

3.000.000

new vehicles by rail every year.
Focus on DB Schenker Rail Automotive

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SUPER HEROES



6A DB Schenker Rail's locomotives
CLASS 261 - GRAVITA 10BB

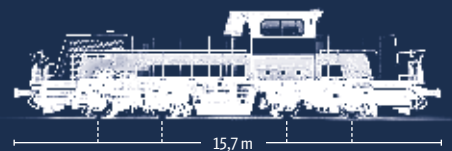


Launch:	2010–2013	Total Fleet (DB):	99
Power:	1000 kW	Manufacturer:	Voith
Speed:	100 km/h	Tractive effort:	246 kN
Weight:	80 t	Length:	15.7 m
Special features:	Radio remote control, Automatic shunting coupling, First DB diesel locomotive with soot particle filter		
Countries of Operation:	Germany		

CLEAN PERFORMANCE: DB Schenker Rail's new heavy shunting locomotive boasts a soot particle filter which intercepts 97 per cent of all particles.

A new generation

The new Gravita 10BB, which is built by Voith in Kiel, has, since the end of 2010, been replacing the diesel shunting locomotives that have been in service with DB for up to four decades. The Class 261 features state-of-the-art exhaust gas treatment, it is more efficient and it requires less maintenance than its predecessors.



DB Schenker Rail is investing €240 million in 130 of these locomotives, which are to be delivered by 2013.



We know a lot about cars

Automotive logistics is always a race against time. The just-in-time delivery concept is taken for granted nowadays. Our experts at DB Schenker Rail Automotive have to deliver just in sequence. With direct integration into the production and distribution networks we have become an indispensable link in the manufacturers' supply chain management.

No other industry places higher demands on logistics specialists than the automotive sector. We are proud that the major manufacturers appreciate and utilise our expertise and our innovative capability. DB Schenker is involved in the logistics of one in every two cars built in Europe. This task has long since evolved from the transportation of brand new cars from their production plants to sophisticated supply chains for the inter-plant transport of global groups, as well as the integration of flows from suppliers.

If VW, Ford, Daimler and other car manufacturers are now planning new plants in Russia, they know they can also rely on DB Schenker Rail Automotive's ability to provide the very long and complicated supply chains to these locations in the remote East. From the plant to the dealer in Russia our customers rely on efficient logistics solutions. Our cover story, "Swiftly eastwards", from page 8, is devoted to this very topic, as is this summer edition of railways in general, with its focus on the automotive sector. We know a lot about cars, after all.

I wish you an interesting read and a relaxing summer holiday, if you still have that to look forward to!

With kind regards,

A handwritten signature in blue ink that reads "Karsten Sachsenröder".

Karsten Sachsenröder
Member of the Management Board
DB Schenker Rail

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SWIFTLY EASTWARDS



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FODDER FOR THE PRINTING PRESSES

**TOTON (NOTTINGHAMSHIRE)/GREAT BRITAIN
ENGINEER OF THE FUTURE**

Dean Duthie was named Electro Motive Railfreight Engineer of the Future at the British Rail Business Awards 2010. The 27-year-old prize-winning engineer for DB Schenker Rail UK is responsible for the upkeep and maintenance of Class 66 diesel locomotives and is based in Toton in Nottinghamshire. Thanks to Duthie's ideas, the maintenance checks on these locomotives have been shortened by 40 per cent and the costs reduced. He also won two weeks' training at Electro Motive in Chicago. *ok*



**MAINZ/GERMANY
DR. MARKUS HUNKEL
NEW DIRECTOR OF PRODUCTION AT DB SCHENKER RAIL**

Dr. Markus Hunkel was appointed the new Director of Production at DB Schenker Rail GmbH from 1 June. The 39-year-old is responsible for DB Schenker Rail's European production network and is working on its further development in close collaboration with DB Schenker Rail companies and their partners. Hunkel has been working for Deutsche Bahn AG since 1997 and was involved in various turnaround and growth projects in infrastructure, passenger transport and rail freight transport, as well as in the post-merger integration of Schenker. In addition, as Head of Corporate Development Projects, he was in charge of the corporate programme "Qualify" for two years. In October 2008, he was appointed Senior Vice President Strategy Transportation and Logistics. Hunkel succeeds Dr. Christian Kuhn, who resigned from his post in May and left the company after six years of working for DB Schenker Rail. *ok*



**BERN/SWITZERLAND
BLS CARGO MARKS 10TH ANNIVERSARY**

BLS Cargo marked its tenth anniversary in April. The Swiss rail freight operator was formed from BLS Lötschbergbahn in 2001 and predominantly runs international transit freight trains and up to eleven times daily the "Rolling Motorway" (photo left) from Freiburg im Breisgau to Novara in Italy. BLS Cargo is traditionally based on the Lötschberg-Simplon railway, but since 2003 has also been operating on the Gotthard route, in close cooperation with DB in both cases. DB Schenker Rail Deutschland AG has held a 20-per-cent stake in BLS Cargo since 2002 (when it was still trading as Railion) and a 45-per-cent stake since 2008. In 2010, the company based in Berne registered performance of 3,362.3 million net tonne-kilometres and expanded its share of the Swiss transit transport market to 43 per cent. Following a dip in 2009 due to the economic situation, BLS Cargo again posted an EBIT (after depreciation and amortisation, before interest) for 2010 of CHF 2.4 million (up from the previous year minus CHF 5.1 million). A cause for concern is the weak euro, which resulted in currency losses and a negative overall company result.

Website: www.blscargo.ch *ok*



TIMIȘOARA/ROMANIA

ROMANIA: NEW BRAND SENDS OUT CLEAR SIGNAL

DB Schenker Rail has now extended its European brand architecture to Romania. In May, the DB subsidiary Logistic Services Danubius, established in 2000, was renamed DB Schenker Rail Romania. “By changing the name we are showing our customers that they can expect from DB Schenker Rail Romania the same quality and services which they have come to expect from DB Schenker Rail in other European countries,” Hans-Georg Werner, Head of Region East in the DB Schenker Rail Management Board noted. The subsidiary (on left in photo, CEO Dr Michael Hetzer), which boasts its own shunting and mainline locomotives, intends to exploit the great potential which lies in international rail freight transport from and to Romania. DB Schenker Rail Romania currently employs 170 people (see also railways 2/11, page 21). *ok*



ERLANGEN/GERMANY

DB Schenker Award for Dr. Stefan Walther

The DB Schenker Award 2010 goes to Dr Stefan Walther of the University of Erlangen-Nuremberg. At the transport logistic trade fair in Munich he was presented with the logistics prize for up-and-coming scientists, which is open to international entrants and worth EUR 10,000. “With his dissertation on overland truckload road haulage, Dr Walther has developed some previously under-researched approaches that are highly relevant. They are practice-oriented and aimed at enabling the industry to operate more efficiently and thus also more sustainably in the future,” noted Dr Karl-Friedrich Rausch, Head of Transportation and Logistics on the DB Mobility Logistics AG Management Board (to the left in the photo, with prizewinner on right). The chair of Professor Emeritus Peter Klaus at the University of Erlangen-Nuremberg received a further EUR 5,000 for supporting and supervising Walther’s work. The DB Schenker Award is conferred by the Stinnes Foundation and is regarded as one of the highest European accolades for logistics specialists. *ok*

Toton

Erlangen

Mainz

Bern

Timișoara

Swiftly eastwards



Škoda is enjoying success in many markets: the Czech VW subsidiary is currently achieving one of its highest growth rates in Russia. In response, DB Schenker Rail Automotive has developed a convincing concept for the growing export volumes heading eastwards.

SMOOTH CHANGEOVER: Brand new Škodas from the Czech Republic drive off open European standard-gauge wagons and onto the enclosed broad-gauge wagons of Russian partner RailTransAuto at the ATG terminal in Małaszewicze, without once touching Polish soil.

Bewährleistung: 1P
Stelle und Bau: 3.01.05.03
Anstrich: 3.01.05.04

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Mladá Boleslav is, to a certain degree, the Wolfsburg of the Czech Republic - not in terms of football, but in terms of car manufacturing. It is here, 70 kilometres north-east of Prague, that the long-established manufacturer Škoda operates its main plant, as well as two further production facilities in the even smaller towns of Vrchlabí and Kvasiny. Since the VW Group purchased Škoda in 1991, following the Velvet Revolution, the Czech brand has grown strongly under the VW umbrella: in April 78,200 vehicles rolled off the assembly line, 23 per cent more than in the same period of the previous year. Škoda's Fabia and Octavia models have long been one of Europe's bestsellers in their class.

Škoda is currently registering one of its highest growth rates in Russia: in April the VW subsidiary sold an impressive 40 per cent more cars in the country than in the same month of the previous year. "With the growing transport volumes we were forced to optimise the current transport chain for new cars to Russia, which at this point was completely inadequate for us. The tasks were clear: cutting the delivery period, ensuring smooth customs clearance, reducing the transport risks to a minimum and, not least, lowering the transport costs," says engineer Jiri Cee, Head of Brand Logistics at Škoda.

COVERSTORY

This all resulted in an enquiry from Mladá Boleslav landing on the desk of Susanne Schubert in Kelsterbach. As Area Manager for Eastern Europe and Spain at DB Schenker Rail Automotive, she had been trying behind the scenes for three years to develop a dedicated rail transport chain for new vehicles to Russia. “To date, all these exports have been transported by road from the border with Belarus at least,” notes Schubert. “The obstacles to car transport operations on Russia’s broad-gauge network were very high, from the originally uncompetitive prices to suitable wagons through to customs clearance.”

The DB Schenker Rail Automotive company resolved all these problems, however, found suitable partners, and secured in Škoda their first customer. “From February to April we ran four weekly special trains on a trial basis, and since then we have been in the consolidation stage with four scheduled train services per week,” comments Susanne Schubert with satisfaction – And the customer Škoda is also pleased with the newly launched transport services to Russia, as Cee emphasises: “Thanks to extensive preparation work, the services are running without a hitch. Close cooperation between everyone involved means all problems are averted before they even arise,” says Andrea Syrovátková, who is responsible for planning the transportation of the brand new Škoda vehicles.

Consisting of 15 DB or Škoda-owned open double-deck wagons, the trains depart from the Czech station at Nymburk on the first 836-kilometre-long stretch to the Poland-Belarus border. From there the journey continues in the enclosed broad-gauge wagons of Russian partner RailTransAuto for another 1,040 kilometres eastwards to the final destination, Mikhnevo. RailTransAuto (RTA) is a subsidiary of the Russian state railway RZD, in which private investors hold a 49-per cent stake.

Just outside Moscow, RTA operates its own terminal where the Russian customs formalities are also completed. This is where the service provided by DB Schenker Rail Automotive ends, and

“The obstacles to car transport operations on Russia’s broad-gauge network were very high”

SUSANNE SCHUBERT



Volkswagen Russia takes on the Fabias, Octavias, Yetis and Roomsters for further distribution. The challenging transport operation covering almost 1,900 kilometres takes some six days in total.

Of these six days, the brand new Škodas spend two days on the border in eastern Poland. Viktor Omelaniuk keeps watch on the most demanding interface of the new haulage operation. Just behind his office in Terespol the Škoda trains cross the Bug River and enter into a different world: the EU ends and with it the validity of the Latin alphabet and the standard-gauge rail network – no trivial matter for a logistics specialist like Omelaniuk. On the eastern banks of the border river lies the far better known Belarusian border city Brest, and it is here that the vast empire of the Russian broad-gauge network, which extends to the Pacific, begins.

The small difference of only eight centimetres makes cross-border rail transport a complex operation. This is also the reason why many transport operations have switched to the road since the fall of the Iron Curtain. “But anyone seeking to cross the border by lorry now has to expect long traffic jams and a waiting time of one to two days,”



DODGING THE JAMS:

By using through rail services to Russia, Škoda can avoid getting caught in the endless lorry queues at the external EU border between Poland and Belarus.



LET THE MAGIC COMMENCE: The European standard-gauge wagons travel on the right-hand track and on the track second from left, while the Russian broad-gauge wagons use the two remaining tracks.



CROSSING BORDERS:

Viktor Omelaniuk from Poland is in charge of the complex operations at ATG-Logistik's terminal in Małaszewicze.



THE PAPERWORK: When they reach the Belarusian border, the brand-new cars need not only to pass through customs, but they also need to receive new SMGS consignment notes.





INTERVIEW

“Russia is a challenge”

Thomas Zernechel, Director of Group Logistics at Volkswagen AG, on the challenges posed by transport operations to Russia and prospects for the future.

Mr. Zernechel, what special logistical challenges does Russia pose as a plant location and as a key market for the VW Group?

Thomas Zernechel: The Russian market poses a challenge for any logistics operation. The transport distance is very long and includes two borders: the EU's external border with Belarus and the border with Russia. Complex tax matters and customs formalities have to be dealt with at those crossings. In addition, there has to be transparency over the whole route with regard to the goods and the means of transport, and we have trained up new staff with this in mind. Transportation from the plant by vehicle to the remote regions of Russia is a similarly demanding task.

What strategic role does Russia play for Volkswagen?

Zernechel: Within the 2018 Strategy we are planning to continue growing profitably and qualitatively in all key international markets. We are therefore producing vehicles that are geared to the regional needs of countries like China, India, Brazil, the USA and Russia. It is our aim to sell 360,000 cars in Russia per year by 2017/18.

How do you assess the commitment shown by DB Schenker Rail Automotive and the solutions it offers for supplying your plant in Kaluga near Moscow?

Zernechel: Our partner DB Schenker Rail Automotive has built up its transport operations to Russia with us from the outset and made a big contribution to ensuring that supplies to our Kaluga plant are consistently guaranteed. Today's challenge is about not only delivering the rising freight volumes from four EU plants to Russia on schedule, but also creating continuous transparency and remaining economically competitive in relation to road haulage.

And what would you like to see in the future?

Zernechel: For the future it is important to Volkswagen that the transport operations to Russia should run even more smoothly, and that conditions are established which enable transparent transport handling and price trends. I would also like to see the newly launched Auto-box being implemented economically so that higher volumes can be shipped per means of transport.

The EU's eastern external border represents a sensitive interface for all transport operations which costs time and money.

Do you see scope for simplification in the medium term?

Zernechel: The Małaszewicze/Brest border crossing does certainly represent a sensitive interface for us. At first, both the customs process and the customs documents and capacities to be prepared played a crucial role. Adapting our computer systems to the requirements of Russian customs legislation was a new challenge for us in that they had to “learn” the Cyrillic alphabet. A pilot project is currently in progress aimed at the execution of an oral customs declaration for containers from Russia at the Małaszewicze terminal, which is greatly simplifying the customs clearance process. However, only the handling of full and empty containers at a terminal in the border region would signal a real breakthrough. This goal should be achieved in the medium term with the support of DB Schenker Rail Automotive.

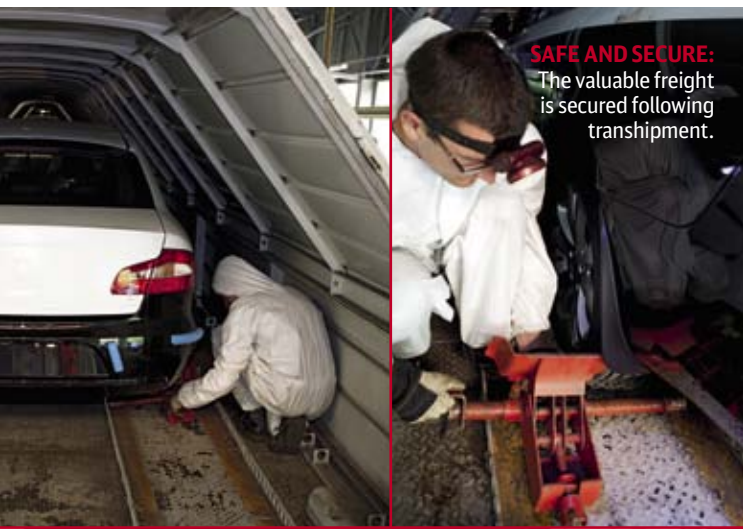
Russia extends another 10,000 kilometres beyond Moscow. How do you serve this vast territory?

Zernechel: Our sales are focused on the Moscow and St. Petersburg conurbations. For remote regions VGR is currently using lorries. Depending on volume forecasts, quality aspects and availability, rail concepts are currently being developed for long-range transport operations. For imported vehicles we are examining the route via Japan to Russia's eastern coast with subsequent distribution in the region.

PROTECTED FROM THE ELEMENTS: Russian car transport wagons are always enclosed. The car in the picture is a Škoda Superb.



A CLEAN SERVICE: White overalls are mandatory for the ATG employees in Małaszewicze responsible for driving the cars off the Central European freight wagons and onto their Russian counterparts, one at a time.



SAFE AND SECURE:
The valuable freight is secured following transhipment.



SUCCESS: Škodas are very popular among Russian car buyers: sales rocketed this spring.



Photos: Andrei Liankevich (10), PR (3), Illustration: Illuteam 43

notes Omelaniuk. “We do not have this problem with rail transport, which simply passes straight through.” The 54-year-old runs the local branch of the DB subsidiary ATG-Logistik, thus playing a key role in Škoda’s new rail transport operations.

The ATG terminal in Małaszewicze south of Terespol has a 750-metre-long bay containing both standard and broad-gauge tracks. “Moreover, they are arranged in such a way that the new vehicles can be run directly from the open European wagons into the enclosed Russian wagon transporters without even having to come into contact with the road.”

During the Cold War era the extensive track facilities were used chiefly for the axle-gauge changeover and reloading of military trains and shipments between the Soviet Union and its allies Poland and East Germany. “The facilities have now been converted for commercial use,” says Omelaniuk. The ATG branch he runs in Małaszewicze is marking its 15th anniversary this year.

At the terminal his team receives four trains from the Czech Republic every week, each with some 150 new vehicles, and directs

“With the growing transport volumes we were forced to optimise the transport chain for new cars to Russia” JIRI CEE



them onto the broad-gauge wagons for the second leg of the journey through Belarus and Russia. Since 800-metre-long freight trains are permitted in both these countries, two trains per week, each loaded with 300 cars, are sufficient. Before this train gets the green light for its journey across the Bug River, however, Omelaniuk has a lot of red tape to contend with every time. The CIM consignment notes in common use throughout Europe lose their validity at this external EU border and therefore have to be replaced with SGMS consignment notes with their own regulations dating back to the times of the Warsaw Pact.

“But we benefit from the fact that customs clearance at national borders is generally simpler for rail-based rather than lorry-based transport, which saves us a considerable amount of time,” explains Cee. DB Schenker Rail Automotive has gone to great lengths in order to implement this innovative concept, which is now catching on at the VW parent company. Volkswagen has recently started dispatching two trains carrying new VW and Audi cars to Mikhnevo every week. All in all, Susanne Schubert expects that, “By the end of the year we will have transported some 28,000 new Škoda cars to Russia in this way.” DB Schenker Rail Automotive has gone to great lengths in order to implement this innovative concept, which and it is now catching on at the VW parent company. Volkswagen has recently started dispatching its own train with newly built cars from Wolfsburg to Mikhnevo on a weekly basis.

ok ■

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Automotive – the supreme discipline

No other sector places such high demands on its logistics specialists as the automotive industry. For manufacturers and component suppliers DB Schenker Rail Automotive is developing complex logistics chains and is responsible for increasingly complex service packages.

For the automotive industry 2011 could be a global record year. Experts predict that 75 million new vehicles will be sold this year, a rise of six per cent on 2010. For automotive logistics this does not only mean that more components and new cars have to be moved, but also that the challenges involved are continually becoming more complex. New sales markets and production sites in Eastern Europe and Asia are extending the supply chains – with the requirements on flexibility and speed growing at the same time. As the industry’s biggest logistics partner in Europe, DB Schenker Rail Automotive is responding to this by expanding its Auto-

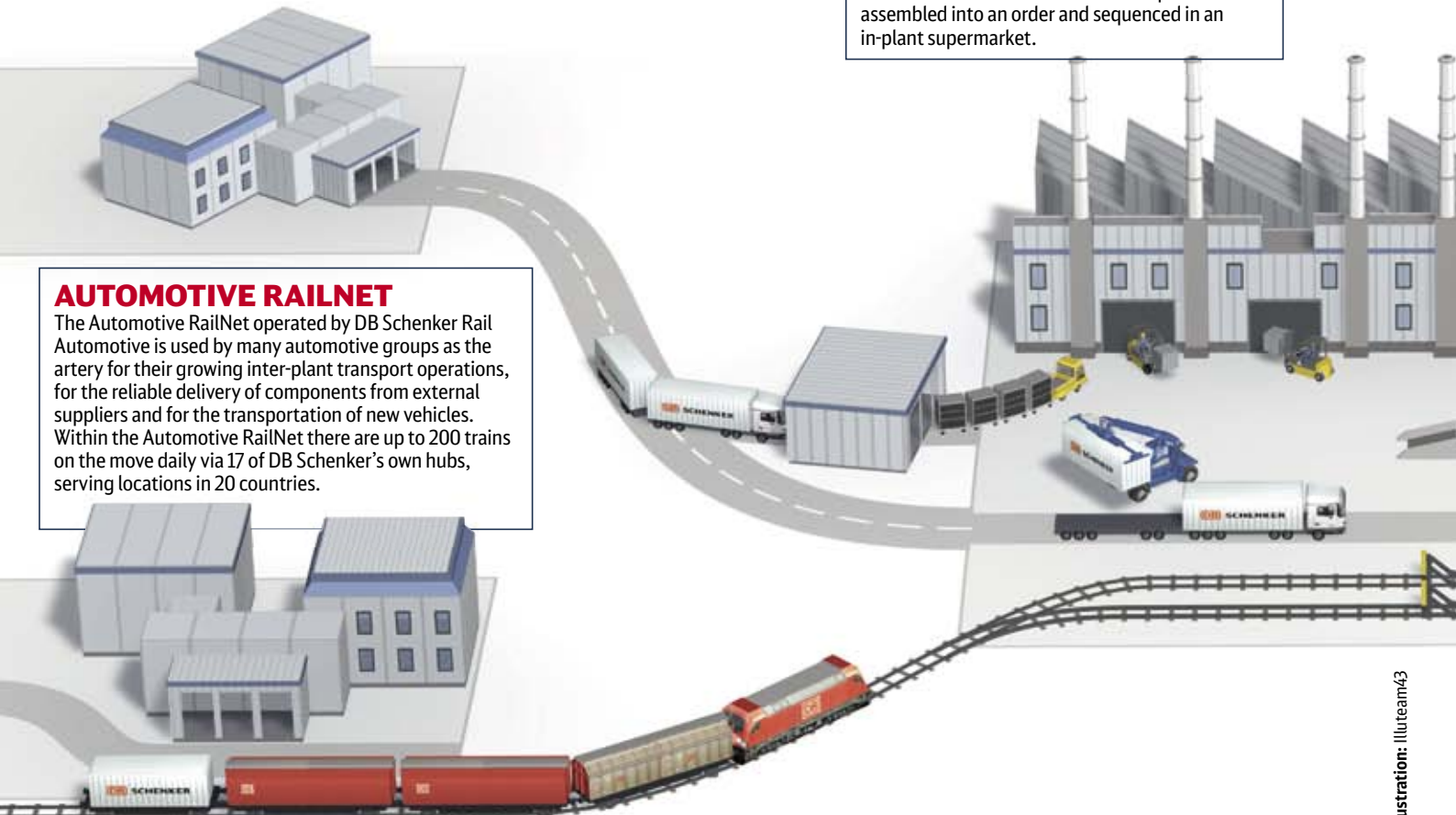
otive RailNet in Europe and with projects tailored to its customers’ individual needs. The railways information chart provides an overview of the main services being offered by DB’s rail freight transport to manufacturers and component suppliers. *ok* ■

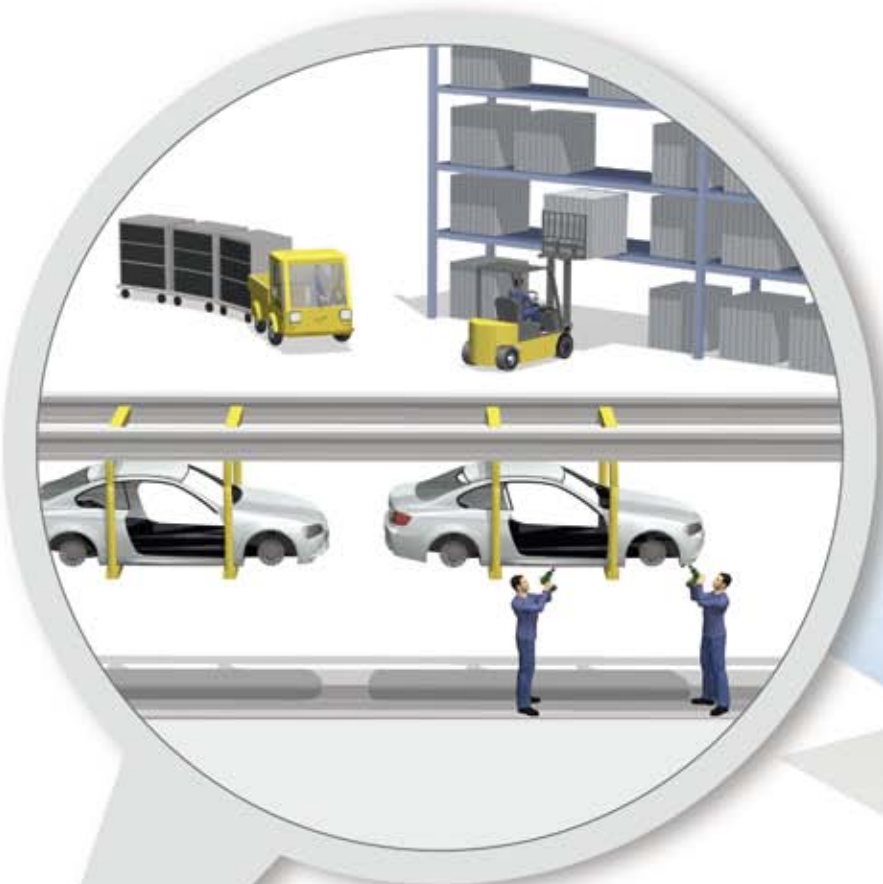
SUPER MARKET

The automotive industry has revolutionised its internal logistics based on the “smaller is better” principle. There are no longer large quantities of materials in warehouses or on the assembly line. Instead, based on the “pull principle”, the required components are retrieved just in sequence in small containers. The materials required are assembled into an order and sequenced in an in-plant supermarket.

AUTOMOTIVE RAILNET

The Automotive RailNet operated by DB Schenker Rail Automotive is used by many automotive groups as the artery for their growing inter-plant transport operations, for the reliable delivery of components from external suppliers and for the transportation of new vehicles. Within the Automotive RailNet there are up to 200 trains on the move daily via 17 of DB Schenker’s own hubs, serving locations in 20 countries.





ASSEMBLY LINE

Reducing the volume of material on the assembly line speeds up the material flow, improves workstation ergonomics and cuts the distances to be walked. Instead of forklift trucks, a time-phased trailer train service now supplies the assembly line. The more steadily the cycle functions, the lower stocks can be kept - thus reducing the space required and the capital tie-up.

OVERSEAS

A significant proportion of the new cars manufactured in Europe are shipped overseas from the EU. Of the vehicles produced in Germany alone, over 518,000 cars were exported to the USA and 462,000 to China in 2010. Ports which specialise in cars, such as Emden and Bremerhaven, also serve as interfaces for imported vehicles.



FINAL MILE

In order to ensure the flexible and fast delivery of small volumes to car dealers, DB Schenker Rail Automotive also relies on trucks and on 22 of its own compounds spread across five countries, at which added-value services are also offered.

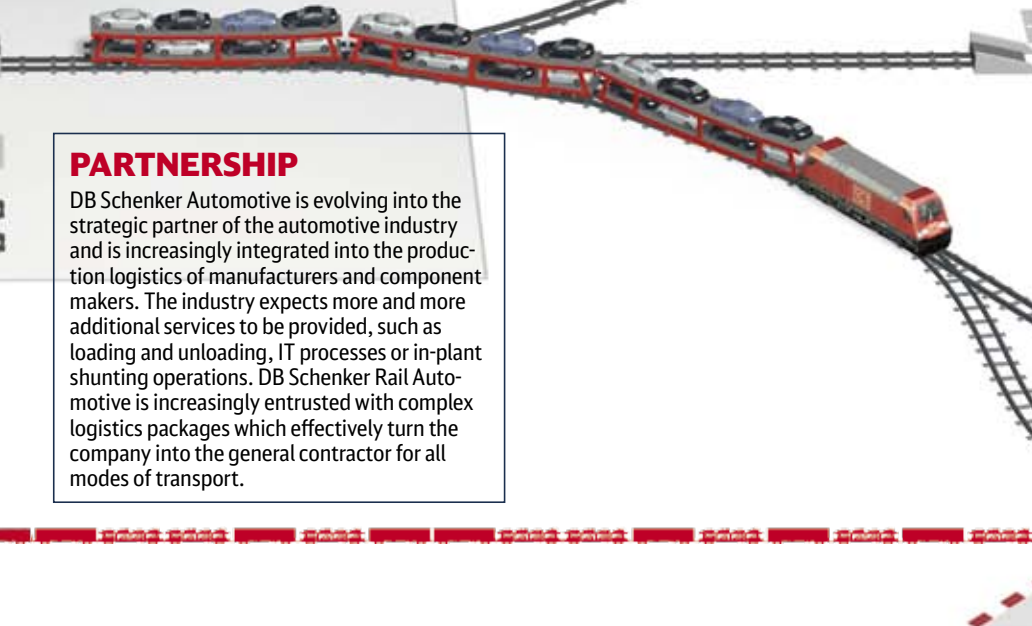


PARTNERSHIP

DB Schenker Automotive is evolving into the strategic partner of the automotive industry and is increasingly integrated into the production logistics of manufacturers and component makers. The industry expects more and more additional services to be provided, such as loading and unloading, IT processes or in-plant shunting operations. DB Schenker Rail Automotive is increasingly entrusted with complex logistics packages which effectively turn the company into the general contractor for all modes of transport.

BORDERLESS

DB Schenker Rail Automotive also accompanies the automotive industry across borders - not only in the export of new vehicles but also in inter-plant transport operations (below left). With new plants being established in Eastern and Southeast Europe the supply chains are getting longer.



“We’re back on track”

DB Schenker Rail Automotive head Axel Marschall on his company’s recovery from the crisis, long-distance east-west routes, strategies for the future, and the challenge of raising productivity by three per cent annually.

Mr Marschall, the situation is improving again in the automotive industry. Does that mean good news for DB Schenker Rail Automotive as well?

Axel Marschall: Yes, things are very good with us. Our sales are on the increase, we are maintaining our margins, and we are getting ready for future growth. We’re back on track. However, the availability of our wagon fleet is still a cause for concern. It is not yet as good as I would like.

What targets have you set yourself for this year and for the medium term?

Marschall: We want to incorporate new sites and destinations into our Automotive RailNet. Turkey and CIS are important markets with high growth. We are developing new projects together with our customers, for example the project with Skoda in the cover story for this issue of railways. And we have also started shipping automotive components from Western Europe to China. This route can be reliably completed in 21 days, and in future we plan to up the frequency to between two and three trains a week. The integration of lorries is becoming an essential part of our service to the industry. We also develop additional services in our compounds.

“We want to grow more fully into our role as a strategic partner.”

There is currently an emphasis on destinations in the East in your work. Will the VW factory in Kaluga continue to be the most easterly factory you supply to?

Marschall: No, in future we will provide services further east than Kaluga, towards Asian Russia. We plan to supply to Daimler and VW in Nizhny Novgorod (formerly Gorky), and Ford is planning a new factory even further east. Particularly when such large distances are involved, we naturally want to play to our greatest strengths as a rail operator. It is important to remember that we are in direct competition with all modes of transport in all of our services, but particularly with road.

Automotive products and components are generally seen as premium products in the rail freight sector. What are the particular challenges associated with them?

Marschall: Speed, reliability and flexibility. We need to coordinate precisely with our customers’ supply chains and processes. And we need to be prepared for sudden changes to volumes. The automotive industry also expects us to offer more and more additional services, for example loading, unloading, and IT. They also put us in charge of complex logistics packages where we are effectively responsible for coordinating all the various modes of transport, including all services provided to the automotive manufacturer by our partners. Our customers show their appreciation of this by giving us repeat orders. As suppliers we also need to keep to the rule of thumb followed by the automotive industry of increasing productivity by 3 per cent annually.

Does green logistics really play the important role in the automotive industry that experts claim it does?

Marschall: It is indeed an important topic, not least for our customers. We launched our zero-carbon Eco Plus service a year ago when Audi ordered it for the shipping of 150,000 vehicles from Ingolstadt to Emden for export, and now Audi wants to order the service for a second of its routes. VW and two other manufacturers have also now opted for Eco Plus for the first time. We communicate intensively with our customers on green logistics topics, though we do know that developing new, climate-friendly drive concepts is an even more important focus for the automotive industry.

DB Schenker recently established an Automotive Competence Center. What do you hope to achieve with this new “think tank”?

Marschall: Our automotive business operates on a global scale, and incorporates rail, road and logistics services. DB Schenker has a wealth of know-how in this area, and we want to use the Automotive Competence Center to share this knowledge more effectively among the various divisions. If this is successful, it will open up considerable additional potential across the group. It will enable us to consolidate our status as a single-source supplier, and so grow into our role as a strategic partner for the automotive industry.



TRUE TO HIS ROOTS:

“It makes sense that I ended up working in the rail freight sector, given that I come from Mainz originally,” says Axel Marschall, alluding to DB Schenker Rail’s headquarters, which are located in the city. Marschall’s office, like the whole of DB Schenker Rail’s automotive business unit, is however situated 20 kilometres further east in Kelsterbach, right by Frankfurt Airport.

“I still see potential in the Asian markets and the big automotive supply companies.”

You transport three million finished vehicles and more than ten million tonnes of components every year. Is there still room for upward growth? In what areas do you still want to grow?

Marschall: Generally we have a great deal of success with German and American manufacturers. We have a 70 per cent share in automotive rail freight within Germany, and 40 per cent in Europe as a whole. But I still see potential in the Asian markets, and in the big automotive supply companies.

Mr Marschall, you took on leadership of DB Schenker Rail’s automotive division in 2009, in the thick of the global economic crisis. Can you sum up how things have progressed so far?

Marschall: When I started in the job more than two years ago, it was certainly very challenging. Despite my

name, not even I had a “Marshall Plan” to help get us out of the crisis! However, we ultimately succeeded in more than turning the situation around. Now we are creating new jobs, and have ambitious growth targets for the next few years, in the upper single-figure range.

Name three reasons why you think DB Schenker Rail Automotive is better than its competitors!

Marschall: Firstly our size, secondly – because of our size – the fact that we can offer the automotive industry a more extensively developed network than anyone else. And thirdly: our employees, whose enormous know-how is a constant source of amazement to me. ok ■

AXEL MARSCHALL

Born in 1965 in Mainz, Marschall joined DB in 1999 with a degree in business studies. From 2005 he was responsible for strategy in the Transportation and Logistics division. In March 2009 he became head of the Automotive business unit at DB Schenker Rail, before taking on leadership of DB Schenker Rail Automotive GmbH in 2010. Marschall lives in Frankfurt, Germany. He is married with five children, including four girls, aged between 9 months and 11 years.

Pooling know-how and resources

DB Schenker has established a think tank for auto logistics. The aim of the DB Schenker Automotive Competence Centre is to pool and further develop the global expertise of the business units.

Large volumes for the automotive industry are transported by DB Schenker – nationally, across continents and globally. The DB Group’s two Rail and Logistics business units are already among the market leaders in the automotive logistics segment. By establishing its Automotive Competence Centre, DB Schenker is creating a new think tank with the goals of pooling the skills and activities within the Group more intensively than to date, boosting synergy potential and developing innovative integrated products for the automotive industry.

“One focus of activity is the intelligent interlinking of all modes of transport – from rail, via road and sea to air, not forgetting contract logistics,” says Jennifer Thierbach, who runs the new Automotive Competence Centre on an operational basis. The manufacturers’ demands on their logistics specialists are growing, after all, for example through the increasing outsourcing of logistics services to external service providers, but also through unpredictable fluctuations in volume.

INDUSTRY KNOWLEDGE:
Jennifer Thierbach, Vice President of the DB Schenker Automotive Competence Centre, is a 37-year-old graduate in industrial engineering who joined DB Schenker from Daimler.



“The level of complexity is already very high now and is set to increase further,” notes Jennifer Thierbach. “With the Automotive Competence Centre we are seeking to develop integrated solutions with the involvement of all sectors, rail freight transport, surface transport, air and sea freight and contract logistics/SCM, and to prepare for long-term trends,” she concludes.

The think tank also relies on the dialogue with key accounts so as to develop tailored solutions geared to the specific needs of automotive groups. The Automotive Competence Centre is managed by Axel Marschall, Head of DB Schenker Rail’s Automotive business unit.

ok ■

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OVERHAUL: Painters (left) and a smart repair technician at work in the Neuss Auto Terminal.

Usually DB Schenker Rail Automotive has to get down to the task at hand when new cars are being built or new vehicles are transported from the plant by rail and truck. In the additional services segment, the company is now getting involved in the overhaul of used cars. “To date we have operated two compounds, as they are known, in Neuss and in the Polish town of Slask,” says Uwe Langen, Head of Compounds at DB Schenker Rail Automotive. “But we are planning further European sites at strategically important points on our network.” Compounds are a combination of a handling terminal for new and used cars, a paint shop and a workshop at which manufacturers and leasing companies, for example, have their declining leasing fleets overhauled before resale.

For that reason the compounds employ tradesmen such as auto painters and smart repair technicians, who

Overhaul in a compound

Compounds offer additional services for the automotive industry. They are a handling terminal, paint shop and workshop all in one.

repair minor bodywork damage manually. At the Neuss Auto Terminal some 2,000 cars were overhauled in 2010 – with Langen seeing plenty of scope for growth: “Leasing companies as well as manufacturers and dealers are outsourcing this work more and more frequently to external partners.” DB Schenker Rail Automotive has therefore identified a niche here for generating additional business and for ensuring that existing handling terminals can operate efficiently and to capacity. In addition to the overhaul, the service includes the distribution of the reconditioned vehicles to dealers or auction houses.

ok ■

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DB Schenker Rail Automotive: Facts & Figures

DB Schenker Rail Automotive is the largest logistics and transportation partner to the European automotive sector.

(Figures for 2010)

3,000,000

new vehicles transported by rail

10,000

wagons, including 4,300 double-stack wagons and flat wagons for finished vehicles, and 4,100 sliding-wall wagons for components

660,000

wagons transported in inbound and outbound shipping

30

factories supplied to and collected from daily

300

lorries

2,500

shipping containers

2,600 km

longest range covered
(from Cologne to Gölcük, Turkey)

250

trains daily,
passing through
approx. 20 countries

18

automotive hubs
(turntables for
bundling shipments)

Automotive market facts and figures

- More than **13.3 million new cars** were registered in the EU in 2010 - 5.5 per cent less than in 2009. The most popular brands were VW (11.1% market share by number of vehicles registered), Renault (8.5%), Ford (8.1%), Opel/Vauxhall and Peugeot (7.4% each).

- EU car manufacturers exported **47.7 billion euros worth of new cars** to non-EU countries in 2009. Imports totalled 21.7 billion euros. The main export markets were the USA (€12.7 billion), China (€5.5 billion) and Switzerland (€3.8 billion).

- The 16 top EU manufacturers of cars and commercial vehicles have a total of **183 factories spread across 19 EU member states**.

- German manufacturers were responsible for more than **16 per cent of all of the new cars** produced worldwide in 2010.

Quelle: ACEA/VDA

CARS THAT GO BY TRAIN:

Outbound shipping by DB Schenker Rail Automotive. Brand new Audis leave the factory in Neckarsulm under protective coverings.

An idea before the market launch

CRANE-FREE: A jumbo swap body with new supporting frame for crane-free handling.



Jumbo swap bodies can be handled even without the use of cranes or reach stackers. DB Schenker Rail Automotive has now convinced its first customer of the merits of this innovative concept.

For their inter-plant transport, carmakers require optimised load carriers and freight handling techniques. The jumbo swap bodies now commonly used throughout the industry could be handled to date using only gantry cranes or reach stackers. DB Schenker Rail Automotive has developed an efficient alternative to this in recent years. The horizontal handling system is based on MOBILER technology, which has mainly been applied in Austria and Switzerland until now. With this technology a vehicle-based hydraulic

system on the truck pushes or pulls the jumbo swap bodies from the railway wagon onto the truck – and vice versa.

The use of the MOBILER technology to handle jumbo swap bodies has not been possible to date owing to the height in relation to the underbody of the containers as well as the line profiles of the rails and the limiting height for road haulage. The solution in the form of the required supporting frame on the wagon has been developed by DB Schenker Rail Automotive on its own. “Our invention improves the railway’s competitiveness in the automotive business”, says Helmut Kumm, Head of Equipment Management Components with DB Schenker Rail Automotive, explaining, “That’s because this technology saves our customers from investing in cranes and reach stackers.” The horizontal handling system is operated by the truck driver.

The innovative technology is about to be brought onto the market. “One of the major German car manufacturers is currently planning to supply its assembly plants using the adapted handling system on the basis of its own assessment of the MOBILER system,” explains Kumm. The network of this automotive group is based on extensive supply chains between the European plant locations. The horizontal handling system makes it possible to minimise investment in the infrastructure and thus to safeguard rail transport’s cost and logistical advantages in competition with road haulage.

ok ■

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Transfesa modernised

The Spanish subsidiary of DB Schenker Rail is renewing 232 wagons designed to transport new cars.

The automotive industry is enjoying success with large-sized vehicles in the shape of vans, minivans and SUVs. Transfesa, in which DB Schenker Rail holds a 77-per-cent stake, is responding to this trend by modernising its fleet for transporting new vehicles. In early June, 189 of 232 wagons had already been modified, with the last fully adapted wagon due to be commissioned this year.

These are open, three-axle car transporters in use for decades which are now being relaunched, having been adapted to the

changes in customer demand. The upper deck has been given a hydraulic system, allowing infinitely variable lowering or raising of the second tier. This makes it possible to transport efficiently on two levels, in spite of the growing numbers of new passenger car models of increased height.

“The conversion of older rolling stock is both cost-effective and eco-friendly,” notes Bernd Hullerum, Transfesa CEO. “In the modification process we recycle 60 per cent of the weight of each wagon, a great benefit to the environment.” A further ad-



MODERNISED: One of the revamped Transfesa wagons.

vantage is their flexible deployability throughout Europe because the axles on the wagons can be changed to suit varying gauges.

ok ■

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Eco Plus celebrates first birthday

One year ago, Audi became the first company to order DB Schenker Rail's zero-carbon Eco Plus service. Now other manufacturers are interested too.

Since summer 2010, Audi AG has been benefiting from DB Schenker Rail's Eco Plus service, which has allowed it to reduce its emissions of the greenhouse gas CO₂ by some 5,250 tonnes. That's equivalent to the emissions that 2,200 four-person households generate annually as a result of their electricity use.

Up to three trains daily carry Audi vehicles from the company's main factory in Ingolstadt to the German North Sea port of Emden, from where the cars are then shipped all over the world. Some 150,000 Audi A3s, A4s, Q5s and TTs have so far been shipped to Emden on a total of 625 trains. The CO₂ saving figure of 5,250 tonnes achieved with Eco Plus is based on a comparison with normal rail freight running on electricity from the standard fuel mix. If all of the cars had instead been shipped by lorry, 37,660 tonnes more CO₂ would have been emitted over the same period.

Eco Plus gives customers zero-carbon rail transportation on German inland routes. With this service, CO₂ emissions do not even occur in the first place. DB Schenker Rail sources the electricity required for the specific volume to be transported from renewable sources in Germany – primarily hydroelectric power. Customers pay extra for the service, which is certified by the German testing body TÜV Süd. DB Schenker Rail invests ten per cent of the additional revenue in constructing new renewable power facilities.

"It is quick and easy to calculate the savings and

to switch rail projects over to zero-carbon," says Carsten Pottharst, Key Account Manager for the Volkswagen Group at DB Schenker Rail Automotive. The service is catching on among automotive manufacturers. "Other car manufacturers, too, are interested in the possibility of switching, and have asked us to calculate what volume of CO₂ emissions they could save," says Pottharst.

But Eco Plus is not just for major customers such as Audi, Lanxess, Hermes Transport Logistics and Europipe: the service is available irrespective of the volumes transported. Customers can order the zero-carbon option for both new and existing routes within Germany, no matter how small the volumes to be shipped. *rb* ■

ROLLING OUT THE RED CARPET

for green logistics: Presentation of the first zero-carbon transport by DB Schenker Rail for Audi in Berlin.

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SHOWING ITS TRUE COLOURS: This red DB Schenker Rail locomotive has outstanding green credentials.



The ECO₂PHANT: saving CO₂ by the tonne

DB Schenker continues to set the pace in green logistics. At this year's transport logistic trade fair, the company unveiled a bundle of new green services and solutions.



THINKING BIG: Dr Karl-Friedrich Rausch, Member of the Management Board for transportation and logistics at DB Mobility Logistics AG, welcomes a co-worker with ECO₂PHANT T-shirt to the transport logistic trade fair.

DB Schenker is upping the ante in pursuit of its ambitious target of becoming the world's top green logistics company. At the transport logistic trade fair in Germany, the company unveiled a whole range of new services and solutions aimed at combating climate change – including an elephant with a green ear, called the “ECO₂PHANT” to reflect its CO₂-reducing role.

The ECO₂PHANT is DB Schenker's new climate protection mascot. It symbolises the amount of carbon dioxide that customers can save by signing up to the company's Eco Solutions. Each ECO₂PHANT represents 5 tonnes of CO₂ saved – 5 tonnes being approximately the weight of a fully grown elephant.

“Our new Eco Solutions can be used to reduce, offset or even entirely eliminate CO₂ emissions across the entire supply chain,” said Dr Karl-Friedrich Rausch, Member of the Management Board for the



GREEN ACROSS THE BOARD:
With Eco Solutions, customers can reduce their carbon footprint from air and road freight, too.

Transportation and Logistics division of DB Mobility Logistics AG. "We are conscious of our responsibility as a service provider. We have set ourselves ambitious internal emissions targets within the group, and now, in a second step, we are offering our customers comprehensive services to help them implement their own climate targets more effectively."

DB Schenker kicked off its portfolio of green services one year ago with its zero-carbon Eco Plus service for rail freight within Germany, and now, with Eco Solutions, the range has been extended to include all modes of transportation:

- **In overland shipping** DB SCHENKERhangartner and DB SCHENKERrailog offer a combination of road and rail that allows CO₂ emissions to be reduced by up to 60%. In as far as possible the bulk of the journey takes place by rail.

- **In sea freight**, Eco OceanLane offers customers the possibility of cutting emissions of greenhouse gases by up to 50%. This is achieved in two ways: by shipping companies reducing the speed of their cargo ships on non time-critical routes, and by the use of rail wherever possible for hinterland traffic.

- **In air freight**, CO₂ emissions can be cut by up to 20%. The new Eco Charter service will initially be available on the routes from Frankfurt to Shanghai, Singapore, Hong Kong and Chicago. State-of-the-art aircraft with low fuel consumption engines and higher loading volumes are used here, and in addition, indirect flights are

replaced by direct ones on the main trading routes.

- **In warehousing**, Eco Warehouse provides the possibility of cutting CO₂ emissions by up to 35%. DB Schenker is working together with its customers on the development and construction of environmentally friendly logistics centres based on the Eco Warehouse concept, all the time adhering to international certification standards for eco-friendly logistics buildings.

In addition to the specific environmental solutions named above, DB Schenker also offers Eco Neutral, where customers can offset previous CO₂ emissions with special climate protection products. They can choose to what extent they offset their CO₂ emissions, and can order Eco Neutral in combination with other Eco Solutions products.

Another service, Eco Optimizer, gives customers a transparent overview of the amounts of CO₂ and other greenhouse gases that their transportation and logistics activities generate, from door to door, right across the entire supply chain. The calculations are performed using a specially developed tool based on a scientifically tested method and base data. Customers also receive specific recommendations for ways in which they can cut their emissions.

Further information is available at www.dbschenker.com/environment and www.dbschenker.com/ecosolutions. ok ■

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Eco Plus now also available with Kombiverkehr



SEALED: Andreas Schulz, Head of the Intermodal Market Unit (left), and Robert Breuhahn, General Manager of Kombiverkehr, signed the Eco Plus contract in Munich.

Kombiverkehr, Europe's market leader and DB's biggest customer in continental intermodal transport, is now also offering freight forwarders and haulage companies CO₂-free transport operations between terminals in Germany. In the new de.NETeco+ network operated by the Frankfurt-based company, climate-friendly transport operations can now be booked for both individual truck consignments and complete trains on virtually all internal German routes. In this network, Kombiverkehr is utilising DB Schenker Rail's Eco Plus service with which the power required for the haulage operation comes solely from renewable energy sources.

"With de.NETeco+ the transport operations between the multi-modal terminals in Germany are completely CO₂-free on the main leg by rail for an extra charge," explains Kombiverkehr's General Manager Robert Breuhahn. Kombiverkehr's customers are presented with an annual certificate showing how many tonnes of CO₂ they have saved with Eco Plus. The procedures followed in the CO₂-free transport operation and the purchase of electricity from renewable energy sources in Germany are monitored by the Technical Inspection Authority for southern Germany, TÜV Süd.

Internet: www.db-intermodal.com ok ■

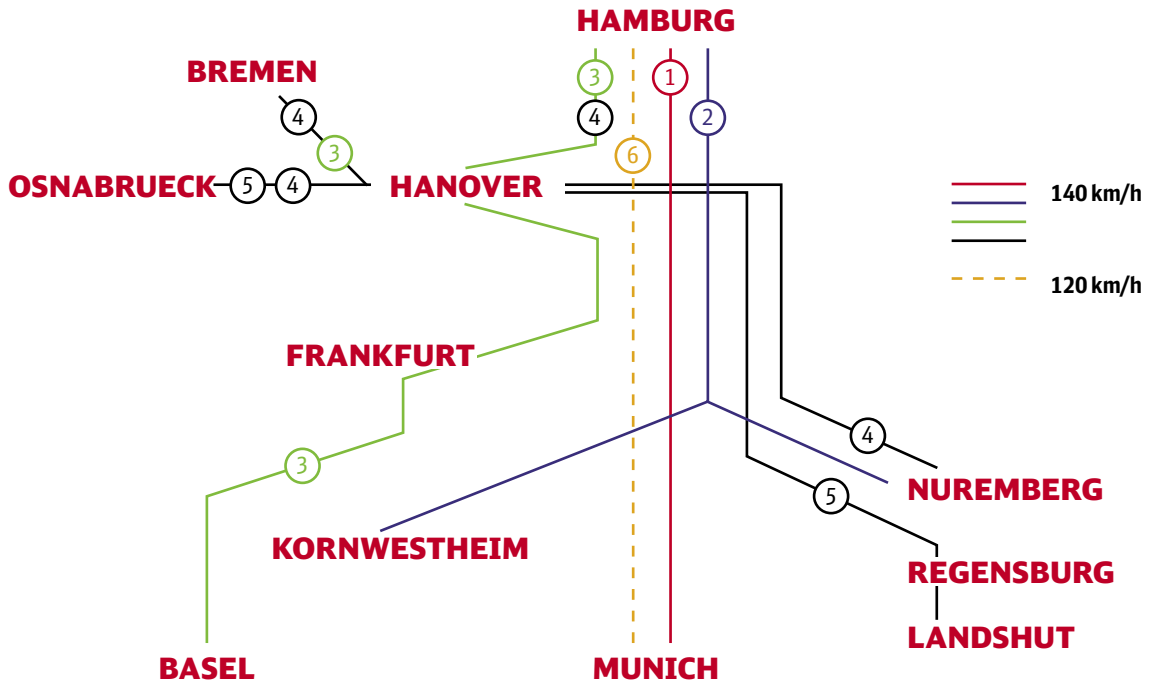
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SCHENKER

Photos: Ralf Braum/DB AG; Max Lautenschläger/DB AG; PR

Priority for urgent freight

XPressNet makes more time-critical scheduled freight shipments by rail possible.



XPRESSNET:
The new German network for time-critical scheduled freight shipments.

1,6: Hamburg - Munich v.v.

2: Hamburg - Nuremberg / Kornwestheim v.v.

3: Hamburg/Bremen/Osnabrueck/Hanover - Frankfurt/Basel v.v.

4: Hamburg/Bremen/Osnabrueck/Hanover - Nuremberg v.v.

5: Osnabrueck/Hannover - Regensburg/Landshut v.v.

When speed counts, shippers are reliant on courier, express and parcel services. These service providers collect goods at short notice and guarantee their swift delivery – usually the next day. The scheduled freight shipments between collection and distribution centres are largely carried out by truck.

But special services utilising rail transport are also already in existence: the Parcel Inter City (PIC) operated by DHL Freight, as well as the Rail Solutions System offered by the Hellmann forwarding company. Thanks to the XpressNet project, which DB Schenker Rail has implemented jointly with DB Netz, freight forwarders DHL Freight and Hellmann, as well as intermodal transport operator Kombiverkehr and terminal operator DUSS, scheduled freight shipments are now possible in even more rail services.

The year 2007 saw the launch of a project which is subsidised by the German government and aims to shift time-critical transport operations from road to rail. In April of this year the project was successfully completed. “We have proven that we can make shipments available at intermodal transport terminals early, even with a late deadline for receipt,” explains Sylke Hussmann, Head of Continental Transport Operations at DB Schenker Rail. “During the course of the project we have already transported 2.3 billion

tonne-kilometres within the new system, thus saving 200,000 truck trips and preventing 131,000 tonnes of CO2 emissions.”

To meet the high requirements the cooperation between the participating partners had to be reorganised and further optimised. Terminals and routes were thus identified through which prioritised traffic at top speeds of 140km/h is possible. DB Schenker Rail provides the locomotives and wagons while carrying out the fast and reliable handling of the main legs by rail.

In the spring of 2012, XPressNet is to become a scheduled service when the system will interlink eleven of Germany’s economic centres. DHL, Hellmann and Kombiverkehr will offer XpressNet shipments on a regular basis. This will result in a completely new price system for some services, depending on the collection and delivery slots at which the shipment is handed in by the customer. „We are expecting great interest in our new product because it meets all the requirements in terms of reliability and speed – as well as being environmentally friendly,” Hussmann concludes. dv ■

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Travelling electrically without overhead wires

The idea: mobile energy storage solutions in electric vehicles supply power for non-electrified sections of the route.

Almost 60 per cent of the German rail network is electrified – but it has so far not been possible to run electric rolling stock on all the other lines. In operational terms this means that the whole line has to be operated with diesel traction so that the track sections without overhead wires can be used. Alternatively, in freight transport, for example, track sections without overhead wires have to be bypassed or a difficult change-over from electric to diesel traction carried out.

“If we could send our electric locomotives along non-electrified track sections as well, this would have several advantages,” says Alexander Kluge, Head of Strategic Total Project Development at DB Eco Rail,

RESEARCH:

The battery-driven bunny is an easy task – compared to a battery driven freight train.

adding, “Namely, we would be able to utilise our route network more efficiently, save operating resources and reduce diesel traction with its CO₂ and pollutant emissions.”

Mobile energy storage systems with which electric rolling stock can bridge the sections of railway lines without overhead wires could provide the solution. By the summer, DB Eco Rail will have completed a feasibility study on the use of mobile energy storage solutions in cooperation with the industry. An electric locomotive with energy tender is planned in order to test the system. On electrified track sections this rolling storage device charges up with electricity from the overhead wire, which it then supplies to the locomotive as traction power on the sections without an overhead wire. In subsequent standard solutions integrated energy storage systems will have to be implemented so as to prevent operating restrictions. Based on current planning the implementation phase of the project will be launched in early 2012 with trial operation of the test vehicle due to start at the end of 2014.

Until then a whole host of technical challenges will need to be examined, such as the suitability of today’s storage technologies for use on the railways. Or even this simple-sounding question: how is it possible for a 1,500-tonne freight train to move along non-electrified sections of the railway line without a diesel locomotive? Owing to the lower train weights involved, experts predict that it will be easier to implement the energy tender in rail passenger transport than in freight transport.

With the feasibility study DB is again demonstrating its leading role in technological innovation. The Overhead Wireless Electric Traction project is being implemented within the framework of Eco Rail Innovation, which under the sponsorship of Federal Research Minister Schavan has been promoting sustainable mobility concepts and developing them into marketable products since 2010. DB has joined forces with twelve industrial companies, research institutions and associations to this end. ok ■

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SCRUTINY:
By inspecting the wagons, the wagon masters play a key role in ensuring safety and security in the transport chain and thus for the AEO F certificate.

Safety - signed and sealed

Customs authorities have awarded DB Schenker Rail Deutschland the AEO F certificate. It attests to reliable customs clearance and high safety standards at the company and in the transport chain.



The events of 11 September 2001 also changed logistics. The safety regulations in many branches of the economy were tightened up in response to the international terror attacks – including in the logistics sector. Originally it was predominantly companies supplying to the USA that had to guarantee that not only they themselves but also their sub-contractors met rigorous safety standards.

Yet this is now also becoming standard practice for other shipments. “The aim is to safeguard the whole transport chain,” says Peter Schuld, Head of the Customs Department at DB Schenker Rail Deutschland. With the granting of the AEO F certificate by the customs authorities, DB Schenker Rail Deutschland has been given the status of “Authorised Economic Operator – Customs Simplifications/Security and Safety” (or AEO F for short) since April 2011. The DB Schenker Rail subsidiaries DB Schenker Rail Nederland, DB Schenker Rail Scandinavia and NordCargo (Italy) have already been certified.

“This is an important certificate with which the customs authorities confirm by administrative act that we meet specific quality and security and safety standards,” explains Schuld. “The basis was the measures for certification in accordance with ISO 28000, which DB Schenker Rail Deutschland was the first European rail freight operator to secure back in 2009, as well as the high safety and security standards of a railway operator which already exist at our company.”

The required safety and security measures include, for example, the careful examination of the trains in the train formation yards and at the transfer interfaces to the customer, so as to identify possible manipulation and take the required measures as necessary. Linked to this is special training for wagon masters and wagon inspectors. Further checks on the part of the customs authorities extend to the keeping of business records and transportation documentation, financial solvency and compliance with present customs regulations.

Thanks to its AEO F status, DB Schenker Rail Deutschland will benefit in future from simplified procedures during customs clearance. Above all, however, Peter Schuld views the certificate as a signal to customers: “More and more companies will be demanding certification from their service providers in future. With our AEO F status it is immediately clear to everyone that we meet the highest safety and security standards.” dv ■

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New wagons for transporting agricultural produce

DB Schenker Rail is setting new technical standards in the field of agriculture. The hundredth new Tagnoos wagon has now joined the fleet.

CLEAN SOLUTION:

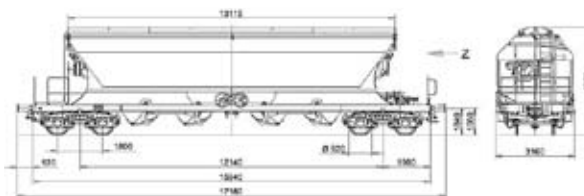
The new Tagnoos wagon for transporting grain, animal feed, oilseeds and sugar.

Designed to transport grain, animal feed, oilseeds and sugar, DB Schenker Rail plans to put into operation the latest of 100 new wagons of the Tagnoos model in the second half of 2011. With their capacity of 90 cubic metres and their stainless steel inner chamber, they are ideally suited to transporting agricultural produce. The wagons meet all the relevant foodstuff and animal feed safety requirements. On route class D up to 66 net tonnes can be transported with a wagon length of just 17 metres. Unloading is through the centre by gravity. The parallel opening of the discharge flaps enables very quick unloading into underground hoppers or three-metre-long discharge gutters – a benefit particularly during port handling. With its investment DB Schenker Rail is laying the foundations for expanding its market position in the fiercely competitive agricultural produce transporting business. Every year the company transports some two million tonnes of agricultural produce right across Europe. ok ■

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Tagnoos 898 grain silo wagon



The 4-axle Tagnoos 898 grain silo wagon in stainless steel is designed for transporting bulk foodstuffs sensitive to moisture, for instance cereal products and animal feed. The wagon has a loading volume of 90 m³ and has four low-set, quantity-controlled outlets for central self-discharge through gravity, with each opening measuring 860 x 1140 mm.

Length over buffers : 17.18 m
 Bogie pin interval : 12.14 m
 Loading volume : 90 m³
 Number of silos : 1
 Width of loading aperture : 1.2 m
 Length of loading aperture : 12.9 m
 Number of discharge openings : ... 4
 Axle load : 22.5 t
 Tare weight : 24.0 t
 Payload : 66.0 t

Viking Express for Volvo

DB Schenker Rail Automotive has been conveying Volvo car parts from Germany to Sweden for three years. With “Viking Rail” the car manufacturer saves time and reduces its impact on the environment.

It is daybreak at the Leineter intermodal terminal in Hanover. For hours now, reach stackers have been heaving 13-metre-long megatrailers onto rail wagons. Trucks have been delivering the containers throughout the night from across northern Germany, with more arriving by special feeder train from Kornwestheim near Stuttgart. Their contents: auto components of all kinds from various suppliers across Germany. The over 600-metre-long “Viking” train, as it is known, must be ready to set off at 6 a.m. Its mission: to arrive at Volvo’s Gothenburg plant before midnight on the same day.

In 2008, the Swedish group shifted the supply of parts from Germany largely from road to rail. Since then five trains have been leaving Hanover per week heading for Gothenburg. They replace the 16,000 truck journeys which were made for Volvo every year until then between Germany and Sweden, thus helping to reduce CO2 emissions by 2,400 tonnes annually. “The environmental impact was a key argument in favour of the shift,” explains Volvo manager Lars Langenius. “The crucial factor was, however, the time saved, because by rail the key components from suppliers now reach us from Germany up to eleven hours earlier.”

Along with Viking Rail, DB Schenker

Rail Automotive has developed a tailored system for Sweden. “The customer required a concept that made the shipments faster and more reliable, and to which further services could be added later on,” explains Susanne Kunze, Key Account Manager at DB Schenker Rail, adding, “With Viking Rail we have created a system which gives us access to the Swedish automotive market and can be extended to other countries.”

Hanover is the hub for Viking transport operations: component suppliers from northern Germany deliver their megatrailers to the intermodal terminal. Companies from the south send their trucks to Kornwestheim, from where the feeder train to Hanover departs. It is there that a through train of over 600 metres in length and weighing up to 1,600 tonnes is put together, which travels via Flensburg, Copenhagen and Malmö to reach Gothenburg in 18 hours.

In order to save handling time, DB Schenker Rail has developed new pocket wagons which mean that, for the first time, the megatrailers commonly used in the auto industry can be loaded directly onto the train. The wagons can also transport conventional trailers, swap bodies and containers just as

FLEXIBLE WAGGONS:

The new pocket wagons transport the megatrailers commonly used in the auto industry as well as conventional containers. The photos show the Volvo Terminal in Arendal.



easily. "The flexibility also makes the whole system safer," explains Kunze, noting, "If the rail transport is disrupted for some reason, the load can easily be transported by truck." Reliability has utmost priority in the Viking system: using an online tracking and tracing tool the customer can keep a constant eye on the progress of their deliveries. Disruptions are extremely rare, however: over the past three years the punctuality rate has been 99 per cent.

Owing to the tangible impact of the transfer from road to rail, Viking Rail was subsidised for three years by the European Union within the Marco Polo II funding scheme to the amount of €1.1 million. Recognition also came recently from independent sources: at the end of May, Volvo was awarded the "Big Logistics and Transport Prize" for Viking Rail at the Logistics & Transport trade fair in Gothenburg. The jury honoured both the impact on environmental protection and the economic benefit to the company.

"All this serves as confirmation to us that Viking Rail is a groundbreaking project," says Lars Langenius, Member of the Volvo Logistics Management Board. "We will certainly continue with it for that reason - and together with DB Schenker Rail Automotive we are thinking about extending it." In a second expansion stage Duisburg, Frankfurt and Ingolstadt are to be connected to the Viking system moving forward, with the inclusion of industrial regions in Czech Republic, Turkey and around Kaluga in Russia also being considered for a later stage.

ok ■

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LIFTED:
Opel mechanics
assembling an
Insignia in
Rüsselsheim.

As fast as lightning

Two daily shuttle trains provide the inter-plant transport between the Opel plants in Rüsselsheim and Kaiserslautern.

Opel is a European car manufacturer. In addition to its own four plants in Rüsselsheim, Eisenach, Bochum and Kaiserslautern, another six plants belonging to the General Motors group produce vehicles at lightning speed. Most of them are connected by a European rail network.

Since 2008, 180,000 models of the mid-size Insignia saloon have been coming off the assembly lines of the Rüsselsheim plant every year. Production at the parent plant is dependent, however, on the supply of many components from Kaiserslautern, including bonnets and chassis parts. The train concept developed by DB Schenker Rail Automotive together with Opel/Vauxhall Logistics ensures the reliable supply of parts for the Insignia's production. Two pairs of trains, over 600 metres long, provide a daily shuttle service between the two plants.

dv ■

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Photos: PR (3)



JUST IN SEQUENCE: Transfesa swap bodies, which have arrived from Berlin, are unloaded in Dillingen an der Saar for the delivery of components to Ford's Saarlouis plant.



Precisely in tune with Ford's production

Transfesa ensures the smooth supply of components from Berlin to the Ford plants on the Rhine and Saar.

The factories of the carmaker Ford in Cologne and Saarlouis maintain an especially close integration of external component suppliers into their logistics processes. In order to keep their workflows lean and efficient, component makers such as Visteon in Berlin supply their components to the plant just in time – just before they are needed in the assembly process. Because virtually no car leaving the plant is identical to any other, Visteon also supplies dashboards and other plastic parts in varying designs – and in the very sequence in which they are fitted on the assembly line. For this system to work there has to be close coordination between the production processes of both the component supplier and the manufacturer – as well as smooth and reliable transport operations.

Transfesa is responsible for supplying the Ford plants in Cologne and Saarlouis with Visteon components from Berlin, additional lorry service is provided

for the factory in Genk/Belgium. Five times per week a train with the length of 630 meters departs from the capital, travelling overnight and reaching the city on the Rhine 13 hours later. This translates into 12,500 lorry trips that are avoided. A proportion of the 13.6-metre swap bodies are directly fed into the Ford Fiesta production facility in Cologne's Niehl district, whilst others are unloaded onto trucks and conveyed to component suppliers in the region for further processing. Up to the autumn of 2009 the production of the Focus and Kuga models in Saarlouis was also supplied from Cologne by truck, but since October of 2009 the relevant containers have remained on the wagons and travel down to the Saar by rail. From Beckingen their onward distribution to the plant eight kilometers away continues by truck.

“With just-in-time production, component makers work precisely in sequence with the customer's factory,” explains Alexander Clemens, Managing Director of Deutsche Transfesa GmbH. “As a transport and logistics service provider we form part of this synchronous system, which means we have to meet especially high requirements in terms of punctuality and reliability.”

Transfesa is responsible for the transport operations. The logistics specialist for the automotive industry also organises the supply of parts to plants in Turkey, Spain, the UK and Germany for the Ford group.

dv

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Tyres for the world

DB Schenker Rail Automotive controls Continental's global operations from Hanover.



The car component supplier Continental and the railways have been working together for many decades. In recent years, the office of Dirk Baerbock in Hanover has been the nerve centre of the operation: "All DB Schenker's business units work for Continental, in many countries across the world," explains the key account manager. "Our team is the central contact point for this important client on all issues, ranging from invitations to tender, contact requests or questions on the range of services."

At more than 170 specialised locations on all continents, in-plant processes and distribution logistics are of high strategic importance to Continental. The group's main plant for truck tyres in the Slovakian town of Puchov, for example, produces almost two million tyres every year, which are sold right across Europe. The central distribution centre for Germany and northern Europe is located in Hanover, supplying truck manufacturers and dealers with Continental tyres. "We transport most of the output from Puchov to Hanover in two block trains per week," Baerbock goes on. "Our longstanding experience in tyre logistics guarantees that everything runs smoothly."

Tyres are a sensitive shipment after all. "Unnoticed damage during transportation can result in a

tyre burst later on – with serious consequences for the driver and other road users," explains the automotive expert. "In addition, the goods have to be carefully secured during loading and transportation because if a stack of 70-kilo tyres becomes loose it can cause huge damage." DB Schenker has therefore developed special transport containers for Continental: in the megaboxes, as they are called, three-metre-high tyre stacks can be conveyed safely and easily unloaded from the train onto trucks.

The logistics tasks which DB Schenker takes on for Continental do not end with the delivery to Hanover. In Finland, for example, the logistics service provider has been operating a warehouse since 1997, offering space for 120,000 tyres and wheels over an area of 6,000 square metres. In addition to storage and distribution, DB Schenker takes on extra services here, such as packaging and labelling. *du* ■

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MEGABOXES: In containers like these DB Schenker Rail transports truck tyres from Puchov to the Stöcken district of Hanover.



TYRE SUPPLY: Ten years ago Continental AG opened its central European Distribution Centre (EDC) for truck tyres in the Stöcken district of Hanover, which delivers 23,000 tyres daily.



Fodder for the printing presses

DB Schenker conveys newsprint and magazine paper from Sweden to Italy for the SCA paper group – over a distance of almost 2,700 kilometres.

Milan is the centre of the Italian press. It is here in the capital of Lombardy that numerous newspapers and magazines are published, including the newspaper with the highest circulation in the country, *Corriere della Sera*, and – on pink paper – the world’s oldest sports paper, the legendary *Gazzetta dello Sport*. The printing presses that rotate around the clock in Milan therefore consume a lot of paper.

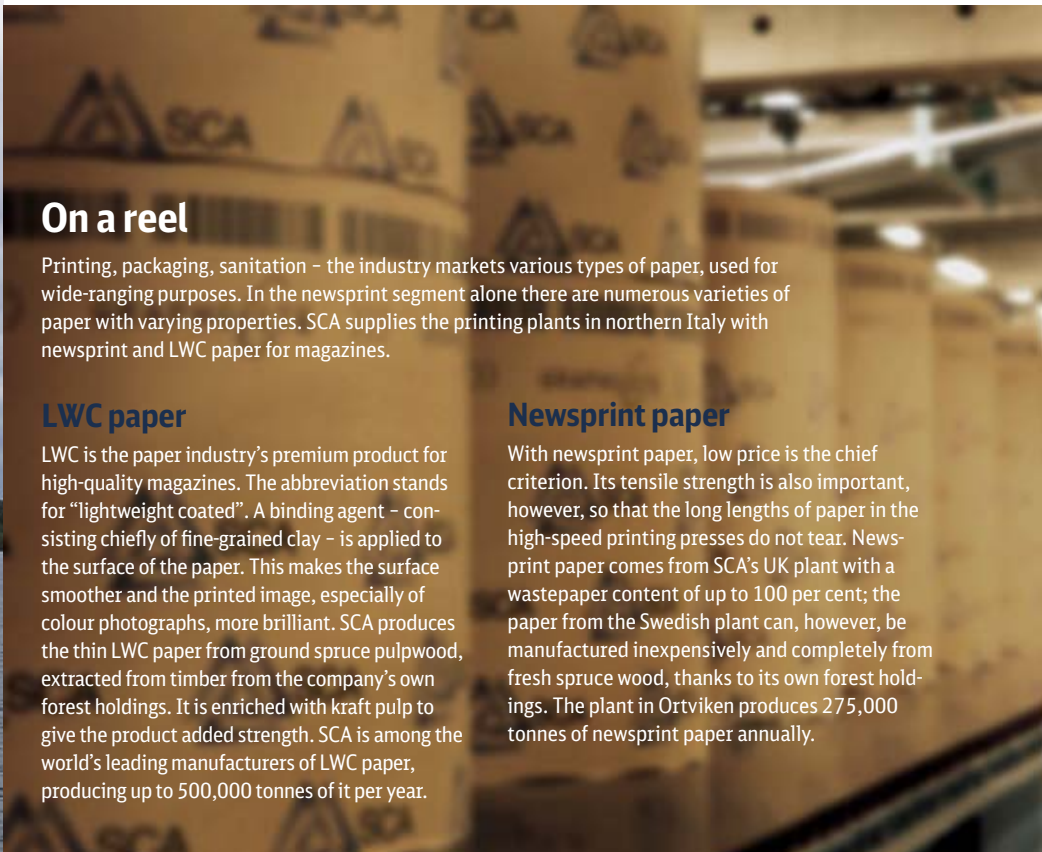
The paper, wound onto two- to four-tonne reels, has come a long way. A large proportion of it origi-

nates from the forests of Scandinavia and was manufactured in SCA’s mills. The Swedish group supplies newsprint paper and what is known as LWC paper (see box, top right) for high-quality magazines to northern Italy – some 30,000 tonnes are scheduled for delivery this year. DB Schenker has been responsible for this transport operation by rail since September 2010.

“As a company known for its sustainable business practices we would like to convey our shipments by rail as far as possible,” says Jennie Dahlkvist of Trans-



BUILT ON TIMBER: In the 19th century Sundsvall was considered the town with the highest sawmill density in the world. Nowadays, in addition to its mills, Svenska Cellulosa Aktiebolaget (SCA) operates the Interforest Terminal in Sundsvall for the group's products, with an annual handling capacity of 1.9 million tonnes (2010).



On a reel

Printing, packaging, sanitation – the industry markets various types of paper, used for wide-ranging purposes. In the newsprint segment alone there are numerous varieties of paper with varying properties. SCA supplies the printing plants in northern Italy with newsprint and LWC paper for magazines.

LWC paper

LWC is the paper industry's premium product for high-quality magazines. The abbreviation stands for "lightweight coated". A binding agent – consisting chiefly of fine-grained clay – is applied to the surface of the paper. This makes the surface smoother and the printed image, especially of colour photographs, more brilliant. SCA produces the thin LWC paper from ground spruce pulpwood, extracted from timber from the company's own forest holdings. It is enriched with kraft pulp to give the product added strength. SCA is among the world's leading manufacturers of LWC paper, producing up to 500,000 tonnes of it per year.

Newsprint paper

With newsprint paper, low price is the chief criterion. Its tensile strength is also important, however, so that the long lengths of paper in the high-speed printing presses do not tear. Newsprint paper comes from SCA's UK plant with a wastepaper content of up to 100 per cent; the paper from the Swedish plant can, however, be manufactured inexpensively and completely from fresh spruce wood, thanks to its own forest holdings. The plant in Ortvikén produces 275,000 tonnes of newsprint paper annually.



OWN FLEET: SCA Transforest operates three of its own roll-on/roll-off ferries. In this picture the Obbola is being loaded with paper reels in Sundsvall

CUSTOMERS & PROJECTS

forest, the logistics subsidiary of SCA. “But in order to be able to meet the exacting requirements of our Italian customers we need a transport service which is also fast, cost-effective and very flexible. DB Schenker has demonstrated that it can perform this task.”

Schenker AB with its division Rail Logistics and Forwarding (RLF) is responsible for the paper shipment operation from Sweden to Italy. The Swedish subsidiary is the direct interface with SCA and organises the whole transport handling procedure: from wagon ordering to collection of the paper reels in Sundsvall and shipment supervision in Sweden, as well as purchasing of the logistics services in Italy, up to and including the invoicing of SCA’s all-inclusive package. In Sundsvall on Sweden’s east coast, just 400 kilometres north of Stockholm, SCA operates sawmills, paper and pulp mills. Also located there is SCA Transforest’s rail and seaport terminal, a chief shipment centre for the group’s products.

The loading operation in Sundsvall is organised

in such a way that the customer benefits from maximum cost efficiency. The four-axle wagons used are fitted so that they can carry paper reels with a total weight of 60 tonnes. “That means the best capacity utilisation,” explains Maarten de Ridder, Managing Director of Schenker AB. “And thus at the same time we are making sure that upon final distribution in Italy the complete wagonload is delivered by truck as efficiently as possible.”

To ensure that the deliveries reach the final customer within only five to six days, RLF organises and supervises the transport operation via the Öresund Bridge to Denmark, through Germany and Switzerland to the DB Schenker Railport in the Lombard town of Desio. From there Schenker Italiana takes on the task of onward distribution by truck to the consignees.

SCA is informed of the progress of the transport operation several times a day. “We can guarantee this level of quality only because we combine the strength of a Europe-wide rail freight operator with our for-



2,700 KILOMETRES: DB Schenker AB takes charge of the SCA paper reels in Sundsvall, which are to be transported by rail over five days to northern Italy, where they will be processed into newspapers and magazines.

PHotos: SCA PR (6)



TRIMODAL:

Aerial shot of the Interforest Terminal in Sundsvall. The treasures of the Swedish forests are transported from here by ship, rail and truck all over the world.



PREMIUM PRODUCT:

Grapho Cote is the name of the LWC paper which is produced by SCA for high-end magazines and catalogues.

warding network,” explains de Ridder. “We draw on the capacities and expertise of our various locally based subsidiaries, including that of the Pulp & Paper team at our Duisburg Customer Service Centre. Yet throughout the whole operation the team of RLF remains the single contact for the customer.”

Only six days after departing from the Gulf of Bothnia the Swedish paper completes its journey to Italy, after almost 2,700 kilometres and four border crossings. DB Schenker is doing its bit to ensure that the printing presses in Milan never come to a standstill.

dv ■

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Clearing contaminated sites

Fifty-year-old chemical waste from the French Le Letten landfill site is being disposed of in Saxony in an environmentally compatible manner. DB Schenker Rail is responsible for its safe transportation in hermetically sealed containers.

Between 1957 and 1960 the Basle chemical and pharmaceutical industry deposited industrial waste at the Le Letten landfill site 300 metres beyond the Swiss border in France Alsace. Even though in the view of experts these contaminated sites do not pose a threat to the quality of groundwater, some 35,000 tonnes of chemical waste and rubble in all have been excavated on a voluntary basis from the Le Letten site since the end of January and transported to a number of locations, including Deutzen in Saxony, for eco-friendly disposal.

As a partner of AWILOG-Transport GmbH, which specialises in waste logistics, SWEG is performing the rail haulage operation on behalf of DB Schenker Rail. The hermetically sealed special containers start out from Neuenburg (Baden) and are handed over to DB Schenker Rail in Freiburg for onward long-distance transportation to Borna, south of Leipzig. In nearby Deutzen eneotech (formerly Bilfinger Berger Entsorgung Ost) operates a thermal treatment centre.

For this contract, which is being handled in individual wagons and groups of up to 8 wagons until the end of the year, DB Schenker Rail has reopened the Borna freight office. Locally based DB subsidiary MEG (Mitteldeutsche Eisenbahn-Gesellschaft) is responsible for organising the transport operations including



track management and shunting operations. Following the removal of the contaminated waste, the site at Le Letten is to be returned to nature. The GI DRB consortium responsible for the landfill reclamation, consisting of a grouping of several chemical and pharmaceutical companies, is investing some EUR 20 million in the project.

ok ■

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WASTE TRANSPORT:

In special containers like these AWILOG transports the excavated material from the former landfill site by rail.



WIRY:

The raw material for the production of welded wire mesh.

From scrap to wire rod

The Trierer Stahlwerk (TSW) steel mill recycles steel scrap into wire rod, a raw material used in the production of steel ropes, steel springs, upholstery springs, welded wire mesh and many other products. A total of 1,500 tonnes leave the plant on the Moselle daily – a growing proportion of which is transported by DB Schenker Rail and DB Schenker subsidiary TRANSA GmbH by environmentally friendly rail. Much

of the wire rod leaving the Trier plant is bound for the Salzgitter-Beddingen port in Lower Saxony. Up until the autumn of 2010 the freight volumes were sufficient only for sporadic special trains, after which two scheduled services were laid on per week. Since April, however, the frequency has actually risen to three trains

per week. “Through the close cooperation between TRANSA, Berlin regional sales, the Customer Service Centre in Duisburg, and the responsible cargo centres in dispatch and receipt, we have been able, together with TSW, to shift significant transport volumes to rail,” explains Esther Barth of DBSR Regional Sales Berlin. “Thanks to optimised operating times we are able to meet the customer’s requirements of 1,600 tonnes per day.” When it was necessary to transport an additional 12,000 tonnes of stock at short notice, this was also achieved through close coordination between TRANSA, Regional Sales and the customer.

ok ■

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Sensitive concrete

DB Schenker has delivered 20-metre girders to Sweden on a just-in-time basis for Vetra Betongsystem AB, a subsidiary of Vetra Beton.

Why do Swedish builders order concrete components in Germany? Gerhard Barnasch, Key Account Manager with DB Schenker Deutschland, knows why: “In the far north the summers are very short and therefore concrete work, which cannot be carried out in frosty conditions, is often shifted abroad.” This is why Vetra Betongsystem AB secured a contract to supply 18 concrete girders for a new freight and ferry terminal, and DB Schenker took on the task of transporting them – some of which are almost 20 metres long and up to 27 tonnes in weight – from Kavelstorf near Rostock to Sweden.

A particular challenge: the girders could not be collected from the manufacturer until late, but owing to tight scheduling had to be available at the building site quickly. Thanks to the cooperation between RLF, the rail logistics division of DB Schenker Deutschland, DB Schenker Rail and the port of Rostock, and the Scandlines shipping company, this just-in-time order was executed reliably.

After the first leg by truck from Kavelstorf to Rostock sea-



HEADING NORTH: Vetra Betongsystem AB's concrete girders waiting in Sassnitz for the railway ferry to Trelleborg.

port the segments were reloaded there into rail wagons using reach stackers. “The experience of the wagon masters was required here,” recalls Barnasch. “This is because the girders were allowed to rest only on very specific points, otherwise they might have been damaged.” The shipment was transported using the railway ferry to Trelleborg and then smoothly on the Swedish rail network to the destination of Uddevalla, some 400 kilometres away. **ok** ■

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HUB: The Nordsee Gas Terminal in Brunsbüttel from the air with the River Elbe in the background.

liquefied gas easy and safe to transport and store. Everyday items such as a gas lighter or camping stove would be unthinkable without liquid gas. Homeowners without a mains gas connection use pure propane, whereas the liquefied petroleum gas (LPG) used to fuel cars and buses consists of a mixture of propane and butane. There are benefits for the environment and for combating climate change, too – because liquefied gas combusts with much lower emissions than other fossil fuels.

Progas and Primagas, two of the leading dealers in liquefied gas, have an extensive distribution network aimed at supplying customers throughout the country. The central hub is the Nordsee Gas Terminal (NGT) in Brunsbüttel on the Elbe estuary. This

From the sea and into a lighter

Liquefied gas from drilling platforms is landed at the Nordsee Gas Terminal in Brunsbüttel. DB Schenker BTT takes charge of its onward distribution.

Liquid or gas? The substance with the paradoxical name has many interesting properties: under normal conditions it takes the form of a gas, but it liquefies at room temperature and at slight overpressure. This makes

is because most of the liquefied gas comes from the North Sea, where it forms as a by-product of oil production.

Tank vessels laden with up to 15,000 cubic metres of refrigerated liquefied gas land at Brunsbüttel almost every week. In 30-metre-high tanks the substance waits to be unloaded for onward distribution. Eighty gas storage sites and filling stations throughout Germany are supplied from Brunsbüttel – mostly by DB Schenker BTT, DB Schenker Rail's tank wagon specialist. “We convey some 70 per cent of our liquefied gas shipments by rail,” says Dietmar Möllenhoff, Managing Director of NGT. “Because we are dependent on reliability and good service, DB Schenker BTT has now been our preferred partner for ten years.”

BTT transports liquefied gas to Germany not only from Brunsbüttel but also from the terminal in Antwerp on behalf of NGT – some 180,000 tonnes in 2010. “In recent years NGT has entrusted us with ever greater volumes,” explains BTT Managing Director Dr Jörg Hilker. “We expect the quantities to increase further.” **dv** ■

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Steel under the Channel

DB Schenker Rail is performing pioneering work for the steel manufacturing group Tata Steel by conveying steel coils through the Channel Tunnel by rail from the Netherlands to Wales, four times a week.

In the past, rail traffic would never have been used for this kind of contract – rather, it would have always gone by sea,” says Dr Alexander Hedderich, CEO of DB Schenker Rail. When Europe’s second-largest steel producer Tata Steel requested a quotation at short notice, DB – thanks to its extensive European network – was able to respond quickly and offer a very impressive solution. Consequently, four trains with a total weight of up to 1,800 tonnes have been operating weekly between Tata Steel’s plants in the Netherlands and Wales since April, and will potentially continue to do so until October.

The steel coils destined for the British packaging industry originate from the Tata Steel production facility in IJmuiden, they then pass through Belgium, France and the Channel Tunnel, and are delivered to Trostre in south-west Wales, where Tata has another plant. The trains do not make the return trip empty, but are loaded up again not far from Trostre, at Tata’s Llanwern plant, with freight for IJmuiden. The total volume of freight transported under the contract is 220,000 tonnes.

“DB Schenker Rail offered us a transportation concept tailored to our current requirements, allowing fast, reliable transportation between the various

plants within our Europe-wide organisation,” explains Derk Triezenberg, General Manager Logistics and Transport at Tata Steel in IJmuiden.

Thanks to the Channel Tunnel DB Schenker Rail is in a position to achieve transit times of less than 24 hours. “Over the past few years we have invested heavily in order to be able to offer our customers seamless European services,” says Karsten Sachsenröder, Member of the Management Board responsible for Sales at DB Schenker Rail. “As a result we were able to respond quickly and accurately to the new market requirements faced by Tata Steel.”

A new type of wagon with a capacity of 68.5 tonnes is being used to transport the steel from the Netherlands to Wales. The wagons are fitted with covers to stop water coming into contact with the steel coils. The vehicles also have a special rubber lining, which means that no further cushioning of the load is required. The rolling stock is equipped with so called “whisper brakes”.

ok ■

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NEW HORIZONS:
For the first time in history, DB Schenker Rail is running freight trains for the steel manufacturing group Tata Steel from its plant in Holland (the big picture) through the channel tunnel to Wales.



Foto: Laren Ipsum



BOXES: The number of containers that are visible in the picture of this CMA CGM vessel equals roughly the capacity of a freight train.

Record-breaking contract in England

DB Schenker Rail UK now operates 15 container trains to and from Southampton every week for the container shipping group CMA CGM.

In the biggest container contract since the DB Group started its rail freight activities in the UK, DB Schenker Rail UK now operates three trains every weekday from the Port of Southampton, on England's south coast, inland to Birmingham, Manchester and Wakefield (near Leeds) and back again for CMA CGM, the third-largest container shipping company in the world. At present 25,000 containers are transported annually, but both parties want to see an increase in this figure.

"Rail freight traffic is a crucial link in our supply chains in the United Kingdom," says Graham Fraser, CEO of CMA CGM (UK). "We chose DB Schenker Rail UK as a partner because they could offer sufficient flexibility and the potential to increase the number of containers being shipped by rail." Alain Thauvette, Chief Executive of DB Schenker Rail UK, is also pleased with the new major contract, which will last for at least two years: "Every intermodal train we operate reduces the number of lorry loads on the road by 70. That's good news for the environment and climate change, and it also reduces congestion on our motor-

ways." Currently, 27 per cent of all containers handled in Southampton are transported by rail.

This modal split could, however, change in favour of rail, now that a key infrastructure milestone has been reached: namely the "lowering" of the main line between Southampton and Birmingham in order to increase the line's loading gauge. As a result of this work, it is now also possible to ship high-cube containers by rail to the conurbations in the heart of England. *ok* ■

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Southampton in the spotlight

The city of Southampton, 130 km south-west of London and with a population of 220,000, is home to Britain's second-largest container port after Felixstowe. More than 40 per cent of the total cargo shipped between the United Kingdom and the Far East is handled here.

Southampton is the country's top cruise terminal, serving more than a million passengers annually. It is also the port of registry of the legendary Cunard luxury liners Queen Mary 2, Queen Victoria and Queen Elizabeth.

Far-flung destination China

A record-breaking freight train recently rolled into Duisburg: following 16 days travelling halfway around the world it brought high-end products from the River Yangtze to the Rhine. DB Schenker plans to follow up this successful trial run from China, given the relevant demand and cost-effectiveness, with regular rail transport services soon.



Spurbreite 1435 mm
Spurbreite 1520 mm

KEEPING A WATCHFUL EYE: With the DB Schenker Smart-box the whole train journey is monitored by GPS - including the temperature in the containers.

The freight train covered 10,300 kilometres from the Chinese metropolis of Chongqing, which is almost unknown over here, to its destination, the port of Duisburg. Before the pilot train set off, all the logistics processes were planned in detail with the customer, from the preparation of the freight documents and the loading of the containers in the Chinese dispatching plants, to the pre-carriage and onward carriage by lorry coordinated with the train's departure. Instead of using the oft tried and tested Trans-Siberian Railway, the trial train overcame the Eurasian land bridge further south through North-West China, Kazakhstan, Russia and Belarus. This route is 2,000 kilometres shorter than via the Trans-Siberian, but contains one more border crossing. As with the route via the Trans-Siberian the containers have to be craned twice en route because the railway in the transit countries of Kazakhstan, Russia and Belarus operates on the broad-gauge system.

The trial train to Duisburg conveyed high-end products of an international group which operates factories in Chongqing. The City of Light, as it is known, on the River Yangtze, with almost 30 million inhabitants, is one of the world's biggest and fastest-growing megacities - many international companies have their products manufactured there.

To date, exports to Europe have been almost exclu-

sively shipped by sea or air. The transfer of containers from Chongqing to a Chinese seaport alone takes about three days. In that time the train to Duisburg via the Eurasian land bridge has already covered half of its journey through China. Compared with the sea route, transportation by rail takes only half as long.

"The journey time from the Chinese hinterland, the arrival in the heart of Germany and the scope for the fast and secure onward distribution of the containers from here to their destinations are the attractions of the service we are offering," notes Dr Karl-Friedrich Rausch, DB Schenker CEO. "I hope that the trial train has convinced our customers. We are certainly ready, given appropriate demand and cost-effectiveness, to launch scheduled rail services between China and Germany as early as this year. *ok* ■

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JUST IN TIME:
 After 16 days the container train from Chongqing, China - loaded with high-end products - arrived in Duisburg.



“Great demand for rail solutions”

Questions to Carsten Helwig, the China Train Project Manager at DB Schenker, Rail Logistics and Forwarding (RLF)



CARSTEN HELWIG coordinated the efforts of many partners for the record-breaking train journey.

Mr Helwig, organising a freight train journey over more than 10,000 kilometres, is really quite a logistical feat, is it not?

Carsten Helwig: It is a challenge, of course, but we have partners with the required expertise at DB Schenker Logistics in China and Germany, as well as along the route. In this case, the chief operator involved was Trans Eurasia Logistics (TEL), DB’s joint venture with the Russian state-owned railway RZD. TEL was responsible for handling and processing of this long-distance transport.

The first China trial train, which travelled from Beijing to Hamburg in 2007, was not followed by a commercial service. Are you more optimistic this time?

Helwig: Yes, and for good reason. We are conscious of the very high demand from many companies who are interested in rail solutions between China and Central Euro-

pe. This is also linked to the fact that parts of China’s industry are shifting their operations to the west, further inland, and therefore further increasing the advantages of rail over shipment by sea.

The trial containers were loaded with high-quality electronic goods which all arrived safely. However, the weather is obviously an issue on this route.

Helwig: Yes, absolutely. For that reason, alongside their exact position, we kept a constant eye on the internal temperature in our containers with the DB Schenker Smartbox. This time it went as low as minus 17°C, which is no problem for electronic products. In winter temperatures can fall below minus 40°C. We still need to come up with a solution in that regard because monitors cannot withstand such bitterly cold conditions.

ok ■

London Calling

DB Schenker Rail is paving the way for through freight trains between mainland Europe and the British capital. Trials are underway, with scheduled services set to follow soon.

Sixteen years after the Channel Tunnel opened, rail still plays only a secondary role in international freight transportation into and out of England. This is because of the lower loading gauge in the UK: although freight wagons from the railways of Continental Europe can pass through the Tunnel, they cannot run on the standard British rail network. But London is now on the verge of becoming accessible for trains arriving from the Continent; the new High Speed 1 line between the capital and the Tunnel portal in Folkestone is approved for trains with European dimensions.

DB Schenker Rail UK is, therefore, currently testing class 92 locomotives with a view to obtaining certification for High Speed 1. The first successful journeys were made at the end of March, and these will be followed by trial journeys of wide wagons from Continental Europe. High Speed 1, Ansaldo STS and SYSTRA are working with DB Schenker Rail to modify the signalling systems installed in the locomotive. Funding for the five-year project is being provided by the European Commission.

PROGRESS: European-sized freight waggon can operate into London very soon.



WET PAINT! The first Class 92 wearing DB colours.

Class 92 in the spotlight

This heavy, six-axle electric locomotive was developed between 1993 and 1996 especially for use in the Channel Tunnel. It has a power output of 5,040 kW and a top speed of 140 km/h. For use on the High Speed 1 line, it was necessary to fit the locomotive with an additional on-board signalling system. DB Schenker Rail operates 10 locomotives of this type.

As soon as the trials have been successfully completed, DB Schenker Rail plans to launch scheduled international freight services to London. “This will be a milestone in promoting a modal shift to rail in cross-channel freight transport,” says Alain Thauvette, Chief Executive of DB Schenker Rail UK. “We are now very close to achieving our objective of running freight trains directly to London from every country in Europe.”

ok ■



Focus on High Speed 1

High Speed 1 is a 108 km-long high-speed line linking London St. Pancras with the UK Channel Tunnel portal at Folkestone. It opened in 2007 and has a European loading gauge, as a result of which, the ICE (InterCityExpress) will be able to run between Cologne and London from 2013 onwards. High Speed 1 can also carry freight traffic.

Cargo Centre Bavaria opened in Wiesau

Ziegler Holzindustrie is breathing new life into an abandoned freight terminal in the Upper Palatinate, dispatching sawn timber from there around the world.

The small freight terminal in Wiesau, Upper Palatinate, is coming back to life. Ziegler Logistik GmbH purchased the 128,000-square-metre site with 500- to 550-metre loading sidings in March, and is now using it under the new name “Cargo Centre Bavaria” as the logistics hub of its parent company, Ziegler Holzindustrie. In Plößberg, 20 kilometres away, Ziegler operates the Betzenmühle, one of Germany’s biggest sawmills with annual production of some 1.6 million solid cubic metres.

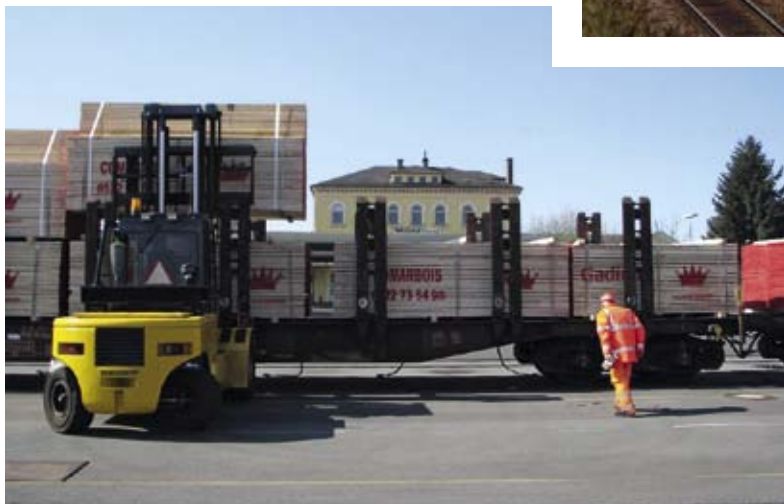
The company intends via the new rail siding in Wiesau, which replaces the previous loading point in Weiden, to receive some 3,500 wagons (200,000 tonnes) of round timber chiefly from German forests and to dispatch around 3,000 wagons (150,000 tonnes) of sawn timber, one million cubic metres of wood chippings and 4,000 containers annually. The sawn timber is mainly transported to the seaports, from where it embarks on a great journey to North Africa, Japan and the Caribbean.

Thanks to its own rail siding in Wiesau, which had been abandoned since 2009 following the bankruptcy of the former operator, Ziegler has been integrated into the DB Schenker Rail systems for transportation in both individual wagons and block trains, thus gaining the greatest possible flexibility. “It was our joint goal to revitalise the Wiesau rail

siding and thus to create growth for rail services,” unanimously note Manfred Eberhard of DB Schenker Nieten and Wolfgang Rebhan, Head of DB Schenker Rail Regional Sales in Nuremberg. “We have made a start. Now we intend to prove with quality and reliability that Ziegler has chosen the right partner in us.”

ok ■

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REVIVAL:The small freight terminal in Wiesau, Upper Palatinate, was deserted for two years. Ziegler Logistik GmbH has now purchased the site and is handling some 1,000 tonnes of round and sawn timber there daily. As their partner, DB Schenker Rail is mobilising the site on the route from Regensburg to Hof.

Poland: Customers seeking integrated solutions

At an international business conference in the Polish city of Katowice, DB Schenker Rail Polska, Poland's first private rail carrier, discussed the prospects for European rail freight transport, as well as customers' requirements, with customers and experts. Representatives of the companies Arcelor-Mittal and Vattenfall Heat Poland made it clear during these discussions that they were increasingly seeking integrated logistics solutions, for instance from port transshipment to unloading at the railway siding. Hans-Georg Werner, Chairman of the Board of DB Schenker Rail Polska, who hosted the discussion, drew attention to the advanced integration of the individual DB subsidiaries into one European rail freight operator: "We want to demonstrate to our customers that we are a premium service provider of integrated rail logistics solutions across our entire European network." ok ■



HANDSHAKE: Hans-Georg Werner (DB Schenker Rail, left) and Stasys Dailydka (JSC Lithuanian Railways).

Lithuania moves closer

DB Schenker Rail Polska and JSC Lithuanian Railways have agreed on closer cooperation in cross-border rail freight transport operations. The contract enables DB Schenker Rail Polska, among others, to use the standard-gauge infrastructure at the Lithuanian border station of Šeštokai, where freight wagons are either changed over to the Russian broad-gauge system or the cargo has to be unloaded. "For the time being we aim to transport timber by rail from Lithuania to Germany, and then later in containers, too," noted Hans-Georg Werner, Chairman of the Board of DB Schenker Rail Polska, to which Lithuanian Railways Managing Director, Stasys Dailydka, added: "We want to work closely together, including with regard to the future north-south Rail Baltica mainline, connecting Poland via Kaunas and Riga to Tallinn." Both partners are also seeking to develop integrated logistics chains for their customers. ok ■



PORT OF ANTWERP DB Schenker Rail is operating two heavy coal trains per week to North Rhine-Westphalia.

Coal from Antwerp

DB Schenker Rail has expanded its ARA coal concept to include the Port of Antwerp. Each week, two heavy trains now carry imported coal to a power station in Lünen (North Rhine-Westphalia) via the Dutch rail network. Larger quantities can be carried per wagon on this route than along Antwerp's traditional inland shipping route via Aachen, where weight restrictions apply. The trains used are produced by COBRA (Belgium) and DB Schenker Rail Nederland (Netherlands) in close cooperation with DB Schenker Rail Deutschland. This new service testifies once more to DB's flexibility in supplying the energy industry with imported coal via the ARA ports. Each year the group receives some 7 million tonnes of bituminous coal at the ARA ports for transportation to power stations inland. ok ■



Tunnel construction at Amsterdam Centraal

TUNNEL WORKS: DB Schenker Rail Nederland is hauling concrete components to Amsterdam Centraal.

Serving 250,000 passengers a day, Amsterdam Centraal is the busiest train station in the Netherlands. The tunnels for pedestrians and cyclists at the historic station are currently being widened to increase capacity. The concrete components used in this project are manufactured in the northern Dutch province

of Friesland, then transported to the Port of Amsterdam by river boat. DB Schenker Rail Nederland is responsible for covering the last mile of the journey from the port to the city's central station. The components for the new underpasses are both very heavy (50 to 125 tonnes) and extremely wide (4 to 5 metres). *ok* ■

Repairs in Beverwijk

Since April, DB Schenker Rail Nederland's wagon workshop in Beverwijk (IJmuiden) has been authorised to repair not just the Dutch company's wagons, but those of its German sister company, as well. Among those to benefit from this change is DB Schenker Rail's major customer Tata Steel, based nearby, because it will mean increased wagon availability for the steel manufacturing group. The main type of wagon used for Tata Steel is the Shimms wagon from DB Schenker Rail Deutschland. Previously, these wagons needed to be taken to Germany if they got damaged, whereas now repairs can be carried out directly on site in Beverwijk. *ok* ■



QUICK REPAIR: Freight wagons of DB Schenker Rail Deutschland in Beverwijk.



VOILÀ:
The Krasowka family from Wiesbaden is reunited in Paris. From the left: Hermann Jon, Nicola, Tim and Luisa.

The language of horses

Tim Krasowka (36) from Wiesbaden works for Euro Cargo Rail and reports on how, after more than a year of living out of a suitcase, he has now also brought his family over to Paris.

Who would not want to live in Paris? Having commuted for 13 months between the City of Love and Wiesbaden, I suggested to my wife that we should shift the centre of our whole family's life to the banks of the Seine. She was quickly convinced – but if I had thought it would be just as easy with the children, I was mistaken.

It is astounding how small children are capable of coming out with complex lines of argument in exceptional circumstances. When we planned to tell Hermann Jon that we were thinking about moving, he protested with the words: “But the kindergarten has everything I need!” – not a sentence you would necessarily expect from a three-year-old.

Our eldest child, seven-year-old Luisa, had much greater concerns. As a passionate rider and performer of tricks on horseback she wanted to know what language the horses in Paris would understand. I must admit that I was fully unprepared for this question. Luisa also had reservations about how to communicate with dentists: “If the dentist only speaks French, isn't it possible that he might take out the wrong

tooth?” Nature helped us out on this occasion: once most of Luisa's milk teeth had fallen out naturally, she commented: “Without teeth I don't need to go to the dentist's at all in Paris.”

The availability of certain consumer products also had to be examined before a move abroad. As an international brand, Nutella is also available in Paris. Our children, however, prefer the less well-known product Nutoka. We had to assure our offspring on our honour that this product is also available in Paris at any time. But is that right? We will see. If the worst comes to the worst we will have to have regular batches sent over from our old home.

The turning point was a family trial visit to Paris. The Eiffel Tower made a big impression on both children. Indeed, they linked their final approval of the move to the demand that they be allowed to climb the Paris landmark again at any time on request. Because climbing the Eiffel Tower puts a considerable burden on family finances my wife and I are hoping that we will not be reminded of our promise too often. *dv* ■

Save the Date

DB Schenker Rail will be participating in all the key trade fairs and industry events throughout Europe. Come along and meet us in person.

20-22
SEPTEMBER

in Antwerp (Belgium)

The **8th Transport & Logistics** is an important industry event for the Benelux countries – and will be attended by DB Schenker Rail.
www.transport-logistics.be

6-7
OCTOBER

in Rotterdam (Netherlands)

DB Schenker Rail will be attending the **51st European Commodities Exchange 2011**.
www.ece-rotterdam2011.nl

12-14
OCTOBER

in Gdansk (Poland)

TRAKO is the most important railway fair in Poland – where our Polish subsidiary, DB Schenker Rail Polska, will naturally have a stand.
www.trakofair.com

19-21
OCTOBER

in Berlin (Germany)

DB Schenker Rail and DB Schenker Logistics will be represented at the **28th German Logistics Congress**.
www.bvl.de

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MARKETPLACE:
DB Schenker exhibition stand at transport logistic 2011.

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