

Staying strong together in the pandemic

Despite the impact of Covid-19, DB Cargo remains a reliable partner for OMV's Burghausen refinery.

Economic activity dropped off sharply during Germany's nationwide lockdown in response to the Covid-19 pandemic. The crisis has also had far-reaching consequences at the OMV refinery at Burghausen in Bavaria, where management was faced with an unprecedented set of challenges. The refinery is classified as part of Germany's critical infrastructure due to its high importance for the country and government. Not only does the site play a key role in maintaining filling station supplies, but it also produces fuel for use by all national emergency services, supplies heating oil for private homes and businesses, and is a source of basic chemical products such

as ethylene and propylene which are used by nearby chemical companies. Shifting demand prompted the refinery

ABOUT THE BURGHAUSEN REFINERY

The refinery in Burghausen is at the core of OMV's business in Germany. The site processes some 3.8 million tonnes of crude oil annually. In addition to middle distillates such as kerosene, diesel and heating oil, the site primarily produces basic compounds for the petrochemical sector, including ethylene, propylene and butadiene.

to ramp up production for the petrochemical sector, whose products are needed for many essential items such as medical equipment, facemasks and protective clothing. Timo Herthan is head of production at OMV's Burghausen refinery. According to Herthan, "We have worked closely with our logistics partner DB Cargo in order to maintain reliable supply lines to customers by train. DB Cargo's custom-tailored services, short reaction times and flexibility meant that, despite the ongoing crisis, we have been able to develop a solid transport concept which safeguards our joint supply activities for customers."

Looking at the figures, DB Cargo has doubled its service and now provides two block trains every day at OMV's tank farm in Feldkirchen, a feat which has required tremendous effort and focus from the local team. DB Cargo's Munich site manager Florian Zölch says, "OMV provides the loads, and we provide the necessary services and expertise. The customer knows they can rely on us with absolute certainty. Safety, in particular, is our number one priority." As Daniel Röder, senior account manager for OMV, adds, "We were in a position to respond rapidly to OMV's changing needs, particularly because we work together on improving performance and are in regular contact with one another, not to mention because we focus on what our customers need and adapt our services accordingly."

This approach seems to have paid off handsomely. After all, DB Cargo and OMV Deutschland have been close business partners for over 20 years, as Herthan, production manager at OMV, readily confirms. "With DB Cargo at our side, we know we have a partner who is familiar with our processes. We have worked with them for decades; we have been through thick and thin with them, and we know we can rely on them completely." •



— Some 500 employees have been working to keep supply lines open despite the pandemic.



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