

trailer world

The customer magazine of BPW

Issue One 2007



Ahead of the times

Pacemaker Logistics –
Concepts that keep pace **Page 4**



Dear Reader,

The economy's engine is running at full power, and the experts are predicting a likely growth rate of 2.7 percent for 2007 in Germany. Our country essentially owes this trend to the worldwide economic boom with a global growth figure of 4.9 percent according to the IMF's estimate. And lies more in the fact that it is the German companies – often of a small-to-medium-sized character – that have an excellent understanding of how to benefit from the opening of international markets.

It is perfectly clear what this trend means in terms of demand for logistical services and transport capacity. The road as a traffic carrier in this connection is the workhorse of the world and not just of the nation. The result is a healthy demand for heavy trucks and for trailers and semi-trailers, and it is not only BPW that is running its production facilities at full capacity and beyond for this reason. It has also enabled our company to increase its market share in Europe and overseas.

One of BPW's strengths lies in the area of product development. It is our firm belief that what is already good can always be made even better. Neil Armstrong, who in 1969 became the first human being to set foot on the moon, once said: "Great thoughts not only need wings to fly, but also landing gear to land." Even if it certainly wasn't our industry that he had in mind, he did nevertheless define what is for us a key interface, namely the interlinking of creativity and technical implementation.

For BPW in 2007 too, that means bringing quality onto the roads. With this in mind we shall be launching a diversity of new products from September onwards that pursue two objectives in particular, namely to cut vehicle manufacturers' production costs on the one hand and on the other to reduce the vehicle life cycle costs for haulage companies.

We have also modified our customer magazine "trailer world". Judge for yourself whether we have succeeded in meeting your expectations. We would welcome your feedback, so simply send an eMail to info@bpw.de.

And now let me wish you a stimulating and interesting read!

Dr. Bert Brauers
Member of the Management Board / Sales

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Photos: Pusch, Messe München/Scheibert, Stürzt, Hahn Titel: Pusch



Time to get things moving

Germany's seaports are bursting at the seams. More and more containers have to be moved through the terminals. The only way to tackle this boom is with high-tech equipment and sophisticated processes.

Turn left in Würster Straße to the handling centre to find evidence of success. Just like Ayers Rock, this modern piece of architecture stretches to the heavens with its deep red glow. Gatehouse 5 is the name of the new operations building of the NTB North Sea Terminal in Bremerhaven. And if you give a second glance you will also detect a ship's bridge facing towards the sea. Though to see that, visitors have to knock on Gerhard Wahler's door. The 58-year-old controls an alpine landscape of containers from his panoramic glass office on the third floor of the monolith. Together with his management colleague Jörg Colberg, the shipping merchant from Bremen represents the success story of a rapidly growing port terminal, which is heading for an annual throughput of 2.6 million containers (TEU) in 2007.

Only on the fourth floor, on the level of the operations director, can you see over the slightly sloping terminal site up to the NTB-quay currently 1.2 kilometres long. Giants such as the world's biggest container ship Emma Maersk which is 398 metres long could fit in three times here. The Maersk Surabaya of the Danish shipping company has just moored. 24 hours will elapse between the Estimated Time Arrival and the Estimated Time Departure. This means for the NTB crew in plain language: Full speed ahead.

"The problem is the storage period," says Gerhard Wahlers. Tighter security requirements and customs regulations keep the containers in the port for longer than the terminal manager would like. "We used to be able to take all the time in the world. And bills of lading did not have to be ready until just before New York. Today no container is cleared if it has not already been reported electronically to the customs authorities in the USA 24 hours before arrival. →

Photo: Pusch



The extra administrative effort costs time and capacity. As a result of the globally uniform security code for the protection of ports and ships, containers arrive earlier and leave the terminal later. "It now takes five or six days on average before everything has moved on," reports Wahlers. With this additional time and effort there is a rise in the holding time costs for containers, and consequently in the shipping prices.

If Germany's seaports are not to go under in the global container boom, they must grow more quickly. But how? Expansion such as the container terminal CT IV, which are heralded by busy construction activity on the northern edge of the NTB site, promise to relieve pressure, but Gerhard Wahlers does not appear any more relaxed as a result.

What's keeping him occupied is a problem that Bremen shares

»We work with events that lie in the future.«



Focus on modern technology and motivated employees: NTB managing director Gerhard Wahlers.

with Hamburg and other seaports: landside. Road and rail are finding it ever more difficult to cope with the growing in- and outflow of the enormous quantities of containers. The result is that the round-trip times for lorries that load and unload containers on the terminal are getting longer, and exceeding the 30-minute limit with increasing frequency. In the rush hour the trucks form a tailback at the gate. And even the port railway cannot attend to its marshalling duties.

It's time for something to happen in Germany's seaports. If areas cannot grow at the same rate as the boom, processes will have to get quicker and planning times will have to get shorter. For that to work it takes some large equipment, and men like Robin Diederich. The 26-year-old who started two years ago as a container handling worker at NTB, now works virtually at eye level with his boss on the third floor. His workplace is 14 metres above the ground in the fire brigade-red Van Carrier (VC), the long-legged monster that carries the containers quick as a flash from the ship to the numbered storage position and vice versa. "I optimise the congestion on site," explains the VC driver, turning into the pit lane just like Michael Schumacher used to do. Only the handling is not quite the same. At 30 kilometers per hour the four-high carrier rolls in the corners like an old ship of the desert.

How does Robin Diederich, who loves working with modern large equipment, find precisely the right container from the 40,000 on site, which has to be loaded onto the Maersk Surabaya in the next few minutes? The answer is known as Navis Sparcs, a terminal software, and the Differential GPS System which controls every operation on the place via satellite. The system can locate the container precisely to within two centimetres, the number and storage position coordinates of which are recorded when unloading, and which are visible on Diederich's display at this very moment.

But that seems almost trivial when you consider the possibilities offered by the system for controlling the overall flow of containers.



Free from giddiness: VanCarrier driver Robin Diederich on his way to his workplace which is 14 metres high.

Navis Sparcs gives Gerhard Wahlers and his 560 employees a head start. “We are working with events that lie in the future,” explains the boss of NTB, making things clear to clueless landlubbers in a most friendly manner: “We know when a ship is coming, when it is underway in which region, how many holds it has and which hold has

to be discharged or loaded in which port.” The time saving results from the processing of the “future history” by adjusting it with available information, such as for instance the container weight, the port of destination or the construction plan of the arriving ship. In this way the working routes and the use of storage spaces can be optimised, planning times can be shortened, and the deployment of the 84 NTB VanCarrier can be precisely planned.

lifts one container after the other out of the belly of Maersk Surabaya. With his container crane’s overhanging gantry extending 62.5 metres over the ship, he can load or unload all of the containers up to the furthest of the 22 lying side by side. Roloff is a master of what experts call the “recumbent C”: even as the container is being lifted up he moves the gantry back and lowers the container to its final position landside in a great arc. The time saved when discharging using the recumbent C procedure comes to more than 50 percent, according to the findings of some clever people.

To enable the crane driver to position his load-lifting device with centimetre precision from a lofty height, he needs an extended arm and an eye the like of which Heiko Hillme (48) possesses. As the signalman, the man in the yellow waistcoat is the director of traffic on the terminal. Hillme directs the actions of the members of →

Background NTB terminal

■ Until the middle of this year, 15 Super-Postpanmax container bridges „made in China“ instead of 12 are to be used at the NTB quay currently around 1.2 kilometres long.

84 VanCarrier (VC) are used in the transport area of the 700,000 sqm. large terminal. Four-high-carriers which can pile four containers on top of each other, are replacing three-high-carriers.

More container movements per hour with the “recumbent C”

A person like NTB bridge driver Torsten Roloff realises his contribution to the targeted gross productivity off-loading 150 containers per hour with his left and right hand. Softly with a few targeted movements of the two joysticks at his right hand side and left hand side the 36-year-old driver



»The banksman is the interface between the VanCarrier and the man on the gantry.«

Graduate engineer Hans Georg Kömmel on the signalman Heiko Hiltme

his orchestra from onboard the ship. Hand gestures and instructions over the two-way radio are indispensable, especially in difficult weather conditions, such as wind or fog. "The banksman is the interface between the VanCarrier and the man on the gantry," explains Hans-Georg Kömmel (45), the engineer responsible for operational safety at NYB. Safety at the terminal is his concern, and it is also a difficult job: "My biggest challenge is to create an understanding among my colleagues of the need to comply with safety regulations."

Technology that relieves instead of replaces

The complete automation of the terminal, such as is being trialled with Altenwerder in Hamburg, is not up for discussion according to NTB boss Wahlers. Technology is intended to make work easier for people, not to replace them. And the technology at the terminal is set to become significantly quieter and more eco-friendly. Wahlers intends to save 15 percent of his fuel costs alone by switching from diesel-hydraulic to diesel-electric for his large equipment.

Robin Diederich drives his VanCarrier happily onto the parking area in front of Gerhard Wahler's office. "It's a great job," he says as he gets out of the glass cockpit, almost exhausted by the tremendous concentration that he has had to maintain throughout his working hours. Gerhard Wahlers can also be happy with his day's work. The Maersk Surabaya is disappearing over the horizon in the direction of Asia. That's the way Wahlers most likes to see these giant container ships: from the rear. ○



A VanCarrier when unloading a container. Ideally the trucker is out of the site 30 minutes after the terminal check-in.

North Sea Terminal Bremerhaven GmbH & Co.

■ Eurogate and Maersk Germany each own 50 % of the terminal operator founded in the middle of 1998. In 2005, NTB handled 2m container units (TEU). This is expected to rise to 2.6m TEU in 2007. The number of employees is expected to rise by 20 to 580 in this year.

Out of the traffic jam

Hamburg wants to optimise its port infrastructure with investments worth several billions. Smart concepts for the way out of the traffic jam are available as early as today: "ConTrucker" is one of them.

With sensitive technology and growing numbers of containers, the demands placed on the employees in the port are also rising. One person who has made a career out of this is Henning Scharringhausen. The manager of the "training centre Hafen Hamburg e.V. (FZH)" designs modular courses and seminars in the shadow of Hamburg's Köhlbrand Bridge, for people who work in the port or who are involved in port-related processes. These include gantry crane drivers, forklift drivers and truck drivers.

Reality on the world port.

"Smooth processes at the ship/port/ship interface are of the highest priority in order to be able to prevent an everlasting

seaport haulier Hans Stapelfeldt. The program addresses truckers in familiar terms and tells them how things work in the Port of Hamburg. Because the situation in which every terminal has its own processes is unimaginable, it is a daily reality in the global port on the Elbe. "How is a trucker supposed to know which procedure awaits him at the Burchard Quay (CTB), at Eurogate (CTH) or at the Buss Hansa Terminal (BHT)?" asks Scharringhausen as he pulls his mobile phone from his pocket and shows the answer right there on the display: "Web-based means that truckers can directly access terminal related specifics via an Internet-capable mobile phone." In this way, even a foreign driver can get information as to how

is intended to speed up procedures. But it only makes sense in the context of an initiative about which the aforementioned Hans Stapelfeldt (47), a man with many hats, gives his report. As Chairman of the Board of the Hamburg Road Transport Association and a member of the Board of Trustees of the Hamburg Logistics Initiative, he is fighting for "Port 24/7". The round-the-clock operation of the Port of Hamburg described by this abbreviation is intended to sort out container handling and to synchronise processes better, by means of continuous or at least uniform opening hours. This is not a matter of course. For example, there are private container depots that simply close down at night.

Removing bottlenecks.

Stapelfeldt does not intend to wait until someday the second Köhlbrand Bridge arrives and the year 2015 comes along, bringing with it the time when the number of containers in the Port of Hamburg will have more than doubled to 18.1 million TEUs. "At the moment we have only the Elbe tunnel and the Elbe bridges. No one has given a thought in recent years →

»How is a trucker supposed to know which procedure awaits him at the terminals?«

traffic jam in the port environment. This e-learning program will help you to be able to carry out your work in the port area as speedily as possible". ConTrucker is the name of the web-based learning program developed by Scharringhausen and co-initiated by Hamburg

the registration is carried out, which documents he should have ready and which lane in the port is the right one for his 20-foot container.

Accelerating processes.

The program that makes Con(tainer)-Trucker so clever



Personal information

Captain at sea Henning Scharringhausen (50) steers the course for 5,200 employees of the harbour, transport and logistics industry every year by means of professional further education as managing director of the adult training centre Hafen Hamburg e.V. (FZH). His drive: developing new learning formulas, that convey complex contents plainly and "on demand".



Personal information

Since 1989, the graduate engineer in wood science and technology Hans Stapelfeldt has been managing the company that his great-great-grandfather Joachim Hans Stapelfeldt founded in 1866 in Hamburg: Stapelfeldt Transport GmbH. The father of a family with two children arrived at logistics by jobbing in his parents' company. Today, the 47-year-old engineer is actively involved in many initiatives for the industry and the well-being of the logistics metropolis.

to how we can remove this bottleneck in the direction of the hinterland."

Formulating requirements.

To ensure that this succeeds, the "unofficial harbourmaster" (Stapelfeldt, referring to himself) is seeking solidarity in the "North German Seaports Task Force" with other port locations, but also with the four North German road haulage associations, which run 1,100 semi-trailer tractor units and 3,000 chassis in the North German seaports.

The mission of this group is to formulate demands on the ports and to promote projects, in

cooperation with the Hamburg Logistics Initiative. "By 2011 there will be 350 ConTruckers in the North German ports,"

»The demands placed on man and machine are extremely high.«

says Stapelfeldt, formulating one of the aims of the optimisation initiative.

Traffic overview by webcam.

So that his customers do not have to wait too long for sea containers from the Port of Hamburg, and the drivers do not get fed up waiting in the tailback at the terminal, he has developed

his own traffic management system. Stapelfeldt's controllers have an overview of the traffic at the Port of Hamburg at all

times, by means of 15 webcams. The truckers are thus guided by mobile phone as the situation dictates, to the terminal where there is least traffic.

The haulier manages his regional operation with 45 drivers, 30 semi-trailer tractor units and 100 chassis. "The demands placed on man and machine are extremely high," reports Stapelfeldt. His drivers have to change semi-trailers six to twelve times a day in the "regional crossover traffic", as he calls the continuous back and forth between the terminal and the unloading location. In all the bustle it sometimes happens that air hoses are forgotten in the rush to uncouple, the under-run protection is bent, or lights, tyres or support leg winches suffer damage. Stapelfeldt says, "The personal relationship with the vehicle is lost as a result of the frequent switching." "And if there's a rush, things do sometimes get broken."

Photos: Pfeiffer, dpa



Stuck in a traffic jam: About 35,000 vehicles, one third of which is made up of lorries, drive over the Koehlbrand bridge every day.

A fixed constant

Under the supervision of Jürgen Behrend, PaulGünther AG developed into the European market leader for services relating to the container chassis.

Jürgen Behrend has always gone his own way. His course has seldom been predictable, and anything but linear. The agile 62-year-old has never lost sight of his goal, nor ever will: success for his company, PaulGünther AG, and success for his employees.

Behrend has devoted himself to the Hamburg-based PaulGünther Group since his years as an apprentice over 45 years ago, and has experienced every up and down for the group at close quarters. As Chairman of the Board of Directors and majority owner, today he heads together with his two fellow directors Ingmar Drewes and Wolfgang Meye one of Europe's biggest container chassis hire firms. With an inventory of 3,400 chassis at 37 European locations, PaulGünther AG achieved turnover amounting to over € 20 million last year.

“Quick decisions, close contact with the customer and independence are my trump cards for success,” says Behrend. The medium-sized business has the increase in container traffic at least in part to thank for its growth in recent years, but also its hard work, the right intuition at the right →

Personal information

30 years after he started as an apprentice at PaulGünther, Jürgen Behrend bought “his” company in 1995. He is married and has two grown-up children. During his spare time he likes playing golf and reading books about the history of Prussia.



»Quick decisions, total customer-orientation and independence are my keys to success.«

time and an appropriate measure of willingness to take risks. Otherwise the company could not have grown to become the market leader in the container chassis business in recent years.

The roots of PaulGünther AG lie in a company that Paul Ludwig Günther founded as a shipping agent in 1981. In the sixties the long-established firm took on container traffic for major, well-known ship-owners, as their general agent. Since then everything at PaulGünther has centred on these practical steel boxes. When container hire was followed by the container chassis business at the start of the seventies, Behrend put to one side his job as a shipping agent and took over management of container logistics within the company, taking care of the new chassis and container hire division. In 1985 Jürgen Behrend was offered the post of Managing Director of the then newly established PaulGünther Logistic & Leasing GmbH.

In the nineties there was a serious turn of events. The shipping lines, as the main

clients, established their own distribution companies and took the container traffic to the hinterland into their own hands. PaulGünther had become dispensable as their representative. Jürgen Behrend exploited his experiences in the field of logistics and leasing at PaulGünther, bought the group of companies and took the bold step of changing from employee to entrepreneur. Jürgen Behrend restructured the group, got rid of areas of business that were unprofitable and no longer appropriate to modern requirements, and concentrated the group on its core business of logistics and leasing. As the managing partner and later as Chairman of the Board of Directors of PaulGünther AG, now transformed into a public limited company, he gradually expanded the leasing business.

Radical change

The trend towards rental is continuing among the shippers. "Instead of buying containers and the chassis to go with

them, and thus tying up capital, more and more are coming to us," says Behrend confidently. In addition to the flexible rental models, the chief executive sees one reason for the increased customer numbers in the supplementary services provided in association with the chassis. PaulGünther offers everything from workshop service through finance and insurance to fleet management – including sale-and-rent-back.

The competition can hardly match offers of this kind. "Today we are the only ones who have specialised exclusively in container chassis services in a major way and throughout Europe. None of the regional competitors can offer such a widely diversified range of services," assures the native Hamburger. And that is to remain so in future too. The portfolio of PaulGünther AG is rigorously oriented on the needs of the customers. "When their wishes change, we adapt our range of services to suit. I don't do standing still. We have by no means reached the end of the line," confides Behrend with a

Facts relating to PaulGünther AG

- The hirer of chassis trading under the name of AG since 2005 is rooted in the ship brokerage company "Paul Günther" founded in 1891.
- Around 50 employees generated a turnover of 20m Euros in 2006 through hiring, sale, financing, service, insurance, fleet management as well as sale & rent back of container chassis.
- Target for 2007: almost 40m turnover with 4,000 chassis being hired.



twinkle in his eye, giving away the fact that he has another ace up his sleeve, which is just waiting to be played.

Last year PaulGünther invested around € 25 million in establishing new support bases, in the takeover of competitors and in more container chassis. There are plans for at least the same amount again in 2007. The close network currently includes 18 rental depots in Germany alone. These are supplemented by another 19 support bases in twelve other European countries. These are for the most part located near to container handling facilities. Terminal operators, HGV workshops, tyre dealerships or logistics service providers perform the roles of rental and service partners of PaulGünther in that context.

Development of own standards

The chassis specialist also works in close cooperation with its suppliers. Together with well-known trailer manufacturers, special standards have been created, which a PaulGünther chassis must meet. These include such items as the axles, which account for around a third of the cost of the chassis. In order to keep these costs low, not just when buying from new but also throughout the long service life of the chassis, amounting to ten or more years, the Research and Development department at PaulGünther chose BPW axles from the outset. As a result there are already around 10,000 axles from the Wiehl-based axle manufacturer to be found in the PaulGünther rental fleet. „The axles are proving to be durable, reliable and low-maintenance. What more could you



About 3,400 container chassis make sure that the “box” can be transported anywhere.

want? We are extremely happy with BPW as our main supplier and we see no reason to make any changes in this respect,” says Behrend with satisfaction.

Despite meteoric expansion in recent years, the man at the helm of PaulGünther AG intends to retain the company’s me-

»I do not accept standing still.

The limit has not been reached, by any means.«

dium-sized business format. He values the shallow hierarchies and the highly motivated, thoroughly dedicated employees. In the end Behrend knows that it is precisely this corporate culture that has moulded him throughout his professional career. He succeeded in steering a group of companies, which got into trouble through no fault of its own, back into calmer waters, and then

taking it to the top. Today, through a holding company in which he, his family and Ingmar Drewes hold shares, Jürgen Behrend holds equity in PaulGünther AG and other companies in the logistics sector. That fills him with pride, and if he were faced with the same choice he would do it all again just

the same – only faster.

Jürgen Behrend’s messages to the younger generation, to which his own adult children also belong, are, “Move faster, put your foot down harder and don’t have so many qualms”. Much to his regret, neither of them wants to continue in father’s footsteps and continue his work. They too prefer to go their own way. (fh) 

WE ARE LOOK

Haulage firms train drivers themselves

The causes of the current **lack of drivers** are complex. The solution, however, need not be complex. 60 students are learning to be professional drivers in Kassel. This is due to the initiative of some local haulage companies that founded the **training initiative** “WirSuchenEuch.de” (We are looking for you). Other logistics service providers guar-



antee a permanent job to unemployed people by means of special qualification measures. While doing so, they also create the basis for the increased requirements relating to the profession and the new EU directives for the **qualification of the professional drivers.**

ING FOR YOU!

Actually the transport industry has nothing to complain about at the moment. Things are going extremely well. The economy is on the up, and orders are rising with it. This has even led to rising prices and a shortage of freight capacity in recent months. Many transport companies and haulage firms could accept even more orders if there were not a shadow hanging over their sunny prospects. There are only a few qualified drivers on the employment market. “We are lacking an entire generation of drivers,” stated Herbert Götz, President of the Federal Association of Transport and Logistics in Industry and Trade (BWVL). So many companies are desperately looking for new recruits. There are even a few haulage firms and transport companies that are taking matters into their own hands.

A competence centre for the training of professional drivers in Kassel is the objec-

tive of the “WirSuchenEuch.de” training initiative (see box). “We’re not quite there yet, but in the meantime we are aiming for class three in Kassel,” says Ulf Stübling, Head of Training at Spedition Diebel in Kassel. That means that there are almost 60 people learning the trade of a driver again in the Kassel region. Things looked very different three years ago. There was not one would-be driver undergoing training in the North Hessian city of Kassel. The haulage firms had to send their apprentices to Wetzlar.

Hard choice

This had to be changed: Therefore, four medium-sized companies, including the haulage company Diebel from Kassel, founded the training initiative “WirSuchenEuch.de”. Even though the initiative is having the desired effect, it is not easy to

find qualified apprentices. “They should at least have a good school leaving certificate,” explains Stübling. Otherwise it is not the job for them. Because the demands placed on drivers have increased. So in addition to a detailed block of lessons on vehicle technology, the schools also teach such things as how to secure a load or drive in an economical manner. The company does indeed receive around 400 applications every year for the apprenticeships, but many of the candidates are not suitable for the job. Despite the varied nature of everyday work, it is difficult to persuade qualified school-leavers of the benefits of the job. “We need to do a lot of persuading to make the job attractive to them,” explains Stübling. For that purpose the companies go into the final-year classes and organise information events to promote the profession.

The companies from Kassel have →

»The job profile has lost some image. Today, the king of the road does not exist anymore.«

Jürgen Hachenberg, managing director of Fiege uni/serv

duly begun to take their future into their own hands. Because even the German army, a traditional trainer of lorry drivers, is no longer fulfilling its role. And the image of the job has also deteriorated. “The ‘King of the Road’ no longer exists today,” says Jürgen Hachenberg, CEO at Fiege uni/serv. The personnel service provider of the logistics firm of the same name had until recently only trained employees for logistics jobs. That changed with the purchase of tts from Hamburg. Now Fiege has its own lorries and is looking for personnel. “Then came salvation in the form of the idea of the driving school,” explains Hachenberg.

The service provider acquired two lorries and employed two driving instructors. The company is also cooperating with a driving school, from which it can hire instructors and vehicles on an hourly basis. “We see the driving school as a long-term investment

and so we do not rule out the possibility that we may take on extra staff,” says Hachenberg. The concept is also based on the new EU directives that will take effect in 2009 (see page 17). More intensive training and further training will then be necessary. uni/serv intends to prepare for that right now.

Rediscovering things forgotten

In the short term the company plans to concentrate on unemployed HGV licence holders, who have not had any practical experience for some time. “This target group can improve its expertise in two or three weeks and apply it straight way,” explains the CEO. The company also provides accommodation so that the prospective drivers do not have to commute. Because the applicants come from all parts of Germany, as the composition of the first course shows.

The ten candidates successfully completed the training in Gelsenkirchen. Seven of them are staying with Fiege. “We give every candidate a job guarantee,” says Hachen-

WirSuchenEuch.de

- Members of the initiative: Diebel, Kördel, Scharf, Ullrich
- Further parties involved: Agentur für Arbeit, Hessisch-Niedersächsische Allgemeine, Schmitz Cargobull, Daimler Chrysler: branch in Kassel, VR Leasing, MoWIN.net
- Aim: Establishing up a competence centre for training professional drivers
- Contact: Agentur für Arbeit Kassel, Phone +49 (0) 561/7011352; Mail: kassel.ausbildungsvermittlung@arbeitsagentur.de

Ways to new drivers

Carriers have various possibilities to get new professional drivers: renting, in-house training or the further education of drivers.

■ The labour market has been cleaned out. Today transport companies seldomly find qualified drivers. However, there are ways to bridge the gap.

Renting. If the boss urgently needs drivers, specialised temporary employment agencies, such as Dekra Arbeit, will help. They can provide the desired number of workers for a certain period.

Further education. A second possibility are personnel service providers, such as Fiege uni/serv or Ullrich Akademie. Certainly the companies largely train their own junior staff, but external companies may also provide further education for their staff. In the short term, this is aimed at existing holders of driving licences who need to brush up which they can complete in three weeks. The training without a driving licence takes six weeks on average. Depending on the educational institution, the employment office Agentur für Arbeit will finance the training where a subsequent job has been guaranteed.

In-house training. This is the longest way to acquire new staff. The training takes three years. In return, the students learn the fundamentals of automotive engineering, information and communication techniques, safe loading as well as to carry out haulage economically, safely and responsibly.



In-house driver training assures quality.

New directives. It will become more complicated for drivers and employers from 2009 on. The drivers must provide evidence of an obligatory qualification and also further educate themselves every five years. This is defined by the EU directive 2003/59/EEC which by then will have become effective. The directive offers two options to member states. Either the drivers will have a training of 280 hours and then take an examination or they have to pass an examination divided into four hours of theory and two hours of practice. The member states can introduce an accelerated basic qualification of 140 hours of training with a final examination for 18-year-old entrants to road haulage possessing the driving licence of the classes C1 and C1E as well as for 21-year-old persons with the driving licences of the classes C and CE. All training measures, basic qualification and further education must be carried out in training centres that are recognised by the competent authority. Many further education institutions are already preparing for it. (rj) ●

berg. If a candidate cannot drive for his/her own company, a job is found for him/her. In the first stage the company intends to train 120 drivers a year at the location in Gelsenkirchen. Unemployed individuals who want to become long-distance lorry drivers can have the course financed by the employment agencies.

Careful selection of applicants

The same applies to those starting on their driving licence. For this target group the training will last about six weeks. Before the candidates can start, they have to go through a normal application process. In that respect they do not have things any easier in becoming a professional driver than the prospective apprentices. Only then does the route open up to a new job with future prospects. (rj) ●



Managed it: This combination with five steering axles reaches the B0-Kraftkreis and may drive on selected German roads.

Properly guided

The haulage firm Contrail and the commercial vehicle manufacturer Ecovrac are working continuously to improve the transport of goods. BPW steering axles are an important component in this context, whether for container trucks or silo vehicles.

Spedition Contrail from Visbek is probably one of the most innovative haulage firms in Germany. With plenty of independent initiative and the support of Dutch trailer manufacturer D-tec, the company intends to have a 23.5-metre long road train approved in Germany. The vehicle is comprised of a tractor unit, to which are attached a 20-foot semi-trailer, a dolly and a four-axle trailer. With that, Contrail can transport either three 20-foot containers or one 40-foot container and one 20-foot container. The outfit would need five steering axles to be registered on German roads. “We could deploy the combination to very good effect on some routes,” says August Muhle, founder of Contrail.

Small circles

It’s already happening in the Netherlands. Here the container specialists are allowed to put the combination on the road with a maximum laden weight of 60 tonnes. “Two drivers have passed a test for it in Holland,” says Muhle. What is no problem at all in the Netherlands is turning out to be a hurdles race in Germany. The first hurdle for Contrail to take goes by the name of BO-Kraftkreis. This technical unit describes the maximum turning circle that an entire road train is permitted to use. Every EU state has a different notion of the limits. For example, the outer figure is 14.50 metres in the Netherlands, but only 12.50 metres in Germany. The coun-

tries agree about the inner figure – it is 5.30 metres. Contrail has worked out a plan in cooperation with D-tec in order to achieve the smaller diameter. “We replace a rigid axle on the dolly with a steering axle. That means we have five steering axles on the towed units,” explains Siegfried Hennek, the workshop manager at Contrail. They are slowly approaching the magic limit of 12.50 metres. But they are still a few centimetres short.

After the vehicle is now in a technically perfect condition, the container specialist will need exceptional approvals for Germany. To get them, Contrail will have to approach the individual federal states. North Rhine-Westphalia has already given approval for a slimmed down version with a maximum laden weight of 40 tonnes. Lower

Saxony is still hesitating and prefers to wait and see. “If we get exceptional approval in these two states we can at least get to Visbek with the long combination. Here we can switch the containers at any time and then transport them onwards on shorter vehicles,” explains Waltraud große Schürmann-Muhle, Managing Director of Contrail.

Bigger site

Contrail has expanded its site in recent years to cover three hectares, and consolidated and resurfaced the area with a load capacity of 100 tonnes, for container handling, storage and security. A new workshop has also been added. As well as two and a half pits, this also contains one of the most modern brake testing facilities in Germany. →



Final preparations: Contrail measures each axle, before they use the trailers.



Photo: Hahn

»Using five steering axles we should meet the German requirements.«

Siegfried Hennek (right) during his conversation with August Muhle

New concepts are important for the specialist container haulage firm, in order to survive in the harsh environment of everyday business. Its catchment area in Germany covers Hamburg, Bremen and Bremerhaven, with Wilhelmshaven to be added in the near future. In the Netherlands it includes the western ports of Amsterdam, Rotterdam and Antwerp. Here Contrail picks up the containers in the ports and delivers them to the customers. “The ships can be at sea for months. As soon as the container comes ashore, every minute counts,” explains große Schürmann-Muhle. For that the specialist firm needs reliable vehicles.

The fleet is made up of 190 vehicles, of which 64 are tractor units. “Before we put a new semi-trailer on the road, it is inspected in detail.” So for example the axle alignment is checked on every trailer and lorry.

“We have to intervene to take corrective action on 90 percent of the vehicles,” says Hennek. BPW axles are considered to be the most reliable in that respect.

Flexible Feeding

The French trailer manufacturer Ecovrac knows that too. The company from Saint Caradec near Rennes started to build its first bodies for the transportation of foodstuffs in 1960. Today it is well known for developing bulk silo truck bodies with separate hoppers. The vehicles from Ecovrac also have the advantage that they can fill the silos on the farms directly from the top. The company has developed a hydraulic design for that purpose, which extends up to a height of ten metres while delivering 80 tonnes an hour.

In addition to lorries with two, three or four axles, there are also two and three-axle silo semi-trailers, which are primarily used for the transport of animal feed for poultry, pigs, cattle, rabbits or even fish. “Our customers frequently have to visit out-of-the-way farms. The lanes on the way are often very narrow, and there is little room to manoeuvre in the farmyard. You need a flexible vehicle in those circumstances,” says Jean Le Bihan, a director at Ecovrac. Ecovrac has been using BPW steering axles for over ten years now.

Committed inventors

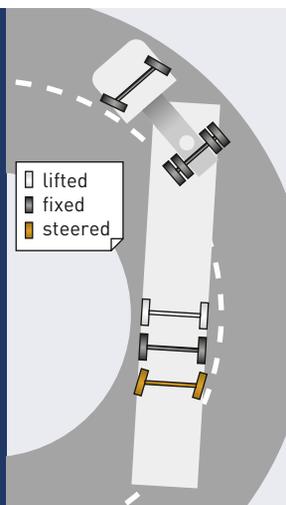
To supplement the steering axle, Ecovrac has developed a hydraulic system that goes by the name of Ecostar, by means of which the steering axle can be guided. “This is particularly useful when reversing,” says Le Bihan. The driver can select three positions by means of a control panel in the cab. He can leave the steering axle free to move, he can lock it in place or he can use it by means of a joystick to provide assistance when manoeuvring in order to get to the farmer’s silo.

The inventiveness of the two companies demonstrates that transport concepts are never entirely beyond improvement. There is always a way to optimise vehicles even further, to get to the customer by the shortest route or to transport more goods. The self-steering axle supports companies with the implementation of their projects. (rj) ○

Advantage of the self-steering axle

■ In contrast to fixed axles, self-steering axles are moving while the vehicle drives through curves. As the name implies the tires follow the tractor unit. By means of this technique the vehicle achieves smaller turning circle. In tight corners, the axle reduces the required width and the lateral forces on the tires on all axles.

The truck trailer combination needs less fuel and the wear on tires is reduced. In the case of a projected one million kilometres driven in the short haul or general goods transportation, a transport company would save up to 43 tires and 10,000 litres of fuel. Therefore, the self-steering axle pays for itself after only 200,000 kilometres and subsequently leads to an annual saving of about 1,500 Euros.



Together to the summit

The Kässbohrer PB 600 piste caterpillar drives masterfully through the May snow on the Zugspitze mountain. The world's most powerful piste preparation vehicle is equipped with BPW axles, and guests of the company based in Wiehl, Germany, came to take a close look at the vehicle.

Blue sky, white snow and plenty of horsepower beneath the seats – BPW's customers for light trailers and agriculture range can experience this dream for real on the Zugspitze. It is Germany's tallest mountain, and the participants in the demonstration were able to experience for themselves what it's like to drive a vehicle like this. Under professional instruction from the drivers, the guests put their ability to the test on

various piste caterpillars. The Kässbohrer series also includes the new PB 600 piste preparation vehicle. The axle manufacturer presented the joint product together with Kässbohrer as a demonstration of what innovative companies are capable of putting onto the pistes.

»Put us to the test.«

In only two years, a core team of seven people brought the world's most powerful piste preparation vehicle to series production readiness. The vehicle propels its maximum weight of eleven tonnes on six axles. BPW is responsible for five of these. The Wiehl-based company developed the tensioning axle and the four trailer axles. The result was a running gear system with twice the service life, triple the service intervals and improved driving comfort compared to its predecessors. At the same time, the axle manufacturer also reduced the weight of the

running gear. As a result, the piste preparation vehicle can also negotiate extremely steep slopes without problems.

It was not only the technology of the vehicle that had to be thoroughly thought out, the aspect of logistics also played an important role right from the outset of the joint considerations. "The piste preparation vehicle is 2.50 metres wide, so it can fit on a truck. As a result, it doesn't need any special approvals to be transported," explains Petra Joksch, from the Sales department at BPW. In addition, a complete spare parts warehouse has been set up, although no customers have had cause to use it yet.

The PB 600 vehicle is proof positive that working together can be very successful. Cooperative ventures such as this should serve as examples. "This is why I ask all our customers to get in touch with us in good time if they have similar development plans," says Franz Janka, the Director of Car/Agricultural Sales at BPW. "Put us to the test." (rj) 



Many customers followed the call of BPW to the Zugspitze mountain.

»We have to turn our particular attention to road maintenance«



The Bundesanstalt für Straßenwesen (BAST) (Federal Highway Research Institute) mostly works in the background. It received huge attention in the transport industry through the publishing of the current study relating to the effects of the 60 tonne lorries on Germany's roads. In this interview with trailer world, BAST president Prof. Dr. Josef Kurz gives us an insight into the work and importance of the authority.

trailer world: The order for the "60 tonne lorries study" was given by the Federal Government of Germany. Have you stayed neutral nevertheless?

Prof. Dr. Josef Kurz: We are being complimented because the study is based on facts. That is also a very important point because our remit is to provide advice at the political level. This is the only way to do so.

Supporters as well as opponents of 60-tonners are using the study for their particular purposes. Is this something you anticipated?

It's quite OK from our point of view. It shows that people are involving themselves with the issue. The results of our study are facts that nobody can ignore, and there is only a certain degree of leeway when interpreting the impact on road traffic.

What are your requirements relating to the 60 tons lorry?

If we disregard the problems of overloaded bridges and the intermodal transfer effects, we basically recommend that the vehicles should be equipped with three driver assistance systems: a lane departure warning system (LDW), an emergency braking and a distance warning system. A further one ought to be a sort of weight overload warning facility. The longer these HGVs become, the greater the number of possible variants when loading.

Besides the technical issues in terms of traffic, your remit also includes the roads infra-

structure. What is the situation at present?

We currently have a situation in which travelling times are extended by around 230 million hours per year as a result of traffic jams. This means 13 to 14 percent more travelling time than it ought to take. The whole lot together costs the economy some 3.5 million euros.

So where do the problems lie?

These can be roughly split into three categories, namely accidents, bottlenecks in the network, and roadworks – these are the causes of traffic jams. There is also the fact that road traffic, especially haulage, is constantly increasing. This means that besides expanding the existing network and building new roads we have to turn our particular attention to road maintenance. In addition, we must investigate how to improve the organization of traffic, and this also includes roadworks management.

How would you want to organize the traffic?

Traffic management is an important keyword in this context. We are now trying to



»Rather than living in an ivory tower, we have concrete grounds for getting to grips with concrete problems.«



Personal information

The graduate civil engineer Prof. Dr. Josef Kunz (54) started his carrier at DYWID-AG and Deutsche Bundesbahn. In 1990, he came from the university of Essen to the German Federal Ministry of Transport. He has been president of BAST since 2002.

put the focus on road safety and find the optimal solution by already conducting the safety audit for roads during the planning and construction phases. We are devoting our attention to “self-explaining” roads which should have a high degree of recognizability from the road user’s point of view and, moreover, be of a “forgiving” nature in that every driver then can rectify minor errors without the inevitability of an accident. This may then mean less trees and greater roadside space.

The BAST has a large number of focal

The BAST (Federal Highway Research Institute)

■ The Federal Institute founded in 1951 supports the Federal Ministry of Transport relating to technical issues and issues regarding transportation by means of scientific research. Furthermore, it contributes to the preparation of rules and standards relating to traffic. The authority disposes of own test units. Beyond, its work includes consulting and advisory services.

points of emphasis. Do you have your own specific point of emphasis?

These research objectives have already been reduced to the essentials. I regard all topics as important. We are a modern research institute that orientates itself to objectives. We don’t jump onto any horse that happens to pass through the village, so to speak. We move with our objectives on the interface between research and practice. This makes us unique, because, rather than living in an ivory tower, we have concrete grounds for getting to grips with concrete problems.

How much freedom do you actually have when structuring your activities?

We not only receive instructions, we also have to keep thinking ahead. One example in this context is the European project entitled “Driving under the influence of drugs, alcohol and medicines” (DRUID) in which we are consortium manager. I don’t need an order from the Federal Ministry of Transport for this type of activity since we are working on topics which sooner or later will have to be addressed at the national level. Let me emphasize that the BAST is able to

carry out its own research work, especially in a European context. Besides, we naturally work very closely with the ministry.

Doesn’t that go beyond the BAST’s scope of resources?

We do have capacity problems sometimes. We have to cut jobs every year. That makes our work difficult since we do lack the necessary resources at times. We try to compensate this by means of internal efficiency-optimizing measures.

Will you be able to continue representing your office against such a background?

Yes, of course, though it’s certainly hard to meet its requirements in terms of maintaining quality in spite of the belt-tightening measures. So I am all the more pleased, time and time again, at the commitment and motivation of our staff.

Did you ever foresee becoming president of the BAST one day?

No. The fact is that one can’t apply for positions of this nature. I have always been fortunate enough in life to be able to do interesting things. (rj) ○



In the Land of the Giants

Every three years, enormous dump trucks and cranes grow seemingly out of nothing, reaching for the heavens. Hundreds of helpers erect these monsters over a period of several weeks for the world's biggest construction trade fair, "bauma", to the amazement of everyone, large and small.

Nicolas Palmieri has no time. This slightly stocky American in his fifties scurries briskly around the white dump truck, armed with tools. In terms of size, the device is more reminiscent of a small, detached house than a vehicle. "Liebherr" is the name on its radiator grille, which is easily as big as two table-tennis tables. Built right into the logo, the phrase "Mining Power" indicates where it is intended to be used. This giant – the TI 274 to give it its precise name – is at home in coal, ore and gold mines around the world.

The man in the blue Liebherr overalls tells us all this as he rushes past. He has no time for a break. The "Mining Machine Supervisor" from Newport News, Virginia, on the east coast of the USA, has too much work still waiting to be done. At this location his company produces all types of plant and equipment for mines, employing a workforce of 375.

10 truckloads for 1 tipping truck

Head of Department Palmieri has been constructing his pride and joy from individual parts and components on the open-air site of the Munich Trade Fair Centre since mid-February. Ten lorry loads brought the valuable freight loaded in crates from Bremerhaven to the Bavarian capital. A heavy transporter with a special multi-axle semi-trailer fitted

with BPW axles was also needed to carry the chassis in one piece. The American and his assistants welded together the steel tipper body, made up of eight individual pieces, on site. It will now hold the contents of around 600 standard-sized bathtubs.

Gigantic wheelwork

As impressive as the dimensions of the tipper might be, the true majesty of the ten-metre-high beast is only really conveyed by the gigantic wheels, which each have 35 wheel bolts to hold them onto the axles. There are two wheels at the front and four at the rear. All the same size, all the same weight. Even a tall man like Peter Schunter cannot reach the tread at the top of the tyre

with his outstretched arm. Together with his son, Kilian, the man from the neighbouring stand of ABI GmbH is scouring the open-air site for new ideas during the setup phase, long before the trade fair opens. The monster dump truck draws them both like a magnet, and has them gaping in awe. Cautiously the nine-year-old approaches the left front wheel, feels the tyre tread with his little hands and clammers nimbly – before his father Peter notices – into the rim of the wheel. The cheerful little chap only has to bow his head slightly to disappear entirely inside the steel wheel.

Tyre manufacturer Michelin gives the tyre diameter as over 3.60 metres and the weight as more than 3.8 tonnes. "The price of one of these Michelin tyres in the size →



If the Liebherr truck body rises, the volume of 600 bath tubs falls to the ground.



The truck-mounted crane driver tows the crane segments with the sense of distance.

50/80 R 57 XDR could well match the value of a medium-sized car,” estimates Burkhard Stegmann, After Sales Inspector at Liebherr and Palmieri’s German colleague for the setup job. The 53-year-old pauses for a second and has to grin when he sees the boy in the wheel. In his 24 years with Liebherr, Stegmann has certainly become ac-

customed to the sight of giants such as this. But he seems never to have noticed that a schoolchild will easily fit inside the wheel of a TI274.

Together the gentlemen from Liebherr start the engine and tip the dumper until it is almost vertical. The noise of the V16 MTU engine on tickover is reminiscent of a ship’s diesel engine. Only when the speed of the 3,000 horsepower unit rises, does the 16-cylinder power plant sound like a large-capacity vehicle engine. The basic mechanics of the earthmoving monster seem to be working. Now the engineers will have plenty to do in the next few days, fine-tuning the beast and smartening it up to achieve an exhibition finish.

Precision of crane erection

A few hundred metres further along, the construction of the 65-metre crane of an American manufacturer has only just started. The team of powerfully built men is unloading the first of three red-painted



This mining excavator has a bucket capacity of 15 m³ or 27 t.

segments of crane from the HGV trailers on open-air plot F11. These components also came from overseas by ship to Bremerhaven, and then by road to the trade fair site.

The three semi-trailer units are grouped around a truck-mounted crane that spreads its weight over four axles. In addition to which its support legs are extended for additional stability. The drivers have pushed the side curtains of the semi-trailers completely aside. The same applies to the entire roof structures. One-by-one the truck-mounted crane picks up the round steel segments. Each of them measures just under 13 metres in length, and fits almost exactly in terms of height and width onto the floor of the flat-bed semi-trailers. The crane driver lifts the component just a few centimetres so that the trailer is not damaged. The lorry driver pulls his truck slowly forwards, millimetre by millimetre, thus drawing the crane frame out to the rear until it is hanging free on chains and hooks. Job done. Now it’s a breeze for the crane driver; he puts the individual segment down on the ground and turns to the next lorry.

Half a kilometer away as the crow flies there are two cranes, with a carrying capacity of 100 tonnes, busy setting up a 500-tonne excavator from Hitachi. Piece-by-piece the service team from Holland bolts

Facts of bauma

- World’s largest trading fair for the building industry
- Organised by the Verband Deutscher Maschinen- und Anlagenbau (VDMA) [Association of German mechanical engineering and plant engineering]
- Took place for the first time in 1954
- Takes places in Munich every three years
- Covers 540,000 sqm. of exhibition space in 17 halls and the open-air exhibition ground
- More than 3,000 exhibitors and approximately 500,000 visitors

»Many wheels must be moved, until a giant of these dimensions is erected.«

Nicolas Palmieri (shown left)



together the orange-coloured EX5500.

The components come directly from Japan. They were driven from the port in Amsterdam on 17 lorries. Mark Luitjen controls every move of his young setup team. After 18 years at Hitachi and four visits to bauma in Munich, the 39-year-old has accumulated enough experience to cope with any complication, and to always finish on time.

30 cubic metres in one go

The service engineer and his seven-man crew intend to have the biggest excavator in Europe fully assembled in ten days. Then the 500-tonne colossus will weigh all of three times as much as a fully fuelled Airbus A310. With one stroke of its bucket it can excavate almost 30 cubic metres of soil, gravel or other bulk solids.

Hitachi intends to export the exhibit to Spain at a later date. There the mighty crawler excavator is to extract coal in a mine. The Japanese firm has already sold twelve machines like this one to its Spanish customers. Luitjen's service team in their orange overalls will be back from Holland to dismantle and transport the giant excavator. After about a week for dismantling it should be possible to get the giant on the road again, in transportable pieces.

The Liebherr dump truck on exhibition plot F8.803 will not have things quite so easy.

For giants like this, which weigh almost as much as twelve fully laden semi-trailer units combined, there is hardly any market in Europe. They perform valuable service in the extensive mines of Africa, Australia or In-

onesia. So when Nicolas Palmieri moves in again with his welding torch, hammer and crowbar, it will be to take his "baby" home in pieces again. He will have a little more time for that. (fh) ○

Uncompromising quality

■ What would all the exhibits of bauma, what would the low-loaders, the tipping lorries, the wood transporters, the numerous special-purpose vehicles, industrial machines and work machines be without components from BPW? Presumably worth only half as much. Therefore, many of BPW's customers and development partners who have used one of the special solutions of the company are among the ca. 3,000 exhibitors in Munich. Those who were interested had the opportunity to creep under one of the nine low-loaders from Goldhofer to examine the principle of the BPW swinging axle or steering axle. But they also found the special

components exhibited on the BPW stand. Themed "Many Solutions. One Quality" this stand, apart from the variety of possible applications, especially dealt with the BPW values long-life cycle, robustness, reliability and maintainability in connection with an excellent cost-performance ratio. BPW presented the appropriate products to the special bauma target group, such as the BPW SL air suspension in the "heavy duty construction" and the tandem swinging axle for heavy loads on dirt tracks or the new drum brake ECO



BPW's stand at bauma.

Drum that offers less weight und wear while at the same time more service load and maintainability. ○

America's new wonder of the world

The current largest tunnel construction project in North America cannot do without the knowledge and technology of Austria and Germany.

The Niagara Falls are not only one of the great wonders of nature but also one of the biggest tourist attractions in North America. Over 18 million visitors find their way to the Canadian-American border every year in order to witness how the Niagara River tumbles over a wide rock ledge and falls 52 metres into Lake Ontario. But the mighty river is not just a visitor-magnet; it is also of great significance for the local energy supplier, Ontario Power Generation (OPG): OPG has been feeding its hydroelectric power stations from the Niagara River for decades. Because the demand for renewable energy is continuing to rise, a further expansion stage is due to be connected to the grid by 2009. This upgrade in production capacity to 194 megawatts requires one thing above all else: More water.

Major building site on sensitive ground

Therefore, OPG has commissioned the Austrian concern Strabag in 2005 to build a “new wonder of the world” – as OPG calls it – in the form of a 10.4 kilometres long tunnel stretching from the riverbank to the factory site. “The challenges lay in combining what is currently the biggest tunnel construction project in North America with the highest safety and environmental stand-

ards,” says Strabag’s on site project manager Ernst Gschnitzer on site. For the highly publicised 400 million euro international project, in the highly sensitive natural environment of Niagara Falls, the engineers had to design a special route. No easy undertaking. The planned route at a depth of 140 metres leads through solid, 430 million-year-old hard rock.

It’s “Becky’s” job to break the rock. The world’s biggest hard-rock tunnel boring machine is equipped with hardened steel blades the size of dinner plates, and it bores 15 metres through the rock strata every day. “The diameter of the bore is 14.44 metres, and the power required to drive the machine amounts to 4,725 kilowatts,” confides Gschnitzer. When the machine has finished the tunnel, over 1.6 million cubic metres of rock will have been removed from the ground. “Becky” is not the only special machine that is currently assisting the workforce of 250 on the mammoth building site. External circumstances require the use of a whole range of special vehicles. “The 8 percent incline (in the tunnel) is difficult to tackle with conventional rail vehicles,” says Gschnitzer.

Therefore, Strabag cooperates with the German special vehicle manufacturer PLAN-Industriefahrzeug GmbH & Co. KG from Gerlingen. Based on a problem study

prepared in close collaboration with the site management, the Swabian company developed a transport concept under the supervision of the managing director Gabriele Anna Lenz that was adjusted to the strongest requirements and finally decided the issue for a “Made in Germany concept”.

Robust and reliable technology

In this context, PLAN supplied eight special lorries and twelve special heavy duty trailers. The PLAN heavy duty trailers of the type 70-4/S offer a loading capacity of 42,000 kilograms each at 15 kilometres per hour. They are equipped with four BPW pendle axles and eight heavy plate wheels with Continental pneumatic tires 355/65-15



The PLAN lorry is ballasted with 6.5 t to maintain the necessary traction.



The Niagara tunnel

- Length: 10.4 km
- Diameter: 14.4 m
- Run: 140 m below the city Niagara Falls from South to North
- Removed rock mass: 1.6 million m³
- Erection period: 3 years
- Scheduled completion: End of 2009

ConRad. „The selective all-wheel steering with swivelling bolster for axle was constructed for this use especially with a pendulum radius of plus/minus 85 millimeter to allow for the tunnel radius and reduce excessive wear of tyres and the like,” explains Gabriele Anna Lenz. Special steering heads enable a lock-up of the rear bogies. “This simplifies reversing“. Four twistlocks are integrated into the longitudinal girder of the frame, for instance to lift up concrete mixers. Thus, the transportation of any goods up to a total weight of 42 tonnes is possible.

Three years of hard work

Strabag and PLAN-Industrie will be involved in this project until December 2009; the tunnel must be finished by then. With a diameter of 12 metres, a good third more than the Channel Tunnel, the intention is for 500 cubic metres of water to surge through the bore to the power station every second, and to generate an additional 1.6 billion kilowatt hours of electricity every year. Electricity that is urgently needed. After all, the task is to supply 18 million tourists. ○

Courtesy of Ontario Power Generation

The race to catch up starts here



■ At last the trucks have got sand, scree and rocks under their drive axles again. The starter's flag fell for the 2007 Truck Trial season in Balve in the Sauerland region of Germany.

It was not a great start for the new team competing under the banner of MSC Truck-Trial Cloppenburg. As a result of technical problems they only managed ninth and last position in the first outing of the season in production class 5, but they intend to change that in the coming races. Driver Mario Westergelting and his co-driver Jaap Lommert from the Netherlands intend to demonstrate just what their MAN M 1014 is capable of.

This year the Truck Trialers will also have to do without the company of some old friends. The previously successful BPW driver team of Ronald and Rita Bormann has not entered for personal reasons, nor has Friedhelm Kassen.

Forthcoming dates Europe Truck-Trial:

16.06.-17.06. A-Voitsberg, 04.08.-05.08. D-Osnabrück
All the other races are still to be confirmed.

www.europatrucktrial.org

Toll increases – tax decreases

■ As a compensation for the lorry toll German haulage companies receive tax relief. The German Bundestag agreed the reduction of the motor vehicle tax for lorries to the minimum level of the EU. This is supposed to lead to a relief for the haulage companies of 150m Euros. Additionally, an innovation programme for low-emission lorries of 100m Euros will be introduced. In return, the lorry toll will be increased by 1.1 cents per kilometre in the summer.

Winner

■ Nino Voßkuhl has given the right answers to the three questions from the previous trailer world and was a lucky in the draw. The promised miniature model of the BPW Infomobil including the lighted showcase will now be sent to Gladbeck.

Girls' Power

■ 76 girls aged 14 to 16 years, were guests of BPW in Wiehl on the "Girls' Day" this year and got their first idea of various technical professions.

Wanna bet?

■ A unimog crosses the river in the Überseestadt Bremen from North to South on two taut wire cables. The 45-year-old driver Udo Heidenreich needed almost six minutes for it and won his bet in "Wanna bet". During the bet he used his whole weight in dangerous situations to balance the vehicle. The team Heidenreich from Coburg and the Motor Sport Club (MSC) Truck Trial Cloppenburg prepared almost six years for the bet in the ZDF show. The viewers of the show rewarded their commitment on the same evening: 75 percent voted for the team Heidenreich to become the best better.



Udo Heidenreich drove 106 meters across the port basin.

Exhibition Calendar 2007

17.-18.08
Mittia (forest transport)
S-Ljusdal

24.-25.08
Nordic Trophy
S-Mantorp Park

24.08-02.09
Caravan Salon
D-Düsseldorf

13.-16.09
Husvagn Husbil
(caravan fair)
S-Jönköping

29.09.-07.10
42ème Salon
des Véhicules de Loisirs
F-Paris - Le Bourget

04.-07.10
Transpotec-Logitec
I-Mailand

17.-20.10
Elmia Lantbruk
Maskin & Fält (Agrar)
S-Jönköping

26.10-3.11
Bedrijfsauto RAI
NL-Amsterdam

13.-17.11
Agritechnica
D-Hannover

23.-27.11
Trailer 2007
B-Kortrijk

Photos: BPW, Stütz

36,000,000

containers (TEU) are to be transferred in 2025 in the German sea ports. About three times as much as today.

Planned topics trailer world edition two 2007



Title

The autumn storms challenge agroforestry and wood logistics.



Innovation

Introduction of the new ECO Plus 2 axle from BPW.



Event

Review on the fair transport logistic in Munich.

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