

ON LINE

VTG RAIL UK NEWSLETTER No.39



VTG Connect - harnessing the future's technology for today's rail freight

At VTG Rail UK we are harnessing the future's technology for today's rail freight through a number of innovations and technological developments.

One of these projects is our investment in our VTG Connect offering which is part of our commitment to revolutionising the way information is gathered about wagon condition, status and location.

Digital wagons fitted with telematic systems are an essential and integral part

of this vision. Indeed, every wagon in our entire European fleet is being fitted with telematic technology to make rail the backbone of smart, sustainable logistics.

Sam Hunt is the Project Engineer in charge of the VTG Connect programme in the UK and said: "VTG Connect gives our customers eagle eyes on their wagons, freight and transport chain by providing sensor-enabled data analysis of freight wagons. It allows customers to pinpoint the exact location of a wagon at any given time, track its performance and

receive data such as what time it departed and arrived at its destination, and whether it was stationary for a period of time and where that was."

In the past, VTG Connect has even been used to identify where along a journey a wagon was graffitied. This was achieved by analysing the journey to determine where the wagon was stationary for an extended period of time and allowed the customer to tighten up security measures within the area.

(Continued on page 3)

INSIDE THIS ISSUE:

UK News

WAGONS STAR IN VIDEO GAMES

VTG liveried wagons to appear in popular Train Sim titles for PC and console. **(Page 6)**



Group News

CELEBRATING 150 YEARS

VTG AG celebrates 150 years of private-sector wagon leasing in Europe. **(Page 7)**



People

ZIPWIRE CHALLENGE

Colleagues take to the skies above Penrhyn Quarry to raise money for charity. **(Page 8)**



VTG Rail UK awards long term maintenance contract to Mandy Rail (P4)

Welcome

Colin Denman, Managing Director, VTG Rail UK.



Welcome to our summer 2022 update. There's a lot to talk about!

I believe the UK rail freight industry is going through exciting times. There is a heavy emphasis on everything our industry has to offer through the green agenda and decarbonisation. As an industry we need to work jointly to realise the many achievements that can be made.

This is one of the reasons we continue to invest in our VTG Connect offering which is part of our commitment to revolutionising the way information is gathered about wagon condition, status and location.

More and more companies are opting to shift their freight transports from road to rail. VTG uses a range of modular superstructures to open commercially available modular freight wagons up to a variety of cargos and applications.

In wider VTG group news, Global Infrastructure Partners and Abu Dhabi Investment Authority have agreed to purchase a 72.5 per cent stake in the VTG company from Morgan Stanley Infrastructure Partners. This has no effect on the day to day running operations of our business.

In the last few weeks our team and our valued customers have been enjoying all fun things the VTG team used to enjoy doing before the pandemic. The world is getting back to normal.

I'm pleased to say that we've enjoyed cricket at Edgbaston and a golf day with our customers and colleagues. I've also had a great time with my team at a ghetto golf evening - it's important to get out of the normal working environment and connect with each other in a relaxed setting. That's what makes a team.

I'd like to say well done to my very brave colleagues who took on the world's fastest zip line, reaching speeds of 100mph, to raise money for the fantastic Acorns Children's Hospice which is located close to our HQ in Birmingham. I'm very proud of them and looking forward to working with Acorns in the future to continue to support their vital work.

Have a lovely summer everyone.

Colin

VTG Rail UK - a great place to work

VTG Rail UK is proud to announce we have been awarded a Great Place to Work Certificate.

The Great Place to Work recognition is awarded to workplaces where employees willingly go above and beyond in their work, feel supported by management and have demonstrated longevity in their careers at the company.

The 2022 distinction is based on employee survey results obtained through Great Places to Work's online portal which certifies an organisation when their overall survey results are 65% or higher. Through the Certification process, valuable employee feedback was captured using the research-driven Trust Index™ survey and details about the programmes and practises that make the VTG Rail UK workplace unique.



Contact the VTG Rail UK team...

If you would like to discuss anything in the newsletter, the work of VTG Rail UK or to speak with a member of our team, please contact us at: sales-uk@vtg.com | www.vtg.com/uk | 0121 421 9180

VTG Rail Ltd, 2 Parklands, Parklands Business Park, Rubery, Birmingham, B45 9PZ.

VTG Connect - Intelligent data gathering for wagon track and tracing

How the technology works...

Installation

The VTG Connect hardware is riveted to the wagon superstructure, preferably to the solebar. The device is then paired to the wagon via a pairing app. Solar cells combine with a built-in battery to guarantee a stable power supply.

Data transmission

The wagon's current position is regularly determined via satellite receivers (GPS, GLONASS, Galileo and BeiDou). Data is transmitted via the mobile network. During normal operation, the data is updated every five minutes and the location can be accurate down to one metre.

Data processing

Secure (ISO 27001-certified) data centres receive data packets from the wagons, analyse them and transform the data into useful business information. This is then made available on a protected online portal or via data interfaces.



VTG Connect hardware is riveted to the wagon superstructure



VTG Connect - revolutionising the way information is gathered about wagon condition, status and location.

(Continued from page 1)

It also allows our customers to intelligently use data from digital freight cars, establishing tracking and tracing, shock monitoring and environmental temperature measurement.

VTG Connect could also be used for custom-specific applications and be connected to individual hardware solutions that add extra functions such as weight measurement and lock monitoring. These are a few of the additional innovations that VTG is currently working on.

Sam Hunt said: "VTG Connect can generate reports on the mileages of individual wagons and the overall fleet. This invaluable information can then be used to implement more intelligent maintenance regimes because it can be determined exactly how many miles a wagon has done and so when it is due for

service, allowing for proactive plans to be made as to when wagons should be taken out of the field for mechanical review.

"By allowing customers to keep connected to their wagon, freight and entire transport chain at all times, customers are able to implement more robust processes for smooth operations. We believe that digitising wagons from end to end is fundamental to keeping rail competitive as a mode of transportation. They are a crucial factor in enabling us to give our customers innovative services that make their logistical processes and collaboration with rail carriers more efficient."

The programme to equip all VTG UK wagons with Connect is in full swing and since 2019, over 2,000 vehicles (50% of the fleet) have been fitted with the technology.

For more information on VTG Connect, please contact sam.hunt@vtg.com

VTG UK awards long term maintenance contract to Mandy Rail



VTG Rail UK has contracted Mandy Rail to maintain its 50 strong IIA hopper wagon fleet running out of the Port of Tyne.

Based in the North East of England, Mandy Rail has enjoyed considerable growth since being established by Mark Hedley and Andy Hird in 2019 and now employs 18 staff responsible for the maintenance, repair and overhaul of freight wagons. This is the company's first long term contract for ongoing maintenance of a specific fleet.

Ian Shaw, Sales Director of VTG UK, said: "We are delighted to team up with Mandy Rail and to support the great success this company is achieving at such a young age. We have been very impressed by their commitment, enthusiasm and expertise in all the work they have done for us which led us to signing this long-term contract. Ensuring high quality maintenance of our fleet is paramount and Mandy Rail is stepping up to the mark."

Andy Hird, Co-founder and Managing Director of Mandy Rail, said: "When we started our company, I knew that one day we would be sitting in the VTG offices, having our photo taken signing a contract with them and that vision has come true. We keep pinching ourselves that this has happened less than three years since we began our business."



Mandy Rail will maintain VTG Rail UK's 50 strong IIA hopper fleet running out of the Port of Tyne.

Mark Hedley, Managing Director of Mandy Rail added: "We were absolutely over the moon to get the contract. It's testament to all the hard work we put into our business to provide the highest quality in maintaining freight wagons to keep the railway safe."



L-R: Mark Hedley, Managing Director of Mandy Rail, VTG UK Engineering Director Nigel Day and Mandy Rail Co-founder and Managing Director Andy Hird celebrate the contract signing at the VTG offices in Birmingham.

Modular solutions - from road to rail and into the sky

More and more companies are opting to shift their freight transports from road to rail. As this example of an airport operator shows, the environment is not the only beneficiary, efficiency improves too.

With some notable exceptions such as VTG UK's fleet of bespoke aviation fuel wagons used to feed BA's operation at London Heathrow, most fuel used in jet aircraft is traditionally delivered to airports by road. Indeed, since most airports do not have railway sidings, road haulage is their only option. But one European VTG customer, keen to know whether this arrangement could be changed in the interests of sustainability, discovered that the transport concept developed by VTG not only helps mitigate climate change, but also yields added advantages.

You cannot make a railway siding out of thin air, so it was part of the concept to at least use rail to the greatest extent possible. Special tank containers would be filled with jet fuel and transported to the terminal nearest the airport by modular VTG freight wagons. Here, the containers would then be transferred onto trucks to shuttle the last mile back and forth to the airport.

Avoiding CO₂ emissions and increasing payloads

This switch saves a considerable amount

of CO₂: 125 tons, based on the distances and cargo volumes used in our scenario. In addition, the multimodal solution also significantly increases payload. In the context of multimodal transport, each tank container can carry four tons more jet fuel compared to using only road transport. Payback is therefore rapid and substantial. An added bonus is that the cargo can be temporarily stored at the terminal and taken to the airport at any time of the day or night, when it is needed.

Safe unloading

In our case study, VTG's multimodal offerings also included suitable tank containers. Here, it was important to use what are known as ground-operated containers. When unloading a tank container, the valves must first be opened at the top of the container to avoid a vacuum. In the past, the truck driver had to climb on top of the container to open the valves by hand – a not insignificant risk factor, especially in bad weather. With ground-operated containers, however, the valves can be opened from ground level: There is no need for anyone to do any climbing.

This holistic service offered by VTG is yet another example of the potential of modal shift, which benefits customers and the environment alike.



Each ground operated tank container can carry four tons more jet fuel compared to using only road transport.

Flexibility on the rails

VTG uses a range of modular superstructures to open commercially available modular freight wagons up to a variety of cargos and applications. For products such as steel coils and girders, this is the ideal solution.

The steel industry is heavily cyclical. Manufacturers and dealers alike are tied to volatile pricing structures and the quantities produced sometimes have to be adjusted at short notice. This inevitably and repeatedly leads to unforeseen production peaks and the ad-hoc transport solutions to go with them. One of our European customers recently faced this situation.



Without much notice, an unscheduled volume of extra girders and coils had to be moved off the premises to make room for other resources. In no time at all, our team was able to put together a spot train made up of wagon underframes fitted with modular pallet superstructures. Better still, using VTG's ModuPallet Coil & Steel superstructures enabled the transport of both coils and girders. The customer, needless to say, was more than satisfied.

This example is only one of many that illustrate the value modular solutions can add for rail freight. This innovative concept makes transportation by rail far more flexible. Wagons now no longer have a single, predefined purpose. Instead, they can be adapted in line with whatever is currently needed. This capability is achieved by separating the superstructure from the underframe, allowing special superstructures to be deployed depending on the freight to be transported.

VTG attends Multimodal exhibition at NEC

We enjoyed an excellent three days on our stand at Multimodal at the NEC in Birmingham in June. It was great to catch up with our customers and colleagues from across the rail freight industry.

During the event our Sales and Marketing Director Ian Shaw took part in a

fascinating panel discussion on sustainability in the rail freight network chaired by Maggie Simpson, Director General at Rail Freight Group.

Huge congratulations must also go to our Engineering Director Nigel Day for accelerating to first place in the F1 simulator competition!



VTG Rail UK Sales and Marketing Director Ian Shaw (centre) joins the panel discussion on Sustainability in the Rail Freight Network chaired by Maggie Simpson, Director General at Rail Freight Group with panel members Andrea Pearson OBE, Deputy Director International Rail and Rail Freight, Department for Transport; Louise Ward, Safety & Sustainability Director, Genesee & Wyoming Inc and David Turner, Rail Director for Malcolm Logistics.



VTG Rail UK Sales Manager Rajesh Sharma and Sales Support Co-ordinator Anna Kobzda pictured on the stand at Multimodal.



VTG Rail UK Engineering Director Nigel Day takes pole position in the Malcolm Logistics F1 driving simulator.

VTG wagons star in popular video simulator games

VTG has signed a licence agreement with UK based game developer, Dovetail Games to feature our liveried wagons in their popular train simulator titles for PC and console.

Dovetail Games develop and publish both Train Sim World and Train Simulator, two video games that simulate real life routes and locomotives featuring train operating companies including ThamesLink, Southeastern, Deutsche Bahn and many more.



Billed as 'the ultimate railway hobby', the games put the player in control of authentic, licensed locomotives and rolling stock while bringing perfectly replicated real world routes to life.

VTG liveried wagons have already started to appear in Train Simulator and with new downloadable content released each month, it is anticipated that players will soon be able to incorporate our wagons on to routes in Train Sim World.

What's more, a new in-game tool for Train Sim World 2 will also allow players to customise the way they play the games by creating and sharing their very own liveries using licenced logos including VTG which they can share with other players via the Dovetail Live website.

Train Simulator is available on Steam, while Train Sim World 2 is available on PC, Xbox One, Xbox Series X|S, PlayStation 4, PlayStation 5 and Epic Games Store.

Celebrating 150 years of private sector wagon leasing in Europe

VTG AG celebrated 150 years of private-sector wagon leasing in Europe at a special event with an anniversary celebration held in Vienna in May.

Even though VTG 'only' turned 70 last year, we can already look back on a long tradition of success. Historically, the emergence of private wagon hire in Europe is linked with the 150th anniversary of the founding of our Austrian subsidiary, VTG Austria GmbH, whose original name was Österreichische Eisenbahn-Verkehrs-Anstalt GmbH (OEVA), or 'Austrian Railway Transport Company'. OEVA's roots, in turn, stretch back to the founding of a company in Austria in 1872.

Over the past 150 years, private-sector wagon leasing has played a significant role in the harmonisation of the European Economic Area and has always been a reliable partner for businesses, contributing investments and innovations to the ongoing evolution of the rail system.

At the ceremony held at the Vienna City Hall, Hannes Kotratschek, Managing Director of VTG Rail Europe GmbH said:

"Today, we are looking back on a special success story that began on 24 February 1872 with the founding of the Erste Eisenbahnwagen-Leihgesellschaft AG (EEL) in Vienna.

"Its successor, the Österreichische Eisenbahn-Verkehrs-Anstalt Gesellschaft mbH (OEVA), is the oldest existing wagon hire company in Europe and has been part of the VTG family for several years under its current name, VTG Austria Gesellschaft mbH."

Dr. Michael Ludwig, Mayor and Governor of Vienna, said: "Having safe and attractive freight transport by rail will be absolutely essential if we are to get as much freight traffic as possible off the roads and onto the rails throughout Europe. For Europe's cities, in particular, it is important to advance freight transport by rail wherever possible. The Hamburg-based VTG Group has now been active in this sector throughout Europe for 150 years, including via an Austrian subsidiary whose roots go back to a company founded in 1872. I congratulate you on this anniversary."



Success story - VTG AG celebrated 150 years of private-sector wagon leasing in Europe at a ceremony in Vienna.

People

Charity Zipwire Challenge



(L-R): Debbie Field, Sam Hunt, Anna Kobzda, Mark Pumphrey, Chris Parker, Nigel Day, Louise Alcock and Raj Sharma who took part in the VTG Zipwire Challenge over Penrhyn Quarry Lake in North Wales.



(L-R): Sam Hunt, Chris Parker, Nigel Day and Raj Sharma take in the view.



A head for heights - a birds eye view of the 1.5km zip line challenge at Penrhyn Quarry.

A team of VTG Rail UK adrenalin junkies took part in an exhilarating Zipwire Challenge in North Wales to raise money for the Acorns Children's Hospice in Birmingham in July.

Velocity 2 is the fastest zip line in the world and the longest in Europe and our intrepid group reached speeds of 100mph as they zoomed for 1.5km over Penrhyn Quarry Lake for a good cause.

At the time of going to print, the team had raised a fantastic £2,075 towards their £3,000 total - if you'd like to donate please click on the JustGiving page link below:

> VTG Charity Velocity2 Zipwire

Thank you for your support.

acorns
Your local children's hospice

Lead Auditor accreditation for Kelechi

Congratulations to our Quality and Compliance Coordinator Kelechi Nwaigwe on attaining his Lead Auditor certificate.

The training is certified by the Chartered Quality Institute, UK (CQI) and the IRCA (International Register of Certified Auditors) and provides delegates with essential knowledge and skills needed for auditing Quality Management Systems in relation to ISO 9001:2015



VTG Rail UK Quality & Compliance Coordinator Kelechi Nwaigwe who has successfully achieved his Lead Auditor certificate.

Adam's Big 40!



Many happy returns to VTG Rail UK Performance Analyst Adam Mooney who celebrated his 40th birthday in June!

People

Customer day out... it's not just cricket!

VTG Rail UK customers enjoyed an action packed day at the cricket to watch England take on India in the first day of the fifth Test at a near capacity Edgbaston Stadium in July.

Guests were treated to a signature innings from India's Vice Captain Rishabh Pant who scored a superb 146 to lead the visitors to 338-7 at the close of play on the first day. England went on to complete a record Test chase on the final morning of the match to record a seven-wicket win to tie the series 2-2.



Edgbaston Stadium - view from the stands.



VTG Rail UK customers enjoy the hospitality at Edgbaston during the England v India Test Match.

Work experience... the generation gain

We were delighted to welcome three work experience students to spend a week at our Birmingham offices during May and June as part of our commitment to encouraging the next generation to consider a career in rail freight.

The students spent time with our engineering team, helped with some of our new projects including the dry lease wagon encyclopaedia and were given a general overview of our business.



Kavish Sharma



Ryan Cottrill



Sabian Day

Send us your news

Do you have a news item you would like us to include in the next edition of ONLINE?

We always welcome input for the newsletter and would love to hear from you.

Whether you are a member of VTG Rail staff, an existing customer or have worked with us as a project partner, please feel free to get in touch to share your news. Email: anna.kobzda@vtg.com

People

Sam's Three Peaks in Three Days!



We'd like to say a huge well done to our Project Engineer Sam Hunt (above far left) who, along with six of his friends, has raised £1,984 for the British Heart Foundation.

The group climbed the three highest peaks in Scotland, England and Wales – Ben Nevis, Scafell Pike and Snowdon – over the

course of three days in June. Sam said: "It was very tough going, tougher than I imagined, but we had a great time and were fortunate to have some excellent weather."

Sam completed the challenge in memory of his late grandfather.



Farewell Nigel - end of an era



We wish a fond farewell and good luck to our Engineering Director Nigel Day, who has been with us for 20 years.

Nigel joined VTG UK in 2002 as Fleet Engineer and has overseen and introduced major technical innovations within the company since then.

Nigel said: "It's been a great journey being part of the VTG team and seeing the business go from strength to strength. I've had many career highlights with VTG but I think my most rewarding time has been in helping to bring on the next generation in rail freight through our 'Year in Industry' scheme.

"We've got three post-graduates working for us who have a great career ahead of them, Sam, George and Chris. They joined our company for a year, we spotted their talent and sponsored them through their Masters' degrees and now they're working for us and doing a brilliant job."

Crazy for golf!

It's great for our team to get together for social events and we had lots of fun on our trip to Ghetto Golf in Birmingham in June.

The uniquely twisted 18 hole crazy golf course set in a wacky venue covered with street art and graffiti in the heart of the old Custard Factory provided an unforgettable experience for everyone who took part.



Par for the course - VTG Golf Day success

Six teams took part in the annual VTG Rail UK Golf Day held in glorious weather at The Warwickshire Golf & Country Club on 7th July.

In what has become a firm fixture in our sporting calendar, the teams made extremely light work of the fabulous 18 hole championship course with Team 5 captained by Matthias Kneuepling running out eventual winners, whilst John Dean from GBRF took the individual prize for the best score on the day. Thank you to everyone who took part!

1st Place: John Dean

2nd Place: Simon Blake

3rd Place: Oliver Brown

Yellow Ball Competition:
Team 5

Longest Drive: Sam Hunt

Nearest the Pin:
Stephen Richardson

International Award:
Matthias Kneuepling



VTG Rail UK
Two Parklands
Parklands Business Park
Rubery
Birmingham
B45 9PZ
United Kingdom

+44 121 4219 180
salesuk@vtg.com
uk.vtg.com