



## Red Gold

Europe's largest copper producer, Aurubis, puts the logistics of its plants in the hands of DB Schenker Rail.

Page 08

### AUTOMOTIVE

A flexible concept for Ford in Saarland

Page 16

### FOCAL TOPIC

Intermodal is on the path to new strengths

Page 24

### NOISE PREVENTION

Europe Train tests new "whisper brake"

Page 34

# SUPERHEROES

*New railways series on the locomotives that drive DB Schenker Rail, both in Germany and abroad*



## 1A DB Schenker Rail Locomotives

MODEL: CLASS 185



Years of construction:	2000-10	No. of vehicles (DB):	382
Performance:	5600 kW	Unit price:	2,5 Mio € (2000)
Maximum Speed:	140 km/h	Manufacturer:	Bombardier
Weight:	84 tonnes	Anfahrzugskraft:	300 kN
Length:	18,9 m	Width:	2.978 mm
Special feature:	Multi-frequency locomotive		
Used in:	Germany, France, Switzerland, Austria, Denmark, Sweden		

## AS POWERFUL AS 15 HEAVY TRUCKS:

Bombardier's Class 185 hard at work for DB Schenker Rail.

## Crossing borders

The Class 185, built in Kassel, is part of Bombardier's successful TRAXX family, and DB Schenker Rail possesses more of these than of any other mainline locomotive. It is used mainly within Germany, but a number of these locomotives are addition-



nally equipped and approved for international traffic in and out of France, Austria, Switzerland and Scandinavia.



## Right where you need us

**L**ike all transport companies, we found this winter very tough going. The extreme weather conditions meant we were not nearly as reliable as we might have wished, and as you have quite rightly come to expect. Our staff at the marshalling yards and on the locomotives gave their utmost under very difficult circumstances. We are now working hard to identify our weaknesses, and to develop solutions which will enable us to better tackle snow in the future.

We want to maintain our status as the best railway company in Europe, and remain a dependable logistics service provider who is willing to go the extra mile for its partners. For decades, companies from numerous industries have benefited from the support of DB Schenker Rail – an established logistics partner for heavy loads and long distances. A great deal of mutual trust has developed over the years, which comes into its own particularly during critical periods.

As the largest rail freight company in Europe, we can help you when your goods flows need to cross borders. In this edition of railways we turn our attention to Southeast Europe, where DB Schenker Rail is responsible for supplies to the Bulgarian plant of copper producer Aurubis (from page 8 onwards). Our focal topic in this issue is intermodal transport: from page 24 onwards you can learn how we are bringing together our intermodal network in Europe and investing in the future.

All this means that we are not only there whenever you need us, but also – and more so than ever before – we are there wherever in Europe you need us.

Best regards,

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

Karsten Sachsenröder  
Member of the Management Board  
DB Schenker Rail

## 08

### Red gold from the Balkans

**Copper is precious, and it also plays a vital role in our everyday lives. The second-largest plant of Aurubis, Europe's biggest copper manufacturer, is in Bulgaria. In our cover story, we explain how DB Schenker Rail gets this valuable commodity from A to B in the region.**

#### Customers & Projects

- 14 The chemistry is right**  
Wacker extends its contract up to the end of 2013
- 15 Tunnelling hard**  
Tubbing from Max Bögl for the Kaiser Wilhelm Tunnel
- 16 Working with the big guns**  
Successful cooperation between Ford, Transfesa, DB Schenker Rail und the a family company Puhl from Saarland
- 19 Just-in-time scrap**  
A new inbound control concept
- 20 News from the West**  
The latest from the UK, Belgium and the Netherlands
- 22 News from the South and East**  
Updates from Italy, Poland, Hungary and Romania

#### Markets & Innovation

- 24 Focal topic: intermodal transport**  
The Intermodal market unit, which sends 10,000 units loads across Europe each day, is equipping itself for further market growth
- 28 Interview**  
Andreas Schulz, Head of Intermodal

#### Company & People

- 34 Keeping the noise down**  
Europe's railways test a new "whisper brake"
- 35 (Almost) soot-free shunting**  
DB Schenker Rail buys 130 locomotives with particle filters
- 37 One-stop shop for order management**  
The customer service centre in Duisburg now processes more international orders than ever

**02 Superheroes**  
*New railways series on the locomotives that drive DB Schenker Rail, both in Germany and abroad*

**06 News**

**38 On the Move**

**39 Save the Date & Imprint**

08 RED GOLD FROM THE BALKANS



Umschlagbahnhof Köln Eifelort



HILGERS

24 INTERMODAL TRANSPORT



LONDON/UK

**Awards for DB Schenker Rail UK**

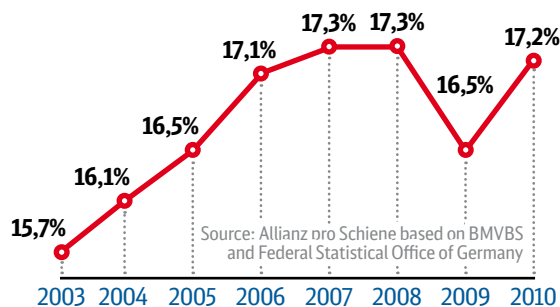
DB Schenker Rail (UK) is Britain's best performing rail operator. The DB subsidiary won the Golden Whistles Award in London at the end of January. Chief Executive Alain Thauvette accepted the Gold Award for best freight operational performance as well as two Silver Awards for most improved freight operational performance and most improved operational performance for delay minutes (passenger or freight services). DB Schenker Rail UK (Photo on the right, locomotives in the DB livery) was the only rail freight operator to win any Golden Whistles awards, which are organised by the Institute of Railway Operators in conjunction with Modern Railways magazine. *ok*



WIESBADEN/GERMANY

**Above-average growth for rail in 2010**

Rail freight transport as a share of the overall market



German rail freight traffic experienced faster growth than road freight in 2010. According to preliminary data from the Federal Statistical Office of Germany, the transport performance of rail (in tonne-kilometres) increased by almost 12% compared to just 5.5% for road. At 77%, road freight transport has the largest share of total transport volumes; but rail's share increased once more in 2010, to 17.2% according to calculations by Allianz pro Schiene (see graph). This increase is also reflected positively in the operating profit of DB Schenker Rail. Dr Karl-Friedrich Rausch, Member of the Management Board for Transport and Logistics at DB Mobility Logistics AG, told the Handelsblatt newspaper that DB's freight rail operations would just break even in 2010. In 2011 growth in the transport performance of rail will slow down to 4%, following the double-digit growth rates in 2010, he said. *ok*



REGENSBURG/GERMANY

**Investments in Danube port**

Regensburg, Bavaria's most important inland port - at which more than 7 million tonnes of goods are handled annually - is now better integrated than ever into the railway network. The port rail terminal has been supplied with electricity and interconnecting tracks have been laid to the Ostbahnhof, providing the basis for the further growth of the port as a modern intermodal logistics hub. The Bavarian ports group Bayernhafen has invested 1.5 million euros in expanding the port's rail infrastructure. DB Schenker Rail believes that the supply of electricity will make considerable improvements to performance and quality possible, to the benefit of all of the port's and DBSR's logistics customers. The modal share of rail freight traffic as a proportion of total freight volumes at Regensburg port has grown continually in recent years, from 9% in 2000 to almost 25% in 2009. Regensburg port is used by 90 logistics companies with a total of 2,000 employees. *ok*



## HAMBURG/GERMANY

### Hans-Gerd Lawrenz is new Port Representative for Hamburg

Hans-Gerd Lawrenz has assumed the newly created role of Port Representative in Hamburg. Mr Lawrenz, 63, has excellent contacts in Hamburg and has worked for DB since 1964, and at the Port of Hamburg since 1980; most recently he headed the DB Schenker Rail cargo centre at the port. In his new role he comes into contact with operators, handling companies, Hamburg Port Authority and politicians. "My aim is for DB Schenker Rail, in the highly competitive environment of Germany's biggest port, to improve a little every day," says Lawrenz. Hans-Gerd Lawrenz is DB Schenker Rail's third Port Representative, working alongside Port Representative North Dr Bernd-R. Pahnke, who is responsible for the ports in Lower Saxony, Bremen, Hamburg, Schleswig-Holstein and Mecklenburg-Vorpommern, and Port Representative West Ummo Bruns, responsible for Rotterdam and Antwerp. *ok*

London

Hamburg

Wiesbaden  
Frankfurt

Regensburg



## FRANKFURT/GERMANY

### DB Schenker to be based in Frankfurt from 2013

In spring 2013, DB Schenker will move into a new headquarters right by Frankfurt Airport. The company will be based in the tallest building in Gateway Gardens, a business park opposite Terminal 2 that will be built over the course of the next two years. The management functions of the business units DB Schenker Logistics and DB Schenker Rail, which require a total of 450 workstations are currently spread across locations in Berlin, Mainz and Essen and will be housed at the site. The German national company of DB Schenker Rail will continue to be based in Mainz. *ok*



# Red gold from the Balkans

Aurubis' copper production site in Pirdop, Bulgaria, is one of the largest in Europe. DB Schenker supplies the raw material to the site and transports copper products onward to Western Europe.





**GET THE OVEN ON!** The smelting process takes place in a three-shift pattern around the clock, with the suspension smelting furnace at its centre.

**C**opper was one of the first metals to be used by man. Archaeological findings show that our ancestors were already making jewellery and other everyday objects out of the red metal more than 10,000 years ago. But even now, copper is indispensable to our daily lives. Microscopically thin copper coatings are used to transmit pulses of information in electronic components, for example.

Every modern car contains around 25 kg of copper, and residential and office buildings incorporate several kilometres of copper cables and piping, even if they cannot be seen by the building's users. Copper is also in demand from the mechanical engineering, electrical and electronic, telecommunications, automotive and construction industries for its high conductivity, corrosion resistance and malleability.

Hamburg-based Aurubis AG is Europe's largest copper producer, and the second biggest in the world. The company was established in 1866 as Norddeutsche Affinerie and is listed in the MDAX index. Today it produces more than one million tonnes of copper and copper products each year, at 13 locations in seven different countries. For copper recycling, Aurubis is number one worldwide. This area of activity is constantly growing in importance because copper can be reused any number of times with no loss of quality. Around one third of Aurubis' production comes from recycled material.

**HOT STUFF** Turning the raw material copper concentrate into shiny copper requires a multi-stage refinement process. This smelting process is carried out following what is known as the Outokumpu process.



**VALUE ADDED** Copper cathodes have a purity of 99.99% and are traded on metal exchanges worldwide.



**KNOW-HOW:** Aurubis turns copper cathodes into a wide range of further products, such as cast wire rods, sheets and ingots.

### From concentrate to anode

Aurubis' site in the small copper town of Pirdop in Bulgaria is the company's second largest location after its headquarters in Hamburg. It has almost 800 employees there, which represents some ten per cent of the town's population. The long-established state smelter and refinery were acquired in 1997 by the Belgian group of companies Cumerio (then Union Minière, and later Umicore), which became part of the Aurubis group in 2008. Since privatisation, large investments have flowed into the modernization of the plant, with some 80 million Euros being spent on environmental protection alone.

Since 1997, DB Schenker has played an important role in logistics at the copper refinery in Pirdop. Over the years, the cooperation has strengthened and spread to new areas of activity. Today, DB Schenker Rail's Bulgarian subsidiary company, DB Schenker Rail Bulgaria EOOD, independently transports copper concentrate - mainly originating from mines overseas - daily from the Black Sea port of Burgas to Pirdop, some 300 kilometres away. For this it uses 6-axle, 86-tonne payload Eaaos wagons.

At the copper refinery, Aurubis then turns the loose concentrate into copper plates with a copper content of more than 99 per cent - these are otherwise known as copper anodes. For its in-plant shunting

requirements it relies on DB Schenker Rail Bulgaria, which has many years of experience in this area. Tens of thousands of tonnes of copper anodes then leave Pirdop each year, again in trains, under the organization of specialists DB Schenkerrailog, for further processing at the Aurubis plants in Hamburg and Lünen in Germany, and Olen in Belgium. Here they are electrolysed to form what are called copper cathodes with a copper content of 99.99 per cent. Transport volumes are on the rise: it is projected that some 60,000 to 80,000 tonnes will be transported in 2011, which corresponds to as much as 86 block trains of 33 covered Hbbins wagons from DB Schenker Rail with a net payload of up to 950 tonnes. It is interesting to note that the wagons needed in Pirdop are brought back to Pirdop after returning from Western Europe, having passed through countries such as Bulgaria, Serbia, Romania and Turkey, in close cooperation with all of the various relevant railways. There they are then loaded with the copper anodes for their return journey to Western Europe.

Right up until September 2009, Smmps open wagons from the Bulgarian State Railway BDZ were used here. Now that covered sliding-wall wagons are used for transport from Pirdop, not only is the risk of theft minimised, but Smmps wagons returning empty is also a thing of the past.

**EUROPEAN CHAMPION** Aurubis is Europe's largest copper producer. With its headquarters in Hamburg, it also has plants in seven different countries.

## INTERVIEW

### “Hazardous goods, vulnerable goods”

Jens-Uwe Tagge, customer adviser for mining and metallurgy at DB Schenker Rail, talks about work at the German plant of Europe’s largest copper producer.



*How long has DB Schenker Rail been transporting goods for Aurubis?*

Tagge: Cooperation between Aurubis – or Norddeutsche Affinerie, as it was known up until 2009 – and the predecessors of DB Schenker Rail dates back to the early days of industrialisation. The company operated its first rail transport for the copper refinery in the late 19th century.

*What does DB Schenker Rail do for Aurubis today?*

Tagge: We transport goods by rail, but also take care of handling and delivery by road. We transport up to 300,000 tonnes of copper products every year for Aurubis both within Germany and abroad, for example to Italy and France. And up to 40,000 tonnes of sulphuric acid annually.

*What special requirements does this customer have?*

Tagge: Punctuality is particularly important for Aurubis, as delays not only disrupt the production processes, but also have direct financial consequences, because the price of copper is constantly changing. The company also applies tough safety requirements. We transport sulphuric acid for Aurubis – this is a hazardous cargo that needs to be transported, loaded and unloaded with great care and skill. Copper itself is not hazardous, but it is vulnerable: some products, like cast copper wire rods, are easily damaged and need to be particularly well secured. On a more general note, copper is valuable so it needs to be protected against theft.

## FROM ORE TO CATHODE

### How pure copper is made

0,3%

Copper is present as an ore almost everywhere in the world, but the most important deposits are in Chile, the USA, Peru, China and Australia. Depending on the origin of the ore, its copper content can be anywhere between 0.3 and 3 per cent.

30%

The ores are processed not far from the mine: they are ground down and the components containing copper are separated from stone in which no metal is present. The resulting material is called copper concentrate, and has a copper content of around 30 per cent.

98%

The copper concentrate undergoes a multi-stage process in Aurubis’ smelting furnaces. Central to this is the suspension smelting furnace, after which the material passes to the converter. The converting process produces so-called blister copper with a copper content of around 98 per cent. The material has now become metal for the first time.

>99%

Any remaining sulphur and oxygen are removed from the blister copper in the anode furnace. The resulting copper, which has a purity of more than 99 per cent, is cast to form anode plates.

99,99%

The purity of the copper anodes is still not sufficient for the copper to be used commercially. In order to become high-purity copper with optimal properties, the anodes need to undergo electrolysis. In this last stage of the refinement process, copper with a purity of 99.99 per cent is deposited in the form of cathodes. Any other substances still present in the anode, for example noble metals, sink to the bottom of the tank and are likewise refined.

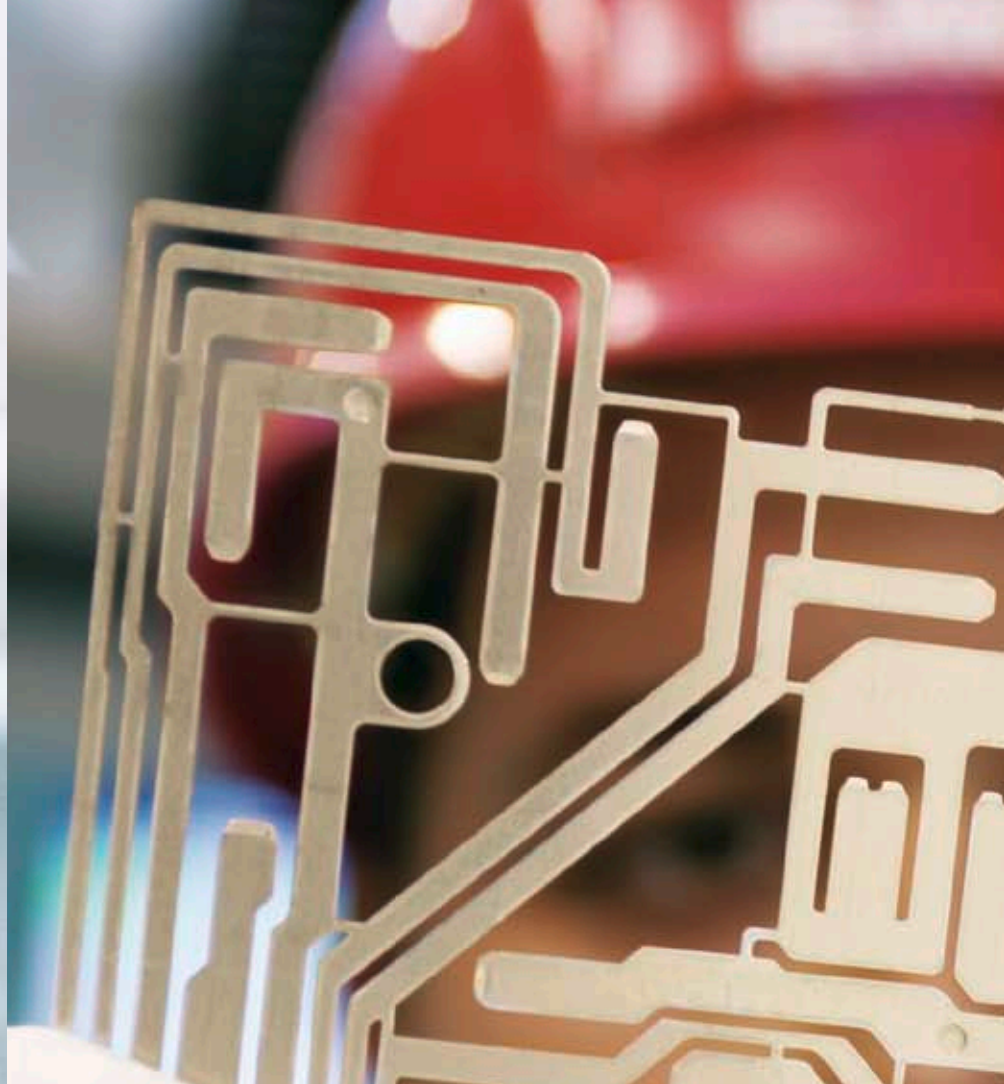
## BULGARIA

### Copper logistics in the Balkans

Bulgarian national company DB Schenker Rail Bulgaria provides a wide range of logistics services for the Aurubis plant in Pirdop.



Aurubis is by far the most important customer of DB Schenker Rail Bulgaria. DBSR Bulgaria supplies the Pirdop plant with copper concentrate from the Black Sea port of Burgas by rail. DBSR Bulgaria is also responsible for in-plant shunting operations. From there, trains take copper anodes to Germany and Belgium for further processing. It is projected that a total of 60,000 tonnes will be transported this year.



Photos: Aurubis AG (4); Matthias Dahl (2), Michael Lange; KME Group; DB AG; privat

forwarder and our international network of partners mean we are well placed to meet the company's stringent demands," explains Key Account Manager Michael Babst of Schenker Deutschland AG, Rail Logistics and Forwarding. These demands include special requirements relating to the coordination, reliability and speed of transport.

Copper is a valuable metal whose market price is subject to strong fluctuation. This places tough demands on freight forwarders such as DB Schenker Rail Bulgaria EOOD, "because delays in the transport chain not only affect production, but also increase production costs," explains Dr Michael Hetzer, CEO of DB Schenker Rail Bulgaria. Ensuring punctuality is another even greater challenge, because the border crossings into and out of Bulgaria, Serbia, Hungary and Austria in particular frequently involve unexpected difficulties, despite careful route planning. Production volumes at Pirdop are also liable to fluctuate suddenly. "Despite not being able to predict transport volumes in the long term, we need to constantly ensure a sufficient flow of empty wagons," explains Babst. "Our international network is a great help in enabling us to do this."

### Aurubis greatly appreciates DB Schenker's international network

One of the key competencies offered by DB Schenker in this line of work is its experience in international transport. When transporting products to Germany and Belgium, DB Schenker cooperates with partner railways in Bulgaria, Serbia, Hungary, Austria and Belgium.

In order to offer international customers such as Aurubis continuous, reliable transport chains through Southeast Europe, DB Schenker Rail set up its own national company - DB Schenker Rail Bulgaria EOOD - in May 2010, at the same time acquiring a traction licence. This means that, since that time, the company has been able to independently operate rail transport in Bulgaria. DB Schenker Rail Bulgaria EOOD offers comprehensive services relating to all aspects of the traction business, and plans to further expand its strong position in transport between Western Europe and the Black Sea. As a result of investment in human resources, sites and rolling stock, the national company now has some 150 employees, its own locomotives and, in addition to its headquarters in Pirdop, several marshalling sites around Bulgaria. *dv* ■

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**CAPTIVATING**  
Copper not only turns night into day and connects people, but is also strikingly beautiful.



# From Burghausen ... to the world

WACKER extends its contract with DB Schenker BTT up until the end of 2013.

**S**emiconductors, solar power, automotive, construction, textiles – these are just a few of the industries that use products from Wacker Chemie AG. The Munich-based WACKER Group, with over 16,000 employees at 26 locations across Europe, Asia and America, serves customers in more than 100 countries worldwide.

WACKER also sources its primary products from a wide range of countries. The group's largest plant, in Burghausen in Upper Bavaria, Germany, receives

supplies from across the globe on an almost daily basis. Many of these come by sea via Germany's ports. Five times a week, 560-metre-long container trains carrying up to 1,200 tonnes of raw materials destined for Burghausen are assembled at the Maschen marshalling yard – without these, operations at the plant would quickly come to a standstill. Equally long trains then

return five times a week to northern Germany, laden with up to 1,400 tonnes of WACKER products.

There is a long tradition of cooperation between chemical company WACKER and tank wagon specialist DB Schenker BTT, and over the years it has become ever more comprehensive. In 2005 DB Schenker BTT took on operation of the seaport shuttle for the first time, and in 2009 it received the Special Prize – Logistics award from WACKER for its work. Now WACKER has extended its freight forwarding contract with the company up until the end of 2013.

Over the years, the volume of goods transported has risen continually, and DB Schenker BTT's operations have expanded into new areas. Since 2006, it has operated various routes in the single-wagon system for container transport, and since last year it has also forwarded products from WACKER locations to Poland and Scandinavia, and raw materials from Antwerp to Burghausen, all under its own name. **dv** ■



**CHEMICAL TRIANGLE** WACKER's Burghausen site is right on the Austrian border, on the western bank of the river Salzach that flows along the border.

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**LITTLE ENGINE - BIG TUNNEL** The tunnel boring machine before starting its work - shown with a DB locomotive for comparison.



**TUBBING** The curvature of the precast concrete parts used for lining the freshly bored tunnel section is clear to see.



**INTERIM STORAGE** The precast concrete parts are produced by Max Bögl and delivered by DB Schenker Rail to the site on the Moselle river.

# Tunnelling hard

For a century, the Kaiser Wilhelm Tunnel at Cochem, on the river Moselle, was the longest rail tunnel in Germany. Now a second tunnel section is being added, lined with tubbing elements from the company Max Bögl. DB Schenker Rail is responsible for transporting these precast concrete parts to the site.

**T**he German government and Deutsche Bahn are investing more than 200 million euros in upgrading the Kaiser Wilhelm Tunnel at Cochem on the Moselle. The first train passed through this 4,200-metre-long tunnel on the Koblenz-Trier line in 1878. Now, a second separate section is being added to ensure the tunnel meets fire protection and emergency management regulations. Since summer 2010, a 90-metre-long tunnel boring machine (TBM) has been eating its way through the rock of the Cochemer Krampen region. Not only is it cutting through the stone at a rate of up to twelve metres a day, it is also covering the inside of the freshly bored, 10-metre-wide circular tunnel with a concrete lining.

The machine works in a constant stop-start rhythm. Driven by powerful hydraulic presses, the spinning cutting wheel bores through the mountainside at a speed of up to two metres per hour. Then the machine stops to allow the newly cut section of tunnel to be lined with a two-metre-wide ring consisting of eight tubbing elements, which are installed in the area behind the cutting wheel. Afterwards, tunnelling continues for a further two metres and the cycle repeats.

The tubbings for the lining are produced by the company Max Bögl in Neu-

markt, with each segment weighing 7 tonnes. By the time the TBM finally emerges at the Cochem end of the tunnel in the second half of this year, 124,000 tonnes of tubbings will have been fitted in the new section of the Kaiser Wilhelm Tunnel. In developing the concept, DB Schenker Rail's Construction Materials, Industrial and Consumer Goods industry sector cooperated closely with logistics consultants from the company's Railports and Rail Projects unit. Three trains bring supplies to the site each week. The tubbing components are stored close to the tunnel entrance and are brought into the tunnel on a narrow gauge railway.

Once the new tunnel section is complete, the existing section will be closed and rail vehicles will temporarily be routed through the new tunnel on one track. The old tunnel section will then be renovated, so that from 2016 two single-track tunnel sections meeting the very latest requirements will be able to accommodate the approximately 170 trains a day that pass along this busy section of track. *ok* ■

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**MONSTER** The tunnel boring machine is 90 metres long with a cutting wheel (right) measuring 10 metres in diameter.

# Getting stuck in

Family company Puhl from Germany's Saarland is not afraid of working with the big guns. Thanks to its flexibility, the company forms a vital link in DB Schenker Rail Automotive GmbH's supply chain to Ford in Saarlouis.

**LIKE FATHER LIKE SON:** Manfred (59) and Stefan (32) Puhl from Beckingen in Saarland won over Ford and DB Schenker with their quality and flexibility.





**RAIL AND ROAD:** Transfesa ships swap bodies from Berlin and Valencia to Puhl, who transfer them onto lorries and transport them to the nearby Ford plant.

This is not a man who is afraid of getting his hands dirty. Climbing into the cockpit of his Unimog, Manfred Puhl connects six wagons carrying MegaCombi containers – also known as swap bodies – from Transfesa. “Thanks to its road-rail technology, the Unimog is our own private shunting engine,” explains the 59-year-old. The towing vehicle’s diesel engine screeches cheerfully as Puhl moves his short freight train over to the adjacent track. This is a boss who is happy to roll up his sleeves and get stuck in.

And he’s working for the big guns. Since 2009, the family company Puhl, from Beckingen on the river Saar, has acted as a rail logistics hub for the plant of the American car company Ford in nearby Saarlouis. Ford,

## Established partners: Ford, DB Schenker Rail Automotive GmbH and Transfesa



American automotive company Ford has long been one of DB Schenker Rail Automotive GmbH (SRA)’s most important customers, for the transportation of both components and finished vehicles. The supply chain to Ford’s plant in Saarlouis, as described in the main article, consists of inter-factory transport from the Ford site in Valencia, Spain, and supplies of components from a Berlin-based accessories manufacturer. The long-distance shipping from Valencia and Berlin to the Saar region is commissioned by railway company Transfesa. Based in Madrid, Transfesa specialises in shipping for Europe’s automotive industry, and has been 77% owned by the DB group since 2007. “We use MegaCombi swap bodies developed by Transfesa itself. They are three metres high on the inside and have a special lifting mechanism that makes loading and unloading

particularly easy,” explains Transfesa manager Stephan Kling. Kling is also proud that all shipments from Valencia ultimately arrived on time last year, despite transit across France being massively disrupted by industrial disputes. Like all automotive manufacturers, Ford is reliant on just-in-time deliveries. The Ford plant in Saarlouis opened in 1970 and now employs around 6,500 people in the production of the Focus and Kuga models. In total, Ford has 13 plants in eight European countries. DB Schenker Rail Automotive GmbH operates other very long rail supply chains jointly with Transfesa, for example to the Ford production site in Köseköy, Turkey, and to the Ford plant in St. Petersburg.





which has German production sites in both Saarlouis and Cologne, is one of DB Schenker Rail Automotive GmbH's biggest customers. Senior manager Manfred Puhl, his son Stefan and their 35 employees have put their heart and soul into this challenging project for two years now, and they are doing a wonderful job.

"When the DUSS intermodal terminal in Saarbrücken closed in summer 2009, we urgently needed to find an alternative for rail freight to Ford's plant at Saarlouis," says Dirk Baerbock, Key Account Manager at DB Schenker Rail Automotive GmbH. "And we found it in the form of the forwarding company Puhl from Beckingen. We initially had doubts as to whether a family company like this could meet both our requirements and the tough demands of our customer Ford in Saarlouis. But there's no doubt any more. It's been a real success story."

Puhl's road-rail Unimog, its own reach stacker, its private three-track siding and the flexibility of this medium-sized company all contributed to DB Schenker Rail and Ford's decision to use them. Every day the Beckingen-based company receives around 40 freight wagons in inter-plant transport from the Spanish Ford factory in Valencia, and from a supplier in Berlin.

Puhl's 60,000-square-metre premises in Beckingen serve as a logistics hub and as interim storage for the swap bodies coming from Berlin and Valencia. Company boss Manfred Puhl can tell immediately where a shipment has just come from: "Containers from Berlin are generally covered in graffiti." Logistics engineer Simon Scheit, who is responsible for European rail transport at Ford, also praises Puhl: "They have performed outstandingly. Going for Puhl was the right decision."

ok ■

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**HANDS ON:**  
Company head Manfred Puhl shunts freight wagons with his road-rail Unimog.

# Just-in-time scrap

DB Schenker Rail now offers an active inbound control system all over Germany for scrap logistics, following a successful pilot project with metallurgy company Hüttenwerke Krupp Mannesmann GmbH.



**PILOT QUARTET** (from left to right): Dariusz Kozuch (DB), Peter Hase (HKM), Ralph List and Jens Wilke (both DB).

**W**ithout scrap there can be no steel, as scrap iron is one of the most important and valuable raw materials for its production. “Without a regular supply of scrap, production here would grind to a halt,” says Peter Hase, Trade Representative for the Transport Department of Hüttenwerke Krupp Mannesmann GmbH (HKM).

The steelworks processes almost a dozen different types of scrap. To optimise timely deliveries and ensure that this precious raw material is supplied in the necessary quantities and quality, last summer HKM and DB Schenker Rail Deutschland launched a pilot project in all scrap transport operations both within Germany and from Austria and Switzerland. The aim was to optimise transport processes, making them more transparent and traceable for the steelworks and for the logistics providers.

Previously, supplies from the approximately 30 scrap merchants were uncoordinated, they did not take account of capacities at the steelworks, and they peaked at the end of the month. Now inbound control takes place on a needs-oriented basis, and is performed by special material requirements planners (MRPs) at DB Schenker Rail’s customer service centre in Duisburg. They issue forwarders with incoming goods numbers, without which they cannot transport the scrap to the steelworks. The steelworks

decides how many incoming goods numbers should be issued daily, thus allowing precise material requirements planning not just for wagon numbers, but also for scrap types.

“Active inbound control has been completely accepted by everyone involved, and the benefits are plentiful,” says Peter Hase of HKM. “Wagon circulation is now considerably faster, and the supply of wagons has substantially improved.” This not only reduces costs but, most importantly, also ensures greater planning reliability for consignors and consignees alike.

In addition to the pilot project with HKM Duisburg, Arcor Mittal Luxembourg and an Italian steelworks have now also been incorporated into the new logistics system. This year, the system will be expanded to take in a further 10 steelworks in Germany. rb ■

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# Steel coils bound for Italy



**Steel coils** In future, DB Schenker Rail will travel across half of Europe for Tata Steel.

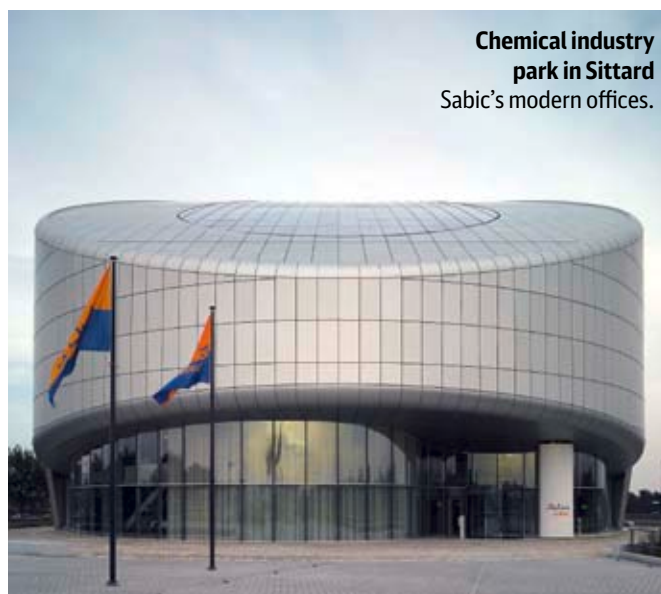
**D**B Schenker Rail is to carry out transport operations for the Tata Steel international group from the Netherlands to Italy from December 2010. Some 40,000 tonnes of steel coils are to be conveyed from Ijmuiden in northern Holland to Villavernia and Monteriggioni in Tuscany every year. DB Schenker Rail's locally-based subsidiaries are exclusively involved in handling the shipments,

which will pass through Germany and Switzerland. In order to offer the customer a door-to-door service from one source, DB Schenker Rail plans to use its international individual wagonload system and its railport network. The final part of the journey to the recipient in Monteriggioni, which has no works siding of its own, will be undertaken by lorry. *dv*

## Holland: Contract with SiTech extended

DB Schenker Rail Nederland will remain responsible for on-site shunting services within the biggest independent chemical industry park in the Netherlands in the years ahead. The contract with the operator SiTech was extended on 20 December for a further five years from 2013 to 2017. International chemicals groups such as DSM and Sabic operate their production facilities on the site located in Sittard-Geleen in southern Holland. As a strictly neutral service provider, DB Schenker Rail Nederland has been carrying out shunting operations and inspections on the site since 2003. More than 2.5 million tonnes of containers and bulk materials are moved every year. *dv*

**Chemical industry park in Sittard**  
Sabic's modern offices.





**Comeback**  
Cardiff's oil terminal will be supplied by rail once more.

## Oil for Wales

2011 has seen renewed rail transportation of petroleum between the port of Immingham and Wales. To achieve this, the petroleum dealer Mabanaft has worked in close consultation with DB Schenker Rail in order to modernize its rail siding at the oil terminal in Cardiff. The tracks had not been used for nine years, with deliveries to the Welsh oil terminal by ship exclusively. Thanks to the investments made towards modernisation, the continuous provision of supplies is now possible given reduced dependency on weather conditions and tides. *dv*



## Great Britain: Help with coastal protection

**B**y transporting rocks in large quantities, DB Schenker Rail (UK) has helped to protect the coast of Britain's Bristol Channel against flooding. The material was transported in 17 trainloads between November 2010 and January 2011 from the quarry in Whatley

to Minehead. The material, conveyed on behalf of the UK Environment Agency, was used to strengthen a stretch of coastline in the vicinity of Dunster in Somerset. As a result, hundreds of private properties now stand a reduced risk of flooding. *dv*



**Land and sea**  
are not far apart in England. Sound coastal protection is therefore essential.

## New freight wagons for building materials

DB Schenker Rail (UK) has taken into service a fleet of new freight wagons which are to supply the capital London and southern England with building materials on behalf of quarrying company Tarmac. The twelve wagons built by WH Davis each transport up to 75 tonnes of material and can be unloaded via mobile conveying machines. This means they can even be used at inner-city terminals with limited space. They are the first freight wagons of this type, consisting largely of stainless steel. This method of construction drastically extends their service life. They are also equipped with state-of-the-art TF25 bogies from Axiom Rail, which are designed to reduce noise emissions and track wear. *dv*



**Innovation** DB Schenker Rail (UK) will supply London using its new fleet of freight wagons.

# Planning reliability for steel customers

Steel and scrap are booming – so DB Schenker Rail is sending more and more trains across the Alps.

**D**B Schenker Rail is increasing capacities for the transport of steel and scrap between Germany and Northern Italy. “We boosted frequencies when the timetables changed back in December, but on 4 February we upped the number of trains once again,” says Jens Hagemann, Head of Sales Coordination in the Mining and Metallurgy market unit at DB Schenker Rail. 21 trains now travel each week between Munich and Brescia (Lombardy), and a further two from Hall in Tirol, with partners Lokomotion GmbH and Rail Traction Company providing the traction services on behalf of DB Schenker Rail.

These changes were prompted not just by the favourable economic situation, but also by the fact that competitor Trenitalia is moving away from single-wagon traffic. To ensure planning reliability for the industry, DB Schenker Rail operates a hub in Brescia for scrap transport; from there, DB Schenker Rail subsidiary NordCargo distributes freight onward to various destinations around Northern Italy. At the start of this year, two new destinations – Verdello and San Zeno – were added for the receipt of scrap. Shipments of steel, particularly in the form of coils, are loaded onto trucks at the steel warehouse in San Zeno by local partner Setrans, and transported from there to their recipients.

Steel and scrap destined for Italy originates mainly from Germany and Scandinavia. But transport volumes from south to north are also on the rise. “Capacity utilisation on our trains as they return north from San Zeno is currently at above-average levels, sometimes as high as 100%,” Hagemann explains. “It is quite possible that we will soon need to increase capacities even further.” dv ■

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Steel coils are the main product handled at the steel warehouse in San Zeno

## Broader range in Poland

**D**B Schenker Rail Polska is planning to expand the range of services it offers. Within DB Schenker Rail's European rail network the Polish subsidiary intends to increase the transportation of biomass, timber and chemical products in future. The strong presence at the Baltic Sea ports of Szczecin and Świnoujście is to be used to expand hinterland transport operations. As far as transit traffic is concerned, DB Schenker Rail Polska has plans to increase shipments of timber and coal from Belarus and coal, fertiliser and chemical products from Russia as well as timber and chemicals from Lithuania. *dv* ■

Key cargo  
in Poland: timber



Newly built facility  
in the Czech town of Pardubice



## New logistics centre in Pardubice

**D**B Schenker has opened a new logistics centre in Pardubice in the Czech Republic, which is set to become the hub for the flow of materials from its customer ESAB. Following the investment of €1.2 million, some 2,000 tonnes of freight are now being transported daily by rail and truck from ESAB plants in Poland, Sweden and neighbouring Vamberk to Pardubice. The facility is equipped with an efficient stock management system, with the customer receiving de-

tailed information on the new items in stock within two hours of their arrival. In addition to transportation and storage DB Schenker provides a number of other services, including the labelling of goods according to customer specifications, special packaging technologies, shipment of samples and the supply of quality certificates. ESAB is one of the biggest manufacturers of welding materials and accessories. *ok* ■







**A HEAVY JOB:**  
Intermodal shifts  
substantial loads in  
combined transport  
- not least via the  
Cologne Eifeltor  
transshipment station  
(left).

30

countries in  
transport network

44.000.000

kilometres per year

2.800.000

unit loads per year

3,0

circumnavigations of the Earth per day

411

employees

## A combined effort

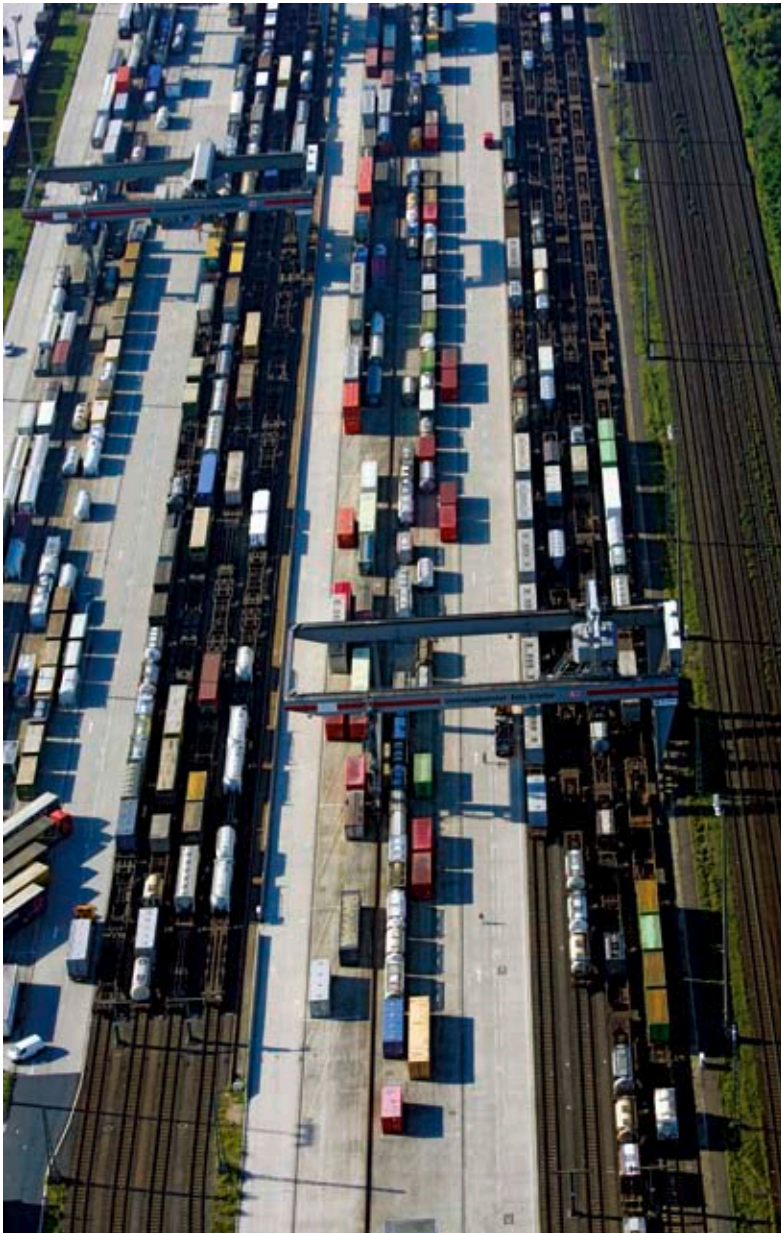
In order to set intermodal transport in motion, many gears have to be engaged. As the market leader, the Intermodal business unit of DB Schenker Rail sends almost 10,000 unit loads by rail all over the continent every day - and is consistently advancing innovations in the process.

**T**he future belongs to intermodal transport. Multimodal transport chains form the basis for ensuring that ever more complex goods flows keep moving reliably, quickly and in an eco-friendly manner. No other market segment in rail freight transport has grown so consistently and strongly over the years as the shipping of containers and other interchangeable tanks. This is chiefly down to three factors: firstly, transport distances are increasing, as a result of which the rail network is gaining the competitive edge over roads. Secondly, more and more cargo is being containerised and can thus be easily transferred in intermodal transport. And, last but not least,

the international division of labour and world trade are continuing to grow.

The Intermodal business unit of DB Schenker Rail provides operators, freight forwarders and shipping companies with Europe's biggest and most efficient intermodal transport network by rail, which now covers 30 countries. Moreover, the company offers its customers additional transshipment and terminal services, moves empty containers, and organises the pre- and post-carriage of intermodal rail transport operations.

With Intermodal set to reach its pre-crisis level again this year, DB is now investing in the expansion







**GATEWAY ON THE RHINE** Cologne Eifeltor from the air - the nine dispatching tracks and the powerful gantry cranes can easily be made out.

of its fleet, which currently comprises 12,300 wagons. This is based on the prediction of Head of Intermodal Andreas Schulz for steady growth of five to six per cent annually in the years ahead (for more details see the interview on page 28).

At the same time, Intermodal is stepping up discussions with its customers and partners. Following the already well-established port conferences for se-

DB transshipment stations in Germany - blue sites operated by DUSS, red sites operated by DB Intermodal Service.

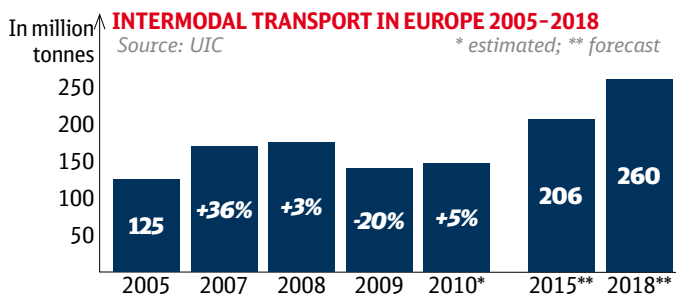


-  DUSS (Deutsche Umschlaggesellschaft Schiene-Strasse mbH) transshipment stations
-  DB Intermodal Services GmbH transshipment stations
-  Loaded and empty depots belonging to Intermodal Services GmbH
-  Empty depots / Service centre belonging to Intermodal Services GmbH

aport hinterland traffic, the combined transport specialist organised the first conference devoted to continental intermodal transport at the end of 2010 in Mainz, Germany, which is now expected to become an annual event. "As the strong backbone of combined transport, the continental market sector is very important for us," noted Karsten Sachsenröder, Member of the Management Board (Sales) at DB Schenker Rail. "Through our new continental conference we want to engage with our customers and partners in a debate on innovations, because it is only through joint efforts that we can further develop this complex business."

This includes the example of green logistics: Hermes is the first customer of Eco Plus - CO2-free freight transport by rail - and they presented their motivation and initial experiences at the conference. Intermodal predicts that the great response this topic received will, in the near future, motivate further interested parties who are keen to significantly improve their carbon footprint with Eco Plus.

Another example is the industrialisation of intermodal transport: in order to meet the demand for high quality coupled with low costs, market leader Intermodal is striving for increased service frequency. Customers will benefit from greater flexibility and enhanced operating reliability, whilst Intermodal will be able to make use of limited resource capacity more efficiently.



# In the realm of cranes

Transshipment stations form hubs and gateways between road, rail and ship.

## 3. TRANSHIPMENT

At large transshipment stations gantry cranes or reach stackers move up to 330,000 unit loads per year. As traffic volumes continue to rise, the expansion of this infrastructure is required in many places - or longer opening times.

## 2. DELIVERY

As a rule, the containers or semi-trailers reach the transshipment station in the afternoon, where they are loaded onto the booked train.

## 1. SHIPPERS

Trucks collect containers from customers in trade and industry and transport them over a short distance to a nearby transshipment station.

## 4. TRANSPORTATION

DB Intermodal trains run according to precise timetables. Many economic centres and seaports can be linked thanks to fast overnight deliveries

## 5. ARRIVAL

In maritime intermodal transport, containers switch from one mode of transport to another again at the port, and in continental intermodal transport it is another transshipment station. Sixty per cent of the business handled by DB Intermodal involves continental transport.

## DEPOTS AND SERVICES

Depots are usually located in the vicinity of the transshipment station where empty or loaded containers can be stored temporarily. Additional services such as cleaning, repairs and container repositioning are also offered here (see page 29).



INTERVIEW

# A clever combination

Head of Intermodal Andreas Schulz in a railways interview on its quick recovery, the prospects for combined transport, and future trends.

**M**r Schulz, after 150 days at the helm of Intermodal, how are the books looking?

Andreas Schulz: The news is good. The crisis is behind us – we showed 18 per cent growth in 2010 and are set to reach the pre-crisis level again this spring. For the coming years we are anticipating growth rates of five or perhaps six per cent. We are preparing for this through investment, for example in new rolling stock.

*What are you seeking to achieve in the short and medium term?*

Just like our competitors, we face the challenge of putting our business on a more profitable footing. It is beyond dispute that the future belongs to intermodal transport. This is the goal of the politicians because it switches transport operations from road to rail. And of course we want to make money from this.

*What kind of leverage do you intend to use as the European market leader?*

The buzzword is the industrialisation of combined transport. At present, our trains are usually on the move at night, meaning that optimum utilisation of our locomotives and terminals is not guaranteed. If we can operate two or three trains on busy routes spread over 24 hours, we will be utilising these resources more evenly and thus improving productivity for all those involved. The seaports which operate round the clock seven days a week demonstrate how this can be done. The growing volume of traffic is helping us in our efforts. I am aware that this will be no easy task and we are reliant in this regard on the cooperation of our customers and partners.

*...which were brought together at the end of last year for the first continental conference in Mainz.*

**ANDREAS SCHULZ** was born in Karachi, Pakistan, in 1968 and grew up in the Rhine-Main region. Having studied economics in Mainz, Mannheim and Verona, he joined DB as a trainee in 1997. He was Head of Marketing with Intermodal until he was promoted to the position of Business Unit Manager in October 2010. Mr Schulz is married with two children aged six and eight.

This dialogue is extremely important to me. We conducted an intensive debate on green logistics, among other things. Our philosophy in this regard was confirmed: CO2-free intermodal transport is a market necessity and not merely a fad..

*Are you expecting more Eco Plus customers this year?*

Yes, there is great interest among shippers. For this reason I am anticipating clear signals at the transport logistics fair in May in particular. The dynamic momentum is set to surprise the market nonetheless.

*You have already mentioned the political side of combined transport. Just imagine you could put three wishes to the policy makers – what would they be?*

To start with, we have to do our own homework. However, the political framework is crucially important to Intermodal. For that reason, I would firstly wish for EU-wide harmonisation of the public subsidies for combined transport; secondly, I would request the fast removal of bottlenecks in rail infrastructure; and thirdly, I would ask for no change in the weights and measures in road haulage which are detrimental to rail transport's competitiveness.

*Intermodal is the market leader in Germany and a major player in many other countries. What does Europe mean to you?*

Transport operations are rapidly becoming more international and the transport routes are getting longer. This is also the strength of the railways. DB Schenker Rail has grown in recent years into Europe's largest rail freight operator, and the Intermodal business unit is the European market leader in the combined transport segment. Our organisation and our strategy are geared towards growth in Europe.

*In which regions are you predicting the strongest growth in combined transport?*

We see great potential in the direction of Eastern and South-east Europe, Turkey being a prime example. We also plan to expand in areas where we are already engaged in extensive transport operations, between the industrial centres in Europe. In these areas we will offer customers additional alternatives to road haulage, thus further expanding rail transport's market share.

*Interview conducted by Olaf Krohn* ■

# Services related to every aspect of the container

DB Intermodal Services has been able to do even more since October: the hinterland repositioning of empty containers lowers costs.

The idea aroused great interest among shipping companies well in advance: since October 2010 DB Intermodal Services GmbH (DB IS) has been offering to transport empty containers in the hinterland. The aim of this "hinterland repositioning", according to Norbert Schuh, Head of Sales, Transport and Freight Forwarding at DB IS, "is to lower transport costs by bundling transport operations and avoiding empty runs. The new service is an appropriate addition to our existing range of depot and delivery activities."

DB IS, a wholly owned subsidiary of the Intermodal business unit, offers shipping companies, rail operators, shippers and freight forwarders numerous transport-supplementing services for intermodal transport. In addition to the transshipment, storage and repair of containers, the management and scheduling of wagon and unit loads form part of the core business. The company operates nine container depots nationwide, chiefly in southern Germany, four transshipment stations and a cross-site truck delivery service.

Owing to regional imbalances in import and export traffic, transport operations to reposition containers are

unavoidable for the shipping companies. With DB IS's far-reaching network of sites, and through a new internet platform, pairings or triangular traffic can be created through demand bundling, thus avoiding empty runs which are unproductive and expensive for the customer. The system could hardly be simpler to use. In a route matrix, the customer clicks on the desired starting point and destination and then enters the volume and date of transportation. DB IS does the rest. The best part is that following the submission of an instant quotation the price is reduced for an improved combined location. It is a win-win situation – the customer obtains low-cost transport services while DB IS increases the capacity utilisation of its vehicles and makes optimum use of its network. The repositioning is managed from the central scheduling unit based in Nuremberg.

rb ■

## PIT STOP:

DB Intermodal Services takes care of storage and repair, and now also the repositioning of empty containers.

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# Germany and Europe – a well connected network

Kombiverkehr – Europe’s market leader in continental intermodal transport – is the biggest customer of DB Schenker Rail’s Intermodal business unit. The extensive European network is being further developed in a joint endeavour – including in the direction of Southeast Europe.

**T**ogether with Kombiverkehr, the Intermodal business unit of DB Schenker Rail is making a concerted effort to shift freight traffic from road to rail – more so than anyone else in the market. From its home market of Germany, Kombiverkehr Deutsche Gesellschaft für kombinierten Güterverkehr mbH & Co KG operates a closely interwoven network of direct and shuttle trains from a single source, efficiently interlinking the economic centres of both Germany and the rest of Europe.

Through Kombiverkehr’s gateways the efficient national Kombi network 2000+ is linked up with international block trains, making more than 15,000 Europe-wide connections possible every day. As a result, Kombiverkehr is able to offer freight forwarders daily connections through the key European transport corridors, e.g. between Italy and Scandinavia, between Spain, Portugal and Eastern Europe, as well as between the Benelux countries, the Balkan states and Turkey.

Thanks to the close cooperation between Kombiverkehr and Intermodal, this network is being extended through new connections in the Kombi network 2000+ and the international sector, and is thus further optimised for customers. For example, the new service launched between Hamburg and Leipzig in 2010 enables improved links between Leipzig and Denmark, Sweden, Norway and the Baltic region.

The network system also proved effective during the crisis period. Even though the timetable had to be adjusted, Kombiverkehr was able to maintain its European network and to offer its customers the usual range of services almost without restrictions on both national and international routes. “Together



with Kombiverkehr we managed to maintain a steady level of business even during the crisis, and to offer the transport industry a comprehensive continental network with frequent services all over Europe,” says Andreas Schulz, Head of the Intermodal business unit (see also pages 28/29). “This tried-and-tested partnership will now enable us to expand again without any difficulties.”

Kombiverkehr is also currently expanding its services to Southeast Europe: a new direct train from Ludwigshafen to Ljubljana twice a week is creating new capacity for Slovenia and all neighbouring countries. The frequency of trains between Germany and Slovenia is thus increasing from five to seven per week. “This is our response to the high rise in demand on these routes,” notes Robert Breuhahn, Chief Executive of Kombiverkehr. “And last but not least we can further expand our range of environmentally friendly transport services between Germany and Southeast Europe.” The increased capacity also improves the connections in the direction of Turkey because Kombiverkehr operates a direct train three times a week between Ljubljana and Istanbul’s Halkali terminal.

Every time we expand our range of services, the potential for environmentally friendly rail transport is also increasing. Indeed, Kombiverkehr is already shifting some 20 million tonnes of cargo by rail annually, thus reducing the burden on roads and motorways as well as the impact on our climate and the air we breathe.

ok ■

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## BORDERLESS

In 1990, international transport operations accounted for only one-third of KVG's business activities, but by 2010 this had increased to three-quarters.



## Europe's market leader

Kombiverkehr, established in 1969, develops, organises and markets a Europe-wide network for shipments in continental intermodal transport and is Europe's market leader in this sector. With over 160 direct and shuttle trains, the company offers freight forwarders and transport companies more than 15,000 connections per night all over Europe. DB Mobility Logistics AG and a group of 230 national and international freight forwarders and transport companies each hold a 50-per cent stake in the company. Based in Frankfurt am Main, the company shifted over 933,000 truckloads (equivalent to 1.8 million TEUs) from road to rail in 2010, thus sparing the environment almost 900,000 tonnes of climate-damaging carbon dioxide emissions. A 156-strong workforce generated sales of some €347 million in 2009.

# To the Arctic Circle and back again

1,960 kilometres in 27 hours: the new DB Schenker North Rail Express links Oslo with Narvik



**W**e are proud of having developed our own train concept," says Jon Austheim of the Norwegian subsidiary Schenker A/S. "With the new freight train the provision of supplies to parts of Nordland, Troms and Finnmark has become much more reliable and higher in quality," adds Sandra Pfeiffer, Key Account Manager of DB Schenker Rail's Intermodal business unit.

Since the start of January, Intermodal has been providing a freight service for Schenker A/S which links the Norwegian capital Oslo with Narvik in the Arctic Circle. Five times a week the DB Schenker North Rail Express supplies northern Norway with consumer goods, groupage freight and new vehicles, then transports regional products such as fish on the return journey. Up to 15 wagons with new vehicles are dispatched every week for the Autolink partner alone. The 520-metre-long train can transport a good 1,000 tonnes, requiring between 27 and 28 hours for the 1,960-kilometre-long route. This means it is not only faster than a truck but also replaces about 12,500 truck journeys. The newly purchased twin-section pocket wagons and traction units have been

adapted to the special climatic conditions.

About 25,000 containers are to be carried on this route every year. The preparations necessary for this new project took over a year. DB Schenker is now transporting a good 90 per cent of its freight bound for northern Norway by rail. "This is indicative," notes Sandra Pfeiffer, "of the productive capacity of intermodal transport." **rb** ■

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**PREMIERE:** Michael Holmstrøm, Head of Schenker A/S, Oslo, and Petter Haas Brubakk, Director of the Confederation of Norwegian Enterprises (NHO), send the first train on its journey.

A landscape featuring a railway track in the foreground, a green field in the middle ground, and a forested hill in the background. The sky is overcast. A red horizontal bar is at the top of the image.

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### **Pociąg liniowy Śląsk. Teraz jeszcze szybciej z Polski do Niemiec – bez dopłaty.**

Skorzystaj z doświadczenia i jakości DB Schenker – największego europejskiego przedsiębiorstwa oferującego usługi w zakresie kolejowego transportu towarowego. DB Schenker Rail Polska i DB Schenker Rail Deutschland oferują teraz regularne połączenia przez Odrę. Obecnie dzięki 22 punktom zdawczo-odbiorczym w Polsce zapewniamy niezawodny transport, w tym także dla małej ilości przewożonych ładunków. Więcej informacji dostępnych jest na stronie: **[www.dbschenker.com](http://www.dbschenker.com)**.

# Keeping the noise down

Deutsche Bahn is taking action on train noise. Since December, the so-called EuropeTrain has been putting a new brake through its paces in preparation for series production: the economical “whisper brake” for freight wagons, otherwise known as the LL block.

**B**y the beginning of 2012 the EuropeTrain will have covered more than 200,000 kilometres, monitored closely by engineers and technicians. It withstood the icy Scandinavian winter, but the hot Italian summer is still to come. The 30 freight wagons which make up the train vary widely, but all have one thing in common: their wheelsets are all fitted with state-of-the-art composite – or “LL” – brake blocks. DB Systemtechnik in Minden is responsible for the implementation of the test programme, which is managed by UIC (the International Union of Railways) and involves some two dozen different European railways and several industry partners.

“Noise reduction in rail freight traffic is high up not just on the European Commission’s agenda, but on ours as well,” says DB Schenker Rail head Dr Alexander Hedderich. “The EuropeTrain is paving the way for the introduction of the LL brake block. It has the potential to halve train noise compared to conventional freight trains, but it can also be affordably retrofitted to the existing fleet.”

Both the LL block currently undergoing testing, and the K block, which was approved in 2003, differ from conventional cast iron brake blocks in the fact that they do not scratch the wheel

surface, thus reducing noise by 10 dB(A) – which the human ear experiences as a halving of the total noise emitted. All new freight wagons are fitted with the K block. Retrofitting “used” wagons is very demanding and expensive, however, and jeopardises the competitiveness of transporting freight by rail. The UIC sees the LL block as an economical solution for the 600,000 or so wagons currently on the rails in Europe.

“We are using the EuropeTrain particularly to check how the LL block affects rolling characteristics,” says engineer Johannes Gräber, Project Manager at DB Systemtechnik. “The test journeys in Europe will show exactly how the new brake needs to be configured in order to ultimately obtain European approval.” Gräber also explains that individual countries alone cannot meaningfully reduce noise from rail freight: “Most wagons travel across borders. Our measurements show that noise levels can only be noticeably reduced if between 80 and 90 per cent of the wagons on a train are retrofitted with whisper brakes.” ok ■

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**BEATING TRAIN NOISE TOGETHER:**  
Numerous railway networks have joined forces to test the cost-effective LL block – the “whisper brake” – on the international EuropeTrain test train.



Photo: DB AG (2)

**THE NEW GRAVITA 10 BB IN FIGURES:** Length: 15.7 metres, Speed: 100 km/h, Power output: 1,000 kW, Order volume: 130 locomotives, Investment volume: 240 million euros



# (Almost) soot-free shunting

DB Schenker Rail has just received the first batch of a total of 130 new shunting locomotives. The Gravita is DB's most environmentally friendly diesel locomotive yet, with filters that remove 97 per cent of all soot particles.

**90** per cent of DB Schenker Rail's forwarding services are powered by electrical energy. However, at marshalling yards and on the short stretches leading to customers' private sidings, there are generally no overhead electric lines, so DB is then dependent on diesel drive. Many shunters are now approaching the end of their lives and no longer meet current emissions standards, which is why DB is investing more than 240 million euros in 130 new, environmentally friendly vehicles.

The Gravita 10 BB from manufacturer Voith in Kiel, Germany, is fitted with soot particle filters and, as the new model series 261, it will replace the old model 291 and 295 vehicles. It is designed for heavy shunting work and transfer runs to sidings. According to the manufacturer, 97 per cent of the soot particles contained in the exhaust gas can be filtered out.

As its biggest investment in diesel locomotives for 15 years, DB

Schenker Rail is sending out a clear message about its commitment to environmental protection. "We are the first German company to use locomotives with additional particle filters as standard," says DB CEO Dr Rüdiger Grube. "In doing this we are investing in our future business, and at the same time consolidating our single-wagon operations."

Furthermore, the new locomotives meet the latest health and safety and noise control requirements, and are also more reliable, need less maintenance, and are more economical than their predecessors. DB Schenker Rail put the first batch of Gravita 10 BB shunters into service at the start of this year. ok ■

## New road/rail interchange in Dinazzano

DB Schenker Rail's logistics centre close to Bologna and Modena is specially designed for logistics services for fragile goods

**DB** Schenker has recently commenced operation of a DB Schenker Rail Logistics Centre in Dinazzano, Northern Italy, where delicate and fragile goods can be handled regardless of the weather conditions. The hall has one track and is 250 metres long, and there are a further 30,000 square metres of uncovered tarmaced area. Equipment includes a paper clamp forklift with rotating pincer, cranes with a lifting force of up to 35 tonnes and a lorry weighbridge. Schenker Italiana S.p.A.'s specialist rail forwarding and logistics team are based at the new site. With the new logistics centre and the existing DB Schenker Railport in Castel Guelfo di Bologna, DB Schenker now has a particularly high performance capacity in the region. Through its Dinazzano site, DB Schenker Rail now supplies some one million tonnes of clay from Germany's West-erwald region to the Italian tile industry by rail, and also distributes finished tiles and ceramics northwards to Central and Northern Europe. The link to the DB Schenker Rail Logistics Centre in Dinazzano is conveniently achieved by a connection with the shuttle trains from and to DB Schenker Railport Anagni, with groups of wagons leaving and joining the trains at Reggio Emilia. Planning for a direct shuttle train connection is currently underway. ok ■

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# DB supports Hamburg - European Green Capital 2011

A "Train of Ideas" consisting of seven exhibition containers will travel through Europe from mid-April.

**A**s European Green Capital 2011, Hamburg wants to encourage the eco-friendly restructuring of major cities and conurbations. The former Hanseatic city beat Copenhagen and Amsterdam to the title in a competition initiated by the EU, and now plans to spend the year presenting and discussing green ideas and projects for urban areas. The DB group is a premium partner of the Green Capital, and makes a significant contribution to achieving environmental objectives, for example Hamburg's suburban railway system runs entirely on CO2-free energy from German hydroelectric power stations, and with its Eco Plus product, DB Schenker Rail has been offering CO2-

free rail transportation since 2010. One of its first Eco Plus customers was Hermes Transport Logistics, who now ship 1,400 standard containers from Hamburg to Kornwestheim and Bamberg each year without any CO2 emissions. Together with DB Schenker, DB is also actively supporting the Green Capital project in the form of the Train of Ideas: a travelling exhibition in seven converted 40-foot containers, which will travel by rail to 18 major European cities between April and September this year. ok ■

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**1:87 scale**  
The Train of Ideas makes its debut at Miniatur Wunderland in Hamburg.

## The Red Telephone: in case of emergency

Explosive gases, flammable liquids, toxic and corrosive chemicals... Industrial production processes call for all kinds of hazardous substances. Rail is the safest mode of transport for the shipment of hazardous goods in general, and DB Schenker Rail in particular applies numerous technical and procedural precautions to minimise the risks posed by these substances to people and the environment. One element of the company's emergency management system, for use in case of incidents involving

hazardous goods in single-wagon and intermodal transport, is the so-called Red Telephone at DB Schenker Rail Deutschland's customer service centre in Duisburg. The telephone is used by emergency managers and emergency response teams on-site via Transport Management in order to quickly obtain information about specific substances, and to assess the risk present and take appropriate action. The Red Telephone is manned round the clock by the Intermodal Team, and it works even when the telephone network is faulty. dv





# Order management from one source

DB is now increasingly processing orders from abroad via its Duisburg Customer Service Centre.

**A** point of contact, an invoice and multilingual IT applications: at the Duisburg Customer Service Centre (CSC), DB Schenker Rail is increasingly bundling its international order management. With the deregulation of EU rail freight transport and DBSR's international focus, the number of customers abroad is growing. These customers can procure national and international transport services directly from DB Schenker Rail and thus handle shipments from one source with DBSR from their international locations.

In doing so, they enjoy the benefit of being able to commission and invoice all their European rail services from one service provider. DBSR offers its clients complete customer service round the clock, 365 days a year, from one source through a direct line to the CSC in Duisburg. Following order processing, the waybills which are still required in international transport operations are printed directly on site. Transport orders for some 60 freight transport offices in France, Spain, Italy, Poland, Switzerland, Belgium, Ro-

mania and Sweden are currently printed from Duisburg. Following the successful pilot trial in Italy during 2008/09, more than 10,000 waybills for over 30,000 wagons were issued abroad last year.

In addition to transport order processing and waybilling, CSC performs the following tasks for customers abroad: coordination of order placement / routing, creation of order codes or specimen waybills, onsite waybill printing, troubleshooting in the event of circumstances preventing carriage, freight billing and complaints. Thanks to the continual advancement of its IT applications and processes and language courses for its employees, the CSC in Duisburg can offer an important service to all its customers, including those based abroad. *ok* ■

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**Satisfied:**  
Group Volkswagen France uses DB Schenker's electronic order management system Rail.

## Electronic waybills

Since the Customer Service Centre came into operation in Duisburg in 1998, DB Schenker Rail has been offering its German customers a complete range of services from freight wagon ordering to invoicing from a single source. Unlike international shipments, the electronic waybill has completely replaced the costly and time-consuming preparation of paper documents within domestic transport operations. Order data is mainly transferred through electronic data interchange (EDI), or the RailServiceOnline internet platform. The five industry teams which operate in the Order Management department at the CSC are currently handling some 2.5 million transport orders per year.

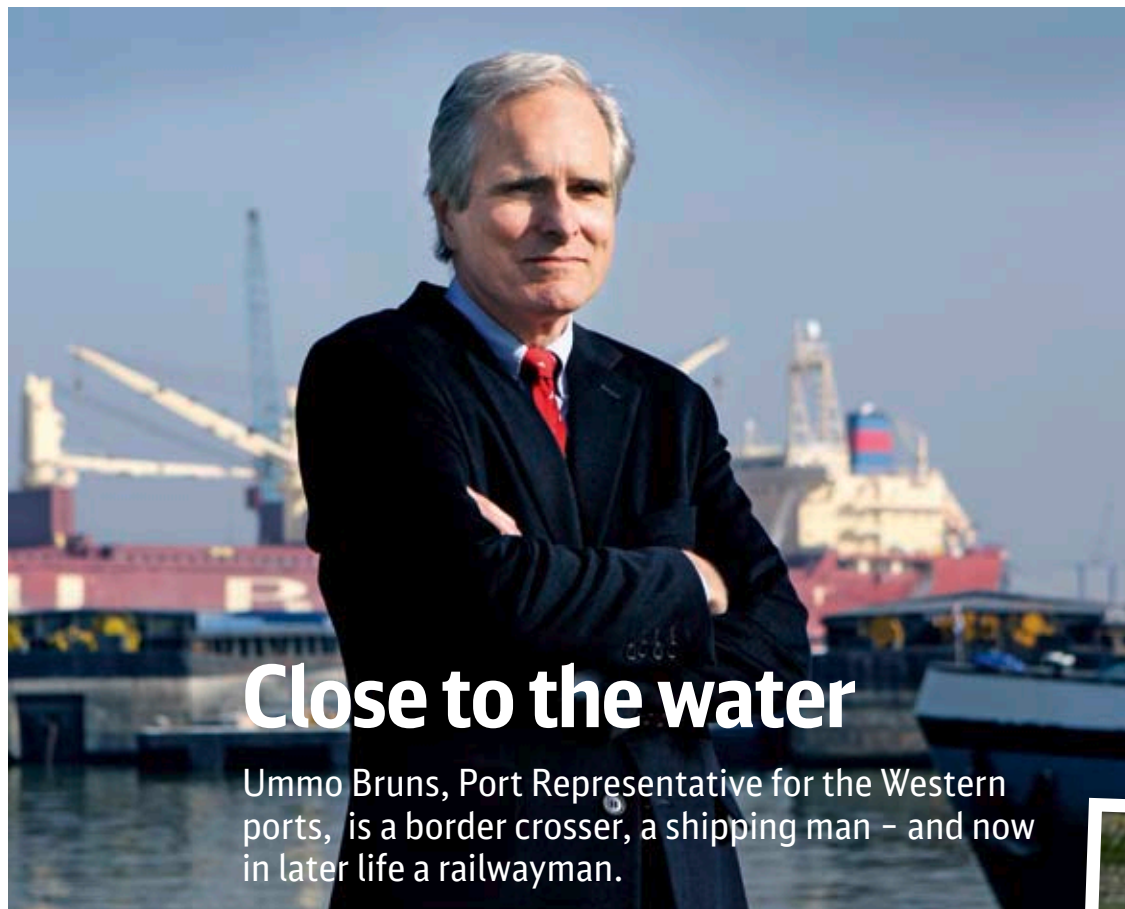
## "Tailor-made database"

Bruno Leblois, Accessories Warehouse Manager at Group Volkswagen France, on DB order management



"The transportation of original parts between Germany and Villers-Cotterêts in France, which used to be operated by SNCF, was replaced

at the end of 2009 by Euro Cargo Rail. DB Schenker Rail's automotive order management team developed a database for shipments between Villers-Cotterêts and Germany which was tailored to our needs. This database, which is bilingual and can be used by both German and French employees, allows us to place orders with DB Schenker Rail with minimum effort. At the same time, it can be used to report and/or order empty freight wagons. This customer-oriented service offered by the Duisburg CSC provides us with a very efficient order placement process, which has been operating smoothly since its introduction and in addition to the commissioning of the transport service, it forms the basis for error-free billing."



**A MARITIME MAN**  
Ummo Bruns loves the charm of large ports and major vessels. As such, working in Rotterdam and living in Antwerp suits him perfectly.

## Close to the water

Ummo Bruns, Port Representative for the Western ports, is a border crosser, a shipping man – and now in later life a railwayman.

**G**iven his family background and a career with many changes of direction, it is no wonder that Ummo Bruns can tell a story or two about life in Germany, Belgium and Holland. “I live in Antwerp because Belgium reminds me of the Mediterranean”, says the 57-year-old. “In Holland you have bread and cheese for lunch, but in Belgium the food is better.” Yet in his adoptive country of Belgium, Bruns is regarded as a foreigner; according to his two passports, he is Dutch on the one hand and German on the other, and his roots extend back to Hamburg and Oldenburg.

His origin and occupation made him a border crosser early on. Following the Second World War, his father worked in both the cereal and chemical industries in Rotterdam, and as the Federal Republic of Germany’s Honorary Consul in the province of Zeeland. Born in The Hague, Ummo Bruns was hired by a ship broker in Rotterdam and then completed an apprenticeship as a shipping agent with Hapag-Lloyd in Hamburg: “My father always took me with him to ports and ships so it was natural for me to embark on a career in the maritime industry.” He has remained loyal to the industry even though the locations have changed: Amsterdam, Paris, Antwerp.

In 1992, Ummo Bruns became the European representative for the Port Authority of New York and New Jersey based in Antwerp. He held the post for twelve years – including September 11th 2001. “The Port Authority was the owner of the World Trade Center and had its headquarters in the building”, recalls the German Dutchman. “On the day that the Twin Towers collapsed, I lost 76 US colleagues.”

### THE PERFECT PASTIME

Bruns also takes to the water in his spare time: he rows in an Eight.



Bruns developed a passion for rail at the mature age of 54, having been appointed Western Port Representative by DB Schenker Rail in 2007. Since then, Bruns has been representing DB’s interests in the “ZARA” ports of Zeebrugge, Antwerp, Rotterdam and Amsterdam.

Rotterdam, where his office is based, has never been an important railway port historically notes Bruns, “because it has been blessed with the Rhine, which provides excellent access to the hinterland”. Yet times are changing and the railways are gaining in importance over the roads not least due to environmental factors – the new dedicated Betuwe Route freight line is proof in itself. Like a maritime ambassador, Ummo Bruns acts as DB’s quadrilingual point of contact for port authorities, freight forwarders, shipping companies and policy-makers.

At the end of his working day, the Western Port Representative makes his routine crossing of the border from Holland to Belgium, where his “Mediterranean” begins. Ummo Bruns’ very special migratory background is part of his life, and has also been part of the lives of his now grown-up children from the outset. “When they were still young they asked me: ‘Who are we and where do we belong?’ I replied: ‘You are Europeans.’ That made complete sense to them.”

ok ■

# Save the Date

DB Schenker Rail is represented at all major European trade fairs and industry events. Take advantage of this opportunity and come and meet us in person!

**5-7**  
**APRIL**

## in Birmingham (UK)

Multimodal 2011 is a meeting place for manufacturers, distributors and logistics companies from across the UK and Ireland, not least DB Schenker Rail UK.  
[www.multimodal.org.uk](http://www.multimodal.org.uk)

**26-29**  
**APRIL**

## in Moscow (Russia)

TransRussia is the central market place for the logistics industry in Russia, the Baltic states and other countries in Eastern Europe and Asia.  
[www.transrussia.ru/eng/](http://www.transrussia.ru/eng/)

**10-13**  
**MAY**

## in Munich (Germany)

Transport Logistic in Munich has established itself as a top international trade fair for the logistics industry. All of DB Schenker's divisions will be represented there, occupying an area of more than 1,100 square metres of exhibition space. DB Schenker's customers are warmly invited to the "Railclub" on 11 May.  
[www.transportlogistic.de](http://www.transportlogistic.de)

**The next issue of railways will be available from the beginning of May, prior to Transport Logistic 2011 in Munich. It will focus on the topic of "Europe", and will include a trade fair guide.**

## Thank you - and congratulations!



**SPRING AWAKENING** Detlef Wruck won this FOCUS bicycle in a prize draw.

Thank you very much from DB Schenker Rail and the editorial team to the great number of readers of the German and English editions of railways for responding to our reader survey. Your positive and negative comments are an incentive for us to keep developing our customer magazine. Taking part in the survey particularly paid off for Detlef Wruck from Behala in Berlin - he won a bicycle after his name was drawn from a list of all those who completed the survey. Congratulations and happy cycling!

### Imprint

Published by  
DB Schenker Rail GmbH  
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Rheinstraße 2  
D-55116 Mainz

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Publishers  
G+J Corporate Editors GmbH  
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D-20459 Hamburg

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Design  
Ilga Tick (Ltg.), Thorsten Lange

Title photo  
Aurubis AG

Fotoredaktion  
Mascha Piening

Printers  
Pfitzer GmbH & Co. KG,  
D-Rellingen

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ISSN 1867-9668

helping the environment - printed  
on ECF Paper

DB Schenker's website:  
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mobile phones charges can vary.

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