

PEOPLE

MAKING THINGS HAPPEN

Frithjof Schäfer

Chief financial officer at Schenker Deutschland



Frithjof Schäfer has been on the board of management at Schenker Deutschland since September 2008. As chief financial officer, he is responsible for managing the finances of the German subsidiary and

of the Central Europe region.
Training: Business administration graduate
Office location: Frankfurt/Kelsterbach
Employees: 13,000

Vincenzo Scudato

Authorized agent for trade fairs and events

Vincenzo Scudato of Schenker Deutschland sees every exhibition as a new challenge. "The trade fair, event, and congress market is huge." Scudato is currently busy with preparations for the Mobile World Congress to be held in Barcelona.



Training: Forwarding merchant
Office location: Hanover
Colleagues: 10

Ron Koehler

CEO of Schenker Australia

DB Schenker Australia and Siemens in exclusive collaboration - this is a special achievement for Ron Koehler, who has presided over the German/Australian Chamber of Commerce since 2007. Koehler was appointed as the CEO of Schenker Australia in 2006.



Training: Export manager
Office location: Alexandria, NSW
Employees: 1,100

Mariki Rademeyer

Executive Learning & Development Schenker South Africa

The South African government launched a strategic skills enhancement initiative, which included the introduction of learnerships: "We at Schenker South Africa have grabbed this learning opportunity with both hands," says Rademeyer. Schenker South Africa supports an advanced learnership that leads to the FIATA diploma in Freight Forwarding.



Training: Teacher
Office location: Johannesburg
Employees: 1,052

Karl Nutzinger

Member of the Schenker board of management for Land Transport

Karl Nutzinger was appointed to the Board of Management at Schenker in Essen on 1 November 2008. He has taken over responsibility for the Over-land Transport business division in Europe as well as management of this region.



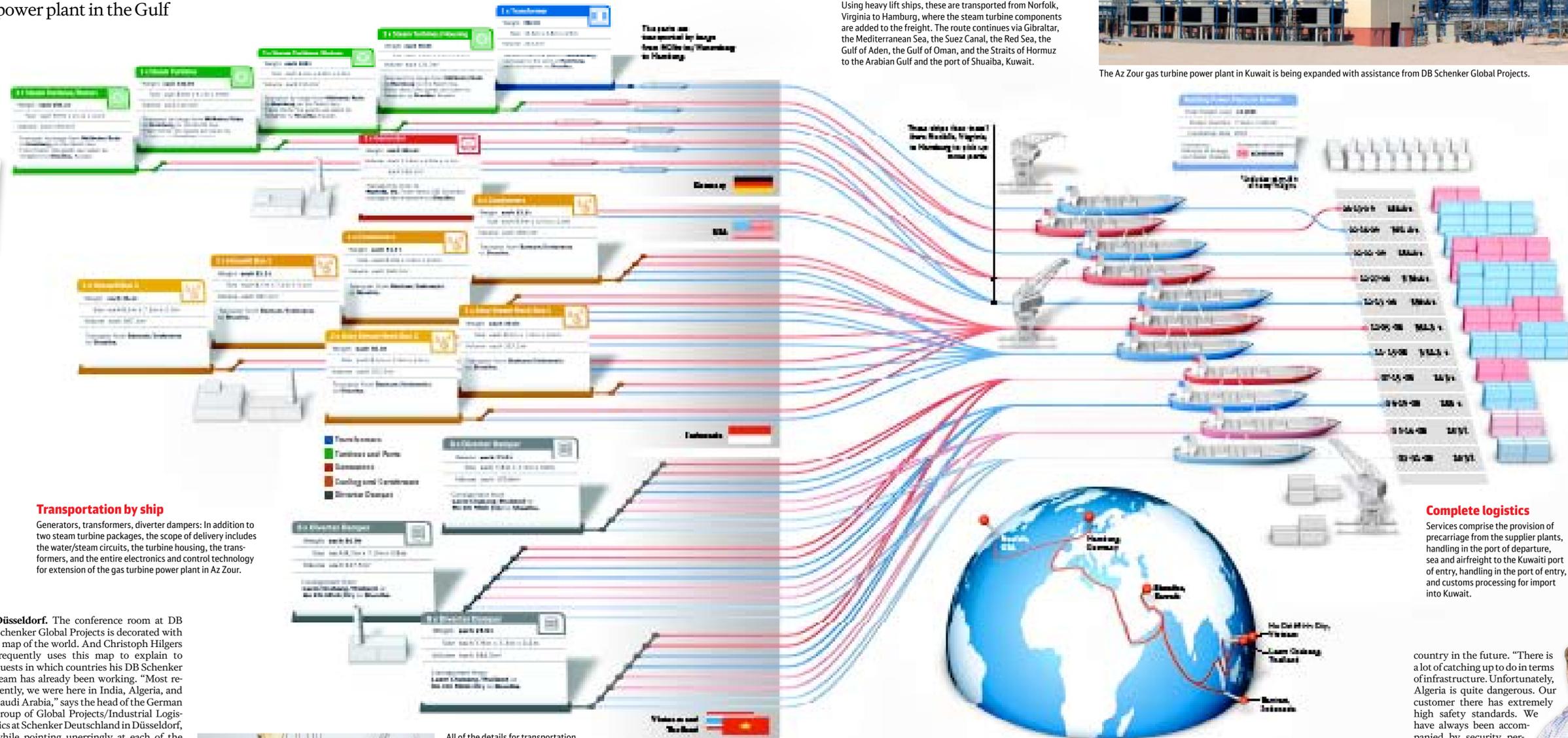
Training: Forwarding merchant
Office location: Essen
Employees: 25,000

WRITE TO US

We'd like to hear from you. Please write and let us know if you have a colleague who has coped with an amazing task or mastered big challenges with great dedication. Deutsche Bahn, DB World, Potsdamer Platz 2, 10785 Berlin, Germany. E-mail: dbworld-contact@bahn.de

All roads lead to Kuwait

The team led by Christoph Hilgers at DB Schenker Global Projects organizes the transportation of individual parts for all kinds of systems. His current agenda includes transport services for a power plant in the Gulf



Generators are the core components

Using heavy lift ships, these are transported from Norfolk, Virginia to Hamburg, where the steam turbine components are added to the freight. The route continues via Gibraltar, the Mediterranean Sea, the Suez Canal, the Red Sea, the Gulf of Aden, the Gulf of Oman, and the Straits of Hormuz to the Arabian Gulf and the port of Shuaiba, Kuwait.



The Az Zour gas turbine power plant in Kuwait is being expanded with assistance from DB Schenker Global Projects.

Transportation by ship

Generators, transformers, diverter dampers: In addition to two steam turbine packages, the scope of delivery includes the water/steam circuits, the turbine housing, the transformers, and the entire electronics and control technology for extension of the gas turbine power plant in Az Zour.

Düsseldorf. The conference room at DB Schenker Global Projects is decorated with a map of the world. And Christoph Hilgers frequently uses this map to explain to guests in which countries his DB Schenker team has already been working. "Most recently, we were here in India, Algeria, and Saudi Arabia," says the head of the German group of Global Projects/Industrial Logistics at Schenker Deutschland in Düsseldorf, while pointing unerringly at each of the various countries.

Hilgers's team literally makes global project logistics happen. They organize the transportation of individual parts for power plants, fertilizer plants, and methanol plants, as well as systems for the gas and oil industry. And here we're talking "individual parts" that weigh tons and tons. "Imagine having to transport a power plant component weighing 300 tons through India,"

» Kuwait is desert country, so there are no rivers that could present natural obstacles to transport.

Christoph Hilgers, DB Schenker Global Projects

says Hilgers. "Add to that a vehicle and a tractor, and before you know it you've reached 500 tons. But a bridge in India normally has a significantly lower tonnage. And as for the harbors - sometimes the swells are so high that we end up being anchored in the roadstead. Or we're unable to call at port due to draft limitations." Hilgers must have solutions at hand for these types of situations. And he must ensure that they are implemented. In India, the heavy load trucks carrying the power plant components had to travel across specially erected detour constructions, as the existing bridge



All of the details for transportation are defined in a binding manner upon conclusion of the contract. This even includes the type of rope to be used for handling in the harbor.

es were not able to cope with the weight. Before reaching the port of Hazira, located 300 kilometers north of Bombay, the loads were transferred from the ship to Ro-Ro barges. They were then transported to the pier by means of tugs and there rolled off.

The geographical requirements for the current project known as "Siemens Az Zour CC Extension/Kuwait" are a little less complicated, Hilgers explains. "Kuwait is desert country, so there are no rivers that could present natural obstacles to transport." All the same, the project is a special one, due to the internationality of the transport and the significant weight of the power plant components. German company Siemens was awarded the contract by the Kuwait Ministry of Energy and Water to extend



Az Zour's existing gas turbine power plant. Siemens then contracted DB Schenker Global Projects to handle the entire logistics of the project. Approximately 12,200 weight tons - an equivalent of 48,500 freight tons - need to be transported. A single transformer weighs a hefty 392 tons. In Nuremberg an 800-ton crane is used to load the transformer onto a barge for transport to Hamburg, from where it is shipped to Kuwait, and delivered right onto the foundation in Az Zour.

"Everything must fit," says Hilgers, who has been working at DB Schenker for five years. "And of course our customers expect everything to run smoothly. Each tender is accompanied by an execution schedule, which stipulates when each generator, each transformer, and each turbine must be at the port and when it is required at the construction site." The motto "one country, one manufacturer" has long been superseded.

For example, Siemens ordered diverter dampers - units required for controlling a power plant - from various suppliers in Thailand and Vietnam. This was the only

way to adhere to the extremely demanding schedule in Az Zour. The close collaboration between Siemens and DB Schenker was also an important factor.

"Long before the transport exercise was due to take place, Siemens enquired whether it would be possible in principle to transport the 392-ton transformer to Kuwait," says Hilgers. DB Schenker Global Projects always likes to find out about pending business in the Gulf region as early as possible.

» Politeness is extremely important in the Arab world. This applies to e-mail correspondence in particular.

Christoph Hilgers

Although DB Schenker does not have its own offices in Kuwait, it can always count on Ali H. Al Hilaly from the Alghanim agency, with whom it has worked reliably for many years.

In any event, Christoph Hilgers has a certain affinity with the Arabic countries. "My linguistic skills are a little limited, but

are enough to break the ice." After qualifying as a forwarding merchant in Düsseldorf, he decided against college studies and set off for Libya at the tender age of 23 for an industrial project. "This enabled me to get to know the requirements on the receiver side very early," explains Hilgers. "It was important for me to see for myself what happened on the frontline."

These early experiences with the Arabic way of thinking are still standing Hilgers in good stead. "It simply is not acceptable to contact a business partner in Algeria during the Festival of the Sacrifice," he says, adding an example: "When communicating with business partners we practice a form of politeness that is way beyond the norm in Europe. This applies to e-mail correspondence in particular." Even if the Kuwaitis make allowances for Westerners who speak of the Persian Gulf instead of the Arabian Gulf, cultural idiosyncrasies have concrete effects on delivery dates. "We need to be able to tell customers in advance the dates on which the customs authorities in Kuwait are closed."

Around ten percent of Hilgers's working time is spent traveling or outside Germany. His colleague Jens Lindberg, head of product management at Global Projects Germany, recently spent as much as 50 percent of his time traveling or abroad. The team comprises 15 employees. Half of the team handles project business for Japanese customers of DB Schenker, while the others deal with German project customers such as Siemens.

The projected completion date for their Az Zour project is fall 2010. The slowdown in the global economy has not yet had an effect on DB Schenker Global's projects. "We seem to experience a time delay in this regard," says Hilgers. "The Gulf states have used the additional income from the formerly high oil prices for investments in infrastructure projects for which we provided the transport."

The drop in the oil price is bound to result in a slump in business. The Gulf remains an extremely important region, but Hilgers is also focusing on Algeria. He's expecting great things from this emerging

Complete logistics

Services comprise the provision of prearrange from the supplier plants, handling in the port of departure, sea and airfreight to the Kuwaiti port of entry, handling in the port of entry, and customs processing for import into Kuwait.

country in the future. "There is a lot of catching up to do in terms of infrastructure. Unfortunately, Algeria is quite dangerous. Our customer there has extremely high safety standards. We have always been accompanied by security personnel when we are moving around in the country."

It is impossible to organize global transport without some degree of danger. A glance at the world map shows that some traffic passes the Horn of Africa. "Shipping companies we deal with have experienced problems with pirates. Some are currently taking the much longer route around the southern tip of Africa, which naturally affects the transit times and significantly increases fuel consumption. The problem is that no insurance company will pay out when it comes to ransom money demanded by pirates."

Christoph Hilgers draws on his extensive experience in the Arab world.

