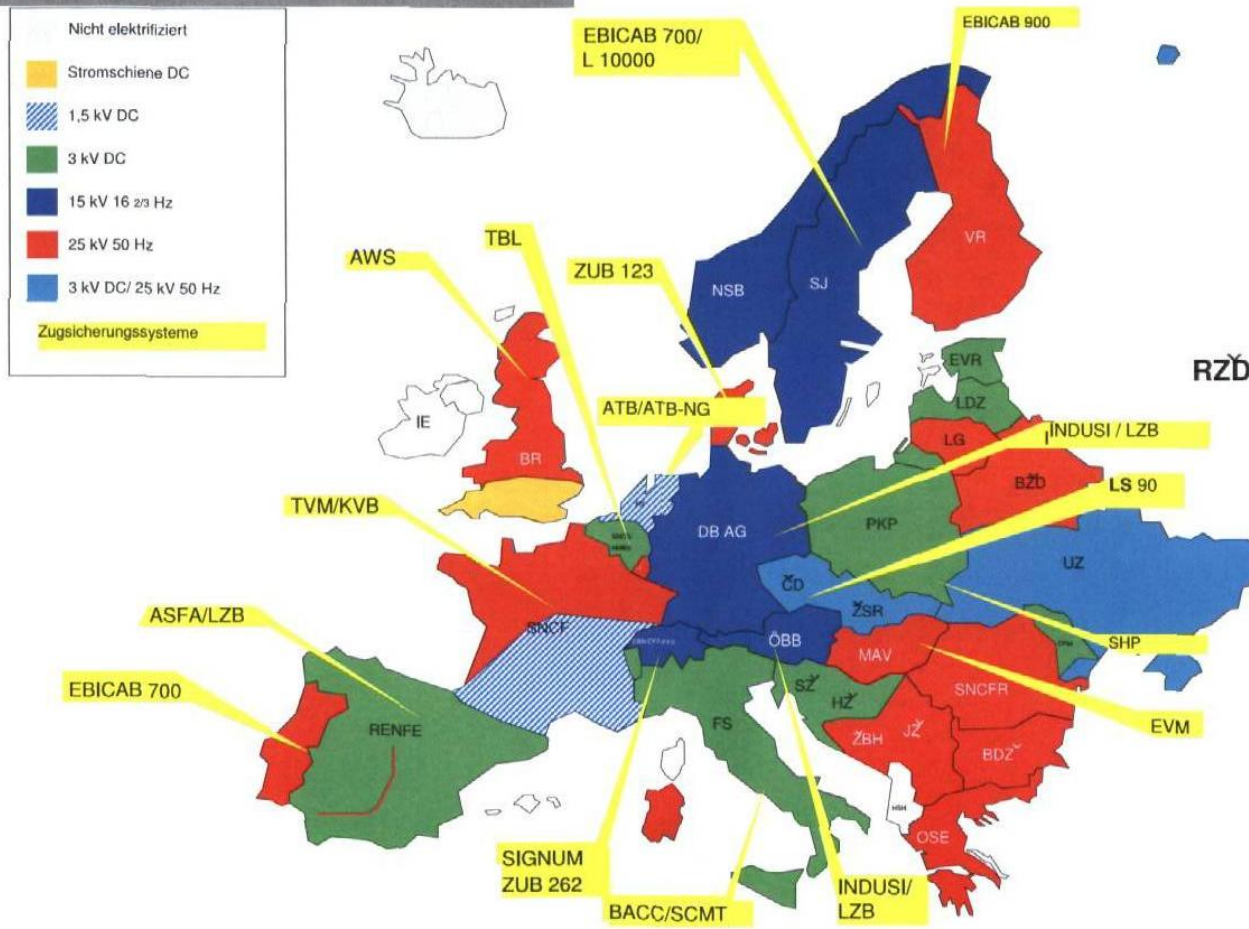


## II. How the railways meet the challenge

- Further improvement of **tracks, infrastructure** and **capacity** for freight trains (discussion about priority tracks, freight corridors);
- more **interoperability** between technical and operational railway systems (chart 8)
- higher operational and economic **efficiency**:
  - further improvement and **higher standards** for **operations** and **safety**:
    - increased implementation of tracking systems („**tracking and tracing**“, the customer always should know, where the goods are and when they will arrive),
    - further implementation of the European Rail Traffic Management System (**ERTMS**),
    - intensified implementation of the European Train Control System (**ETCS**) based on **GSM-R** (Global System for Mobile Communications – Rail) to simplify cross-border traffic flows;

- **intramodal „coopetition“**  
international network, subcontracting with other railways  
(e.g. „Alleo“: Joint venture between SNCF and DB to operate the TGV Est);
- **intermodal cooperation** with freight forwarders, combined transport operators, other modes of transport – to provide high quality **door-to-door-services**;
- **acquisition** of other railway undertakings;
- **new fields of activities** in the world of transport:  
from mere **trucking** to full services (**Supply Chain Management / Contract Logistics**) to increase the **value chain** and to further improve **customer-connectivity** (one-stop shop)  
  
and
- last but not least: **sustainable development.**

# Different signalling systems and different electrification systems



DB Netz AG, I.NVT 3

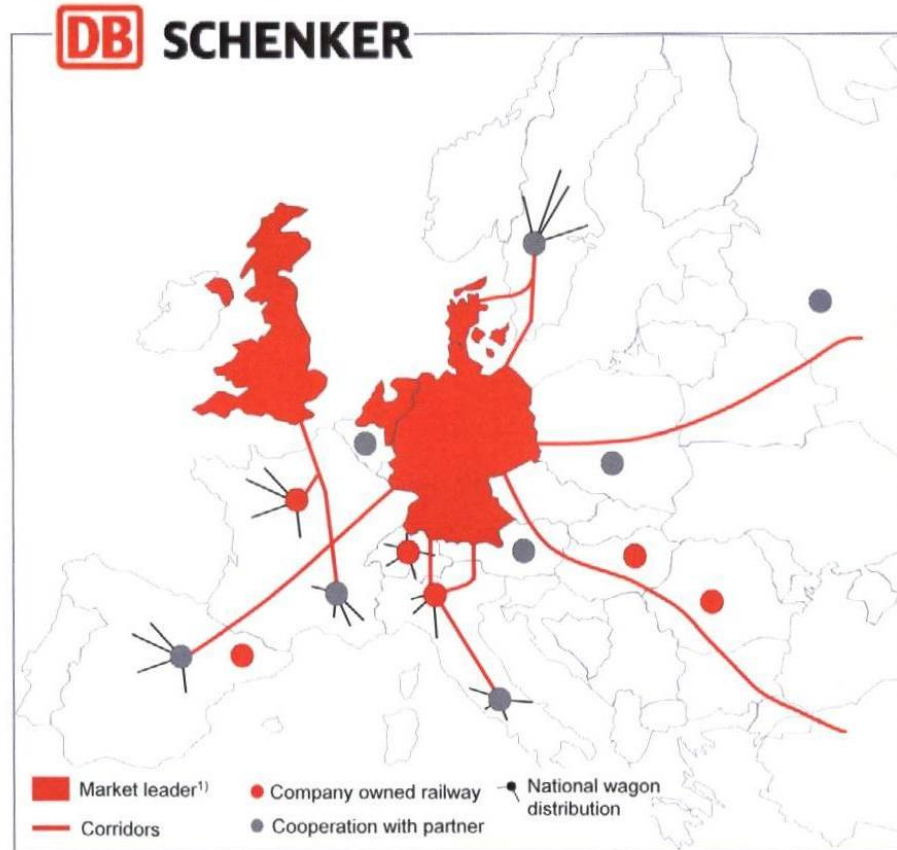
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### III. For example Deutsche Bahn / DB Schenker

- Enhancement of its leading position in **Europe`s rail market** (*DB Schenker Rail*).
- **Connecting all modes of transport** in a network to offer optimized solutions to the customers (*DB Schenker Logistics*).
- The result: **leading position** in all business fields.
- Green Projects to realise **Green Logistics**.

## DB Schenker is consistently expanding the European rail cargo network along the main corridors



### Key acquisitions

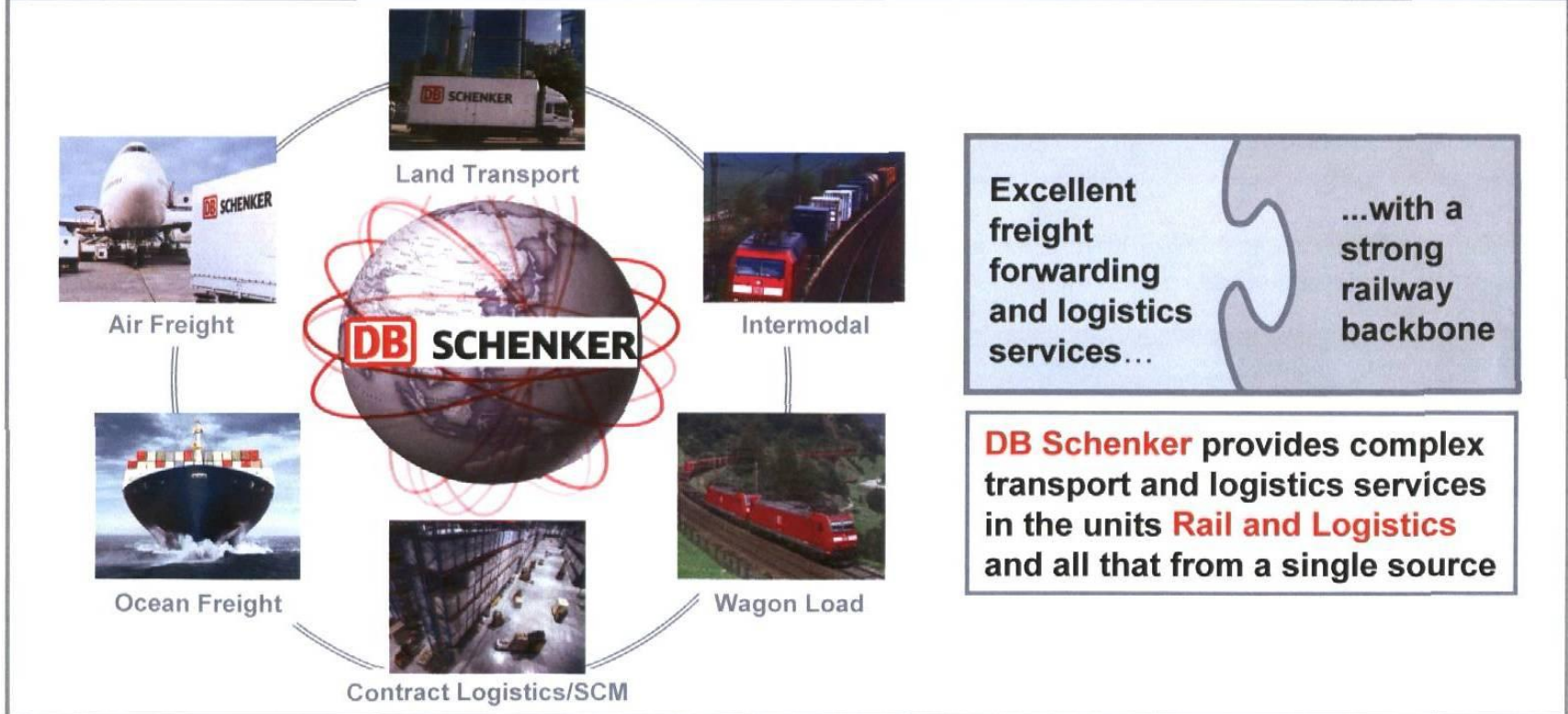
- NL NS Cargo (2000)
- DK DSB Gods (2001)
- IT Strade Ferrate del Med. (2004)
- DE RBH Logistics (2005)
- CH Brunner Railway Services (2007)
- UK / FR EWS (2007)
- ES Transfesa (2008)
- PL PCC (2009)

### Strategic partnerships

- CH BLS
- DK / SE Railion Scandinavia
- RU Trans Eurasia Logistics
- PL East West Railways
- CN CUIRC

Connecting all modes of transport of our network, we offer optimized solutions to our customers

### Transportation networks





## DB Schenker Logistics has leading market positions in each business unit



### Land Transport



**No. 1 in European land transport**

- 720 locations in 36 countries
- 250,000 shipments/day and
- est. 32,000 line hauls per week

### Air/Ocean Freight



**No. 2 in global air freight**

**No. 3 in global ocean freight**

- 800 locations in over 100 countries
- Over 900 charter flights per year
- 1.3 m t air freight volume/year
- 1.5 m TEU ocean freight volume/year

### Contract Logistics/SCM



**No. 6 in global contract logistics**

- 500 locations in over 50 countries with >4 m sqm warehouse space

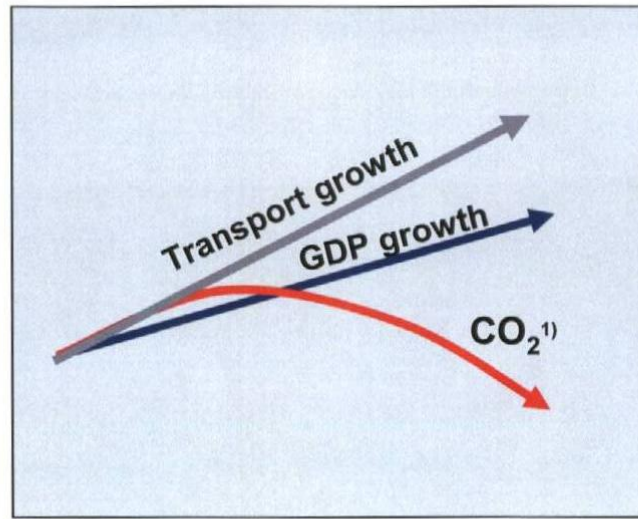




## DB Schenker's claim: Becoming the leading green transport and logistics provider

**We decouple CO<sub>2</sub> emissions from transport growth...**

DB's goal: 20% specific CO<sub>2</sub> reduction until 2020



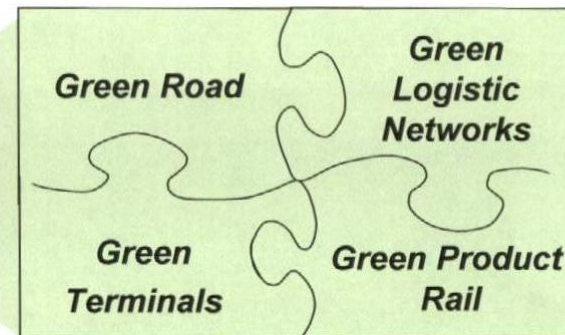
Source: Integrierte Klima- und Energiestrategie, DB Umweltzentrum

1) CO<sub>2</sub> aus Transporten

DB Schenker, March 2009

**...and are active to further improve carbon our emission profile**

"Green" flagship projects for realization of Green Logistics defined



## IV. Insurance requirements for Railways

### 1. Three major issues

- Liability,
- Rolling Stock,
- Property.

## 2. Liability especially

- **General liability insurance:**

„A railway undertaking shall be **adequately** insured or make equivalent arrangements for cover, in accordance with **national and international law**, of its liabilities in the event of **accidents**, in particular in respect of **passengers, luggage, freight, mail and third parties**“

(Directive 95/18/EC, Article 9);

**mandatory**, necessary to get a licence;

**different limits:** from 0,430m Euro (Estonia)  
to 10,226m Euro per insured event (Germany),  
up to 155m GBP (Great Britain);

several countries just require “adequate” insurance cover as stated in the directive (e.g. France).

- **Freight forwarder's (carrier's) liability insurance**

Mandatory or optional in different countries.

Several railways do without insurance cover in respect of the limitation of the carriers liability according to COTIF/CIM (17 SDR per kg).



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FR40. **CESAM**

Prof. Dr. Rainer Freise



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