



SUPPLY CHAIN LOGISTICS OVERSEAS

Delivery of coated 18-meter rails to Hong Kong

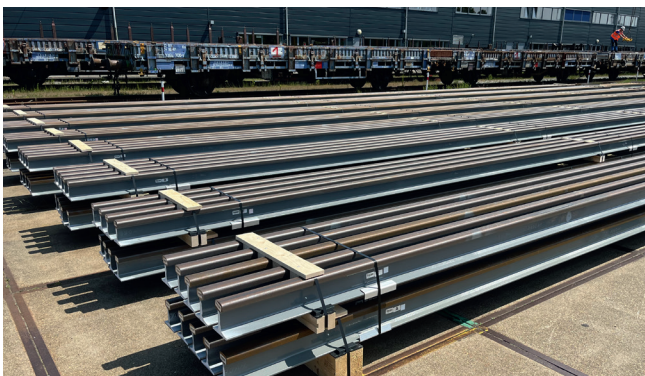
At first glance, it seems easy to ship 18-meter long rails. However, it was a challenge with our coated rails. The rails were delivered from Donawitz, Austria to voestalpine Track Solutions Netherlands in lengths of 108-meters. The 108-meter rails were coated and then cut to 18-meter sections. After cutting, a special bundling method was used.

The logistical challenge consisted of 2 parts:

1. The rails had to arrive at the port of Hong Kong without surface damage to the coated rail feet. In this case, the rails could not be delivered loose, but had to be bundled with a distance between the rail feet. Together with voestalpine Track Solutions Netherlands, we developed a new bundling variant using plastic spacers.

2. Since we had no information about the handling or unloading procedures at the port of Hong Kong, we had to prepare the bundles to accommodate both crane and dual forklift handling. The number of rails per bundle and the total number of bundles had to be adjusted to ensure optimal utilization for truck transportation to the port, as well as for maximum efficiency on Mafi trailers.

Once we had created the technical prerequisites, we just had to find a port that could implement them. We carried out a feasibility study in the ports of Bremen and Antwerp. Both ports were suitable for handling our rails, which is why we split the lots between the two ports. The rails were transported to the port by truck and placed directly onto the Mafi trailers.



Thanks to the excellent cooperation of everyone involved and the meticulous preparation of the entire logistics chain, the shipment went smoothly.