



You can now also read
railways as an app
in  **GERMAN**,
 **ENGLISH**,
 **FRENCH** and  **POLISH!**

Fresh supplies for the coalfields

Coal, ore, steel, scrap and aluminium are the key cargoes of the Coal and Steel Division.

Page 8

CARSTEN HINNE
**“Keeping our finger
on the pulse”**

Page 26

NEW WAGONS
**One roof to
protect another**

Page 32

EURO CARGO RAIL
**A new home
in Paris**

Page 36



“Due to its sustainability, the German consignee is very keen to use rail wherever possible”

KARL PEER, DB SCHENKER RAIL SERVICES



Rail-bound tomatoes

The Germans are crazy about tomatoes, and that is in no small part down to Italy. The land of pizza and pasta supplies Germany with thousands of tonnes of tomatoes every year, whether fresh or in sauce, concentrate, or powder form. Tinned “Tomatl” – as the Aztecs once called the vegetable – are similarly popular, and are often supplied via rail. In fact, Parma-based canned food producers Emiliana Conserve and Rodolfi Mansueto have been supplying one German customer – Hengstenberg GmbH – via rail since 2011.

Laden on pallets, the Italian tinned goods are transferred to trains at the Lanzi

Castelguelfo railport. From there, they make their way to Heilbronn and Mannheim, before completing the last leg of their journey via HGV. “Due to its sustainability, the German consignee is very keen to use rail wherever possible,” says Karl Peer from DB Schenker Rail Services Srl. From 2011 to 2013, the number of wagons employed rose from 200 to 800. The transport operation has also recently been further modified – now tomatoes and a range of other vegetables are to be sent by rail to the customer, with the pallets also returned to sunny Italy in time for the next harvest.

an ■



We live for team spirit!

You operate across national borders, and we are active across Europe – including in our long-established transport operations for the coal and steel industry. It is clear that our staff needs to think in ever larger cultural contexts. Communication across international teams and contact with the customers – wherever they may be – these are our strong points when it comes to operating on a pan-European scale. Because we know that you rely on us!

Axel Marschall

Member of the Management Board
DB Schenker Rail



Cover photo: Max Lautenschläger Photos: Getty Images, Mirco Steinbrücker, Oliver Tjaden

08 Focus on coal and steel

Coal, ore, steel, scrap and aluminium have traditionally formed part of the railway's core business. This *railways* issue focuses on the latest trends, reports on DB Schenker Rail's current success stories in Germany, Poland and the UK, and introduces people who breathe life into the Coal and Steel Division.

Markets & Innovations

- 24 WoMen at Work**
In the second instalment of its new series, *railways* introduces women at DB Schenker Rail in the hard coal sales unit and at our partner and subsidiary RBH Logistics.
- 26 "Keeping our finger on the pulse"**
In an interview with *railways*, Carsten Hinne, new Head of DB Schenker Rail's Chemicals Division, makes an interim assessment after 100 days of being in charge and takes a look at what lies ahead.
- 29 The other way to England**
With RailRoCargo, TRANSA offers combined transport services by rail, ship and lorry via Cuxhaven to Immingham and back.
- 32 One roof to protect another**
Car manufacturers are relying increasingly on enclosed freight wagons to transport their premium vehicles. DB Schenker has now taken delivery of its first new wagons (photo below).

Customers & Projects

- 34 AlbatrosExpress**
Through Ostrava in the northeast of the Czech Republic, TFG Transfracht is linking the Czech Republic, Slovakia and Poland even more closely to Europe's densest rail network.
- 35 Cement transport operations in France**
Euro Cargo Rail is taking on additional transport operations for the cement producer Holcim in France and operating to Belgium with its own licence for the first time.

Company & People

- 36 A new home for Euro Cargo Rail**
Our French national subsidiary has moved into its new headquarters in the northeast of Paris and is now also integrating the DB Schenker logo in its branding.
- 38 Final Call/Save the Date/Imprint**



Read *railways* via app also in German, French and Polish.

In the magazine, all available translations are marked with the flag of the corresponding country. Simply touch the according flag in the app and discover the *railways* world in your language of choice.



Photos: Sven Doering, Max Lautenschläger, Vanja Vukovic



08

COAL AND STEEL:
BULK TRANSPORT
AT ITS BEST



26

CHEMICALS:
"KEEPING OUR
FINGER ON
THE PULSE"



**UTRECHT/NETHERLANDS
STANDARD CONTRACTS ACROSS EUROPE**

One customer service across Europe: DB Schenker Rail reached a further milestone towards this goal last year when more than 300 customer contracts worth around 70 million euros annually were changed over from the contracting party DB Schenker Rail Niederlande to DB Schenker Rail AG. All transport services performed by the Dutch rail freight operator will now be billed automatically through a modern invoicing system. With Europe-wide invoicing using standardised processes, DB Schenker Rail is seeking to enhance the quality of the service offered in this area and to simplify controlling and service purchasing. For customers, this contract amendment doesn't change anything: the contractual conditions and legal basis remain unaltered. The operational activities of customer service and invoicing will still be carried out in the Netherlands. *an*

**DUISBURG/GERMANY
NUMBER OF COMPLAINTS AT RECORD LOW**

The European Customer Services based in Duisburg invoiced 2.7 million consignments in wagonload and intermodal transport last year. Customer invoices account for three quarters of the total revenues amounting to some four billion euros, with service partners, especially other rail operators both domestic and foreign, generating the remaining quarter. The number of complaints received in 2013 fell to a new record low of 1.1 per cent. By comparison, in 2002 it was as high as 9.8 per cent and in 2009 it stood at 2.9 per cent. The results of the annual customer satisfaction survey show that customers rate the excellent invoicing service offered by the Sales Accounting and Complaints Unit very highly. *ok*



Photos: Getty Images, Max Lautenschläger, DB Schenker Rail Spedkol, DB Schenker Rail, DB Schenker Rail Polska



**FLensburg/GERMANY
LONGER FREIGHT TRAINS PROVE THEIR WORTH**

DB Schenker Rail is making good progress with a pilot project to operate 500 freight trains that are up to 835 metres long from the Maschen marshalling yard near Hamburg via Flensburg to Denmark. This is the only section of railway in Germany on which trains of this length have been able to run since December 2012. In the rest of the country, trains are not allowed to exceed 740 metres. This extra length increases transport capacity by 25 per cent. At the same time, 200 fewer trains were needed - bringing both economic and environmental benefits. Some ten million euros have been invested in the required modifications to the infrastructure on the 210-kilometre-long section of track. This pilot project has benefited the steel, automotive, chemicals and commercial goods sectors. There are plans in the medium term to run freight trains of 1,500 metres in length, almost twice as long as is currently permitted, on selected routes. A research project into this is in the pipeline. *ok*



**OPOLE/POLAND
FORBES DIAMOND FOR DB SCHENKER RAIL SPEDKOL**

The Polish DB Schenker Rail Spedkol has been awarded the Forbes Diamond 2014 for the third time. The DB Schenker Rail subsidiary received the accolade in the "medium-sized company" category and offers high-quality logistics services by rail from a single source. Forbes Diamonds are presented by the business magazine of the same name in Poland every year. The magazine is thus recognising the most innovative and fastest-growing companies in the country, 62 companies this year. "It is a great honour for us to win such a renowned prize as a Forbes Diamond. This enhances the status of our work and the commitment of our employees. This success would not be possible, however, without the trust of our customers," says Tomasz Iwański, CEO of DB Schenker Rail Spedkol after the award ceremony in Opole. *ok*



**ZABRZE/POLAND
MAREK STASZEK IS MADE CEO OF
DB SCHENKER RAIL POLSKA S.A.**

Marek Staszek has been appointed the new CEO of DB Schenker Rail Polska S.A. with effect from 1 July 2014. The 45-year-old studied economics and transport engineering and was responsible for finance/controlling as CFO in the Management Board of DB Schenker Rail Polska. Staszek was previously CEO of PTKiGK in Rybnik and CFO of PCC Rail S.A., which were both taken over by Deutsche Bahn in 2009. Marek Staszek succeeds Christian Schreyer, who left the company on 30 June 2014 at his own request. "In Marek Staszek, the DB Group has found a leader with a thorough knowledge of the business environment, the customers and the Polish market," says Hans-Georg Werner, Chairman of the Supervisory Board of DB Schenker Rail Polska S.A. and Member of the Management Board for Region East at DB Schenker Rail. With a market share of 20 per cent, the company is now one of the leading private rail operators in Poland. *an*



Fresh supplies for the coalfields

Europe's economic rise was built on mining and heavy industry. Even in the Internet age, the coal and steel industry remains one of the most important branches on the continent. DB Schenker Rail is one of the central players in an increasingly global sector: every third train for the coal and steel industry crosses at least one national border.



Scrap Coke Steel Coal

Electricity

does not come from the cloud,

and even the most advanced 3D printer cannot yet mould steel: in our ultra-modern, globalised, high-tech economy, coal and iron remain the foundations of our civilisation. It is still pits, mines and power stations that dictate the pace of our economy – and it is still rail that forms the backbone of the coal and steel industry. DB Schenker Rail, Europe’s biggest rail freight operator, transports 30 million tonnes of hard coal and ten million tonnes of brown coal every year, as well as more than 50 million tonnes of steel, 16 million tonnes of ore and twelve million tonnes of scrap.

Despite the gloomy economic situation, DB Schenker Rail Germany’s transport volume in its Coal and Steel Division in the first quarter of 2014 was up by around three per cent on the same period last year.

Does this mean that volume is what counts? Yes, but it is not the only thing. “It is our European network, our railports in major industrial locations and the breadth of our individual-wagon network that make us the most important logistics partner for the coal and steel industry,” says Werner Lettau, Head of Sales Steel/Ore in DB Schenker Rail’s Coal and Steel Division.



However, much has changed since the fondly remembered age of steam, when the railways were not merely the engine of industrialisation but also devoured huge quantities of coal themselves. Today, in the age of financial crises, steel markets are more volatile and it is harder and harder to make long-term

forecasts. Even in the rather cumbersome coal and steel industry, customers want better service, adequate loading space and, of course, flexible transport operations that are not affected by snow, ice and floods.

DB Schenker Rail is offering answers to these challenges for both Salzgitter AG and the steel industry of the Saarland. For example, the rail freight operator is ensuring certainty of supply for the raw materials of coal, ore, scrap and lime. The company has become one long rolling mill for ThyssenKrupp Steel Europe.

The rail operator has created its own pan-European network for the coal and steel industry – for instance, for transport operations between the plants of Arcelor-Mittal, the largest steel producer in the world. Because Germany is importing ever-increasing quantities of coal, DB Schenker Rail has set up an integrated product system to transport coal from the ARA ports.

In order to achieve greater efficiency in rail transport, DB Schenker Rail is collaborating more closely with its major customers. “We have intensified our short- and medium-term planning discussions with our customers and are agreeing individual service-level agreements with them. Our large fleet of 35,000 special wagons for steel, coal and ore is a major trump card,” Lettau says. “It enables us to combine mass transportation capacity with flexibility.” *an* ■

Contact | Werner Lettau
Telephone: +49 (0)6131 15-61130
werner.lettau@dbschenker.eu



37,000 tonnes of running fuel - every day

Coal was the fuel that got the railway moving - as well as being by far its most important cargo for many decades.

The

Ruhr area still boasts Europe's densest railway network. This has to do firstly with the region's dense population - and secondly with the heavy industry based there. Mining and steel production have, after all, been intrinsically linked since the early days of the railway. The Industrial Revolution may have begun before

the railway was invented - yet it was only to flourish fully once the railway had come into widespread use in the 19th century.

The oldest wagon from a mine railway in the DB Museum in Nuremberg comes from a colliery in the English city of Newcastle and dates back to 1829. Above ground, mines traditionally have an extensive track system, the so-called pit's connecting railway, in order to load standard-gauge freight trains. In the 1920s, coal accounted for up to 40 per cent of the cargo transported by the Deutsche Reichsbahn. Yet the Reichsbahn not only transported the coal throughout the country - it also needed it as "fuel" well into the 20th century. After the First World War, the Reichsbahn needed 37,000 tonnes of coal per day just to operate its fleet of steam locomotives. *ok* ■





Old friends

DB Schenker Rail wins back a major contract from crude steel producer HKM in a package covering both coal and lime transport operations.

Over

the next three years DB Schenker Rail will transport altogether three million tonnes of imported coal and 2.7 million tonnes of lime to the

Duisburg site of Hüttenwerke Krupp Mannesmann (HKM). Transport operations had been awarded to a rival operator by HKM for the past two years. The success of the package tender means the winning back of significant transport volumes for the Coal and Steel Division. HKM and DB Schenker Rail are therefore “old friends” who have been reunited once again. “The services have been running since the start of February, and much to HKM’s satisfaction,” says customer adviser Klaus Rütten.

DB is to supply key raw materials for steel production to Duisburg along two routes up to the year 2017:

- One million tonnes of imported hard coal per year, which is unloaded at Rotterdam Europort from seagoing vessels via conveyor belts onto railway wagons. Hard coal conveyed by rail from Rotterdam to the HKM site in Duisburg is used along with other shipments transported by water in the production of coke at the newly built second coke oven battery, which was commissioned in March. A daily train will carry 2,720 net tonnes.
- Almost 900,000 tonnes of lime will be transported every year from Europe’s biggest Flandersbach lime works near Wülfrath to Duisburg. This contract requires two trains daily, each conveying 1,400 net tonnes. DB Schenker Rail thus tailors its services to HKM’s daily consumption needs. Not all lime is the same: the trains are loaded with different varieties according to HKM specifications.

MANAGEMENT SUMMARY

DB Schenker Rail has secured a tender launched by Hüttenwerke Krupp Mannesmann (HKM): by 2017, one million tonnes of imported coal from Rotterdam and 900,000 tonnes of lime from Flandersbach will be conveyed to the HKM site in Duisburg every year.

Photo: Hayrettin Ozcan/WAZ FotoPool





Both the coal and lime transport operations are classified as key supplies. "In order to create the greatest possible transparency for HKM we have set up a weekly monitoring system," explains Rütten. DB Schenker Rail's Duisburg operations centre manages the transport services while bearing responsibility for the execution of contracts across the region. This improves both the information provided to customers and the internal communication process.

On the production side, DB Schenker Rail has not simply regained the transport operations lost in 2012. "The use of larger containers, modern locomotives and new operating patterns is increasing efficiency," says Rütten. On the journey from Rotterdam to the Dutch-German border, the trains use the fast Betuweroute. Outside the border station at Emmerich, the two multi-system 189-series locomotives raise their current collector, glide through the station and then lower it again under German voltage afterwards. The trains thereby cross the border without stopping.

This means that trains leaving Rotterdam at 8.15 a.m. arrive in Oberhausen as early as 11.50 a.m. There, the locomotive has to be changed, however, because the final mile to the HKM production site is not electrified. ok ■

RAIL POWER:
To the left the plant's own freight station, and to the right a train carrying 2,720 tonnes of imported coal from Rotterdam on its way to Duisburg.

HKM: combining tradition and innovation

Hüttenwerke Krupp Mannesmann (HKM) has only been operating under this name since 1990, but the long-standing steel production site on the banks of the Rhine in the Duisburg district of Huckingen is more than 100 years old. In 1909, the Schultz-Knaut company built the first steel mill there, which was taken over by Mannesmann in 1914. From 1927, the mill was expanded into a highly modern integrated iron and steel works. In 1970, the coal and steel dynasties Mannesmann and Thyssen merged. During the steel crisis in the 1980s, Krupp and Mannesmann decided to merge their two Duisburg iron and steel works. Whilst the Rheinhausen mill was shut down shortly afterwards, the Huckingen site was strengthened, modernised and expanded.

The steel mill has produced over 90 million tonnes of crude steel since 1990 under the HKM name. The shareholder structure of HKM has changed over time; ThyssenKrupp Steel Europe AG holds 50 per cent, Salzgitter Mannesmann GmbH 30 per cent and Vallourec Tubes S.A.S. 20 per cent of the shares in Hüttenwerk Krupp Mannesmann GmbH. The company employs 3,000 people and produces over five million tonnes of crude steel per year, equivalent to about twelve per cent of Germany's total steel production. ok ■

Contact | Klaus Rütten
Telephone: +49 (0)203 3017-3121
klaus.ruetten@dbschenker.eu



Energetic cooperation



HARD COAL TO PGNIG TERMIKA LUBELSKI WĘGIEL „BOGDANKA“ OPTS FOR DB SCHENKER RAIL POLSKA

Lubelski Węgiel „Bogdanka“, one of Polish largest mining companies, commissioned DB Schenker Rail Polska following a public call for tenders last year to transport 500,000 tonnes of hard coal. The recipient of these shipments is the energy company PGNiG TERMIKA, which operates a number of power stations in Warsaw. DB Schenker Rail Polska won the contract by submitting a competitively priced tender backed by its expertise in transport concepts for the coal industry. The contract began at the start of the year and runs until 31 December 2014. an ■



A MILLION DEAL WITH KOZIENICE DB SCHENKER RAIL POLSKA SECURES CONTRACT TO SUPPLY KOZIENICE POWER STATION WITH COAL

In Poland, coal continues to play a major role in the generation of energy: according to the International Energy Agency, coal remains the primary energy source, providing 55 per cent of Poland's energy requirements. Almost all of Poland's electricity is generated through coal. This makes it all the more important to have reliable plans in place for delivering fresh supplies to the power stations that provide electricity to this constantly growing economy. DB Schenker Rail Polska recently secured a tender to transport a million tonnes of coal to the Koziencice power station. "This contract confirms that we are meeting our customers' expectations, including from the commercial angle," says Christian Schreyer, CEO of DB Schenker Rail Polska. "With this contract we are continuing along our successful path." Apart from costing-based competitiveness, the key factors in the decision to award the contract to DB Schenker Rail Polska were its thorough knowledge of the rail freight transport market and its experience of working with the coal, iron and steel industries. The contract has been in force since 1 January 2014 and runs until 31 March of next year. DB Schenker Rail collects the coal from the mines in Katowice and then conveys it to the Koziencice plant more than 250 kilometres away. an ■



COOPERATION FOR MORE ENERGY DB SCHENKER RAIL POLSKA EXTENDS CONTRACTS WITH MINING COMPANIES

The Tauron Group is one of Poland's biggest companies. With their share capital is 18 billion zloty and a workforce of over 26,000, the holding company as Poland's second-largest electricity producer supplies power to more than 5.3 million people. Some of the coal destined for the Tauron Group's power stations comes from mines in Silesia. The Polish rail freight operator DB Schenker Rail Polska functions as a coal carrier for a whole number of mining companies. It is now extending its cooperation with Jastrzębska Spółka Węglowa S.A. (JSW S.A.) this year. According to the company's own information, JSW S.A. is Poland's biggest producer of high-quality coking coal, having extracted 9.8 million tonnes of coking coal and four million tonnes of coal for power stations in 2012. "We are very happy to be providing coal transport services for JSW S.A.," says Christian Schreyer, CEO of DB Schenker Rail Polska. His company and JSW S.A. have extended by a year their existing contracts for the transport of at least 200,000 tonnes of coal with an option for a further 100,000 tonnes and for shunting activities on the premises of the mines. DB Schenker Rail Polska has also extended its contractual relationship with the KWK Kazimierz-Juliusz mining company in Silesia. This also involves the supply of again at least 200,000 tonnes coal to the Tauron Group's power stations, with an option for a further 50,000 tonnes. "Long-term cooperation, good relations and a flexible approach to customer requirements are key factors in our success," concludes Schreyer. an ■

Photos: HKM, DB Schenker Rail, Węgiel Bogdanka, fotolia, JSW S.A.



OPENING CEREMONY FOR THE NEW MAINTENANCE WORKS IN RYBNIK IN OCTOBER 2013:
 Rybnik's deputy mayor Ewa Ryszka with (from left to right) Dr Michael Hetzer (COO), Hans-Georg Werner (CEO of Region East and Chairman of the Supervisory Board), Christian Schreyer and Marek Staszek (CEO of DB Schenker Rail Polska).

Reliable

transport operations in the trans-European network demand hard work from the DB Schenker Rail family's

100,000 freight wagons, and they sustain a lot of wear and tear in the process. This means that reliable wagon maintenance is a fundamental requirement for a functioning, efficient system. For this reason, DB Schenker Rail Polska last year comprehensively and in record time modernised the Rybnik maintenance works in Silesia. Capacity and processes in the spare-parts warehouse were also adapted to meet rising demand. A total of eleven million Polish zloty – around 2.6 million euros – were spent on this, DB Schenker Rail Polska's largest investment project to date.



In Rybnik, DB Schenker Rail is introducing a new “pipeline repair concept” to service and repair freight wagons more quickly and cost-effectively. Under this new concept, wagons pass, as in a pipeline, through two parallel, 265-metre-long servicing lines, which each contain ten stations.

“We have succeeded in tripling capacity to up to 2,500 wagons per year, reducing repair times by around 80 per cent and cutting repair and servicing costs for rolling stock,” says Michael Hetzer, Member of the Management Board responsible for Production at DB Schenker Rail Polska.

All the workstations are fitted with the most up-to-date high-tech tools and analysis instruments. In line with lean, Kanban principles, spare parts are supplied from the spare-parts warehouse, which has itself been modernised. The fundamental renovation of the warehouse brought together the pooled experience of experts in the whole DB family from three countries and four business segments. This resulted in an expansion of the warehouse capacity for the works' increased output – at low cost, in an environmentally friendly manner and with state-of-the-art warehouse equipment. This earned it the prestigious DB Award for 2013 in the cost-effectiveness category.

A new works and a new warehouse: together, they boost not only labour efficiency, but also the quality of the work carried out by around 120 employees as well as their safety.

an

All in smooth flow: the “pipeline repair concept” in Rybnik

DB Schenker Rail Polska is using a new concept to improve maintenance at Rybnik in Silesia. Up to 2,500 wagons a year can now receive faster, more cost-effective and “excellent” servicing and repairs.



Photos: DB Schenker Rail Polska [2]



Three Channel Tunnel crossings per week

DB Schenker Rail is intensifying the pace of rail freight transport from Germany to Britain. Three trains per week are now carrying aluminium from Neuss to Widnes in the west of England on behalf of Novelis.

Novelis

is a global market

leader in aluminium rolled products. The company, spun off from Alcan in 2005, makes drinks cans and supplies tailored light-metal products for the automotive industry, the construction sector and manufacturers of consumer electronics goods. Novelis operates plants in ten countries in Europe, North America and Asia and employs 11,000 people.

In December 2013, DB Schenker Rail assumed responsibility for inter-plant transport for Novelis Deutschland GmbH from Neuss to Widnes on the English west coast. Alunorf, near Düsseldorf, is the largest aluminium rolling and casting facility in the world, and is operated as a joint venture by Novelis and Norsk Hydro, each with a 50 per cent share. In

Latchford, in Britain, Novelis operates two major recycling plants.

Freight that used to be transported by ship and lorry is now being carried from North Rhine Westphalia to the United Kingdom by DB freight trains through the Channel Tunnel at least until the end of 2016. DB Schenker Rail has concluded a three-year contract with Novelis, with an option for a two-year extension. "In switching its transport operations to rail, Novelis is putting a great deal of faith in us," says Key Account Manager Harald Droege. "As a result of this change, the time taken for each shipment is being cut significantly, to 25 hours, and there were also more frequent disruptions on the sea route."

The volume of freight transported is substantial, and it is made efficient by the good level of capacity

RELAY RACE: Five rail companies are involved in the new transport operations for Novelis, with the employees of DB Schenker Rail UK shown above. The small photo shows the Channel Tunnel's French portal.

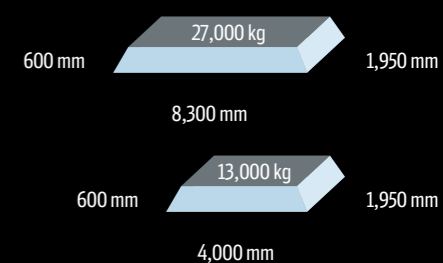
FROM GERMANY TO ENGLAND

On the journey from Germany to England, aluminium coils are carried in 22 Sfins2 wagons. These coils standing on octagonal pallets have a diameter of approx. 1,700 mm, a height of some 700 mm to 1,600 mm and a weight of up to 10,000 kg.

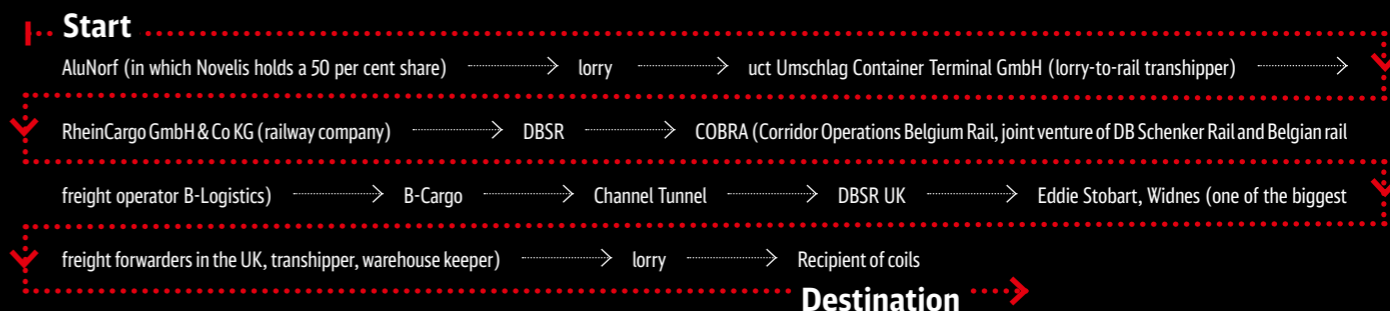


FROM ENGLAND TO GERMANY

In the opposite direction, the same wagons transport aluminium bars with the following dimensions: 8,300 mm x 1,950 mm x 600 mm or 4,000 mm x 1,950 mm x 600 mm, and weighing 27,000 kg and 13,000 kg, respectively.



TRANSPORT CHAIN FOR THE COIL NEUSS (GERMANY) → WIDNES (WEST COAST OF ENGLAND):



TRANSPORT CHAIN FOR THE BAR LATCHFORD (ENGLAND) → NEUSS (GERMANY):



Photos: DB Schenker Rail UK, Getty Images

utilisation in both directions. Going from east to west, aluminium coils are carried in 22 Sfins2 wagons from Germany to Britain. In the opposite direction, the same wagons transport large aluminium bars in two sizes, each weighing 27 or 13 tonnes, from Widnes to Neuss.

"These are extremely complex transport operations, because the time slots are narrow and a large number of participants are involved," Droege explains. Three round trips take place each week. The companies in Widnes and Neuss responsible for transshipment have only ten hours to unload the train arriving and to load up the one departing (see also the infographics).

In each direction, the transport operation is organised as a relay involving five rail companies, with each

handover, in this case, requiring a change of locomotive. On the westward leg, the participants in this rail transport chain are RheinCargo, DB Schenker Rail Germany, COBRA (Belgium), B-Cargo – as the logistics subsidiary of Belgian state railways – and DB Schenker Rail UK. Transport by lorry before and after the rail-based part of the operation, as well as transshipment, are dealt with by additional partners, such as the freight forwarder Eddie Stobart or uct. "It took more than a year to plan and prepare this highly complex transport operation," Droege says.

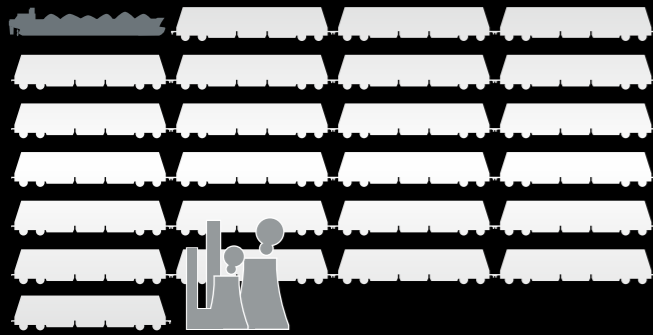
Contact | Harald Droege
Telephone: +49 (0)511 286-7680
harald.droege@dbschenker.eu



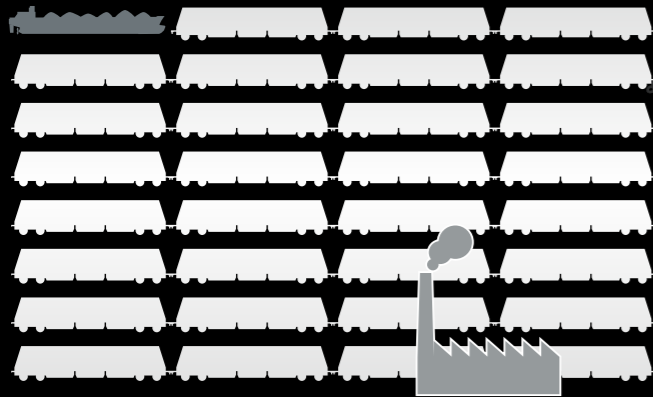
The birthplace of industry

Coal is still the basic raw material for industry. In Britain, where the Industrial Revolution began two hundred years ago, DB Schenker Rail has become the most important player in making sure that coal supplies get through.

Britain's longest regular coal trains



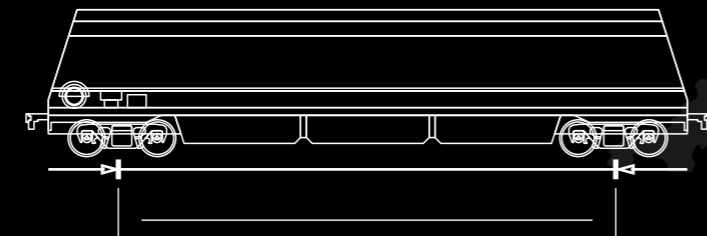
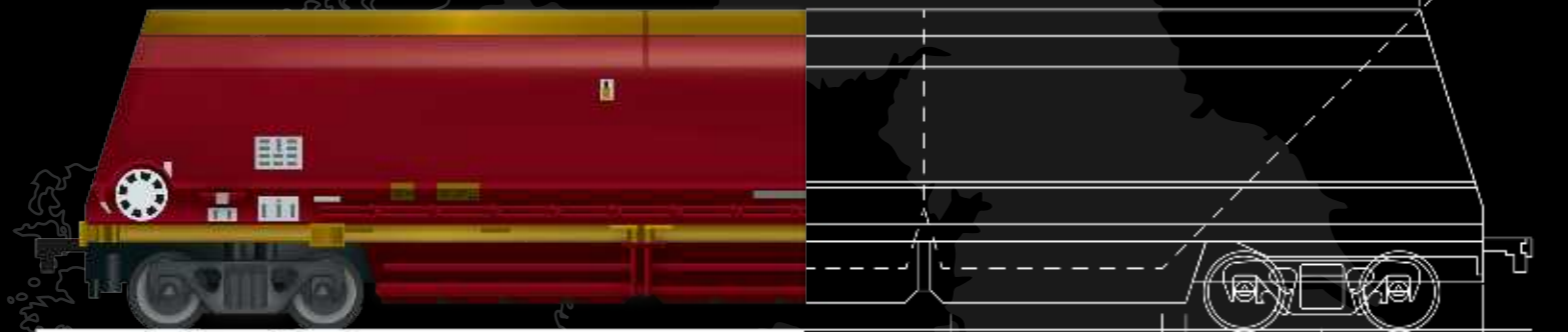
Between the ports of Redcar and Immingham and the Drax and Eggborough power stations
Train length: 450 m, 24 HTA wagons
Load: 1,680 tonnes of coal



Between Redcar and Port Talbot
Train length: 580 m, 31 HTA wagons
Load: coking coal for Tata Steel's works at Port Talbot



An HTA wagon can transport around 70 tonnes of coal.



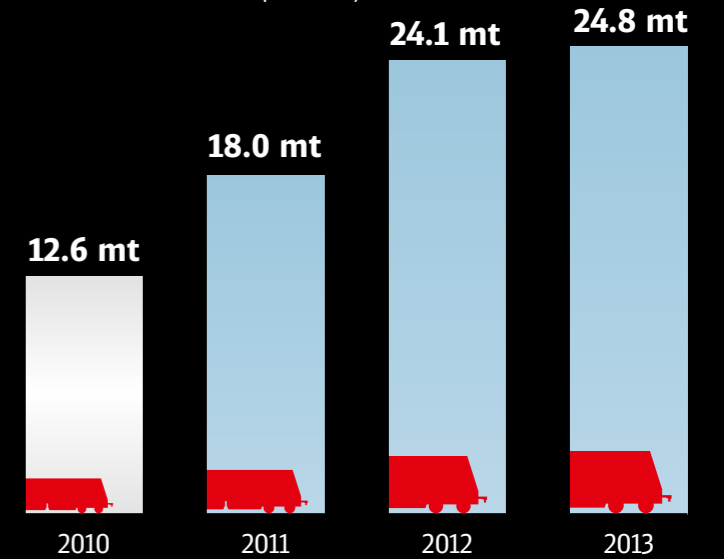
Efficiency and volume

DB SR's wagons have the shortest wheelbase compared with its rivals' wagons, so they offer the best ratio of load to train length. As a rule, DB SR's trains are longer and more efficient than its rivals'.

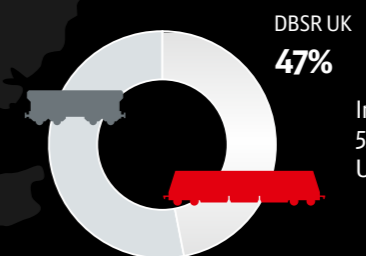
Infographics: Dieter Duneka

Strong market share

DB Schenker Rail UK has transported increasing volumes of coal over the past four years.



Import/Export



In 2013, British freight transporters carried 52.9 million tonnes of coal; DB Schenker Rail UK handled 47 per cent of it.

Extraction
12.95 mt

Import
49.4 mt

Britain's total coal consumption in 2013 came to 60.7 million tonnes. Last year, Britain extracted 12.95 million tonnes of coal and imported 49.4 million tonnes. As prices for this raw material on world markets are falling, Britain is importing increasing quantities of coke and coal.

One of the major import ports is Immingham. DB Schenker Rail UK runs more than 100 trains per week from there. Each coal wagon is used 11 to 17 times every week.

NEW SERIES (II):

WoMen at Work



Women in the driving seat at DB Schenker Rail

Anyone who expects the coal and steel industry to be a “male-dominated” sector will be proven wrong at DB Schenker Rail and its subsidiary RBH Logistics: it is women, in fact, who make up the majority of staff at the hard coal unit. They work at DB Schenker Rail in the hard coal sales unit and at our partner and subsidiary RBH Logistics in scheduling, product management and production, dealing specifically with hard coal imports from the North Sea ports bound for the Ruhr area. DB Schenker Rail’s German and Dutch employees work closely together on these shipments. In Duisburg and Oberhausen – where DB Schenker Rail’s coal depots are located – RBH’s staff manage scheduling and operate most of the trains.

In spite of falling coal production in Germany, DB Schenker Rail has been able to strengthen its traditional role as the railway for the coal and steel industry,

transporting 19.5 million tonnes of hard coal for the DB Schenker Rail Region Central in the past year alone. The company has recently won back several contracts for transport operations from its competitors. This is thanks not only to the benefits of an international transport system, but also to the competent female staff of DB Schenker Rail and RBH Logistics. “Our customers were surprised at first at the high number of female employees at our unit. DB Schenker Rail is known for its openness to filling positions on the basis of professional and personal skills,” says Thorsten Noll, Area Manager of the hard coal unit within the Coal and Steel Division. “We are proud of our team spirit!” *an*

Contact | Thorsten Noll
 Telephone: +49 (0)6131 15-61123
thorsten.noll@dbschenker.eu



MIXED TEAM:
 Katrin Friemann (DB Key Account Manager),
 Denise Leygraf (DB Project Manager in Key
 Account Management), Lisa Raasch (Engine
 Driver for RBH Logistics), Berivan Rasch
 (Controller for RBH Logistics), Gabriele Kratz
 (Resource Manager at DB’s hard coal unit),
 Sabine Lehmann (DB Sales Manager), Annika
 Mercedes Werner (DB Project Manager in Key
 Account Management) and Fenja Falk (Product
 Manager for Coal and Steel at RBH Logistics).

Photo: Oliver Tjaden



“Keeping our finger on the pulse”

An interview with Carsten Hinne, new Head of DB Schenker Rail’s Chemicals Division.

Photos: Vanja Vukovic

You are now back in Germany after having spent three years in the UK as Managing Director of DB Schenker Rail UK. What is your interim assessment after 100 days of being in charge of DB Schenker Rail’s Chemicals Division?

I’ve used this time to familiarise myself with the state of both the market and the organisation. I have already spoken to many of our customers, because the first thing I wanted to know was who our customers were and what they think of us. I have also been able to ascertain that our Chemicals Division is already in an excellent position. At the same time, we still have lots of potential.

What part does the Chemicals Division play in the DB Schenker Rail portfolio as a whole?

Chemicals account for around one fifth of both the turnover and transport volume in Europe. Alongside the Coal & Steel and Automotive Divisions, we also provide the basic load in the European individual-wagon network. We are also a source of expertise for hazardous and sensitive freight transport for both the DB Group and the chemicals industry.

Where are the present opportunities and challenges in the chemicals logistics market to be found?

As a division, we are already very well-organised, but we need constantly to improve and to strike out in new directions. Ultimately, our customers are the only people with the right to judge whether we are doing this properly. We are operating in an industry that is restructuring on a global scale, in line with the practice of “global sourcing”. In the chemicals industry, we are currently undergoing a period of global consolidation and forward integration. This is leading to a shift in transport operations. To a certain extent, consignments are getting smaller and the type of freight transported is changing: substances that used to be transported as liquids are suddenly coming in granular form. This of course requires us to keep our finger on the pulse.

What aims have you set yourself?

I have a clear goal in mind for our division. We want to develop steadily from a carrier into a lead logistics provider. This means I am deliberately setting the bar high. We already enjoy a leading market position, and we want to further develop this position. We aim to be better tomorrow than we are today. Ours is an integrated approach, which means we are developing chemicals logistics solutions based on rail but extending far beyond it. In this respect, our subsidiary DB Schenker BTT plays a major part as a distribution company and freight forwarder, and our aim is also to establish this function outside Europe, so that we can meet our customers’ wishes and needs in the best possible way.

What internal adjustments do you plan to make?

First, we intend to improve the dovetailing of our existing expertise in wagonload transport and combined

transport. Individual-wagon transport is very important to the chemicals industry: we need to secure it and raise it to a competitive level. At the same time, our sector is experiencing a marked trend towards containerisation. We need to develop new solutions relating to tank containers and also to enter into new arrangements with partners when there are particular things that they are better at doing than we ourselves are. Again, we are talking about forward integration, about a role greater than that of a simple carrier – as a lead logistics provider – and about supply chain solutions for the chemicals industry.

What innovations are you planning to win customers over in the future?

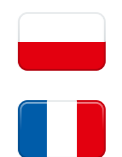
We want to give our customers the sense that they are the driving forces behind our innovations, or else what we offer would be failing to take account of demand. To



ABOUT CARSTEN HINNE

Carsten Hinne was born in Lünen in Westphalia in 1975. He studied economics in Giessen and took a doctorate in strategic management in Nuremberg. Hinne joined the DB Group in 2002 and worked first, until 2006, in the Mergers & Acquisitions section. He then headed DB Schenker Rail’s strategy department, before switching to DB Schenker Rail UK in Doncaster in 2011 to work as its first German managing director there. Since January 2014, he has been in charge of DB Schenker Rail’s Chemicals, Mineral Oil and Fertilisers Division, which means that he also heads the European Industry Sector (EIS) Chemicals, the freight-forwarding subsidiary DB Schenker BTT and DB Schenker’s Competence Center Chemicals. **ok** ■

BERLIN, DONCASTER, MAINZ:
Carsten Hinne is back in Germany again after three years in the UK.



take the example of IT, we are not merely speeding up the European harmonisation of systems but will also offer our customers additional support and give them easier access to our systems. So-called “ease of use” is also important to me. We need to reinforce the impression in our customers’ eyes that it is not hard to use us to book a tank wagon across Europe in the individual-wagon system or to move a tank container from a factory in Vietnam to Burghausen an der Salzach in Bavaria.

But can DB Schenker Rail really do that on its own?

Of course not, but in the Group we do have the support of our colleagues at DB Schenker Logistics. My key concern, as new Head of DB Schenker’s Competence Center Chemicals, is to have a consistent sector structure across all transport modes. Together we are planning the development of viable models for the chemicals industry on the basis of our existing expertise – and we are also devising a comprehensive logistics package for our customers.

How are things going with the implementation of the Netzelektromobilität business model in the Chemicals Division?

Our well-established “chemSolution” product has for several years been putting into practice some elements that DB Schenker Rail is now trialling and preparing in the form of the Netzelektromobilität model. For example, we have been operating for some time with slots, customer bookings, block concepts and the bundling of orders. What is important here, as already mentioned, is improved IT support that ensures easy access to our system. This, too, is something that we are already working on.

DB Schenker Rail has just concluded two long-term contracts with BASF and Dow. What is your view of these successes?

First, I should like to emphasise that these new contracts were negotiated under the auspices of my predecessor, Jörg Hilker. Of course, we are very proud to have these two global market leaders in the petrochemicals industry – one from Ludwigshafen in Germany, the other from the US state of Michigan – in our portfolio. This shared, long-term relationship shows that BASF and Dow are clearly pursuing a similar strategy to ours. However, we must not rest on our laurels – quite the opposite: the conclusion of these contracts represents a challenge that we must – and will – do our best to meet.

Could you also tell us something about the Chemicals Division’s activities outside of Germany?

Germany is an extremely important centre for the chemicals industry on an international scale. Further afield, we are focusing on the Benelux countries, France, Switzerland, Austria and Italy. Eastern Europe, Turkey and the Middle East are also gaining in importance. We are acting as a driver here and continuing to develop on international routes – on the basis of rail but always extending far beyond rail.

You spent the past three years working in Doncaster as Managing Director of DB Schenker Rail UK and have now returned to Germany. What have you brought back with you from the UK?

After years at DB’s headquarters in Berlin, it was highly interesting for me to get to know our British national subsidiary. They have a different management style and corporate culture: they work in a very pragmatic, solution-oriented way. It was a conscious step into the unknown for me, and therefore a necessary part of my development to get involved on the front line and to observe our European network from a British perspective. We have now established DB Schenker Rail UK in combined transport – something that was originally completely outside the company’s portfolio. The news that we, and not our competitor Freightliner, were made the partner of the new London Gateway container port at the end of last year came as a real surprise in the UK.

Interview: Olaf Krohn



“In the chemicals industry, we are currently undergoing a period of global consolidation. This is leading to a shift in transport operations. To a certain extent, consignments are getting smaller and the type of freight transported is changing: substances that used to be transported as liquids are suddenly coming in granular form.”

The other way to England

With RailRoCargo, TRANSA offers combined transport services by rail, ship and lorry via Cuxhaven to Immingham and back.



MANAGEMENT SUMMARY

ALTERNATIVE ROUTE VIA THE NORTH SEA

With RailRoCargo, the DB freight forwarder TRANSA offers multimodal transport solutions from Continental Europe to England and back. The DFDS Seaways shipping line and the port operator Cuxport are involved in the service, which involves a 24-hour ferry crossing from Cuxhaven to Immingham. The Bielefeld-based construction company Goldbeck recently opted for RailRoCargo to transport concrete slabs manufactured in the Czech Republic and used in the building of three multi-storey car parks in southern England.

HEAVILY LADEN: Roll trailers are custom-made vehicles in inter-port transport that allow the best possible use of space on ferries. They also play an important role in RailRoCargo.



SHIP AHOY:

The Finlandia Seaways of DFDS is one of the two ro-ro ferries that operate between Cuxhaven and Immingham. It is 160 metres long and has over 1,900 loading metres.



Goldbeck specialises in the construction of commercial and municipal buildings and multi-storey car parks in Europe. In Britain, the Bielefeld-based family firm is currently constructing three Park&Ride multi-storey car parks at the railway stations of Winchester, Fleet and Farnborough south-west of London. For this building project, Goldbeck has used a logistics concept that at first glance appears somewhat unconventional but that offered the company crucial benefits: RailRoCargo from the DB rail carrier TRANSA.

“At the heart of this offer is the ferry service from Cuxhaven in Lower Saxony to Immingham on central England’s east coast,” explains TRANSA Sales Manager North, Kay-Uwe Müller-Gericke. This contract, which was executed until the end of March, involved the transportation of over 800 custom-made concrete slabs, measuring 8 x 2.60 metres, from the plant in Skovice Vrdy in the Czech Republic to the three car

park building sites in England – undamaged and on a just-in-time basis. TRANSA’s specialists secured the shipment onto what are known as flats and conveyed them by rail in althover 78 wagons from the Czech Republic to Cuxhaven.

There the terminal operator Cuxport (see interview on the right) laid the concrete slabs onto roll trailers for the sea crossing on DFDS ro-ro ferries, which run five times a week between Cuxhaven and Immingham. The long-established Danish shipping line operates 48 ferries in the North and Baltic Seas as well as in the Mediterranean, and like Cuxport and TRANSA is one of RailRoCargo’s partners.

Immingham on the Humber is the United Kingdom’s largest port by freight volume. From there, TRANSA organised the delivery to the construction sites in Winchester, Fleet and Farnborough by HGV according to a precisely synchronised schedule on a just-in-time basis. “We are renowned for our high



ART OF PACKAGING:

Paper reels are secured in a seaworthy manner in Cuxhaven for the ferry crossing with DFDS Seaways.

reliability and have an extremely low damage rate. Following bad experience with competitors, Goldbeck has awarded the contract to us,” says Müller-Gericke.

With RailRoCargo and its partners Cuxport and DFDS, TRANSA has been offering competitive door-to-door transport services from Cuxhaven to Immingham for almost 30 years. The RailRoCargo system is very well-suited to heavy loads in particular, such as reeled paper, sawn timber and steel. The leg to and from Cuxhaven is executed mostly by rail. The starting points at present are Italy, Austria and Germany. For customers without their own rail siding at the point of shipment TRANSA also organises transportation to Cuxhaven by lorry. ok ■

Contact | Kay-Uwe Müller-Gericke
Telephone: +49 (0)40 3037-43911
kmueller-gericke@transa.de

Photos: DFDS Seaways, PR [3]



“WE SEE OURSELVES AS A NICHE PROVIDER”

Michael de Reese (34), Managing Director of Cuxport, talks about RailRo-Cargo and Cuxhaven’s role as the hub on the Elbe estuary.

Mr de Reese, between Hamburg, Bremerhaven and Wilhelmshaven it is easy to overlook Cuxhaven. But you have something to counter that, don’t you?

Cuxhaven and we, as the private terminal operator Cuxport, see ourselves as a niche provider with a strong focus on rolling loading. We now handle 300,000 cars per year, including all the BMWs exported to Britain. The offshore wind power business is picking up. And for decades now our mainstay has been the cargo ferries operated by DFDS Seaways to Immingham.

You tranship loads from freight wagons onto special MAFI-style roll trailers and drive them onto the ferries. What is the benefit of this technique?

These roll trailers are twelve metres long, very stable, carry up to 100 tonnes and can be loaded up to five metres high. In inter-port transport, they are the standard equipment for loads that are very heavy, such as paper reels.

You are not only a managing director, but also an inventor ...

Yes, last year I obtained a patent for a machine which makes seaworthy securing quicker, simpler and safer for staff. The risk of damage is also greatly reduced. An engineering degree can indeed be useful now and again ...

Last but not least, RailRoCargo and your partner TRANSA are relying on rail transport on the land side. Is Cuxhaven well connected?

Cuxhaven is very well connected to the German rail network via two lines to Hamburg Maschen and Bremen. The line upgrade currently taking place will also create additional capacity.



QUALITY WORK-MANSHIP: The new Hccrrs car-transport wagons are just as innovative as the vehicles they carry. They are made by DB Waggonbau Niesky. This long-established company in the eponymous district town in Saxony has been part of the DB Group since 2008.



One roof to protect another

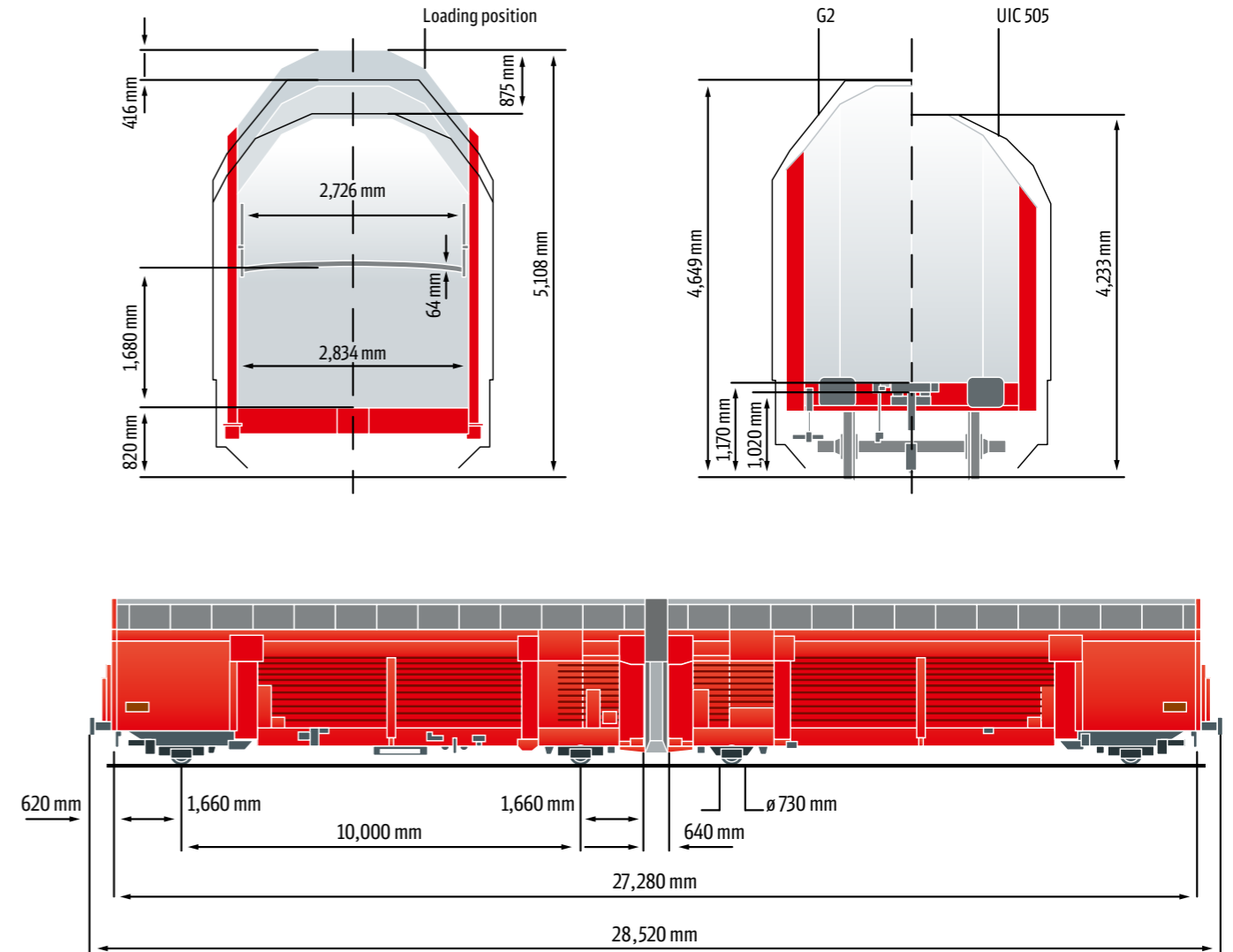
Car manufacturers are increasingly relying on enclosed freight wagons to transport their premium vehicles. DB Schenker has now taken delivery of its first new wagons.

They are 28.5 metres long, have two levels and are enclosed all around – meaning that, from outside, it is only insiders who can recognise them as transport wagons for cars: DB Schenker recently took delivery of these first new vehicles. “These wagons are a completely new development, and they are serving the growing demand from several customers for enclosed car wagons,” says Stefan Weisheit, Key Account Manager at DB Schenker Rail Automotive for Porsche’s vehicle transport operations. “We have reserved the first 42 wagons for Porsche and used them to form two block trains.”

The first group of these new wagons is based in Leipzig: this is where the sports car producer from



Photos: Sven Doering Infographics: Dieter Duneka



Swabia in southwestern Germany has been operating a plant since 2002, which was extended in spring 2014 to include a factory to make the Macan model. “The current high level of overseas demand means that our new wagons are being used predominantly to transport Porsche’s cars from the works in Leipzig to the export ports of Emden and Bremerhaven,” Weisheit explains.

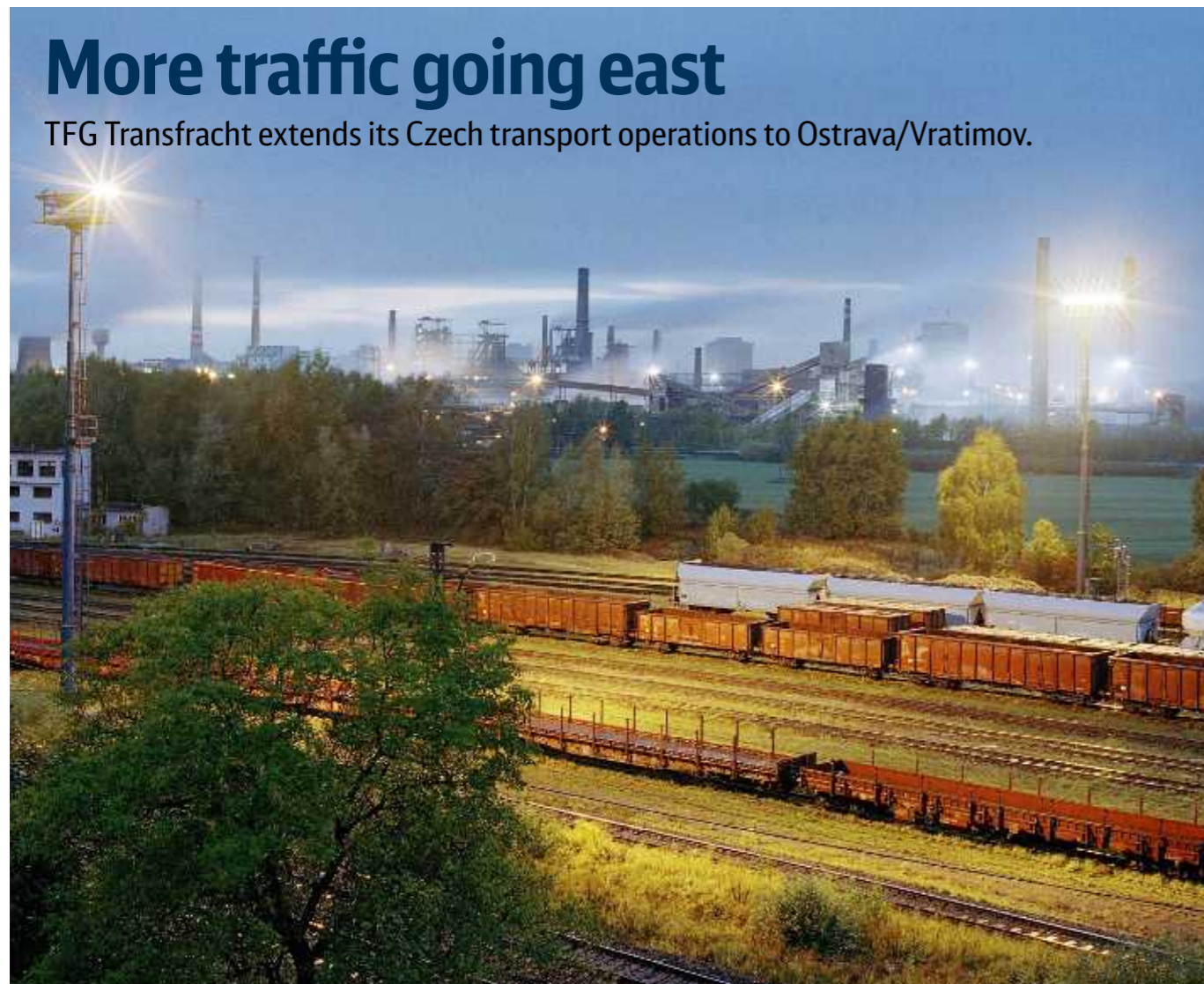
As well as Porsche, other premium car manufacturers are increasingly using enclosed railway wagons to transport their new vehicles. This is why DB Schenker Rail is investing millions in the expansion of its fleet. DB Waggonbau Niesky in Saxony in eastern Germany is going to deliver more than 200 of these innovative Hccrrs wagons by the end of 2015. The height of the

loading platform is infinitely adjustable electromechanically, and this guarantees universal applicability.

Ultimately, the purpose is to deliver high-value cars from the plant to the customer in immaculate condition. To transport their new vehicles by open wagon, premium car manufacturers enclose them in plastic film, which is then disposed of at the end of the journey. The Hccrrs model eliminates this requirement. As Weisheit puts it, “this means our new enclosed wagons are also benefiting the environment”.

Contact | Stefan Weisheit
Telephone: +49 (0)6107 509-420
stefan.weisheit@dbschenker-atg.com

PROTECTION: The enclosed wagons protect their valuable freight against theft and vandalism. Modern “whisper brakes” on the axles help DB achieve its ambitious noise-reduction target.



More traffic going east

TFG Transfracht extends its Czech transport operations to Ostrava/Vratimov.

TFG Transfracht has been in the process of expanding its transport operations in the Czech Republic since 1 June 2014, bringing the Ostrava/Vratimov terminal in the northeast of the country into its network. Ostrava is the third-largest city in the Czech Republic and a significant commercial centre in the Moravian-Silesian Region.

In future, Ostrava/Vratimov will have four connections to Lovosice every week, thus linking the eastern corner of the Czech Republic to Europe's densest rail network, AlbatrosExpress. The network links Germany's seaports with customers in Germany, Austria, Switzerland and the Czech Republic. The region around Ostrava and Vratimov is home to many well-known companies, which offer great potential for AlbatrosExpress Czech Republic. The terminal's favourable geographical location in the area where the Czech Republic adjoins Poland and Slovakia means that cross-border deliveries by lorry are also possible.

"We are glad that the expansion of our Czech transport operations will enable us to meet market demand

and allow us to tap into yet another group of customers who wish to conduct their business with us between Germany's seaports and the Czech Republic or the neighbouring countries of Poland and Slovakia," says Berit Börke, TFG's Director of Sales.

TFG will be carrying out these transport operations in collaboration with its partners, Kombiverkehr and Bohemiakombi. With the incorporation of Ostrava/Vratimov into the TFG network, it has been possible to engage in continental and maritime transport operations extending into eastern Europe since June 2014.

TFG Transfracht launched its transport operations to the Czech Republic and brought the Lovosice terminal in the northwest of the country into its network back in September last year. an ■

Contact | Oswin Stummvoll
Telephone: +43 (0)7223 80080-10
oswin.stummvoll@transfracht.com

CENTRAL EUROPEAN HUB: Ostrava and Vratimov in the Czech Republic are dominated by heavy industry. TFG Transfracht is now linking this region by rail to the North Sea ports.



Holcim goes for Euro Cargo Rail

Euro Cargo Rail is taking on additional transport operations for the cement producer in France and operating to Belgium with its own licence for the first time.

Since late summer of last year, Euro Cargo Rail (ECR) has been conveying clinker for Holcim as part of the cement producer's inter-plant transport operations from Obourg in Belgium to Grand Couronne near Rouen on the Seine. The contract comprises two to three trains per week and a total annual volume of 135,000 tonnes. Used in the manufacture of cement, clinker is produced by sintering limestone and clay at almost 1,500 °C. The lumps or nodules created are cooled and then ground with slag sand, fly ash and gypsum to produce cement, the final product.

"Holcim was seeking a logistics partner able to significantly increase both the availability of wagons and the tonnage per train," explains Philippe Bièvre, ECR's Sales Director. "We have achieved this by using more powerful locomotives and increasing the train capacity by 20 per cent. That was the real added value of our offer to Holcim."

Through the new service for Holcim, Euro Cargo Rail is also sending a strong signal to the whole market: DB Schenker Rail's French national subsidiary is using

its new licence for the Belgian rail network and thus operating across the border with its own engine drivers. Five employees have been trained for these international transport operations. At the same time, the customer benefits from the tailor-made outsourcing of wagons.

The successful launch of these clinker transport operations from Belgium to France was swiftly followed by a further contract, which ultimately makes Euro Cargo Rail Holcim's preferred logistics partner. Since February, ECR has also been carrying other building materials for Holcim on the Bayel - Saint-Eloi route and to Vernou-sur-Seine. "Our relationship with Holcim is promising because this customer has a strong affinity with rail," says Philippe Bièvre. ok ■

Contact | Philippe Bièvre
Telephone: +33 (0)6 76 56 24 79
philippe.bievre@eurocargorail.com



ARRIVAL: A train carrying clinker from Belgium reaches Rouen in Normandy.



Photos: Laif; Euro Cargo Rail



NOUVEAUTÉ: Euro Cargo Rail's new home from outside and inside, left; the new branding of ECR's overalls, right.

Facts and figures

Euro Cargo Rail was set up in Paris in 2005 as part of the liberalisation of rail freight transport in Europe and taken over by DB Schenker in 2007. The company has 1,100 employees and 200 of its own locomotives, and achieved a transport performance of 5.8 billion tonne-kilometres in 2013. Its share of the French rail freight transport market is 18 per cent. Euro Cargo Rail links 60 customers in France with 155 destinations in Europe. *ok* ■

A new home for Euro Cargo Rail

Our French national subsidiary has moved into its new headquarters in the northeast of Paris and is now also including the DB Schenker logo in its branding.

The wind of change and a new base for Euro Cargo Rail: DB Schenker Rail's national subsidiary – and France's second-biggest rail freight operator – moved into a new office building in the northeast of Paris at the end of March. In the historic Le Beauvaisis building, constructed in the 19th century as a sugar warehouse, Euro Cargo Rail (ECR) now enjoys the use of 3,500 square metres – double the space that it had at its old headquarters in La Madeleine in the heart of the French capital. The new premises, in the 19th arrondissement, are in the "Icade Le Pont de Flandres" business park, which is also home to other well-known companies, such as Club Med.

"We needed to move, because our company is growing and, in the end, La Madeleine simply no longer had any rooms for new staff or any parking spaces. In addition, at the new site we are saving on rent compared with our previous headquarters in the expensive centre of Paris," says ECR Head of Communications Nadja Rachow. "Le Beauvaisis is a historic building, and after its modernisation in 2012 it became the first in Paris to receive an award for low resource consumption."

The building has air conditioning to create a more comfortable working environment. There are many green spaces all around the new headquarters, such as the La Villette park and a canal, as well as restaur-

ants, shops, a fitness centre and nursery schools. The new premises have also become home to staff of Transfesa France, DB Schenker Rail's European Service Design (ESD) section and DB Systemtechnik.

The move coincides with the cautious integration of the French national subsidiary into the DB brand architecture. On the one hand, ECR will still operate in the French market under its existing, well-known name. However, that name will now be flanked by the DB Schenker logo, which will signal that the company is part of Deutsche Bahn AG in all the main places where it is seen in public. This means that, in future, the DB logo will also be visible on ECR's locomotives, as well as on overalls and other working clothes, letterheads, business cards and PowerPoint presentations. Nadja Rachow puts it like this: "Eight years after ECR was set up in France, it is time for us to show our colours, and those are the colours of our parent company, DB Schenker." *ok* ■



EURO CARGO RAIL'S NEW ADDRESS

Euro Cargo Rail
11, rue de Cambrai
Bâtiment 028
F-75019 Paris
Tel. +33 (0)977 40 01 12
www.eurocargorail.com

Contact | Nadja Rachow
Telephone: +33 (0)977 40 00 47
nadja.rachow@dbschenker.com



WOOD AND GLASS: With the whole team assembled, Euro Cargo Rail marks its move into its new home, together with DB Schenker Rail's entire management board and CEO Alexander Hedderich.



Photos: Euro Cargo Rail

IN DEMAND

Axel Werth on containers at sea

Axel Werth, 54, from Berlin is captain of Hapag-Lloyd's *Antwerpen Express*, which has a capacity of 13,200 TEU and operates regularly between Central Europe and the Far East.



Mr Werth, it would take more than 100 freight trains to transport the full capacity of the 366-metre-long Antwerpen Express into the hinterland. But there are probably no ports where you unload your whole 13,200 TEU - or are there?

No, there aren't. The biggest transshipment volumes on our route are in Hamburg and the South Korean port of Pusan. For Hamburg, it is quite a challenge just to clear the space on land quickly when we load and unload 5,000 or 6,000 TEU in a short period of time. After all, we are there for only 36 to 40 hours.

What route do you take with the Antwerpen Express, and how long does one round trip last?

We are away for around 70 days. From Ham-

burg we go to Southampton and then non-stop through the Suez Canal to Singapore. From there, we go up to Kwangyang and Pusan in South Korea and then via Shanghai, Ningbo, Yantian and Shekou in China, Singapore and Rotterdam and finally back to Hamburg.

Your ship, which was built in South Korea in 2013, has an unusual design. The wheelhouse, with the bridge, is at the bow of the ship, while the engine and funnel are at the stern. Why is this?

The bridge is far out in front so as to optimise visibility - meaning, to reduce the size of the blind spot in front of the ship. This enables us to stack the containers higher behind the wheelhouse. The construction of this generation of ships has made it pos-



sible to boost the slot capacity substantially without a corresponding increase in the ship's size. This, incidentally, is very pleasant for us, the crew. In the wheelhouse we can't hear the engine and we do not feel any vibrations.

The high container stacks must have the same effect as a huge sail. What do you do in a crosswind?

A container freighter like this is very susceptible to wind, especially when moving slowly - for example, when docking or casting off in port. Even when we are not fully laden, we can easily have a good 10,000 square metres of "sail area". To deal with that, we need strong tugs - yet ports are sometimes closed to container ships of our size in high winds. Even nowadays, seafaring is dependent on the weather.

How do you go about sorting thousands of containers properly? And what happens if you have to unload one at the bottom even though there are another ten containers on top?

That is the job of our stowage planning office on shore. They make sure that if a container for Singapore is loaded at the very bottom, only containers also bound for Singapore or for an earlier port on route are stacked above it. Even so, we do occasionally have containers that need to be re-stowed. Then we have to unload some and reload them elsewhere. This happens especially if there is a change of destination for empty containers en route.

Is "slow steaming" an issue for you?

Yes, it is - for all ships in the Hapag-Lloyd fleet. The *Antwerpen Express* can do 23 knots, but our schedule is based on 17 to 18 knots. This is an economical speed, at which the ship produces much lower emissions.

Interview: Olaf Krohn

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!

22-24
OCTOBER

In Berlin (Germany)

DB Schenker Rail will be represented at the 31st German Logistics Congress organised by the German Logistics Association (Bundesvereinigung Logistik; BVL).
www.bvl.de

05-08
NOVEMBER

In Rimini (Italy)

Ecomondo is the platform for green solutions and waste treatment. DB Schenker Rail will be represented by its Building Materials, Industrial and Consumer Goods Division.
www.ecomondo.com



OPEN THE VALVE:
A water standpipe fills the tender of a Deutsche Reichsbahn BR 01 express locomotive.

SIGN OF THE TIMES

Fire and water

Steam engines required not just coal but also large quantities of water to enable them to produce steam in the first place. They were so thirsty that water standpipes were set up beside railway tracks everywhere. In Germany, these water-supply facilities were positioned about 25 to 30 km apart. Shorter gaps were necessary on especially steep stretches in the hills of the Central German uplands. In the early days of rail, water standpipes were often attached directly to the outer walls of water stations or coal sheds. Later, when station buildings were converted, those standpipes attached to walls were replaced with freestanding standpipes. For large locomotives with trailing tenders, the early 20th century saw the creation of standpipes

with a huge throughput of ten cubic metres per minute. This enabled the tenders to be filled in the space of three minutes. The required quantity of water and the necessary water pressure were ensured by the use of sloping water tanks or a water tower. In many places, there were two or three water towers side by side. The second half of the 20th century saw the disappearance not only of steam engines but also of most of the standpipes. Those that remain are operated by groups running historic railways. Where standpipes aren't available, the tenders of those steam engines that are still working are now filled mainly by fire hoses, a job that takes many times longer to complete than it did with the old standpipes. **ok** ■

Imprint

Published by
DB Schenker Rail AG
Marketing
Edmund-Rumpler-Straße 3
D-60549 Frankfurt am Main

Responsible for content
Hendric Fiege
Head of Marketing (V. i. S. d. P.)
Annette Struth, Head of
Marketing Communications

Project Leader
Kirsten Häcker
Telephone: +49 (0)69 265 34463
E-Mail: kirsten.haecker@dbschenker.eu

Publishers
G+J Corporate Editors GmbH
Stubbenhuk 10, 20459 Hamburg

Editors
Olaf Krohn (ok, dir.)
Axel Novak (an),

Design
Ilga Tick (dir.), Matthis Eilers

Photo editing
Stephanie Harke

Printers
Pfitzer GmbH & Co. KG, Renningen

Your editorial contact
l-railways@dbschenker.eu

ISSN 1867-9668

Helping the environment -
printed on ECF Paper

DB Schenker's website:
www.dbschenker.com

Information for new customers:
DB Schenker Rail AG
Marketing
Edmund-Rumpler-Straße 3
D-60549 Frankfurt am Main
E-mail: neukundenservice@dbschenker.eu
Service number/information for new
customers: +49 (0)203 9851-9000

**The 03 | 2014 edition
of railways is due to
be published in September.**



28



TEAM SPIRIT AND RELIABILITY

The coal and steel industry is changing – yet the demand for security of supply remains the same. Every year, DB Schenker Rail's Coal and Steel Division transports 30 million tonnes of hard coal and ten million tonnes of brown coal, 50 million tonnes of steel, 16 million tonnes of ore and twelve million tonnes of scrap. In doing so, Europe's leading rail freight operator relies on highly motivated teams of employees, modern freight wagons and comprehensive logistics and industry know-how. With the adoption, management, monitoring and streamlining of international supply chains, DB Schenker Rail guarantees complete and reliable supplies from a single source. *an* ■

DB Schenker Rail AG
Marketing
Edmund-Rumpler-Straße 3
D-60549 Frankfurt/Main
Internet: www.dbschenker.com
E-mail: neukundenservice@dbschenker.eu
Service number/information for new customers: +49 (0)203 9851-9000