

# Restarting an old business relationship

**Strong performance: DB Cargo BTT resumes volatile block train transports for BP Europa SE.**

**W**e didn't hear much about collaboration in the block train business between DB Cargo BTT and BP Europa SE in 2019, but the companies have resumed their joint activities in grand style in 2020. According to Sven Bandler, DB Cargo BTT's account manager for BP Europa SE, "Ten years ago, we used to transport large quantities of mineral oil by train for BP, but the volumes for block train services declined successively over the years. In 2019, our role was to continue providing an extensive range of single wagonload services for the oil company." All of that has now changed, he says. "At the end of 2019, we won the contract to handle some of BP's block train requirements in the volatile mineral oil market again." The most important factors in BP's call for tenders were the cost-effectiveness, reliability, flexibility and environmental profile of transport services. The package offered by DB Cargo BTT scored well on all of them, as Torben Knief from BP Europa SE confirms. "Ultimately, it was DB Cargo BTT's ability to tailor a solution to meet our requirements which impressed us the most."

The contract started on 1 January 2020, and DB Cargo BTT is now once more handling regular block train connections between BP Europa SE's sites and multiple tank farms. Providing these services poses a challenge,



— The Scholven plant in Gelsenkirchen covers some 250 hectares and employs over 800 people.

as the recipients at tank farms get their supplies from different dispatching locations, and these can change over time at irregular intervals. "This requires considerable flexibility and reliability. DB Cargo BTT has proven itself over the past few months with its strong performance," Knief says. "It goes without saying that we have to keep this up and continue providing high-quality services which meet our customer's requirements. This will enable us to sustain the expansion of our business relationship into the future," says Sven Bandler. ●



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## MORE ABOUT BP EUROPA SE

- International mineral oil and energy company
- Produces petrol, heating oil, kerosene, diesel, liquid gasses, oils and chemical components from petroleum
- German headquarters located in Hamburg
- 2019 revenues of approx. EUR 41 billion
- Over 11,000 employees
- 3,897 filling stations as at 2019