

# railways

THE DB SCHENKER RAIL CUSTOMER MAGAZINE

**DB** SCHENKER

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## Bella Italia

**How NORDCARGO rounds off DB Schenker Rail's European network south of the Alps.**

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## In the shoe business

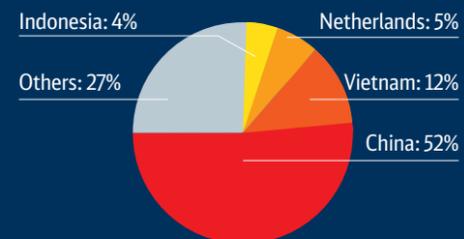
Let's be honest: these shoes are not entirely suitable for keeping a woman's feet warm and dry in winter. Yet however impractical they may appear, they are used for making a show-stopping entrance in any season. This is just one of the 537 million pairs of shoes imported by Germany in 2012 – an impressive figure released by the Federal Association of the German Footwear and Leather Goods Industry (HDSL). Shoes are still produced in Germany, of course, but the 26 million German-made pairs – just five per cent of

total imports – look rather modest by comparison. Three out of four pairs of shoes worn by people in Germany come from Asia nowadays. It will come as no surprise that China easily tops this list (52 per cent of all import-ed shoes), ahead of Vietnam (twelve per cent) and the Netherlands (five per cent). Indonesia accounts for four per cent of imports. The first container train which recently arrived in Hamburg from the major Chinese city of Zhengzhou was loaded to a large extent with shoes made in China. Find out more on page 21!

an ■

## Global product

Imports for the German shoe market, according to country of origin, in per cent, first half of 2013  
Total: 297 million pairs



Source: Federal Association of the German Footwear and Leather Goods Industry (HDSL)



## Here's to the New Year!

*What a year 2013 has been! With skill and a little luck we have weathered the storms of the eurozone crisis, and with you, our customers, we have jointly mastered a whole series of challenges. I am convinced that our network and our experience will enable us to find even more intelligent and sustainable transport and logistics solutions to match your requirements in the coming year. To this end, we want to contribute with our European network, which is growing ever closer together, but also continue to develop all processes. This edition features many examples of the future!*

*I wish you an inspiring read, a peaceful Christmas and happiness and success for 2014!*

Axel Marschall

Member of the Management Board  
DB Schenker Rail



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# 08 Focus Italy

The country where the lemon trees bloom is a key link in European supply and production chains. With NORDCARGO, DB Schenker Rail possesses an efficient national subsidiary. The Xrail individual-wagon alliance recently expanded its network to northern Italy.

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BELLA ITALIA:  
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LONG FEAT

Photos: Simone Casetta/Anzenberger Agency; Studio Blickfang Paderborn



**ROTTERDAM/NETHERLANDS  
FIVE MILLION LOADING UNITS**

Since 1993, the RSC Rotterdam rail terminal has handled five million loading units. The terminal celebrated this in the summer. The company in Europe's biggest port currently handles around 300,000 units per year and employs around 130 workers. An average of 45 trains are loaded every day for various destinations in Europe, with Italy at the top of the list. Thanks to a direct internal connection with the Rotterdam Short Sea Terminal, the ECT City Terminal and SCA Logistics, it is easy to put units onto the railways and to take delivery of them from there. Because the largest ships have been moved to the Maasvlakte, RSC now handles more and more short sea and continental transport operations. Following several expansions, RSC today has eight tracks and four rail-mounted gantry cranes. *ok*



**HAMBURG/GERMANY  
GREATER PRODUCTIVITY ALL ALONG THE LINE**

There is still scope for higher productivity in seaport-hinterland traffic. With infrastructure resources limited, increasing this productivity will be the central task of the years ahead. The 30 representatives of railways, operators, freight forwarders, shipping lines and port management were agreed on this at the Northern Ports Conference organised by DB in Hamburg. Productivity is also a major issue for DB, as Axel Marshall, Member of the Management Board for Sales at DB Schenker Rail, made clear: "We also have some homework to do in this regard." The trend with the biggest impact on seaport-hinterland traffic is the emergence of supersize vessels and increasingly large shipping alliances, states Jens-Ole Krenzien, Managing Director of Maersk Germany, and sees obvious parallels: "The intermodal network is like a shipping network and must, in the same way, be continuously optimised so as to increase capacity utilisation." *ok*

**INGELHEIM/GERMANY  
NEW STANDARDS IN COMBINED TRANSPORT**

Many industry representatives accepted the Intermodal division's invitation to the fourth Continental Conference at Ingelheim's Engelthal Convent in October. DB Schenker Rail uses this annual event to seek a dialogue with operators and freight forwarders engaged in continental intermodal transport operations on current market trends. Within the talks and workshops that followed, the participants exchanged views on the topics of network development, the equipment market and cooperation strategies in continental and maritime traffic flows. It became clear that customers value an efficient network more than a large one. The debate about the development of equipment showed that the trend towards rolling stock harmonisation is moving in the direction of double-pocket and 60-foot wagons, with standard swap bodies set to play a very limited role, if any, in intercontinental transport operations in future. *ok*

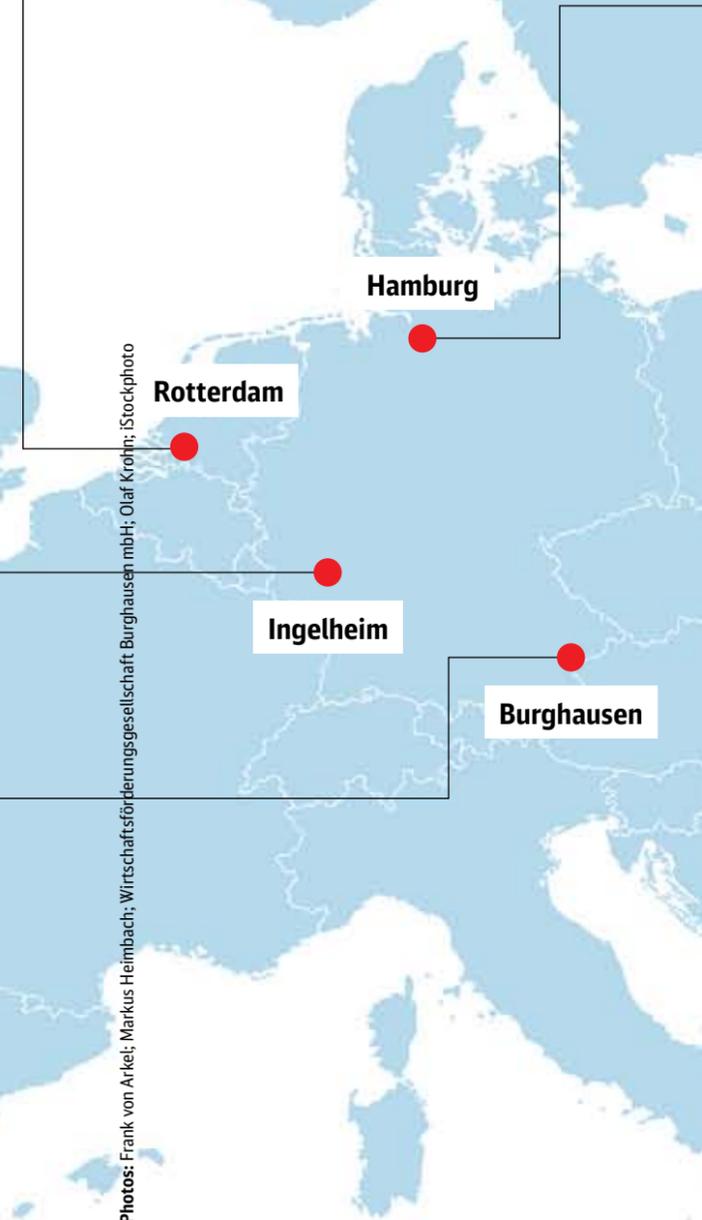


**PIRDOP/BULGARIA  
DB SCHENKER RAIL BULGARIA CERTIFIED**

DB Schenker Rail's Bulgarian subsidiary has reached a further milestone. The company based in Pirdop is now certified in accordance with ISO 9001:2008 and thus boasts an internationally recognised quality management system. The certification applies to the activities of DB Schenker Rail Bulgaria as a rail freight transport operator and as a vehicle maintenance company. ISO 9001:2008 signals to the outside world that a company is meeting high customer standards and adhering to the relevant regulations and laws. In addition, DB Schenker Rail Bulgaria is now entitled to submit simplified customs declarations when importing and exporting goods. To date, the Bulgarian authorities have demanded a customs declaration for each individual wagon - but now only one declaration is required for the whole train. *ok*

**BURGHAUSEN/GERMANY  
INVESTMENT IN CHEMICAL CLUSTER**

DB Schenker BTT, Deutsche Umschlaggesellschaft Schiene-Straße (DUSS) and the Heilbronn-based silo logistics specialist Spedition Schmidt will operate the new intermodal traffic terminal in Burghausen from June 2014. The facility with four tracks, four sidings and a gantry crane is intended to strengthen logistics operations in the chemical cluster in southern Bavaria. "In future we will be able to offer our customers much improved links to the European intermodal and railway network," says Jörg Hilker, Managing Director of DB Schenker BTT. To this end, the chemicals haulage specialist DB Schenker BTT, DUSS and Spedition Schmidt have established the KombiTerminal Burghausen operating company under a 20-year contract. The regional private equity group RegioInvest Inn-Salzach is currently building the terminal at a cost of €30 million, over 80 per cent of which comes from public funding. *ok*



# Bella Italia, from a logistics angle

NORDCARGO in Italy runs an efficient and growing operation within the DB Schenker Rail network. The DB joint venture is the second-largest rail freight operator south of the Alps, providing the best connections to the industrial regions of northern Italy and beyond for industry and commerce throughout Europe.



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The establishment of DB Schenker Rail Italia in 2001 followed a series of incremental steps, with which the DB Group became the second-largest rail freight operator in the country after the state-owned Trenitalia Cargo.

Photos: Marco Stellini/Nordcargo, PR (2)

**B**ella Italia is a notion deeply embedded in human desire. More than 46 million foreign visitors a year make this country one of the world's most popular travel destinations. Yet Italy has more to offer than antiquity and the Renaissance, than Rome and Rimini. The G8 member is one of the world's leading economies with a strong industrial base, concentrated primarily in the north.

It therefore comes as no surprise that the Italian rail freight transport market is ranked fifth in the EU, ahead even of France. Nonetheless, the rail network between Brenner and Bari does not play such a major role in the transport mode mix as in Germany, Poland or Austria, for instance. Thanks to Italy's long coastline and the two major islands of Sicily and Sardinia, sea transport traditionally plays a bigger role than in other countries. However, the rail's biggest rival, also in Italy, remains road transport, with a large number of operators providing fierce price competition.

As Europe's leading rail freight operator, DB Schenker Rail seized the opportunities of deregulation and integrated Italy into its growing European network early on. "For us, Italy is a country that offers huge development potential," says Andrea Penso, Head of Planning at NORDCARGO and up to the end of October 2013 also Head of Commercial Management for Italy/Switzerland at DB Schenker Rail. The establishment of DB Schenker Rail Italia in 2001 (then operating under the name Railion Italia) followed a series of incremental steps, including the merger with NORDCARGO, through which the DB Group became the second-largest rail freight operator in the country after the state-owned Trenitalia Cargo. DB Schenker Rail Italia Services acts as the sales arm, leaving NORDCARGO in complete charge of production (see box on page 12).

NORDCARGO does not yet operate national rail freight services in Italy, **cont. on page 10** ▶

**PULLING POWER:** NORDCARGO links Italy to DB Schenker Rail's European network. On the left, a NORDCARGO diesel locomotive in operation for the steel industry near Brescia. Above, a NORDCARGO freight train en route from Turin to Milan with the Alps in the background.



## “We are deeply rooted in Italy”

Rüdiger Gastell is in charge of DB Schenker Rail Italia as well as being NORDCARGO’s Financial Director. The 44-year-old moved from DB Schenker Rail’s headquarters to Italy in 2011.

contact in excellent quality. In addition, we were one of the first national subsidiaries at DB Schenker Rail to roll out the uniform Europe-wide IT system.

### How is NORDCARGO’s individual wagon business developing?

Individual wagons account for about 60 per cent of our volume. We are hoping that our integration into the European individual wagon alliance Xrail in June 2013 will provide additional impetus in moving forward.

### What are your expectations for NORDCARGO in 2014, and what can your customers expect?

We are seeking to stabilise our international transport operations at a high level. A favourable economic backdrop can only help in this regard. In future we shall certainly be focusing increasingly on transport services within Italy. This will involve informing potential customers of what we do even more effectively. Our team is highly motivated, well-qualified and, with an average age of 34 years, very young. This means we come well-equipped for the future.

Interview: Olaf Krohn

### What role does NORDCARGO play in Italian rail freight transport?

We became the first privately owned railway in Italy to obtain a safety licence for rail freight transport in 2001 and are currently Italy’s largest private rail freight operator. We stand out from the other private companies thanks to our strong network and the capacity to serve many regions, not only with block trains, but also with individual wagons. Our great flexibility also deserves special mention.

### What are NORDCARGO’s strengths, also as compared with its competitors?

NORDCARGO is deeply rooted in Italy with an Italian shareholder, but also has direct links with DB Schenker Rail’s European network. Together with DB Schenker Logistics, we can offer highly complex solutions. With this integration we are also able to provide cross-border solutions from a single source and a single point of

concentrating instead on international transport operations within DB Schenker Rail’s European network. Its transport volumes have risen strongly in recent years in spite of Italy’s stagnating economy: from 1.3 million train kilometres in 2009 to 2.1 million in 2012. NORDCARGO operates 35 trains on average daily. In 2012, the young company generated sales of €56 million – the highest in its history.

Whereas Trenitalia is partially withdrawing from the individual-wagon business, NORDCARGO is now filling this gap with intensified commitment. NORDCARGO attaches importance to close rapport with its customers and to excellent service. The control centre informs customers proactively and is manned on a round-the-clock basis. At the same time, the company has built up especially in northern Italy a network consisting of several hubs, eight railports and more than 30 rail sidings (see also page 13). Thanks to its complete integration into the Xrail network in June,

the standards of the international individual-wagon alliance now also apply to northern Italy. Xrail’s services include accompanying IT tools, international timetables from siding to siding and proactive information systems.

DB Schenker Rail now intends to expand further. “We are currently planning to expand our Italian network,” says Penso. This will include new railports in Tuscany close to the port city of Livorno and in Lugo near Ravenna. “In addition, we are looking to expand further along the Adriatic coast; our ultimate goal is Bari,” Penso adds.

NORDCARGO is also planning to step up its activities in a westerly direction in future. “It is our aim to link up NORDCARGO’s Italian individual-wagon network via the Turin-Lyon axis with our French sister railway Euro Cargo Rail (ECR),” says Penso. As yet, NORDCARGO cannot operate its own locomotives on this route because **cont. on page 12** ▶

**CENTRE OF ACTION:** Brescia Scalo is one of NORDCARGO’s four hubs in northern Italy (above). Tiziana Morotti (right) has been a locomotive engineer with NORDCARGO since the company was founded. Today, the 41-year-old from Domodossola trains other train drivers. She is also featured on the cover of this *railways* issue.



## THE EU’S LARGEST RAIL FREIGHT TRANSPORT MARKETS

2012 in million tonne-kilometres (tkm)

1 Germany	366,140
2 Poland	230,878
3 UK	115,225
4 Austria	107,858 *
5 Italy	88,505
6 France	87,539
7 Czech Republic	82,968
8 Sweden	65,789

Source: Eurostat, \*2011



it has no licence for the short section from the west portal of the Mont Cenis Tunnel to the French border station Modane. An additional obstacle is that French voltage differs from Italian voltage. "This corridor offers huge development potential, though - as our customers keep telling us. Rail's modal split on this route through the Alps remains very low for now," says Penso, in hope that this project will spring to life in 2014.

**WEIGHTLIFTER:** The main activity at the Brescia Scalo hub is freight movement for the regional steel industry.



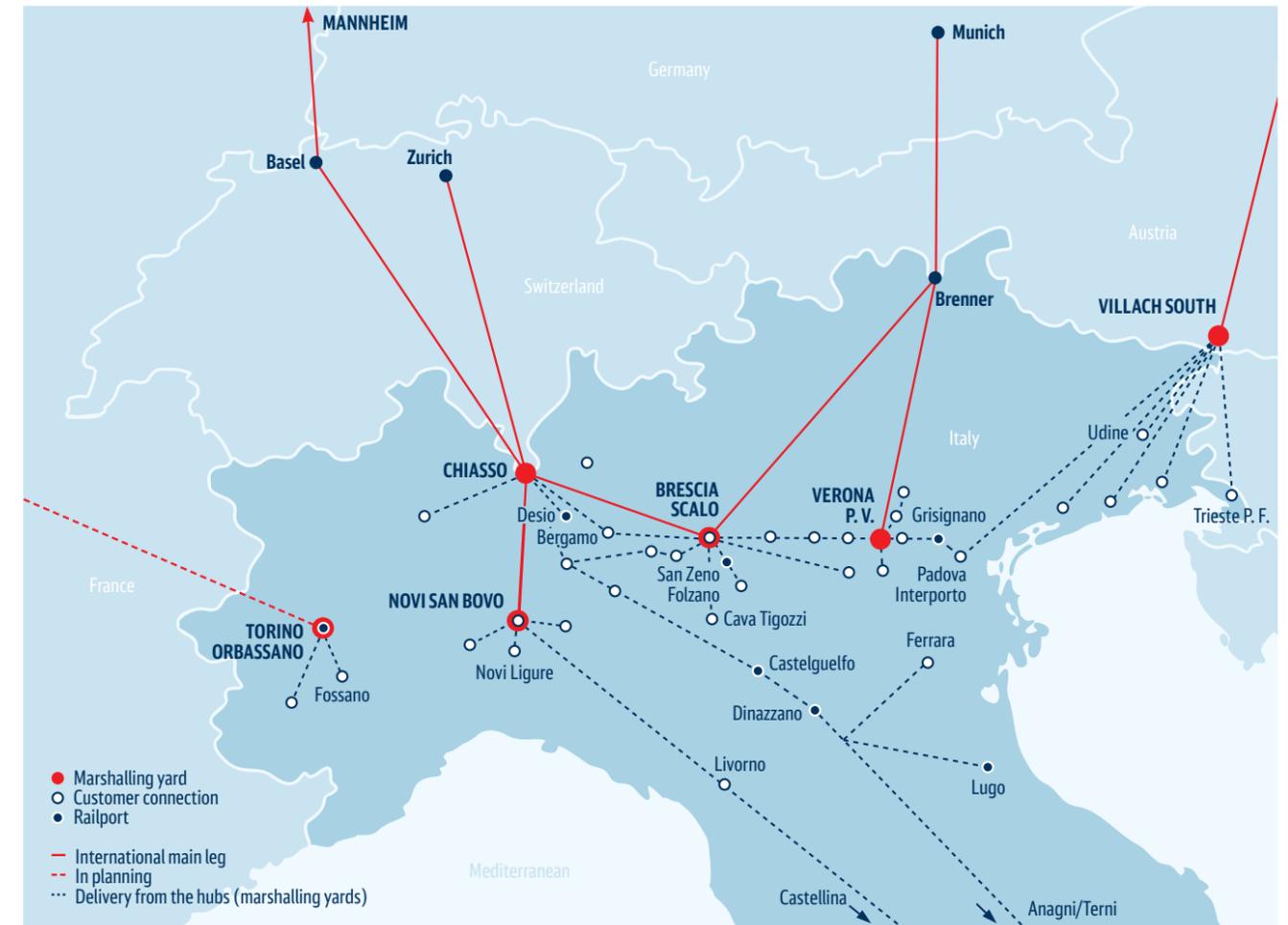
A network means not having to do everything on your own. NORDCARGO and DB Schenker Rail therefore work intensively with partners in day-to-day operations. On the Gotthard and Simplon routes, that means, for example, SBB Cargo as the new transit partner for Switzerland and BLS Cargo. In Brenner Pass transport operations, locomotives belonging to Lokomotiv, RTC and RCI, the Italian subsidiary of Rail Cargo Austria, are used. In Brescia or Chiasso, NORDCARGO's locomotives then take over, distributing the wagons on an area-wide basis. In Verona, RTC performs distribution locally. Finally, with its nationwide presence, the state railway Trenitalia Cargo operates in many areas as NORDCARGO's partner. This is important - and a sensible way of interlinking the partial networks, Penso continues. It is only in a strong network that rail can increase its modal split. And this supports not only DB Schenker Rail and NORDCARGO - but, more importantly, the customers. ok ■

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### NORDCARGO AND DB SCHENKER RAIL ITALIA

- NORDCARGO started out as Ferrovie Nord Milano (FNM), which operated the first private freight train in Italy in 2001 and was renamed in 2006.
- DBSRI (then known as Railion Italia) started to operate in December 2004.
- In early 2009, DBSRI acquired a 49 per cent stake in NORDCARGO, increasing this to 60 per cent at the start of 2010.
- The NORDCARGO joint venture is based in Novate Milanese outside Milan, currently employs almost 300 people and operates 27 locomotives.

### NORDCARGO'S INDIVIDUAL-WAGON NETWORK IN ITALY



## Connection to Central Europe

NORDCARGO offers access to the rail system to many small and medium-sized Italian businesses through its individual-wagon transport services. The network moves 100,000 wagons every year.

Since the overwhelming withdrawal from individual-wagon transport operations by the state railway Trenitalia Cargo in the spring of 2010, NORDCARGO has filled this gap for Italy's key regions. This demanding business allows small and medium-sized companies even without their own rail siding access to the rail system - both nationally and internationally. Thanks to northern Italy's integration into the Xrail international individual-wagon alliance network, the range for cross-border transport operations to and from Italy is growing. Xrail's services include accompanying IT tools, international timetables from siding to siding and proactive information systems.

The NORDCARGO network moves 100,000 freight trains every year. The three hubs in Brescia, Turin and Chiasso are directly connected to DB Schenker Rail's European individual-wagon network. Seven freight trains run every day from Munich to the Brescia Scalo marshalling yard alone. Further pivotal points in the NORDCARGO network are the eight railports, the most southern of which is Anagni near Rome, with an eighth due to open in Lugo in early 2014. Goods of all types are transferred here from rail to road and also temporarily stored. The individual-wagon network is rounded off by 30 rail sidings, where NORDCARGO serves larger companies directly on their plant premises. ok ■

**HIGHWAYS:** The term used for long-haul consolidated transport operations, whereas areawide distribution services locally are known as antennas.

# Verona logistics hub

Railport handles 50,000 tonnes of sugar among other goods every year.



In the vast Quadrante Europa logistics park in Verona, which spans an area of 2.5 millions m<sup>2</sup>, the DB subsidiary Hangartner Terminal Srl operates a railport on behalf of DB Schenker. The centrepiece is a warehouse approx. 30,000 m<sup>2</sup> in size with an integrated railway siding as an ideal interface between rail and road. The customers come from the paper and steel sectors and from the auto-motive, consumer goods and food industries. In 2012, some 50,000 tonnes of sugar were transhipped here for the sugar-producing customer Südzucker alone.

Hangartner also looks after order picking operations and customs clearance. This helps, for example, with a very special transport operation for an Italian customer: larch from Siberia is conveyed via St. Petersburg by ship to Kiel and unloaded there onto the rail network. It then arrives after a four-week journey covering 8,000 kilometres in Verona, where customs clearance and trans-

shipment onto lorries are carried out for delivery to the Dal Lago company near Vicenza.

“This example shows that we bring added value to our customers with the smart combination that our one-stop service portfolio provides for rail, roads as well as cargo handling and warehouse logistics. Verona, an important logistics location in north-eastern Italy, boasts an excellent connection with our European rail network,” says Stephan Sulser, Head of Sales Industrial and Consumer Goods at DB Schenker Rail. an ■

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**PEAK PERFORMANCES:**  
Verona is famous for its arena and its open-air opera. It is also an important logistics hub.

# The asbestos has to go

New business for DB Schenker Rail: asbestos is being conveyed from Lake Como for disposal at a landfill site near Leipzig.

The health risks associated with asbestos have been known for decades. Its fine fibres can cause asbestosis and lung cancer. For this reason, the marketing and use of this once widespread building and insulation material has been banned in the EU since 2005. In the case of older buildings costly removal of the asbestos is required – followed by safe disposal of the material in landfill sites.

Since Italy lacks suitable landfill capacity, the disposal company Difesa Ambiente based in Cantù close to Lake Como is transporting the asbestos to Espenhain near Leipzig. “Asbestos is a dangerous substance, arrives in double-layer packaging, so that it cannot pose any risks, and is put into interim storage,” explains Difesa Director Lorenzo D’Antino. In the summer, the company, a longstanding customer of DB Schenker, opted to switch these asbestos shipments bound for Germany to environmentally friendly rail.

The asbestos is temporarily stored close to Cantù and transported from there by lorry to the Desio railport some 25 kilometres away, where forklift trucks load big bags containing asbestos waste directly into

the freight wagons. They then run in DB shuttle trains from the Chiasso hub via Mannheim to Leipzig. At this point Westsächsische Entsorgungs- und Verwertungsgesellschaft WEV assumes responsibility for the environmentally compatible final storage of the asbestos in their landfill site.

“This was new territory for us. For the first time we used covered Habb wagons for this type of transport operation. They are ideally suited to the asbestos stored on pallets and in the big bags,” says Marc van der Las, Head of the Waste Disposal/Project Business team. There are currently eight to ten wagons running for Difesa Ambiente every week from northern Italy to Saxony. The reloading services from Italy to Germany with packaged waste in bales, on pallets or in big bags is proving a growth market for DB Schenker Rail. ok ■

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# Unconventional, yet successful

DB Schenker Rail is opening a new line for intermodal transport from Novara to Le Havre under the overall control of Euro Cargo Rail.

The national subsidiaries of DB Schenker Rail have opened a new line for intermodal transport with an unusual initiative. A train has been operating between Novara in Piedmont and the port city of Le Havre in Normandy twice a week since July. “We have brought together three customers with independent businesses yet common interests for this project and have also been working very intensively internally across divisions and the company as a whole,” says Jean-Philippe Delmont of Euro Cargo Rail (ECR).

DB Schenker Rail’s French subsidiary is managing this new service between Italy and France that is operated via Switzerland. Owing to construction work in

France at the start, the trains also ran on the section from Saarbrücken to Basel via the German rail network, resulting in four countries being involved.

The line’s successful launch also marked the start of a new collaboration between DB Schenker Rail and SBB Cargo in transit operations through Switzerland. As carrier, ECR purchases the services outside France from SBB Cargo and from Nordcargo in Italy. Thanks to steady demand, there are plans to increase the frequency of trains from Novara to Le Havre from two to three per week in early 2014. ok ■

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# More capacity in Emilia-Romagna

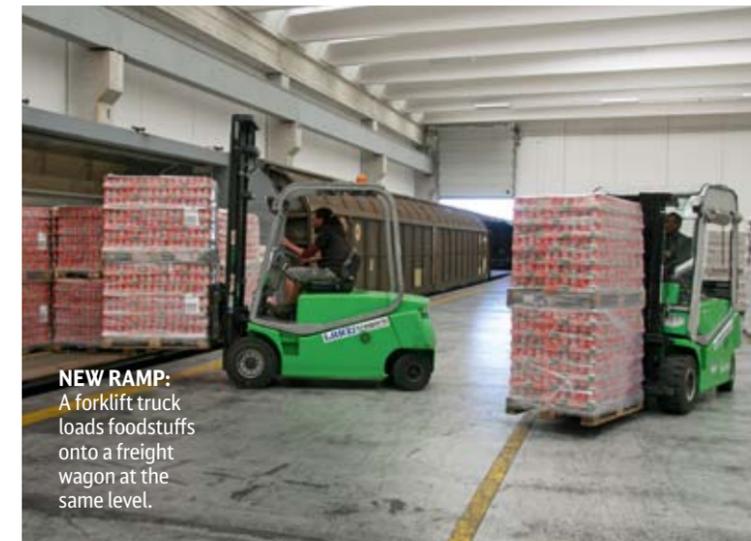
The Lanzi company is expanding DB Schenker’s railport in Castelguelfo near Parma with a new warehouse.

Emilia-Romagna with its capital Bologna is one of Italy’s strongest economic regions. Such legendary brands as Ferrari, Lamborghini and Ducati come from here, as do from the region around Parma – hardly surprisingly – genuine Parmesan cheese and Parma ham. Two of the eight railports maintained by DB Schenker in Italy are located in Emilia-Romagna: Dinazzano and Castelguelfo.

In Castelguelfo, just outside Parma, the company Lanzi Trasporti has now expanded its capacities for transshipment from rail to road. The family-owned company, which operates the railport for DB Schenker, has built alongside the existing warehouse, geared primarily to the needs of the steel industry, a second storage facility of 4,500 square metres. “The new building now accommodates a loading track with ramp,” explains Magdalena Grzaka of DB Schenker Rail Italia Service. “This is a key advantage for our customers, who want to tranship paper or palletised goods there, for instance.”

The Castelguelfo railport, where some 300 wagons are unloaded every month, is located in the Interporto di Parma business park and directly connected to Italy’s Milan-Rome-Naples main line. Individual wagons and wagon groups from Central Europe arrive here seven times a week via the Chiasso hub on the Swiss border. ok ■

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**NEW RAMP:**  
A forklift truck loads foodstuffs onto a freight wagon at the same level.

Photos: laif, PR

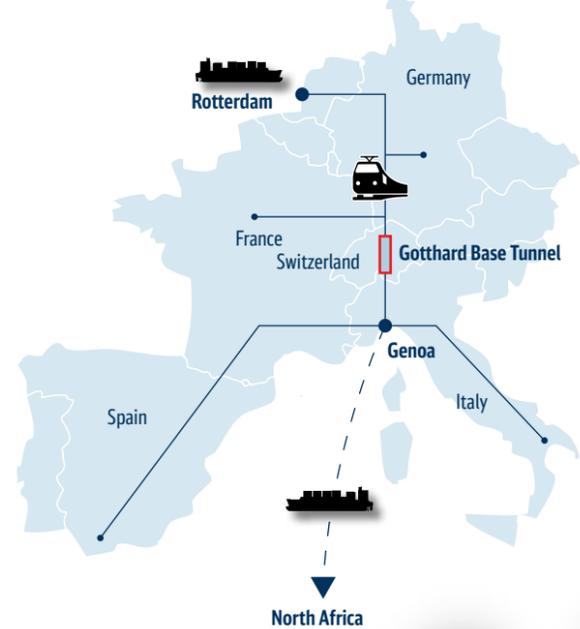
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# Through the Alps at 250 km/h

The Gotthard Base Tunnel is one of the most important infrastructure projects in Europe. When it is complete, freight trains will be able to move along the major North-South axis at high speed. The first official journey through the tunnel took place at the end of August.

## THE NORTH-SOUTH AXIS

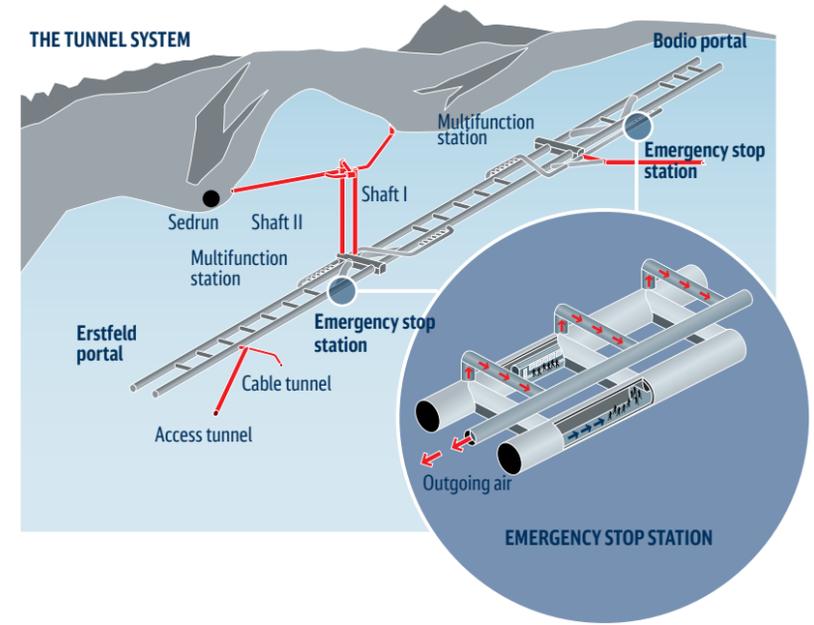
The axis linking North Sea ports to the Italian coast is the most important freight transport axis in Europe. Every year, 200 million tonnes of freight are carried along this 1,400-kilometre route. The Gotthard Base Tunnel is intended to help to switch transport operations from road to rail. The goal is to halve the number of lorries passing through Switzerland from the present figure of 1.2 million.



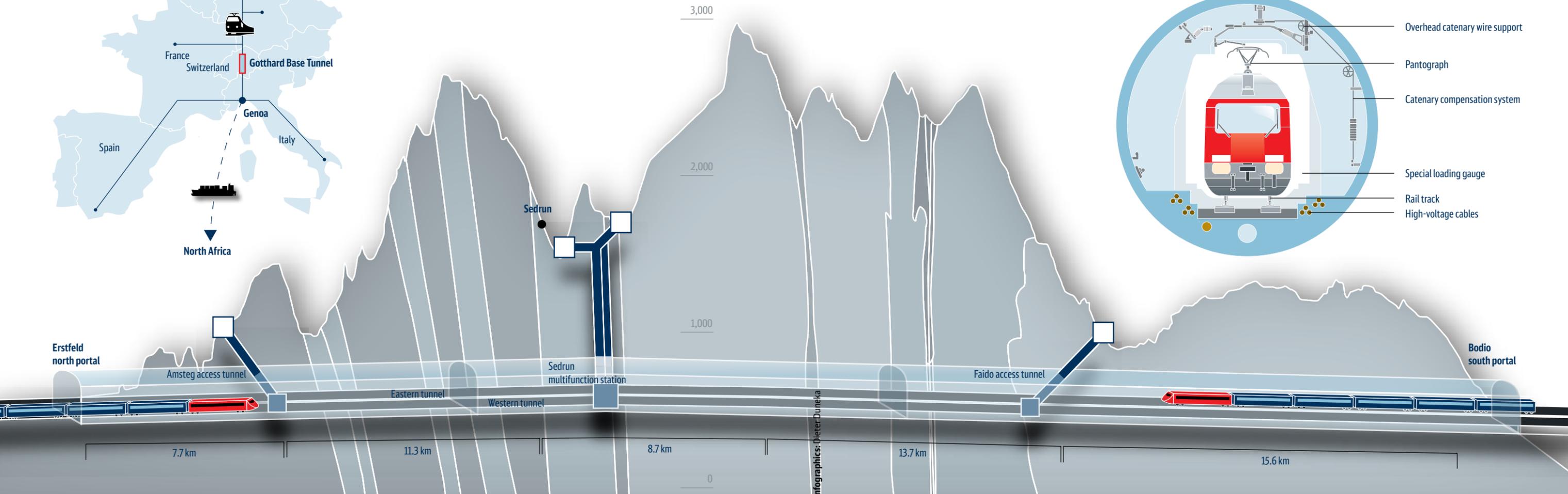
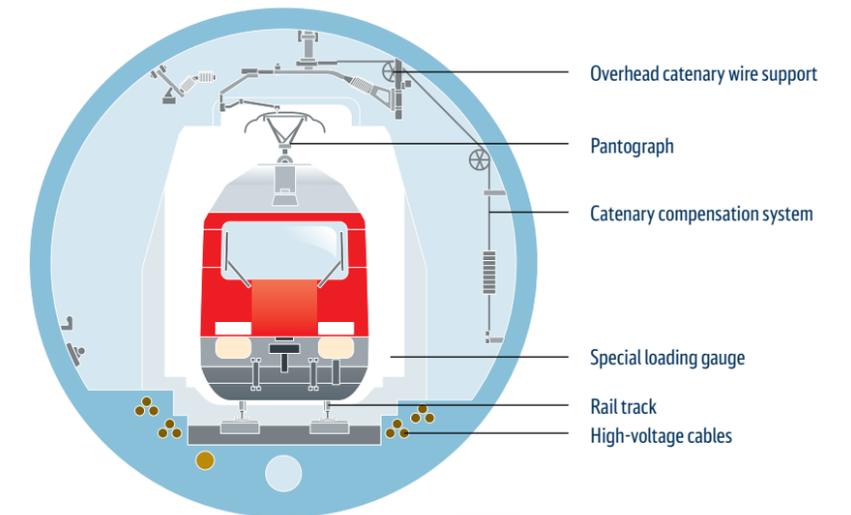
## NEW DIMENSIONS

- The Gotthard Base Tunnel is the longest rail tunnel in the world; each of the two tubes is 57 kilometres long.
- Construction costs for the whole project come to around €21 bn.
- The temperature inside the mountain is 50 °C.
- A Eurocity train currently takes four hours and ten minutes to get from Zurich to Milan. In future, it will take just two hours and 40 minutes.
- Passenger trains will soon travel through the tunnel at 250 km/h. Freight trains will be able to travel at up to 160 km/h there – double the present speed.

## FACTS AND FIGURES



## THE TECHNOLOGY IN CROSS-SECTION





## Implementing the new production concept

It is now about a year since DB Schenker Rail adapted its procedures. A first assessment.

**DB** Schenker Rail is adapting its procedures. For more than a year, a new business model has ceased to be an alien concept and has instead become reality in many places. A first interim assessment has now been made: "In conversations with our customers we are experiencing a growing level of acceptance the business model. Customers are seeing the benefits, as well as the opportunity to secure individual-wagon transport for the future," says Axel Marschall, Member of the Management Board for Sales at DB Schenker Rail.

It is an enormous task: the aim is to make around 4,000 customers and some 18,000 of the company's own staff familiar with the new methods. "We want and we need to improve our product reliability in a sustainable manner," Marschall notes. "But such a

large-scale project also requires sustained, conscientious implementation – especially among our customers. We made a conscious decision to opt for a gradual launch, rather than a big bang, and we can see today that this was exactly the right way to do it."

So far, DB Schenker Rail has put around 90 block concepts, as they are known, into effect nationally and internationally, thus restructuring transport operations for customers in all sectors. These block concepts, which entail linking up individual wagons and block trains, are running with a high level of stability and punctuality. The result is that freight is often transported more directly or routes are run with greater frequency.

Mondelēz International is one example: the "coffee train" between Bremen **cont. on page 20 ▶**

### AN INTERIM ACCOUNT:

First customers have their trains driven via the new production concept.

## From theory to successful practice: Jacobs coffee leads on

Mondelēz International is modifying its transport concept: its raw-coffee wagons now run from Bremen to Berlin more frequently.

**T**his "coffee train" has always been something special: the train has been running for 20 years on behalf of Mondelēz International (formerly Kraft Foods) from Bremen to the Jacobs roasting facility in the Berlin district of Neukölln. It has been carrying 1,200 tonnes of raw coffee overnight, twice a week, to Mondelēz International's largest roasting facility worldwide – saving to date the environment around 100,000 lorry journeys.

In 1993, rail transport was seen as the latest achievement on the way to sustainable logistics – a path that was already being taken even then – but today it is often standard practice. It is for this reason that Mondelēz International's logistics specialists, jointly with DB Schenker Rail, decided to step it up a notch with the coffee train. As a result, the first group of wagons set off on 10 June 2013 in a new production concept and with a change of schedule. The trains do not run as block trains anymore, but operate on workdays under the individual-wagon transport system. The idea behind this is the "block" concept. This means that the wagons become an "anchor block", to which other customers' consignments are attached to be transported with them.

"Daily transport operations give us greater flexibility, which we have long wanted and which is a further contribution to inventory optimisation in the supply chain," explains Stefan Scheidel of Mondelēz International. As Head of Raw Coffee Logistics, he is responsible for supplying all the company's coffee facilities in Europe. "The new concept was proposed to us by DB Schenker Rail, and we were happy to agree, as long as the quality and reliability were still up to scratch."

"The new concept was proposed to us by DB Schenker Rail, and we were happy to agree, as long as the quality and reliability were still up to scratch."

**STEFAN SCHEIDEL, HEAD OF RAW-COFFEE LOGISTICS AT MONDELÉZ INTERNATIONAL**

And indeed they are: the rail freight operator moves the coffee trains from the Bremen Inlandshafen port via Seelze to Seddin and Berlin. From Seelze, at the latest, freight is picked up for other customers. "This combination of individual-wagon transport and block trains is the whole charm of Netzworbahn," explains Matthias Strobel, Customer Adviser in DB Schenker Rail's Building Materials, Industrial and Consumer Goods Division. However, the customer has had to reorganise a few things. "The new transport concept is having an impact on shift and inventory planning at our Berlin facility," says Scheidel. Yet the benefits of the Netzworbahn concept have prevailed: greater transparency, better tracking and lower warehouse stock levels – meaning a smooth roasting process "just in time". Scheidel is pleased. **an** ■

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FOUR BUILDING BLOCKS FOR MORE RELIABILITY

- 1. Planning**  
A reliable, integrated planning process is the foundation of the network's design. It results in a network schedule as the basis for capacity management and customer bookings. Integrated and stable production processes make the network efficient and dependable.
- 2. Booking**  
Customers book their transport operations online or through the EDI interface by the middle of the previous day at the latest. The booking system checks capacity in the network and produces a binding transport schedule giving the delivery time or offering an alternative.
- 3. Execution**  
Execution takes place in accordance with the transport schedule. There are clear decision-making channels in the event of deviations from the transport schedule. The shipment is rebooked onto the next available train, and the customer receives prompt notification of the new delivery time.
- 4. Sales**  
DB Schenker Rail is developing new offerings and products to ensure the successful introduction of the business model in the marketplace. For DB Schenker Rail, the focus here is on cooperation with customers: solutions are worked out jointly with them.

and Berlin has been running every workday since June, thus facilitating genuine just-in-time production at the Berlin roasting facility. To achieve this, both the customer and DB Schenker Rail changed over from block trains to individual-wagon transport.

The ramping-up of the two-stage booking process is also making good progress. Around 100 customers have now been familiarised with the new procedure and are using it. They book their transport operations onto the network at an early stage using the RailServiceOnline (RSO) interface. Using the new capacity-management system, DB Schenker Rail checks immediately whether capacity is available for the transport operation and puts together a transport schedule, which is binding for both the customer and DB Schenker Rail.

Such capacity-checked wagons are now running on several hundred routes, and they are doing so with a better level of punctuality than other wagons.

**In dialogue with customers**

The most important component in the implementation is customer feedback. "We enter into dialogue with our customers at an early stage and seek to find joint solutions to unresolved issues – this is our top priority," says Marschall. This is because "past experience shows that any changeover has to be synchronised precisely. The changes to the way things are done extend deep into our own processes and those of our customers. To ensure that these are integrated successfully with the booking process and our systems, we

need intensive dialogue and analysis. This is exactly what we are doing with our customers, and we are doing it together, thoroughly and on a basis of trust."

In this process, both partners work out what specific changes will be necessary for all parties. This works both ways: for instance, DB Schenker Rail makes precise adjustments to the RSO online booking system in response to customer feedback, so that it becomes even more user-friendly. This is a great help in the changeover from the present fax-based booking system.

**New offerings**

In the coming year DB Schenker Rail will continue to ramp up the development of the new business model, by putting more block concepts into effect, gradually extending the new booking process to more customers and transport operations and further boosting the proportion of capacity-checked wagons in the system. Things are also being firmed up on the supply side. "We are working at full speed to finalise our commercial rules of the game," says Marschall confidently. After all, it is only through the interplay of supply and demand, customer needs and rail capacity that the new business model will succeed – for both DB Schenker Rail and its customers. *an* ■

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**"In conversations that we have had with our customers we are experiencing a high level of acceptance for our further development."**

**AXEL MARSCHALL, MEMBER OF THE MANAGEMENT BOARD FOR SALES AT DB SCHENKER RAIL**

Photos: Oliver Tjaden/DB Schenker Rail; DB AG

**Many routes to China**

The rail-based trans-Eurasian land bridge is up and running. The priority for the future is to make sure trains and containers are utilised with equal loads in both directions.

A few years ago it was still an exotic dream for the future, but today it is an established reality: DB Schenker has already sent more than 300 container trains over the trans-Eurasian land bridge to China and back since 2011. This land route to the Far East, which is at least 10,000 kilometres long, is meeting with growing interest in China itself: at the initiative of the Zhengzhou Inland Port Development Company, 51 containers reached the DUSS terminal in Hamburg-Billwerder in August after a journey time of only 15 days.

What was new about this maiden trip was not only its starting point in Zhengzhou – a city of eight million inhabitants on the Yellow River – but also the type of freight: the containers were carrying shoes, textiles and tyres. Previously, it was mainly the automotive industry and an electronics company that used the route through Poland, Belarus and Russia. After that, there are two alternative routes: through Kazakhstan, to reach cities in the Chinese interior, or along the Trans-Siberian Railway and through Mongolia, for destinations in northeastern China, such as Shenyang.

"The growth in Chinese freight transport, combined with the continuing movement of production-intensive industries to China's hinterland, offers great potential. DB Schenker has an excellent starting position in Asia for this," Dr Rüdiger Grube, Chairman of the DB Management Board, said on the occasion of the train's arrival in Hamburg.

Zhengzhou's leaders want this first train to be followed by a regular weekly connection, and they have chosen DB Schenker to ensure this happens. After all, it takes only about half as long to transport goods by rail, as opposed to by sea, which makes it especially attractive for promotional items from the textile industry, for example, as well as for valuable freight such as electronic appliances.

Thanks to its own network and local presence in Asia, DB Schenker is in an excellent starting position for these transport operations. The priority for the



future is, not least, to consolidate transport operations from various provinces. The solution lies in regular container round trips with equal loads and a low number of empty runs. *ok* ■

**SAY IT WITH FLOWERS:**  
A thank-you to the DB engine driver in Hamburg-Billwerder, who received a rather warmer welcome than he usually gets after the final leg.

**3000** container trains have been sent by DB Schenker since 2011 from Central Europe to China – and back.

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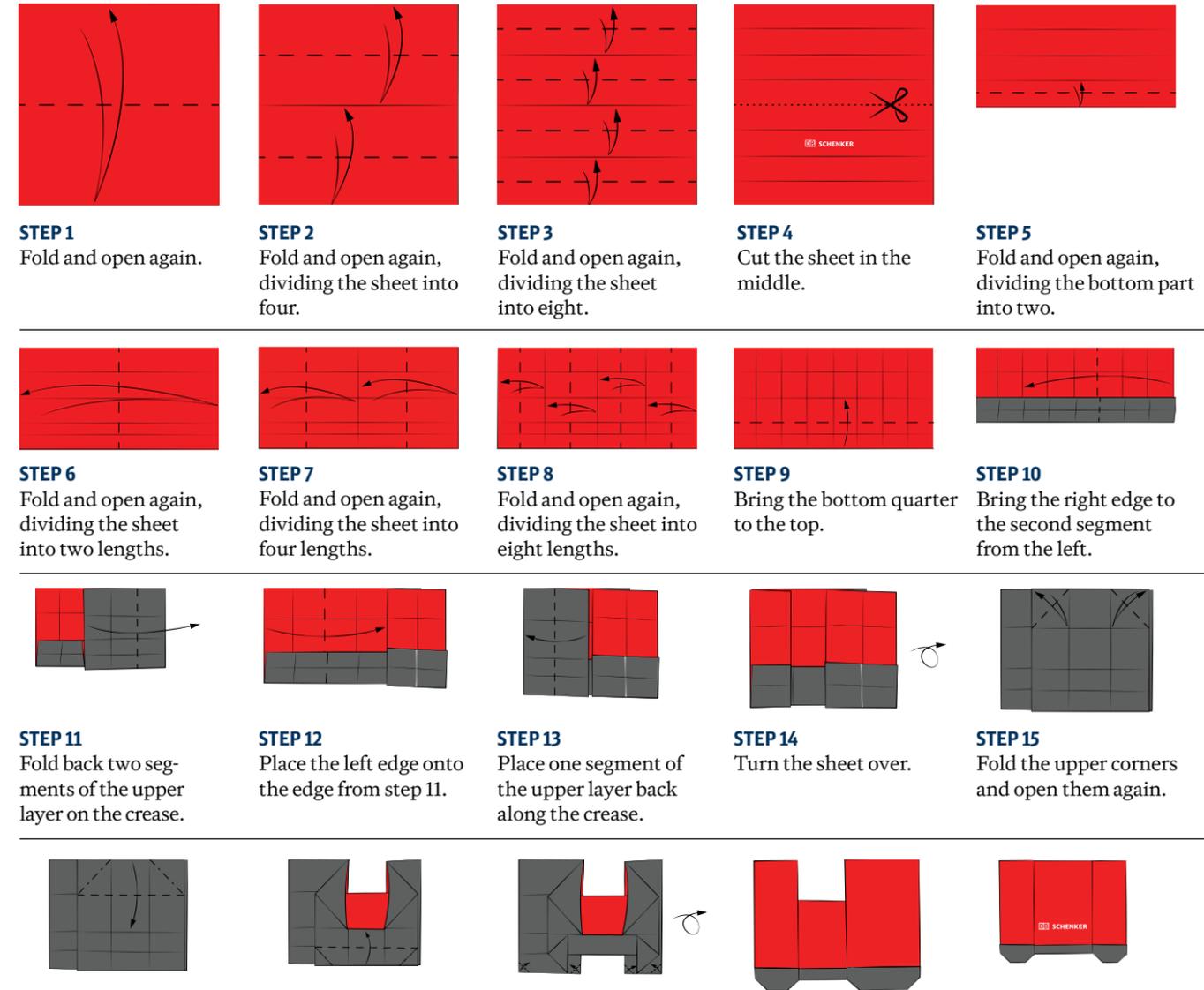
**AT FULL SPEED INTO THE NEW YEAR:**  
The mini-locomotive with a wagon created by the traditional Japanese origami technique.

## Create your own freight train from paper!

Feel like some quiet relaxation as the end of the year approaches? DB Schenker Rail has teamed up with the origami artist Anya Midori to develop this paper locomotive with wagon, pictured above, which you can create yourself!

No, this is not an attempt to operate more energy efficiently through ever smaller wagons and locomotives – or even to make the latest modernisation drive more cost-effective through miniaturisation. Nevertheless, we feel there is a lot of potential in combining miniatures and rail freight transport. From the technology angle: the importance of miniatures to innovations in many areas is demonstrated not least by the work of the world-famous US laboratory of the future, the Massachusetts Institute of Technology. Its researchers are able to build nano-sized elec-

tronic components (for comparison purposes, a nanometre is a millionth of a millimetre) and then use them in miniscule parts. From the efficiency angle: miniatures offer more than might be visible at first glance. Wafer-thin special paper that does not tear or disintegrate when creased on the fold, together with mastery of ultramodern folding tools and techniques, transform the seemingly simple tucking away of paper corners into a complex process that combines precision and know-how. Which brings us right back to rail freight transport. an ■



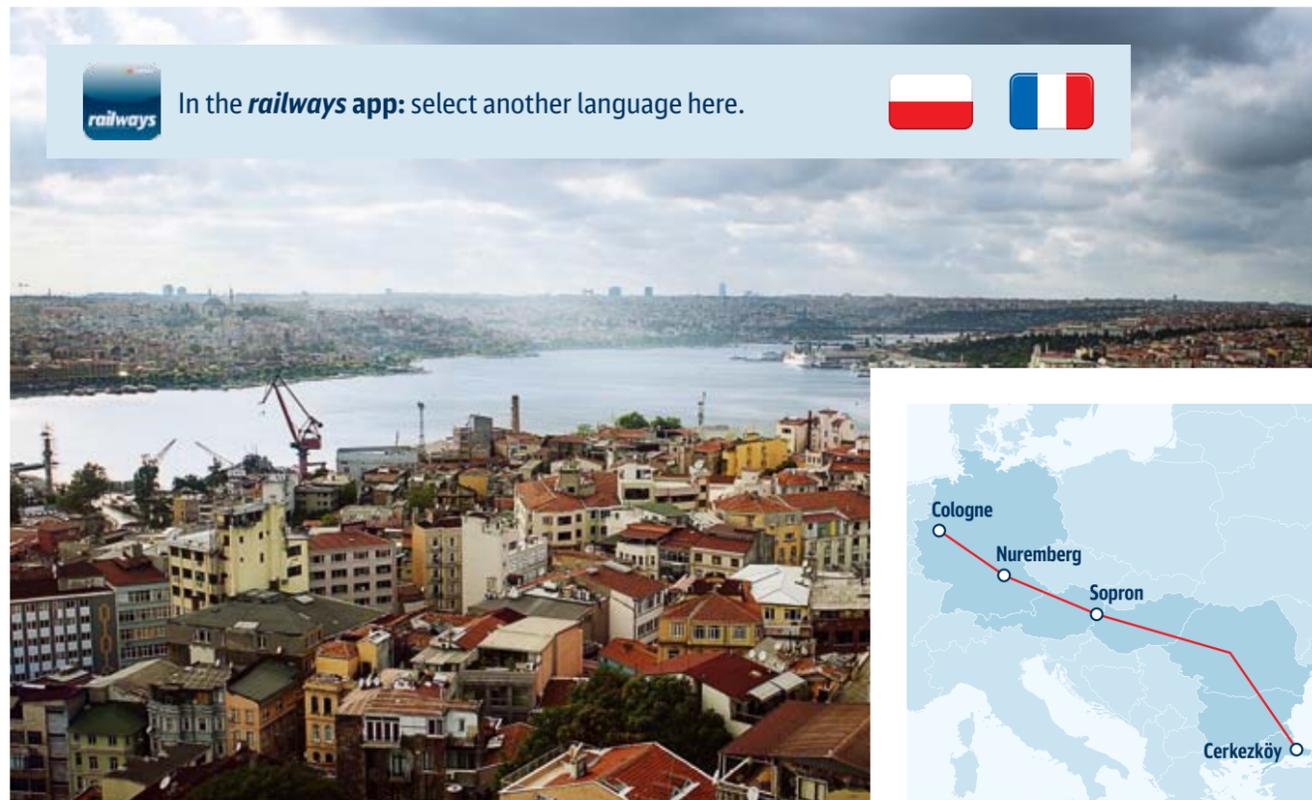
- STEP 1**  
Fold and open again.
- STEP 2**  
Fold and open again, dividing the sheet into four.
- STEP 3**  
Fold and open again, dividing the sheet into eight.
- STEP 4**  
Cut the sheet in the middle.
- STEP 5**  
Fold and open again, dividing the bottom part into two.
- STEP 6**  
Fold and open again, dividing the sheet into two lengths.
- STEP 7**  
Fold and open again, dividing the sheet into four lengths.
- STEP 8**  
Fold and open again, dividing the sheet into eight lengths.
- STEP 9**  
Bring the bottom quarter to the top.
- STEP 10**  
Bring the right edge to the second segment from the left.
- STEP 11**  
Fold back two segments of the upper layer on the crease.
- STEP 12**  
Place the left edge onto the edge from step 11.
- STEP 13**  
Place one segment of the upper layer back along the crease.
- STEP 14**  
Turn the sheet over.
- STEP 15**  
Fold the upper corners and open them again.
- STEP 16**  
Bring down the upper flap along the crease, thereby pulling up the corners.
- STEP 17**  
Fold the lower flap onto the lower crease, thereby pulling up the corners.
- STEP 18**  
Fold over the lower corners; turn the model around.
- STEP 19**  
Et voilà – the locomotive is complete.
- WAGON**  
Use the second sheet from step 4 onwards. Omit steps 10–11 and 15–16. Fold steps 12–13 on both sides.



Photo: Anja Markiewicz/faltsucht.de

### A PASSION FOR FOLDING

From a crane bird to a locomotive: the 26-year-old Anja Markiewicz from Leipzig is one of Germany's most well-known paper-folding artists. Under her stage name Anya Midori, she has been performing this centuries-old Japanese art of folding objects from wafer-thin paper for years now: from a paper hat to a boat to the famous crane. This passion for increasingly small sizes has truly taken hold of Anya Midori, *Faltsucht* (meaning "folding obsession") being the name of her website. She now travels across Europe as a paper-folding artist, creating mini-origamis and testing herself against other masters of her craft – for example, in October at a competition held in Tabiano Bagni in northern Italy, where she created the small locomotive. [www.faltsucht.de](http://www.faltsucht.de) an ■



## Our fast-forward link with Turkey

The new Bosphorus Shuttle connects Germany and Turkey twice a week with the quality of a block train and the flexibility of an individual-wagon network. There is a place here for both containers and conventional wagonloads.

**T**urkey is becoming more and more established as a regional economic power at the intersection between Europe and Asia. DB Schenker Rail is taking account of this development and intensifying rail freight transport between Central Europe and the metropolis of Istanbul. Since September, the new Bosphorus Shuttle has been setting off from Nuremberg every Thursday and Saturday and reaching the end of the line in Cerkezköy six days later. From there, the consignments are then carried by lorry to their respective destinations in Turkey. DB Schenker Rail offers the whole service in the opposite direction, too, of course.

As well as at Nuremberg and Cerkezköy, further containers and freight wagons can be added at Sopron in Hungary. The Bosphorus Shuttle can be used for all quantities of individual wagons and groups of wagons, right up to block trains. This means that customers benefit not only from flexibility and high quality but also from the high D route category, which allows for substantial loading weights. The train is available to all customers and is currently used predominantly by companies

in the automotive, consumer goods and chemical industries.

Although the journey to the Bosphorus entails five border crossings, things move quickly: the participating rail operators ensure a high level of reliability and guarantee smooth border controls, because two-thirds of the route is covered by DB SR companies using their own traction stock. Tailored IT solutions and continuous corridor management make operational processes transparent. As well as the standard package including tracking and tracing, the Bosphorus Shuttle can be combined with additional services to make up a complete solution. These include services for the first and last mile, transshipment, a security concept and customs clearance. For the time being, rail freight transport comes to a halt in the European part of Turkey. However, the new Marmaray rail tunnel under the Bosphorus could open up new prospects for through traffic by rail to the Asian part of Turkey after 2014. ok ■

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**BOOMTOWN:**  
The population of Istanbul has increased almost tenfold in the past 50 years, and now numbers more than 15 million.

## A perfect cycle – from a single source

No steel without scrap. With its industry-specific product Scrapolutions, DB Schenker Rail is now providing efficient supply chains on an industrial scale.

**S**crap is not waste – old metal plays an essential role in steel production. In virtually no other sector is recycling therefore as perfected as in the steel industry. However, fluctuations in price and seasonal fluctuations in volume ensure that mining and metallurgy logistics specialists regularly work up a sweat. The industry is now seeking to put its supply chains on a more sustainable and more efficient footing.

Through active management of the whole logistics chain, customers from the steel industry and other sectors can fully exploit the benefits of DB Schenker Rail's individual-wagon system. "With Scrapolutions we take on active management of the supply of raw materials, whether by rail or lorry," explains Jens Hagemann, Head of Sales Coordination within DB Schenker Rail's Mining and Metallurgy division. "Our service starts even before the suppliers actually order the wagons they need. The steel mill agrees the framework conditions with its suppliers, and we take charge of precise delivery scheduling and management."

The backdrop to this is the complex scrap market: last year 28.3 million tonnes of scrap in total was purchased by steel mills, foundries and other producers in Germany. Owing to a buoyant European market, the prices for scrap fluctuate considerably. Scrap dealers count on rapid metal turnover, whereas their customers, the steel mills, seek to purchase large volumes when the price is weak, but to obtain deliveries on a continuous basis.

DB Schenker Rail transports around ten million tonnes of scrap every year. The freight wagon capacities required pose a huge challenge: if too much scrap is delivered, bottlenecks arise in the system and the available capacity falls because the wagons are waiting at the steel mill. If not enough scrap is transported, the mills cannot produce sufficient steel. It is therefore all about optimising the inflow.

"We have analysed these supply chains and with Scrapolutions we can now offer both dealers and customers the scope to speed up turnaround cycles, minimise peak periods and increase planning predictability," explains Hagemann.

Based on the orders at the steel mill, DB Schenker Rail coordinates and plans the supply chain using a time-window management system specially devised for rail operations. The company can thus respond directly to disruption – such as unannounced or de-



layed shipments or urgent spontaneous deliveries – using newly introduced communications processes. This improves transport safety as well as wagon capacity and availability. "The results have impressed us: the turnaround is falling and the tying-up of wagons has been reduced by 70 per cent," says Hagemann.

A large proportion of scrap shipments within Germany is already being managed using Scrapolutions. The product's use in other areas is also possible. "With Scrapolutions, we offer a supply management system that can also be applied to all other market segments," adds Hagemann, concluding, "The advantage is that customers substantially reduce their logistics costs, for example on wagon demurrage charges and tied up resources." an ■

**HOT BUSINESS:**  
A lot of scrap is needed in steel production. DB Schenker Rail supplies ten million tonnes of it to German steel mills every year.

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Photos: Getty Images (2)

# Danish customers: the future of logistics is at stake

In mid-September, DB Schenker Logistics and DB Schenker Rail Scandinavia hosted a joint event in Copenhagen, to which more than 110 customers and business partners were invited.

The sun shone over the Danish capital as the customers, business partners and representatives of the transport industry jointly invited by DB Schenker Logistics and DB Schenker Rail Scandinavia gathered. A large marquee had been erected on the site of the Høje Taastrup Terminal especially for this event. Outside lorries, locomotives and wagons offered a perfect insight into what integrated logistics entails. In the marquee qualified speakers took to the stage.

Keynote speaker Jens Klarskov, CEO of the Danish Chamber of Commerce, described how the transport sector can support growth and wealth creation in our society. In a compelling speech, Klarskov explained how closely the development of the transport sector and economic growth are interlinked. Growth or a fall in economic activity automatically have an effect on transport volumes, albeit with a time lag. Klarskov also underlined that growth does not come about by itself. He pointed out that companies themselves bear responsibility for future socio-economic growth. Efficient freight transport operations form the basis of growth. Each participant in the transport chain should be aware of their obligation to develop more efficiency – especially against the backdrop of the forecast growth in transport volumes of 90 per cent across the EU by 2050.

## Efficient supply chain management

The efficiency of freight transport depends, of course, on the state of our infrastructure and the way in which our society organises the transport sector. For this reason Jens Klarskov's comments pointed to the integrated transport solutions offered by DB Schenker. Markus Hunkel, Member of the Management Board for Production of DB Schenker Rail AG, outlined how the company establishes efficient and reliable supply chains. "We are working tirelessly on improvements," Hunkel noted. Customer service and quality, sustainable growth, the change of culture within our company towards greater employee satisfaction and efforts to conserve resources through reduced



emissions and less noise are key topics. "Sustainability and our role as an environmental pioneer are not just issues we pay lip service to. Rather, this is part and parcel of our business – as expressed in the way we are reducing not only our own but also our customers' carbon footprint," said Hunkel.

Ingvar Nilsson, CEO of Schenker North AB, continued in the same vein. One of the fundamental con-

panies," said Gottfried Eymer. "We are seeking to develop the Danish and Scandinavian market through better connectivity." Denmark offers huge potential as an effective hub for transport operations from the North and to the North, he concluded.

Henrik Dam Larsen added: "We share a passionate commitment to excellence. We seek close links to our customers and deliver the best solutions on a proactive basis."

## High investment required

Improved connectivity depends on goodwill and high investment on the part of the government. The topic of investment in infrastructure was therefore one of the hotly debated topics. "We at DB Schenker believe in growth," Hunkel said, and went on to mention that the company has ordered 130 new locomotives for the years ahead. Yet there are already capacity bottlenecks on some rail routes in Europe. "As a company we therefore need investment – and we need it now. What is important is intelligent investment," he continued. The investment in the European Rail Traffic Management System (ERTMS) showed how intelligent solutions are paving the way for improved and more efficient rail freight transport services – and hereby creating the best conditions for truly integrated transport solutions.

The audience and company representatives went on to debate various issues under the direction of Michael Svane, a transport and logistics expert at the Confederation of Danish Industry. These discussions continued over lunch in a relaxed environment.

"It was a very successful afternoon. We held highly productive discussions with many interested participants," said Kent C. Larsen, Sales Director at Schenker A/S Denmark. "We shall pursue each individual dialogue further. But I think such an event especially has a long-term effect. We have made our customers aware of the issues surrounding integrated transport solutions and embedded this topic in their minds."

Thomas Vestergaard, Head of Regional Sales at DB Schenker Rail Denmark, also expressed his satisfaction with the event. "We have received a lot of positive feedback," he said. "We now have a few more good contacts in the form of prospective customers, which we plan to follow up on in the coming weeks and which will hopefully result in new business. An event like this meeting will certainly strengthen our market position in the long term." an ■



ditions governing the range of services offered by DB Schenker is the company's size. "Size matters," Nilsson commented. "We have developed a closely knit network across the world and can meet every transport requirement our customers have. Europe is our base, however, and our European network is our strongest sales argument," Nilsson goes on. "If you like, Europe is just the touch of a button away!"

## A passion for excellence

The hosts Gottfried Eymer, CEO of DB Schenker Rail Scandinavia, and Henrik Dam Larsen, CEO of DB Schenker in Denmark, then presented the activities of their companies. "We believe in Danish com-

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Photos: Carsten Andersen (3); Getty Images

**A FIRST IN COPENHAGEN:** The customers and sales staff of DB Schenker Rail and Logistics jointly discussed efficient transport solutions at the meeting.



## Scandinavia in the deep freeze

Swedes, Norwegians and Finns, too, need refrigerators, freezers, washing machines, ovens and dishwashers. DB Schenker Rail transports up to 25 wagons with German-made large household appliances to the Far North every week for Europe's market leader, BSH Bosch und Siemens Hausgeräte.

The modern home is unimaginable without "white goods". After all, everyone needs to cook and refrigerate, and to wash their laundry – and BSH Bosch und Siemens Hausgeräte (Bosch and Siemens Home Appliances Group) has been supplying the necessary equipment for these tasks since 1967. Europe's market leader in white goods employs 47,000 people, 70 per cent of them in Europe (see box on page

29). The Made in Germany label is still prized at BSH. Many factories in southern Germany produce household appliances that are in high demand even in Scandinavia.

DB Schenker lost the contract to transport these goods to the Far North to a competitor in 2012 – but won it back a few months later with a new concept, which was economically viable, fast and environmen-

**EXPERTS IN THE COLD:** BSH produces refrigerators and freezers in Giengen. They take two and a half hours to assemble.

### BSH – A PORTRAIT

BSH Bosch und Siemens Hausgeräte GmbH is one of the largest manufacturers of household appliances in Europe and ranks among the leading companies in the industry worldwide. Alongside the main Bosch and Siemens brands, the group's portfolio also includes specialist brands such as Gaggenau, Constructa and Neff, as well as regional brands such as Balay and Profilo. In 2012, BSH generated a turnover of €9.8 billion. Around 47,000 people work in its 42 factories in 13 countries.

BSH makes cookers, ovens, extractor hoods, dishwashers, washing machines, dryers, refrigerators, freezers and small household appliances. Its main production locations in Europe are Germany and Spain, with six factories each. The group was created in 1967 as a joint venture between Robert Bosch GmbH (Stuttgart) and Siemens AG (Munich). Munich is also home to the group's headquarters.

[www.bsh-group.de](http://www.bsh-group.de)

tally friendly. "We have been running trains to Sweden again for BSH since May," says Stephanie Reinert, DB Schenker's Key Account Manager for white goods, based in Stockholm. A block train pulling 20 to 25 wagons for BSH now sets off for the north from Kornwestheim near Stuttgart every Saturday and reaches its destination in Malmö or Hallsberg in Sweden on Monday. "We have won over our customer BSH with this new package of transport operations," says Reinert. "This dedicated train for BSH has more reliable running times than the individual wagons that we operated in the past."

Under the new concept, DB Schenker Rail collects up individual wagons from BSH's southern German plants in Giengen, Dillingen/Danube, Bad Neustadt/Saale and Traunreut in Kornwestheim, and puts them together into one train bound for Sweden. Individual wagons destined for Sweden are also dispatched from BSH's production site at Nauen near Berlin. This train is separated in Malmö or Hallsberg. From there, individual wagons travel on to Örebro, Jönköping and Eskilstuna. The wagons reach the warehouse in Eskilstuna, from where BSH serves two more Nordic markets in Finland and Norway, each Tuesday, and they arrive at the other two customers in Jönköping and Örebro on Wednesday.

It is the close cooperation in the European network, coordinated and managed by DB Schenker Rail's Building Materials, Industrial and Consumer Goods Division, that paved the way for this solution. The Rail Logistics and Forwarding (RLF) units at DB Schenker

Photos: BSH/Tobias Hase



**NORTHWARD BOUND:** The weekly block train for BSH covers 1,200 kilometres from Kornwestheim to Malmö or Hallsberg in Sweden.

Logistics manage the transport operations through their national subsidiaries, DB Schenker-Transa in Germany and Schenker AB in Sweden. BSH receives continuous updates on the availability of empty wagons, utilisation of train capacity and notification to recipients. "This makes our product reliable and plannable for our customer," says Rainer Bergmann, Key Account Manager for BSH at Transa. "We work very closely together at DB Schenker to safeguard these transport operations in our European network."

Stephanie Reinert is already looking further ahead. "I am confident that Bosch Siemens Hausgeräte will be won over by the high quality of these regular transport operations and entrust DB Schenker Rail with more jobs bound for Sweden." ok ■

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# New supply chains

DB Schenker Rail has developed a new supply chain to and from Romania on behalf of Ford. The US automobile manufacturer's fully assembled vehicles are now being conveyed in both directions.

An ingenious rail-based network has convinced Ford to entrust DB Schenker Rail Automotive with the task of transporting its new vehicles to and from Romania. The Ford models have been running from Germany to Romania and in the opposite direction since October. Shuttle trains are also operating between Holland and Romania as well as within the southeast European country itself. With this new collaboration, Ford and DB Schenker Rail are expanding their partnership in Romania. DB Schenker Rail Romania has been responsible for shunting services within the Ford plant in Craiova since 2012, to which these long-distance transport operations for Ford are now being added.

"The new service for such a renowned automotive group is further proof of the high quality and competitiveness of our transport operations. Moreover, they demonstrate the trust that Ford places in us," notes Eduard Iancu, CEO of DB Schenker Rail Romania. The company employs 360 staff, has branches in the capital Bucharest and in Timișoara and operates its own fleet of mainline and shunting locomotives.

With the new 2,000-kilometre supply chains across five countries, DB Schenker Rail is exploiting the strengths of its European network. Its own subsidiaries in Germany, Holland and Hungary are also involved. "This is an excellent example of how customers are increasingly seeking solutions from one source when awarding contracts for cross-border transport operations," says Hans-Georg Werner, Head of Region East at DB Schenker Rail. ok ■

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Illustrations: Lennart Andresen

# New customer for Eco Plus

DB Schenker Rail runs CO<sub>2</sub>-free for automobile manufacturers.

The topic of sustainability is playing an increasingly important role, including in the automotive industry. DB Schenker Rail is now operating CO<sub>2</sub>-free transport services for the BMW Group for the first time. "The first train under our Eco Plus scheme travelled from Frankfurt to Landshut and Regensburg," says Simon Sassenberg, Product Manager at DB Schenker Rail Automotive. From February, a second service is scheduled to follow from Wuppertal to BMW's production sites in Bavaria.

Both trains are supplied at their locations by area contract freight forwarders using lorries and then run overnight to the south. This means they are ready at the Landshut and Regensburg terminals in the early hours of the morning for onward distribution to BMW's Bavarian sites in Landshut, Dingolfing, Regensburg and Munich. The trains are loaded with vehicle components and operate five times a week. "Our

train system for BMW not only protects the climate with Eco Plus, it also offers very high quality and punctuality," says Sassenberg.

Eco Plus, the DB Schenker Rail initiative for CO<sub>2</sub>-free rail freight transport services within Germany, has been bookable since 2010. DB also purchases the electricity required for the transport operations from renewable sources. The aim is to expand the range to international routes in future. At present it is already possible to offset the CO<sub>2</sub> emitted on foreign routes by opting for Eco Neutral, which can be used by itself or combined with other Eco offers. ok ■

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# Korean cars from the Czech Republic bound for Italy

Among the new customers attracted by DB Schenker Rail in 2013, Hyundai is one of the most well-known. The Korean automotive group is having its new vehicles transported to Livorno.

The world of globalisation is both diverse and surprising. For example, the Korean automotive group Hyundai builds cars at its Nošovice plant in the Czech Republic and supplies them from there to 60 countries across Europe and the Middle East as well as to Africa and Australia. Hyundai has not been among DB Schenker Rail Automotive's customers in the past – but that changed this year.

Glovis, Hyundai's freight forwarding subsidiary, commissioned DB Schenker's Kelsterbach-based automotive experts to supply the Italian sales market. A freight train carrying up to 190 new vehicles now operates every week from Nošovice via the Alps to the port city of Livorno. This is where Glovis has its central warehouse and from here the new vehicles are distributed by lorry to car dealers throughout Italy.

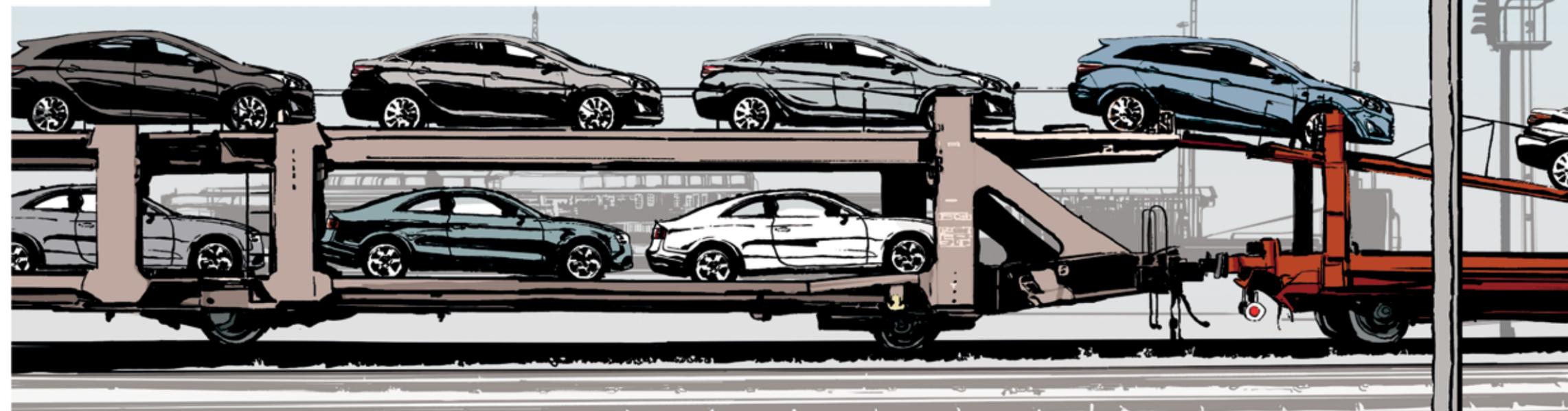
"To date these transport operations from the plant have been by lorry – but we offered Hyundai an attractive and environmentally friendly alternative by rail" says Carsten Pottharst of DB Schenker Rail Automotive. This proved to be a very challenging exercise because, at 1.66 metres, the Hyundai ix35 model produced in Nošovice is so high that only one wagon type

was suitable for conveying these cars on two tiers through the relatively restricted Italian loading gauge.

"We have been seeking to attract Hyundai as a customer since 2010 and I am pleased to report we have now been working for this car manufacturer for several months," says Pottharst, who is confident that the new customer will be won over by the quality and service offered. "I can well imagine that we will soon be discussing further transport services."

With its Kia marque, Hyundai is, after Toyota, Volkswagen and General Motors, the world's fourth-biggest car manufacturer on the basis of vehicles sold. The plant in Nošovice, situated close to the Czech Republic's border with both Slovakia and Poland, was opened in 2009. In 2012, more than 303,000 new vehicles were produced there, up 21 per cent on the previous year. Hyundai builds its ix35, i20 and i30 models (amongst others) there. ok ■

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# For Audi in Hungary

DB Schenker Rail Hungária to operate the railway at Europe's biggest engine plant in Győr for another three years.

Audi Hungaria Motor and DB Schenker Rail's Hungarian national subsidiary are continuing their longstanding and successful collaboration. Having won a tender, DB will be responsible for shunting operations at the Audi plant in Győr until June 2016. The car manufacturer operates Europe's biggest engine plant there. The new contract includes the operation of loading sites, the splitting-up of arriving trains and the making-up of trains due to depart from the plant. Two locomotives and one replacement shunting locomotive are available for the round-the-clock shunting operations. Alongside this, DB Schenker Rail Hungária will provide such extras as courier services for the shipping documents of freight trains or repairs to minor wagon damage on site.

"The fact that we have again fought off the competition in the tender to provide in-plant shunting services for Audi Hungaria Motor is a major success. It also clearly demonstrates that we are able to meet rising customer requirements," says Nándor Németh, Managing Director of DB Schenker Rail Hungária. The company with its 80 employees has been responsible for providing shunting services at Audi's Győr plant since 2001. DB Schenker Rail Hungária has its head office in Győr and is also represented at several locations across the country. In recent years the company has obtained all the licences required to perform international transport operations from and to Hungary as well as transit services on its own. ok ■

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In the *railways* app: select another language here.



## Ten years – 500 trains

Egger is marking a milestone with its logistics specialists DB Schenker BTT and Lanfer in Hamm: an eco-friendly transport chain has been supplying its wood-based materials plant in Brilon with glue from Wismar since 2003.



It was a big day in Hamm, the arrival of the 500th block train for the Egger family business giving cause for a celebration involving both DB Schenker BTT and freight forwarder Lanfer Logistik. DB Schenker Rail operates a container train every week from the Baltic Sea coast to Westphalia. At its site in Brilon in the Sauerland region, Egger has been relying on an environmentally friendly intermodal solution for supplying its wood-based materials plant with glue since 2003.

“The concept of sustainability is firmly anchored in our corporate philosophy,” says Christian Schroeder, Head of Transport Logistics Germany at Egger Holzwerkstoffe Brilon GmbH & Co. KG. “Over the past five years we have continually expanded the share of rail transport, cutting our CO<sub>2</sub> emissions by 17.9 million tonnes in total – which is equivalent to the emissions from almost 50,000 lorry journeys.”

The first fully integrated site belonging to the Egger Group is located in Brilon. In addition to uncoated and refined chipboard and MDF board, laminate flooring and sawn timber are also produced here. Glue is needed in the manufacture of these wood-based materials. It is produced at the Group’s own glue factory in Wismar and loaded into tank containers. It then travels from the factory on a weekly block train to Hamm.

This is followed by a brief onward journey by lorry to Brilon, some 80 kilometres away, which is organised by the freight forwarder Lanfer Logistik. For Egger, a

world-leading producer of wood-based materials with 17 production plants in seven countries, environmental protection and thus the choice of environmentally friendly rail as a mode of transport have always enjoyed high priority: the rail-based main leg has a positive effect on the carbon footprint of the goods conveyed.

### 2,500 fewer lorry journeys per year

The success of this transport operation lies in the good partnership between Egger, Lanfer and DB Schenker BTT. DB Schenker BTT can focus on its core business, rail haulage, whilst Lanfer provides the suitable transport equipment and organises the onward carriage by lorry from the rail terminal at Hamm port to the Brilon plant. Some 60,000 tonnes of glue are transported in this way from Wismar to Brilon every year. Environmentally friendly solutions will continue to have a crucial bearing on the decisions taken by DB Schenker’s customers going forward. DB Schenker Rail offers customers a wide range of green products and services and intends to reduce specific CO<sub>2</sub> emissions by 20 per cent by the year 2020 compared with 2006. an ■

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**SUSTAINABILITY AS A PRINCIPLE:**  
Egger relies on rail for many transport operations, including for glue supplies from Wismar.

Photos: Andre Zeick; iStockphoto

## TFG Transfracht reaches the Czech Republic

This innovative offering, with five departures per week, combines maritime and continental transport operations. The AlbatrosExpress connects Hamburg with the Lovosice terminal overnight.



In the *railways* app: select another language here.



TFG Transfracht is expanding its network to the Czech Republic. Since the beginning of September, Europe’s market leader in containerised seaport hinterland transport has been running five times a week from Hamburg to the Lovosice terminal. This joint concept is based on an existing product offered by the operators Kombiverkehr and Bohemiakombi, which connects the continental hub at Hamburg-Billwerder with Lovosice using shuttle trains. This production concept now combines continental and maritime transport operations through a connection with Hamburg-Waltershof – which means the Altenwerder, Burchardkai and Eurokombi container terminals. This cooperation between TFG and Kombiverkehr makes it possible to boost the existing offer out of Hamburg-Billwerder from the previous three departures per week to five.

This cross-segment cooperation with DB Schenker Rail has advantages for the two operators. “The synergies within the DB group enable us to grow sustainably and, through this new concept, to give our customers an excellent connection to an attractive market and to important business locations in the Czech Republic,” says Kerstin Corvers, manager of operations at TFG Transfracht.

Thanks to its location and available storage capacity, the terminal in Lovosice, north of the Czech capital, has developed into an attractive hub with high growth potential for freight forwarders in the whole

northern Czech region. It will probably not remain TFG’s only terminal in the Czech Republic: TFG’s management is already thinking about further locations.

Kombiverkehr’s customers are benefiting from the increased frequency of operations, as Managing Director Robert Breuhahn stresses: “We are now offering our customers even more flexibility on this heavily used route. Moreover, we ourselves will be able to adapt even better in future to changes in quantity flows.” ok ■

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### TFG TRANSFRACHT

is active in seaport hinterland logistics and links the seaports with locations in Germany, Austria, Switzerland and the Czech Republic. Its customers are international shipping companies and freight forwarders. Through its AlbatrosExpress network, the company has the most effective rail network in this field in Europe. It handles 12,000 connections every year through a present total of 21 terminals. TFG Transfracht is a wholly owned DB subsidiary with a turnover of €250 million. ok ■



## Long feat

The concrete beams transported by DB Schenker Rail from Paderborn to Frankfurt for Bremer AG were more than half a football pitch in length. This was a first in many respects.

Photos: Studio Blickfang Paderborn

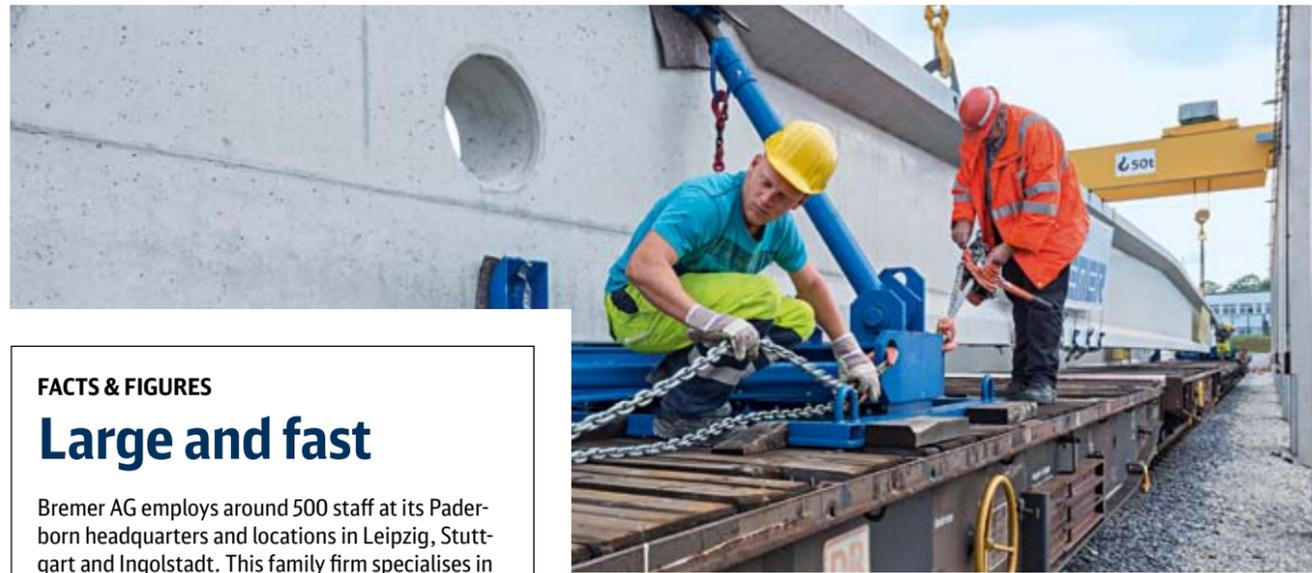
**NEGOTIATING BENDS:** The train pulling Bremer AG's 56-metre-long concrete beams speeds over the Altenbeken viaduct from Paderborn towards Frankfurt/Main.

**W**arning: an oversized heavy load, which cannot be overtaken, is moving on the A 45 motorway from the Westhofener Kreuz junction towards Gambacher Kreuz." Drivers on this motorway, known as the "Sauerlandlinie", have been spared traffic reports such as this exactly 60 times in the past few weeks. This is because 60 concrete beams with an impressive length of 56 metres each were de-

livered from North Rhine-Westphalia to the Rhine-Main Region between July and October not by road, but by rail. Bremer AG produced these huge prefabricated units at its plant in Paderborn, and they are being installed at the new parcel centre that this construction company is erecting for Deutsche Post DHL in Obertshausen, southeast of Frankfurt. The concrete beams from

Paderborn span the hall, which is 280 metres long and 56 metres wide. After construction is completed in summer 2015, up to 50,000 parcels per hour will be sorted under this one roof. "These transport operations are a good example of how we at DB Schenker can also find unconventional solutions for our customers by pooling our resources to produce outstanding cooperation among different

divisions," says Angela Westfahl, Key Account Manager at DB Schenker Rail. "These transport operations were a first for us in two respects: it is the first time that we have run block trains for Bremer, and also the first time that we have transported such long units by rail for our customer." In addition to the good price, the environment was also a major factor in this renowned construction company's decision to opt for



FACTS & FIGURES

Large and fast

Bremer AG employs around 500 staff at its Paderborn headquarters and locations in Leipzig, Stuttgart and Ingolstadt. This family firm specialises in large commercial buildings made from prefabricated reinforced-concrete units, such as logistics halls, do-it-yourself stores and multi-storey car parks. The large prefabricated units are produced in Paderborn and Leipzig and delivered directly from there to the construction sites for assembly. By comparison with so-called site concrete, which is produced directly at the construction site and binds there, prefabricated concrete units such as those manufactured by Bremer reduce construction periods considerably. The Bremer AG portfolio also includes football stadiums. The fans of the football clubs SC Paderborn, Preussen Münster, KSV Hessen Kassel and Kickers Offenbach do their cheering in new stands set up by this building company from eastern Westphalia.

[www.bremerbau.de](http://www.bremerbau.de)

**SECURED FOR TRANSPORT:** The heavy beams are painstakingly secured – more than just a routine task for DB Schenker staff.



rail transport (on this subject, see also the interview on the right).

For those oversized concrete units, each weighing 94 tonnes, the experts at DB Schenker Rail, in conjunction with the Deutsche Bahn subsidiary TRANSA Spedition, first built a template made of plywood and then dispatched a trial consignment. Each individual beam required four freight wagons, the first and last of which bore the load while the two in the middle ran empty. To avoid damage to the beams as they negotiated bends, they rested on what are known as centre pivot plates, which were produced especially for this job.

“In all, we have run ten block trains with six beams each, always during the night of Monday to Tuesday,” explains Kay-Uwe Müller-Gericke, Sales Manager North at TRANSA Spedition. Bremer AG is a customer of this Schenker AG subsidiary, which specialises in full-load transport. “These 56-metre-long beams have taken us into new dimensions, and we have found an excellent solution to this challenge in line with our customer’s wishes,” says Müller-Gericke. For the 320 kilometres from the Bremer plant in

Paderborn via Altenbeken and Gießen to the Fraport AG siding in Walldorf, the trains needed a scheduled time frame of only around six hours. “Any nocturnal heavy-load transport operation by road over that distance would have taken three nights,” according to Müller-Gericke. In Walldorf, the beams were transhipped onto flat-bed vehicles belonging to the specialist freight forwarder UTM to complete the final short stretch to the construction site by road. For this environmentally friendly transport operation, the only thing that needed to be reported on the radio traffic news was an oversized heavy load on that final short stretch from Walldorf to Obertshausen. *ok*

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“We are aiming for 40,000 tonnes by rail”

Helmut Kottmann is the plant manager at Bremer AG in Paderborn.

**Mr Kottmann, you have always transported such large concrete units by road in the past. Why did you decide to do it by rail this time?**

We are looking for an alternative to enable us to extend our radius. We can transport our prefabricated units only up to 350 kilometres by lorry before it ceases to be economically viable. The use of trains extends our radius to 400 or 500 kilometres from Paderborn, which takes us into southern Germany. We dispatch 250,000 tonnes of prefabricated concrete units from our plant in Paderborn every year. We are aiming to transport at least 40,000 tonnes out of that total by rail. At present, we are at 30,000 tonnes.

**That was why you built a siding leading directly into your plant five years ago. Were environmental considerations also part of that decision?**

Definitely. We did the sums and we reckon that, with our

present rail transport operations to Obertshausen, we are saving about 25 per cent of CO<sub>2</sub> compared with lorries. But it has to be economically viable. Our decision to use the railways was also reinforced by the sad fact that many motorway bridges are in poor condition, which means that we often have to make long detours when we transport our heavy loads by lorry.

**And how did the transport operations to get those 56-metre-long concrete beams to Frankfurt work?**

The fact that these transport operations ran like clockwork confirms our gut instinct. These block trains also had a fixed schedule. When we book groups of wagons for other orders, we are not always wholly satisfied with the reliability and punctuality. We supply our construction sites on a just-in-time basis, and we cannot afford to have the crane that we’ve ordered standing idly at the unloading site.

**PRECISION WORK:** The shipment of the 94-tonne concrete beams requires all the loading team’s know-how. Four wagons were needed for one beam.

## Pohl & Co. ups the tempo

With a new warehouse and an additional railway line, the paper logistics specialist is seeking to respond to its customers' needs even more flexibly.

**A** visit to Pohl & Co. in Berlin's Spandau district: the company has established itself as a highly specialised logistics service provider in the paper industry, offering, in addition to warehousing and transshipment, just-in-time logistics for paper products and other forestry products, as well as all sorts of mixed cargo. In order to expand its services in the Berlin-Brandenburg region, Pohl & Co. invested in a new warehouse in Berlin-Spandau last year. Apart from an additional unloading siding, it offers a further 5,000 square metres of logistics space. The facility was officially opened at the start of October 2013.

"Owing to increased demand and the market situation in recent years, the time had come to invest in larger storage and transshipment areas as well as track capacity," explains Michael Kisser, Head of the Berlin branch. "Our storage capacity had definitely reached its limits." Around 275,000 tonnes are handled here in the southern port every year, and the trend is going up. To maintain the geographical proximity to the two existing warehouses, which is beneficial to order picking, Pohl has opted to build a new storage facility and a further rail siding.

Pohl is therefore focusing increasingly on rail transport. "For DB Schenker Rail, Pohl is not only a customer, but also a partner," says Karin Brandt, a key account manager in the Building Materials, Industrial and Consumer Goods Division at DB Schenker Rail, adding, "We see ourselves as a joint service provider seeking to implement our clients' wide-ranging requirements through reliable services." Just like the rail freight operator, Pohl & Co. is operating in a constantly changing market. Flexibility and creativity in relation to international logistics solutions are the challenge facing the logistics experts.

Pohl & Co. has achieved a good position in the market. With its own terminals in Hamburg, Berlin, Dresden, Cologne and as neska in Düsseldorf, major warehousing and transport capacity and reliable information technology, the company handles some 1.5 million tonnes of paper and packaging in rolls and on pallets as well as other cargo via this network. A large proportion of these goods is now delivered by rail through DB Schenker Rail to receiving warehouses and then distributed regionally to the customers, such as printing houses and processing companies.

**OPENING CEREMONY IN BERLIN:** (from left to right) Walter Schulze-Freyberg, Managing Director of Pohl & Co., Peter Stäblein, Managing Director of Berliner Hafen- und Lagerhausgesellschaft mbH, Michael Kisser, Head of Pohl & Co.'s Berlin branch, Andreas W. Otto and Michael Kleifges, both Managing Directors of Pohl & Co.

With the new facility in Berlin, the company is now even better placed to respond to customer enquiries at short notice. Wagons can be loaded without preparation time. As the new railway line is completely roofed, transshipment from rail to road is possible whatever the weather. "We are therefore able to process both individual wagons and block trains promptly, offering our customers additional flexibility and cost savings through shorter standing times," says Kisser.

The company aims to load and unload the wagons on the same day. When handling block train volumes, the standing time at the terminal must not exceed eight hours. DB Schenker Rail calls at Ruhleben station twice each working day.

an ■

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## Three questions for Michael Kisser



**MICHAEL KISSER**  
Head of Pohl & Co.'s Berlin branch.

### **Pohl & Co. is focusing on rail. Why?**

First, it is good for the environment and, second, it provides efficient transport services. Each lorry load that we switch to rail or waterway is a step in the right direction. In addition, we are seeking to make greater use of wagons through reloading. We see great potential for this. Existing transport operations demonstrate in return loading that the system offers advantages for all those involved.

### **What role does tackling climate change play for you and your customers?**

Tackling climate change is becoming increasingly important both to us and the industry as a whole. Through our trimodal connections, we are already conveying large volumes of paper by inland waterway. This business is based on regional and seasonal spot volumes, though. We have been shifting our shipments from road to rail over the last 20 years. In the 1990s, virtually all goods were transported by lorry, whereas today 85 per cent arrives by wagon.

### **Which criteria do customers use when opting for a mode of transport: Price? Environment? Reliability? Speed?**

Reliability has a very high priority. The speed determines the price at the end of the day. And price, along with reliability, is crucial to the choice of transport mode.



IN DEMAND

## Engine driver Winter's winter

Roland Winter (44) is an engine driver with DB Schenker Rail at its Seelze site west of Hanover. From there, he drives freight trains to the seaports of Hamburg, Bremerhaven or Emden, and also to Hagen, Mannheim or Würzburg. He has already seen 28 winters with the railways.

**Mr Winter, everybody is talking about the weather – except us! The railways still have to put up with that ancient advertising slogan even now. So let us talk about the cold season – for which, with your surname, you are virtually predestined.**

If we must! I have never yet been stuck in a snowdrift in my engine. Older colleagues experienced that sort of thing in the disastrous snows of 1979-80, but I was not yet in the job then. I especially enjoy driving with the snowflakes dancing in the headlights.

**Of course, unlike car or lorry drivers, you do not have to worry about skidding. Do you carry an ice scraper?**

No, but I do have a blower. We also have an ice patrol at all our major sites when the temperature drops below zero. This col-

league makes sure that the locomotives are parked in a warm condition, with a current collector on the overhead line. This keeps them in good condition, even in very low temperatures. If this is not done, and the engine cools down like a parked car, the brakes can lock.

**What sort of adversities do you often come up against in the winter weather?**

In winter, brakes on individual wagons can occasionally get stuck during the journey. Tracking systems along the route pick this up, and they report to the signal box that, for example, the 54th axle on my train is stuck. This information is passed on to me by the traffic manager, and the train is stopped. I then walk down the length of the train, count the axles and look to see if I can sort

GO FIGURE!

# 17.7%

of DB Schenker Rail's total transport performance (in tonne-kilometres) from January to June 2013 was generated by its Region West. In the same period in 2012, the proportion was only 15.6%. This growth reflects the rising importance of the national subsidiaries DB Schenker Rail UK, Euro Cargo Rail (France) and Transfesa (Spain) in DB Schenker Rail's European network.

out the problem on the 54th axle myself or if the wagon has to be taken off.

**You are nearly always on your own when you are on the job. How do you get help when you have technical problems?**

There is a hotline in Frankfurt for DB Schenker Rail's engine drivers. It is staffed around the clock, and the people there are highly reliable.

**In that case, we wish you, as far as possible, a trouble-free winter for you and your engines and wagons.**

Interview: Olaf Krohn

Photos: Frank Schimski/OSTKREUZ; DB Museum Nuremberg

## Save the Date

Forthcoming trade fairs and industry events that DB Schenker Rail will be attending. Seize the opportunity for a face-to-face meeting!



**In Frankfurt/Main**

At the **Automotive Logistics Forum**, you will also be able to meet DB Schenker experts in that sector. [www.vda.de/de/veranstaltungen/kongresse/logistik/fal2014/](http://www.vda.de/de/veranstaltungen/kongresse/logistik/fal2014/)



**in Paris (France)**

DB Schenker Rail and DB Schenker Logistics will be making a joint appearance at **SITL Europe** in the French capital. [www.sitl.eu](http://www.sitl.eu)



**In Moscow (Russia)**

**Transrussia** is one of the most important marketplaces for the logistics sector in eastern Europe. DB Schenker will be part of the line-up! [www.transrussia.ru](http://www.transrussia.ru)

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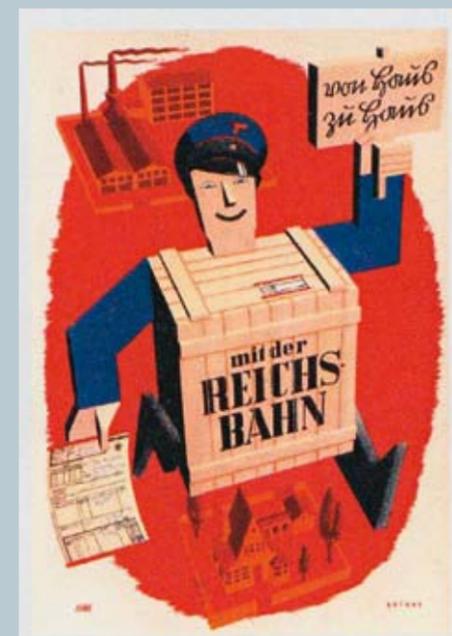
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SIGN OF THE TIMES

## Door-to-door transport

The Deutsche Reichsbahn produced a large number of advertising postcards between the two world wars. This motif, designed by the Berlin illustrator Leo Bothas (1903-88), promoted a Reichsbahn service that was very modern at that time: door-to-door freight transport. This intelligent linkage between road and rail transport was still uncharted territory then, and it concentrated mainly on unit loads in traditional wooden boxes, as the picture shows. However, as early as the end of the 1920s the Reichsbahn was also making the container ready for series production, although it was not yet known by that name. For this innovative "Behälterverkehr" transport, they used standardised boxes on wheels. These could be loaded onto freight wagons and then attached to towing vehicles to complete the final leg of the journey by road. This is the last in the *railways* series of historical rail freight transport posters. ok ■



Advertising postcard from the 1930s, DB Museum Nuremberg.

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