



# SUPER HEROES



## 4A DB Schenker Rail locomotives Class EG 3100



Launch:	1999–2000	Weight:	132 t
Power:	6500 kW	Length:	20.9 m
Tractive effort:	400 kN	Total fleet:	13
Speed:	140 km/h	Manufacturer:	Siemens
Interesting to know:	Six-axle version of the EuroSprinter family built by Siemens		
Operator:	DB Schenker Rail Scandinavia		
Countries of Operation:	DK, S, D		

**NORDIC ONE-OFF:** The six-axle EG 3100 model of the EuroSprinter family was developed to haul heavy freight trains out of the Great Belt Tunnel, even at half power and at a gradient of 15.6 per cent.

## Powerful package

DB Schenker Rail's most powerful and longest electric locomotive with its six axles offers a high-performance output of almost 9,000 HP. The EG 3100 is a descendant of the EuroSprinter family built by Siemens for Scandinavia and tailor-made for operation in the tunnel under the Great Belt and as a



two-system locomotive designed for use in Denmark, Sweden and Germany. The 13 locomotives belong to DB Schenker Rail Scandinavia, a joint venture established by DB and the Swedish rail freight operator Green Cargo.



49.9938°N  
8.2823°E  
Mainz,  
Germany

## Why Europe matters to us

**T**he population of the EU recently exceeded the 500 million mark. Half a billion people spread across 27 countries and a rallying economy make Europe the world's biggest single market – ahead of the USA and ahead of China. Germany, as the driving force behind this recovery, and its neighbours are reliant on efficient freight transport solutions – not least because the supply chains of industry and commerce are increasingly moving beyond national borders.

In this issue of railways you will find out why Europe matters to us. On the following pages we outline the key role played by DB Schenker Rail in this market today, as the only truly European rail freight operator – and how we are constantly developing in order to meet the high demands of our international customers.

For example, our new green initiative, Eco Plus, has obviously struck a chord: last autumn we unveiled Audi and Hermes as the first two customers to sign up for our completely CO<sub>2</sub>-free rail transport services. Others are now following suit, with Lanxess becoming the first chemical company to opt for DB Schenker Rail's virtually climate-neutral range, which is not available in such a form anywhere else.

Green logistics is also set to be a central topic at the forthcoming transport logistic 2011 trade fair in Munich. The special trade fair supplement accompanying this issue contains a lot of information about our planned presentation at this leading international fair. I look forward to your visit to our stand in Hall B6 and to one of our events.

Best regards,

Karsten Sachsenröder  
Member of the Management Board  
DB Schenker Rail

## Focus on Europe

- 14 European visions become a reality**  
Dr Alexander Hedderich, CEO of DB Schenker Rail, on the company's opportunities and prospects

**NEW:**



**With emotionMobile railways really comes to life. See and listen to Dr Alexander Hedderich, DB Schenker Rail CEO, and Member of the Management Board (Sales) Karsten Sachsenröder on your smartphone! Found out how it works on page 15 and in our trade fair supplement.**

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# 06

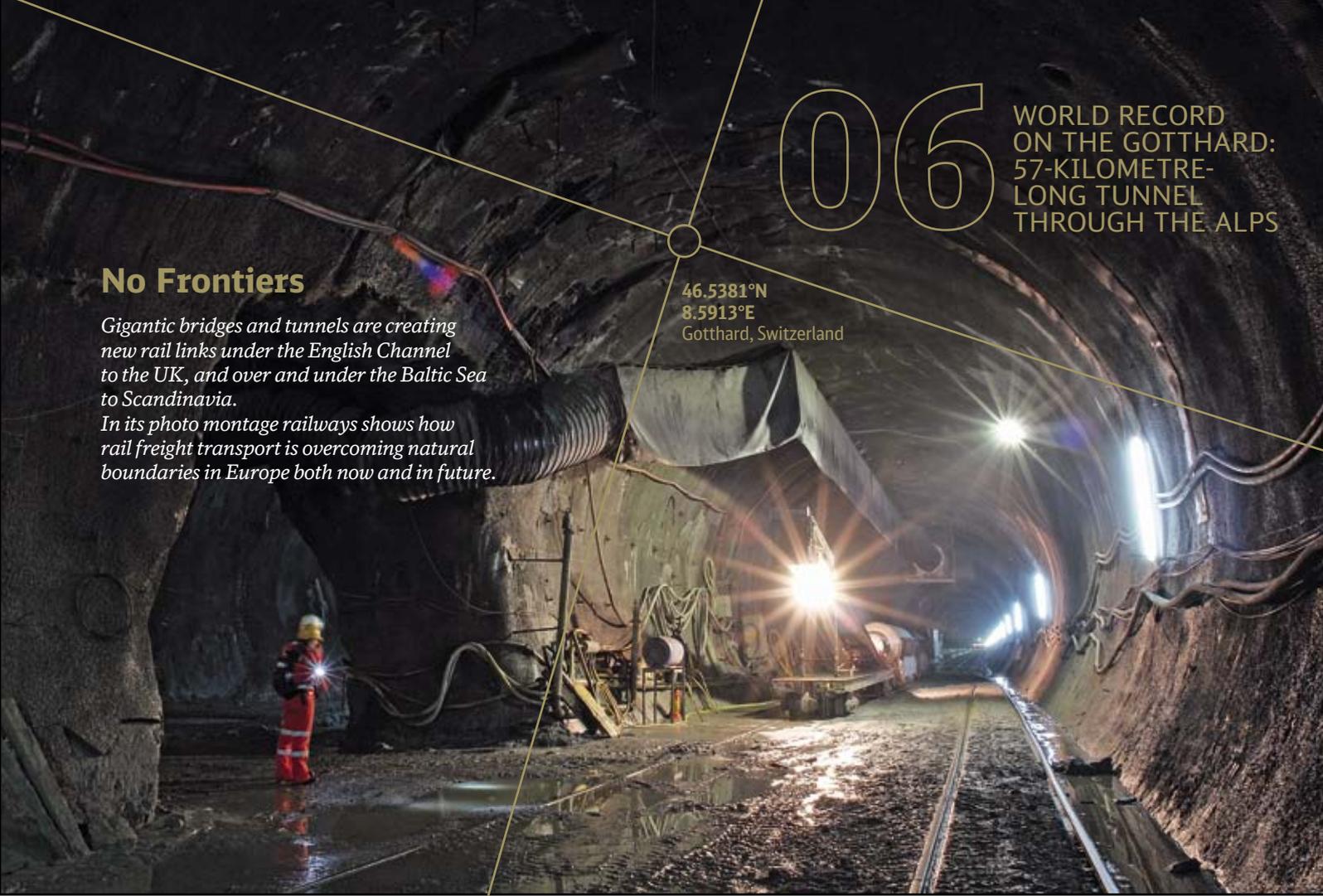
WORLD RECORD  
ON THE GOTTHARD:  
57-KILOMETRE-  
LONG TUNNEL  
THROUGH THE ALPS

## No Frontiers

*Gigantic bridges and tunnels are creating new rail links under the English Channel to the UK, and over and under the Baltic Sea to Scandinavia.*

*In its photo montage railways shows how rail freight transport is overcoming natural boundaries in Europe both now and in future.*

46.5381°N  
8.5913°E  
Gotthard, Switzerland



# 34

GIGANTIC CRANES  
ON THE WAY FROM  
SWABIA TO RUSSIA

48.2848°N  
9.7219°E  
Ehingen,  
Germany



## COVERSTORY

*Europe finds ways and means of overcoming its geographical obstacles. Freight trains operate under and over the sea from Central Europe to Scandinavia and the UK. In the Alps, new Lötschberg and Gotthard Base Tunnels are paving the way for rail freight transport in the future.*

46.5878°N  
7.6558°E  
Lötschberg,  
Switzerland

46.5381°N  
8.5913°E  
Gotthard, Switzerland

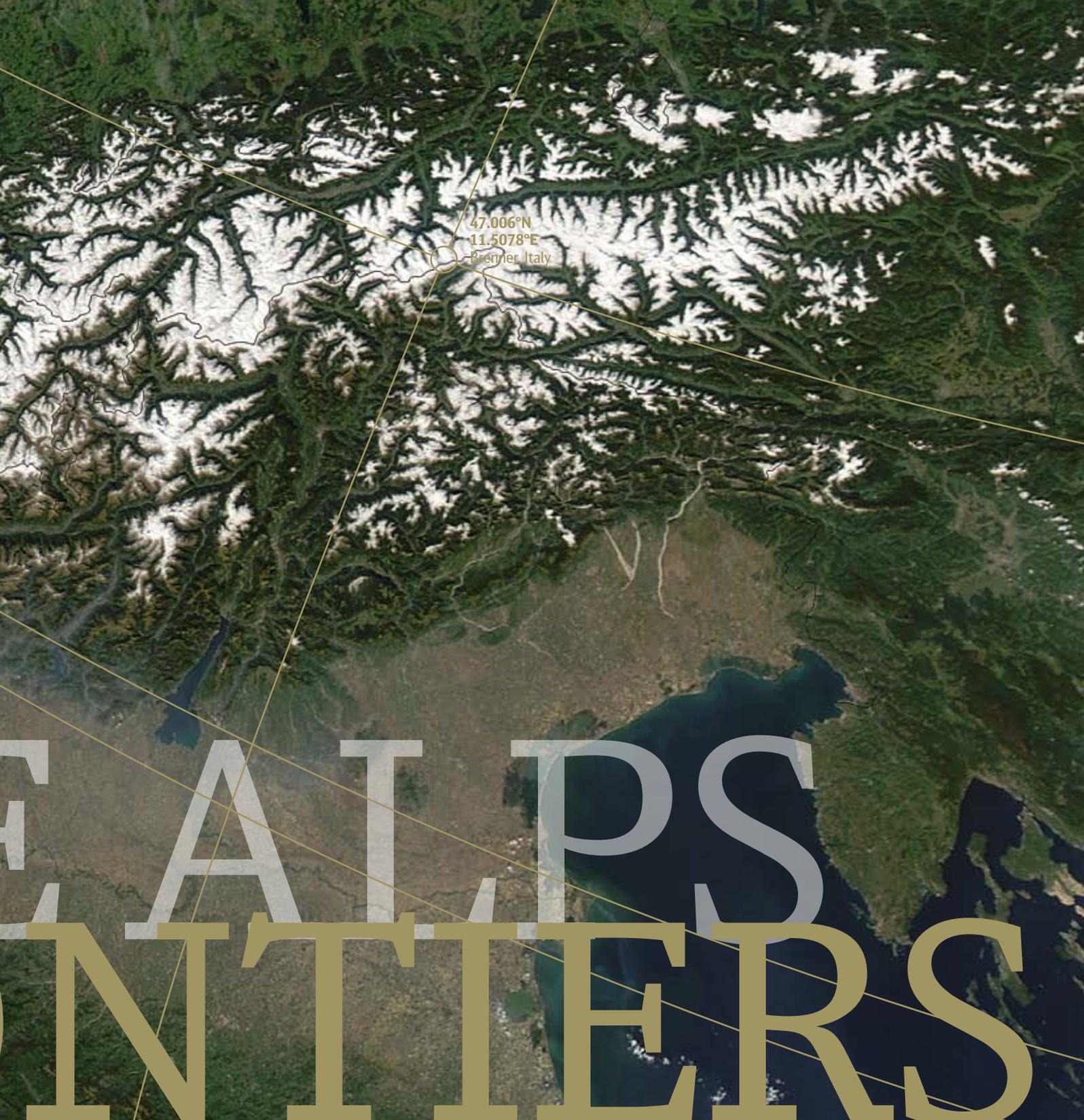
# THE NO FERRO



### GOTTHARD BASE TUNNEL

Start/destination: ... Erstfeld, Uri (CH) / Faido, Tessin (CH)  
Length: ..... 2x57 kilometres  
Construction period: ..... 1996-2017 (planned)  
Construction costs: ..... €9.2 billion (as at 2008)  
Maximum speed: ..... 250 km/h  
Height above sea level: ..... 550 m  
Shortening of route: ..... 30 km compared with existing  
..... Gotthard Railway.





47.006°N  
11.5078°E  
Brenner, Italy

# ALPS TUNNELS

## LÖTSCHBERG BASE TUNNEL

Start/destination: Frutigen, Bern/Raron, Wallis (CH)  
 Length: ..... 35 km (single track)  
 Construction period: ..... 1999-2007  
 Construction costs: ..... €2.8 billion  
 Maximum speed: ..... 250 km/h  
 Height above sea level: ..... 828 m  
 Traffic volume: ..... 112 trains per day



## BRENNER RAILWAY

Start/destination: ..... Innsbruck (A)/Verona (I)  
 Length: ..... 200 km  
 Year of opening: ..... 1867  
 Height above sea level: ..... 1,371 m

## BRENNER BASE TUNNEL (PLANNED)

Start/destination: ..... Innsbruck-Wiltgen (A)/  
 ..... Franzensfeste/Fotezza (I)  
 Length: ..... 55 km  
 Year of opening: ..... scheduled for 2025  
 Construction costs: ..... approx. €9.7 billion

**RUNWAY:**

Öresund Bridge with the toll station on the Swedish shore and the railway line between the two carriageways of the motorway. Road and rail traffic runs on two levels on the bridge.

Over the course of the past decade, the transport links between Copenhagen and Malmö have seen a lot of dramatic changes. The Öresund Link, which was opened in 2000, was the first continuous overland transport route from the North Cape to Central and Southern Europe. The 16-kilometre-wide strait between the Danish capital Copenhagen and the Swedish city of Malmö is crossed by railway and highway. Looking from West to East, they first pass through a four-kilometre tunnel, then emerge again on the artificial island of Peberholm, and from there they climb up to northern Europe's biggest cable-stayed bridge, spanning the Öresund some 57 metres above the waves. The monumental pylons that support this imposing feat of engineering above the Baltic Sea overshadow Cologne Cathedral and dwarf many a television tower.

Together with the Great Belt Fixed Link between Denmark's main islands of Zealand and Funen, the Öresund Link has overcome natural boundaries and completely rewritten the rules of freight transport between Scandinavia and Central Europe. Since the turn of the millennium freight trains have been running from the Hamburg-Maschen marshalling yard all the way to Sweden without tedious ferry crossings

or the changing of locomotives. Around 30 international freight trains cross the Öresund strait between Copenhagen and Malmö every day.

In doing so they embark on a circuitous route: the continuous welded rail track from Hamburg to Copenhagen via Flensburg and Odense is almost 200 kilometres longer than the legendary Vogelfluglinie, with the Scandlines ferry from Puttgarden to Rödby at the halfway point now used only by international long-distance passenger rail services to Copenhagen. By the end of this decade, the planned German-Danish road and rail tunnel, under the 19-kilometre-wide Fehmarn Belt along the Vogelfluglinie route, should – if it is realised – take rail freight transport to Scandinavia along the shortest route once again.

### Channel Tunnel falls short of optimistic forecasts

“The continent is isolated,” the patriotic British used to say, commenting on the foggy conditions in the English Channel with their own particular brand of humour. Yet in transport engineering terms at least, the United Kingdom is no longer an island. The 50-kilometre-long Channel Tunnel from Calais in France to Folkestone in England opened in 1995, linking the continental network with the UK railway system.

55.5977°N 12.7579°E  
Øresund, Denmark / Sweden

# NO FRONTIERS THE BALTIC



## ÖRESUND-LINK

Start/destination: ..... Malmö (S)/Copenhagen (DK)  
Length: ..16 km (of which 4 km tunnel and 7.9 km bridge)  
Construction period: ..... 1993-2000  
Construction costs: ..... €2.8 billion  
Traffic volume in 2009: ..... 15 million car travellers,  
..... 11 million rail passengers,  
..... 298,000 trucks,  
..... 7,250 freight trains

51.0448°N 1.5724°E  
Eurotunnel, France/England

# NO FRONTIERS CHANNEL



## EUROTUNNEL

Start/destination: ..... Calais (F)/Folkestone (GB)  
Length: ..... 50 km  
Construction period: ..... 1987-93  
Construction costs: ..... €15 billion  
Maximum speed: ..... 160 km/h.  
Traffic volume in 2010: ..... 9.5 million rail passengers,  
..... 2.1 million cars and 1.1 million trucks (both in shuttle trains),  
..... 2,097 freight trains.



**UNDERSEA RAILWAY:** The Folkestone Terminal on the British side of the Channel Tunnel, with the tunnel mouth in the centre of the picture and the English Channel in the background to the right.

Nonetheless, the double-track record-breaking tunnel has not yet inspired international rail freight transport in the way predicted by optimists before its opening. The operating company Eurotunnel recently announced that only six freight trains passed through the Channel Tunnel daily in 2010, conveying 1.1 million tonnes of freight, whereas trucks on shuttle trains transported over 14 million tonnes of cargo through the tunnel.

One reason for this is that the British railway infrastructure does not match the European system in one essential point. The so-called loading gauge – which defines the maximum railway vehicle width – comes to only 2.65 metres on the British Isles. Freight wagons with European dimensions are, however, over 30 centimetres wider, meaning that they can pass through the tunnel itself but cannot run on conventional British railway lines.

Yet there has been progress even here: since January goods wagons with European dimensions can at least reach London's Barking marshalling yard. This is because the new high-speed rail link, High Speed 1, has a European loading gauge from the tunnel mouth in Folkestone through to London, as does the marshalling yard in the British capital. DB Schenker Rail, already the leading operator in international rail freight transport to and from the UK, is expecting this innovation to give rail freight traffic under the English Channel added momentum.

### Through the Alps at a height of 550 metres

Europe's main obstacle to transport is not the sea but rocks – the Alps act as a powerful barrier separating central and southern Europe. The three most significant transalpine rail routes traditionally traverse the high mountains at a dizzying height: the Gotthard Railway at 1,150 metres, the Lötschberg-Simplon route at 1,240 metres, and the section over the Brenner Pass even at 1,370 metres. Steep inclines and historic tunnels limit capacity on these legendary mountain routes.

However, the railway is finding new routes through the high mountains. Freight trains have been crossing the main ridge of the Alps at only 828 metres above sea level since 2007 – 400 metres lower than the conventional route – through the first Alps base tunnel on the Lötschberg line in Switzerland. The second tunnel, only a few kilometres to the east, is breaking all records: the 57-kilometre-long Gotthard Base Tunnel, which was bored through in 2010, is the longest in the world and creates the first zero-grade rail link through the Alps. It is expected that freight trains will cross the Alps through this spectacular tunnel from 2017 at only 550 metres above sea level. As a comparison, Munich lies at an altitude of 520 metres. The new Gotthard route will be supplemented further south near Lugano by the 15-kilometre-long Ceneri Base Tunnel, though it is not scheduled to be put into service until 2019.

With its Gotthard and Lötschberg Base Tunnels, Switzerland is creating the necessary

**INTERWOVEN:**

South of Altdorf in Uri canton the new transalpine zero-grade rail link branches off (550 metres above sea level) through the Gotthard Base Tunnel (centre of picture) from the longstanding Gotthard line (1,120 metres, left). The new tunnel mouth is located a few hundred metres away beyond the lower edge of the picture in Erstfeld.

provisions in order to bring about the shifting of transalpine transit traffic from road to rail, as has been enshrined in the Swiss constitution since 1999. DB Schenker Rail directs some 55 per cent of its transalpine trains through Switzerland, of which two-thirds use the Gotthard Railway. In Switzerland, the DB Group cooperates chiefly with BLS Cargo, in which it holds a 45-per-cent stake.

The partners are hoping that the two base tunnels will deliver a much faster transit through Switzerland and greater freight volumes thanks to higher unit loads. The zero-grade transalpine rail link will also lower energy consumption and will avoid the need for a second locomotive, required for the double traction of heavy freight trains on steep sections of the route.

Even further eastwards, on the Munich–Innsbruck–Verona route in Brenner, construction of a 55-kilometre base tunnel from Austria to Italy is planned. To date, however, this project has not progressed beyond exploratory drilling. The historic railway line over the Brenner Pass is therefore set to remain a rail freight transport bottleneck until 2025 at least.

**No frontiers thanks to intelligent networks**

Border-free rail freight transport in Europe is based not only on completed, semi-finished and dreamt-of infrastructure projects, but also on intelligent networks and technical innovations. In this sector DB Schenker Rail, as the leading rail freight transport operator in Europe, is helping to set the pace for the whole industry.

The DB Group is a pioneer in the technical harmonisation of national systems – a prerequisite for cost-effective and fast freight trains across borders. In the European Train Control System (ETCS) a uniform EU standard for control and safety engineering is gradually emerging, which will replace the patchwork of national systems on main international routes. Extra-long freight trains of 835 metres will soon be running from Hamburg-Maschen to Denmark, whilst the feasibility of train lengths up to 1,500 metres is being examined (see also page 20).

Not only does DB Schenker Rail's continental network already cross seas and mountains, but it also makes varying gauges compatible. Sassnitz-Mukran on the island of Rügen, with its railway sidings in the Russian broad gauge and axle-changing facility, practically serves as the western terminus of the Trans-Siberian Railway.

And in Cerbère on the border between France and Spain Transfesa, DB's Spanish subsidiary, maintains an efficient facility in which freight trains can be speedily and effectively reformed from the standard European gauge to the broad gauge of the Iberian Peninsula. The automotive industry, with its inter-plant transport operations between Central Europe and Spain, is benefiting from this efficient interface

ok ■

# FOCUS ON EUROPE

## 500 MILLIONS



The Euro pallet is marking a 50-year success story with 500 million pallets in circulation – see [page 27](#).

## NO LIMITS



“DB Schenker Rail is no longer a German rail freight carrier with foreign subsidiaries, but rather a European rail freight operator with a strong foothold in Germany,” says Dr Alexander Hedderich, CEO of DB Schenker Rail in the railways interview on [page 14](#).

## NEW STANDARDS



Xrail, the international alliance for single-wagon transport, is making encouraging progress a year after its formation, on [page 22](#).

# European visions become a reality

Dr Alexander Hedderich, CEO of DB Schenker Rail, explains in this railways interview how the company has regained momentum following the crisis, and plots the course for the years ahead.

**D**r Hedderich, where does DB Schenker Rail stand after the global economic crisis? How was 2010 in terms of profits and what do you expect from 2011?

Dr Alexander Hedderich: 2010 was a good year for us. We increased transport capacity by 12.6 per cent and are back in the black again. This momentum is set to continue this year, although we will probably not yet reach the pre-crisis level of 2008. We intend to remain on course for growth and to increase productivity and quality together with our customers. Our chief focus is delivering good quality and innovative transport solutions to our customers. Just a few examples: we have developed a new wagon group system for France, and together with our colleagues at DB Schenker Logistics we have got the North Rail Express running from Oslo to Narvik. We are also seeking to operate regular freight trains from China to Europe as soon as possible.

*DB Schenker Rail is now on the move in 15 European countries with its own companies. How does this network operate?*

”Efforts to protect the climate and the environment will decisively shape our business both now and in the future“



49.995°N  
8.2809°E  
Mainz,  
Germany

**HEADQUARTERS:**  
The interview with Dr Alexander Hedderich was conducted by railways in the boardroom of the DB Schenker Rail headquarters in Mainz.

It is our aim to create a comprehensive range of services for our customers and transport solutions for industries across Europe – national borders are no longer an impediment to our business. We are working on further developing and also continuously steering our European network. In view of the many different companies involved this is not only a matter of IT but also of directing the human resources in this network throughout Europe.

For this reason it is a great challenge to create a collective corporate culture.

*How about the issue of quality? How do you ensure punctuality and good wagon availability?*

Hedderich: Quality is the key issue for us. We want to offer our customers an outstanding service. At the start of 2010 we were confronted with an extreme surge in demand, which we and even our customers had not expected to such a degree. This situation was exacerbated by the fact that following the freight train accident in Viareggio we had to replace thousands of wheel sets under more stringent maintenance programmes, thus reducing wagon availability. As before, dynamic economic growth sometimes takes us to the limits of our capabilities. I can assure you, however, that we are taking the right steps and thus improving our performance day by day. Our customers are entitled to a high-quality service and we intend to fulfil these expectations.

*What is the situation regarding investment in new rolling stock at DB Schenker Rail?*

Hedderich: That is another key issue. We invested almost €400 million in new locomotives and freight cars last year. For instance, we are purchasing 65 multisystem locomotives of the 186 series which can be used in cross-border operations and 130 Gravita shunting locomotives with particulate filters. With this kind of fleet of clean diesel locomotives we are assuming a pioneering role in Europe, as well as being the only major rail operator to invest so heavily in single-wagon transport.

*Green Logistics has developed into a full-blown trend. What is DB Schenker Rail doing in this area?*

Hedderich: Efforts to protect the climate and the environment will decisively shape our business both now and in the future. At DB Schenker Rail this issue forms an integral part of our day-to-day operations. We are the only carrier that offers completely CO<sub>2</sub>-free transportation by rail. Well-known clients signed up to our environmentally friendly product Eco Plus shortly after it was launched – and demand is high.

*DB encourages single-wagon transport and was the driving force behind the formation of Xrail. What is your assessment of this international alliance after a year in operation?*

Hedderich: Single-wagon transport is in direct competition with road haulage. At the same time it forms the backbone of European rail freight transport, with a share of around 50 per cent of national and cross-border shipments. This is a time-consuming and costly operation. With the Xrail alliance, which we established together with six European partners, we are sending our international customers a strong message. European single-wagon transportation has a future – even if other major rail operators are withdrawing from this business. In markets where a conventional system of single wagons no longer exists, we have developed our own solutions for our customers. Examples are the Silesia shuttle, which offers single-wagon services between Germany and economic hubs in Silesia, or our wagon group system in France. In Germany we are also working intensively on improving reliability and quality in single-wagon transport.

”DB Schenker Rail is no longer a German rail freight carrier with foreign subsidiaries, but rather a European rail freight operator with a strong foothold in Germany“

*What strategy are you adopting in this new decade? What role will DB Schenker Rail play in the European logistics market in 2020?*

Hedderich: We want to maintain and build on our leading position in Europe. We would like to be the first choice for rail freight transport services for our customers. To achieve this we need to expand our European network, plan and strengthen corridors and harmonise and modernise our IT. Technical innovations also play a key part: to increase acceptance of rail freight transport we have to do something about noise control. Together with other rail operators we are therefore taking part in trials of a new “whisper brake”, which we are currently testing with the Europe Train. An important lever in boosting efficiency is longer trains. Our DB engineers are currently examining how we can double the maximum train length to 1,500 metres. This also results in improved use of the existing infrastructure, putting us in a better position to protect railway transport.



#### DR ALEXANDER HEDDERICH

was born in Wetzlar, Germany in 1965, studied economics in Giessen and worked until he obtained his doctorate in 1996 as a research associate for the Chair of Economics and renowned transport specialist Gerd Aberle. Following a spell with a Düsseldorf-based management consultancy he joined Deutsche Bahn in 1999. From 2004 Dr Hedderich was in charge of group development at DB's headquarters in Berlin, before becoming CEO of DB Schenker Rail in Mainz in September 2009.

*And a final question: what expectations do you have for the global trade fair transport logistic 2011 in May?*

Hedderich: We will show our customers in Munich what we can do. We will showcase our European network, present innovative industry solutions and put forward our sustainable solutions for climate protection. We want to demonstrate that DB Schenker Rail stands for eco-friendly transport solutions – we are the pioneers in this field.

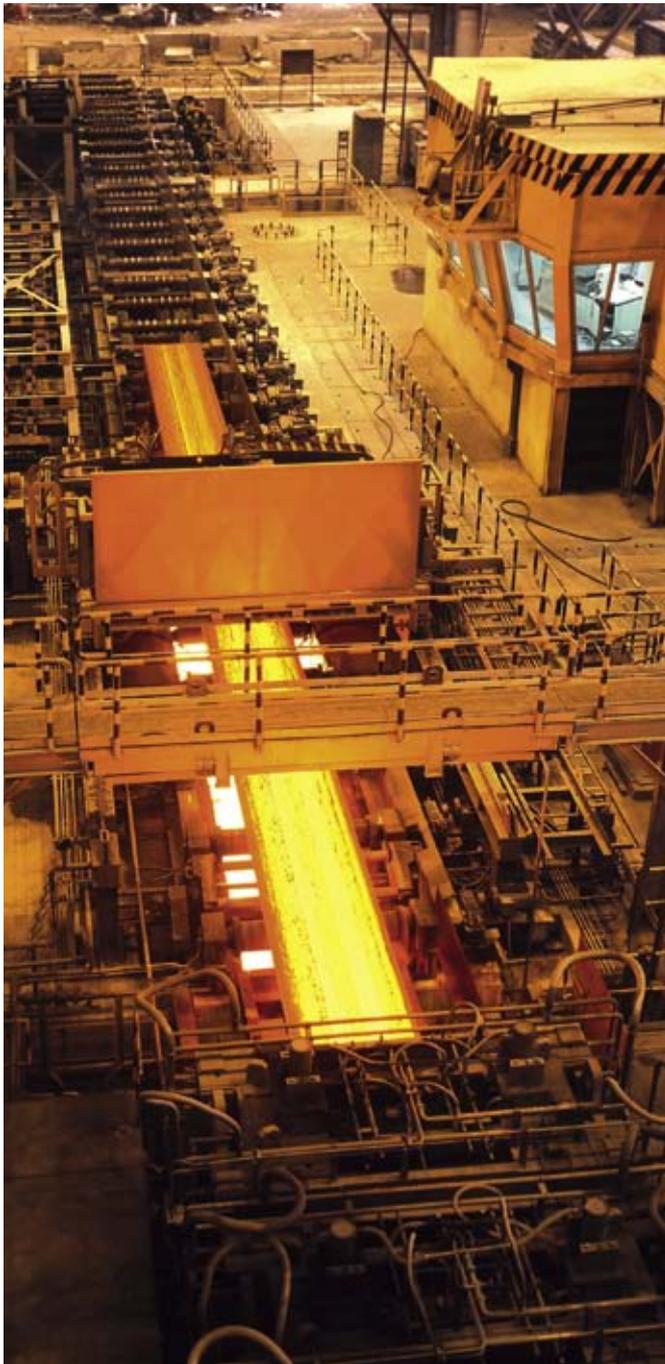
ok

**WITH EMOTION-MOBILE** you can see and hear Dr Alexander Hedderich on your smartphone. This is how it works:

1. Install emotionMobile free of charge on your iPhone (in App Store) or Android smartphone (Android Market).
2. Open the App and hold the camera of your smartphone horizontally about 15 cm above the picture on this page!
3. The camera will recognise the picture and... see for yourself!

# DB Schenker Rail in the eyes of its customers

How do major international customers assess the performance and quality of DB Schenker Rail? In the run-up to the transport logistic trade fair railways asked three managers of leading companies from the forestry, steel and chemical industries to comment.



## Bert-Jan Westerik

Logistics Manager at Tata Steel in Ijmuiden, the Netherlands

*“Tata Steel produces 7 million tonnes of steel per year at its plant in the Dutch town of Ijmuiden. As an international group I expect us to be as highly valued as German customers. DB Schenker Rail’s strengths include its excellent technical equipment, and at an operational level its highly qualified and motivated staff. If I were to imagine DB Schenker Rail as an animal it would be an elephant – because an elephant has no natural enemies.”*

**W**ith the takeover of the British-Dutch group Corus in 2007, Tata Steel rose to a top ten ranking among the world’s biggest steel producers and to the number two position in Europe. The company based in Mumbai, India, employs 80,000 people on four continents. Tata Steel operates three integrated steel plants in Europe: in Ijmuiden in the Netherlands, and in Scunthorpe and Port Talbot in the UK. The Tata Group is a conglomerate with 350,000 employees, which is active in many sectors including energy, chemicals, tourism and, not least, vehicle manufacture. Its portfolio now includes the Jaguar and Land Rover brands. The company made headlines with the launch of its micro-car, the Tata Nano. [www.tatasteel.com](http://www.tatasteel.com)



## Joachim Thonagel

Logistics Director with  
UPM Central Europe

*“The close cooperation with DB Schenker Rail, and especially with the sales team, allows us to discuss all transport services together and to achieve constructive results. At the implementation stage the team at the Customer Service Centre provides reliable assistance. Flexible and efficient single-wagon transport forms the basis for the development of further rail services while representing a great challenge. We share this strategy with DB Schenker Rail.”*



**U**PM is guiding the biofore (bio and forestry) industry to a new, sustainable future characterised by innovations. This company’s products are made from renewable raw materials and are recyclable. The group consists of three business units: Energy and Pulp, Paper and Engineered Materials. The company employs some 22,000 staff and operates production facilities in 15 countries. In 2010, the group recorded sales of €8.9 billion. UPM shares are listed on the Helsinki Stock Exchange.

[www.upm.com/de](http://www.upm.com/de) ■



## Álvaro Torres

Purchasing Manager at  
OCI Nitrogen, The Netherlands

*“DB Schenker is an enormously strong, competent and flexible partner, with a good understanding our requirements and our business. As an international customer, we value the strengths offered by the European Rail Freight Market. In the future, OCI will require high-speed rail connections from Rotterdam and the ARA ports, via the Betuweroute, into Europe. At present, we are happy with the performance of DB Schenker Rail within the sphere of unit-cargo transport, however there is always room for improvement!”*



**O**CI Nitrogen produces nitrogen-based fertilisers in the Dutch town of Geleen with an annual output, and is also a world market leader in the production of the wood glue melamine resin. The plant north of Maastricht, just over the German-Dutch border, has an annual production capacity of 1.15 million tonnes of nitrogen fertilisers, 700,000 tonnes of ammonia and 240,000 tonnes of melamine resin. In June 2010, OCI Nitrogen, formerly DSM, became a wholly owned subsidiary of the Egyptian group of companies Orascom Construction Industries (OCI), which employs 88,000 people worldwide and generates annual sales of US\$3.8 billion (2009).

[www.ocinitrogen.com](http://www.ocinitrogen.com) ■

# A Focus on the environment and resource conservation in corporate management

Green logistics are among Germany's leading logistics service providers: whilst they have noble objectives, further action is needed in terms of implementation. Professor Ralf Elbert and Stefan Rother of the Darmstadt Technical University have subjected this topic to scientific analysis.

**T**he topic of green logistics, in the sense of environmental-friendly and resource-efficient logistics, has been gaining in importance for years. Driven by the broad public debate on climate protection and the development of explicitly environment-oriented customer requirements, environmental legislation and regulation – which is increasingly geared to transport and logistics – as well as rising commodity prices, these issues are currently on everyone's lips and the leading topic at various fairs and conferences.

Green logistics is already present in many areas of logistics. Many companies now boast green logistics concepts and actively use green problem-solving approaches in public relations and in market positioning. Empirical studies have shown that many companies have already implemented measures along the lines of green logistics or have plans to do so.

Moreover, the scientific debate about the issue is continuing and does not seem to be losing momentum. This article summarises the chief findings of a scientific study conducted in 2010 in which we analysed the extent to which environmental protection and resource conservation are considered in management by major logistics service providers.

The comprehensive implementation of eco-friendly and resource-efficient logistics, in the sense of a structural change, can be achieved only if all the relevant corporate levels and divisions are geared towards environmental protection and resource conservation. In

addition to changes in logistics functions (physical provision of services as the direct factor influencing the environment and resources) this includes the required logistics equipment such as warehouses, vehicles etc., and in particular a consistent (re)focus on the part of management on the implementation of environmental protection and resource conservation goals. It is also necessary to lay down green objectives in the management system of companies so as to achieve an organisation, management and development of logistics that realises environmental protection and resource conservation.

Empirical studies show that measures aimed at green logistics in companies have often, to date, been developed and introduced in isolation from one another and not within the framework of a comprehensive green logistics strategy. A similarly low level of intercon-



**“In operative management environmental protection and resource conservation have barely been taken into consideration to date.”** PROF. RALF ELBERT

nectedness was therefore expected in our study for green tools, methods and concepts in the varying levels and areas of organisation and management. We examined 14 of the 20 biggest German logistics service providers based on business, environmental and sustainability reports.

At the management level of corporate vision and philosophy our study showed that most of the logistics ser-

vice providers examined had incorporated environmental protection and resource conservation into their philosophy and half of them had also embedded environmental protection and resource conservation in their vision.

In normative management, meaning the general objectives as well as the principles, standards and rules aimed at safeguarding the viability and development potential of companies, it became clear that most of them had also already embedded environmental protection and resource conservation there too. All of the companies examined had incorporated environmental protection and resource conservation into their corporate governance, most were pursuing a green corporate policy with elements such as green policies or mission statements and also had elements of a green corporate culture. The extent to which this green corporate culture is realised

in practice remains open however.

At the level of strategic management there was noticeably less implementation of green management. Most had green organisational structures such as environment departments or management systems, according to ISO 14000ff., for example, and at the same time green strategic programmes. Nevertheless, few companies presented guidelines on environmental protection



and resource conservation or measures on green behavioural and human resources development.

At the level of operative management it became clear that environmental protection and resource conservation had been given little consideration to date. Exceptions to this were environmental controlling, route planning and green commissioning and purchasing. Green operative management of other areas and functions of



“Groups of companies recognise the importance of green logistics whereas small and medium-sized companies are still lagging behind.” **STEFAN ROTHER**

logistics is barely mentioned however.

Our analysis confirmed the theory that there has often been no direct vertical link between the environmental protection and resource conservation tools, methods and concepts of the various management levels to date. In other words, what is postulated at the most senior managerial level in the form of a corporate vision and objectives is thus far barely discernible at middle and operational management levels.

Environmental protection and resource conservation have not, therefore, been generally integrated in all areas of management at logistics service providers. It can therefore be assumed from the results shown here that many logistics service providers are able only to a limited extent to exploit fully their potential for environmental protection and resource conservation. The initial successes of green services may already be discernible but the major tools of comprehensive green management are still barely being utilised.

In particular, the goal of an overall green logistics optimum in environmental protection and resource conservation requires after the integration of structures appropriate conduct and ac-

tivities on the part of management and in particular the operative provision of services. This is the only way that logistics service providers seem able to make the best possible contribution to the creation of steadily growing eco-friendly and resource-efficient value chains.

The level of implementation of environmental protection and resource conservation in management but also in the operative provision of services

now depends largely on the size and financial strength of companies. This is not least down to the available funding for the research, development and implementation of green logistics but also a stronger pressure to act from customers and the public.

We therefore assume that small and medium-sized companies, which were not part of our study, take environmental protection and resource conservation into consideration in their management activities to an even lesser degree than the major companies analysed and that there is still great potential to be exploited in this area too. ■

#### THE AUTHORS

**PROF. RALF ELBERT** was, until March, the Head of the Department of Logistics Services and Transport funded by DB Schenker at the Technical University of Berlin and since April has been heading the Department of Corporate Management and Logistics at Darmstadt Technical University. **STEFAN ROTHER, A GRADUATE IN BUSINESS MANAGEMENT**, was until March a research assistant at the Department of Logistics Services and Transport, funded by DB Schenker at the Technical University of Berlin. Since April he has been working as a research assistant at the Department of Corporate Management and Logistics at Darmstadt Technical University.

# Freight train times two

Many main lines in Central Europe are already operating at full stretch. More freight per train could increase this capacity. DB is therefore planning a feasibility study into much longer trains.

**INNOVATION:** If freight trains can operate at double the current approved length of 740 metres, the freight capacity of existing main lines could be substantially increased.

Germany's rail infrastructure is currently designed for trains with a total length of up to 740 metres. Longer trains could boost the efficiency and productivity of rail freight transport, significantly increasing the volumes transported on main lines that are already operating at full capacity. This would help to improve the competitiveness of rail freight transport on a more permanent basis, while effectively countering the capacity-boosting measures of competing carriers (e.g. gigaliner trucks).

Longer freight trains are soon set to become a reality in transport operations between Germany and Denmark. According to the proposal, freight trains operating from the German-Danish border crossing at Padborg to the Maschen marshalling yard south of Hamburg will be extended to 835 metres long – as is already customary in Denmark.

In the long term, however, Deutsche Bahn AG is thinking of other dimensions: "We are specifically focusing on doubling the current maximum permissible train length to 1,500 metres because we expect to achieve the greatest boost in efficiency from the joining together of two conventional freight trains," explains Jürgen Kandt, Project Manager of the "Longer Freight Trains" concept at DB Schenker Rail. "These trains could then be used on key main lines which would then be approved for longer freight trains, being coupled together according to the feeder train concept, for example, and then separated again at the end."

Throughout all the preliminary research into the feasibility of the "freight train times two" concept, DB

Schenker Rail has been working very closely with DB Netz AG and DB's technology department because longer freight trains need comparable running and braking characteristics to the current trains, suitable operating concepts and the right infrastructure. Together with the Federal Ministry for Economic Affairs, a study of the topic within a research programme is currently being prepared. "We are not expecting the implementation of this concept in the short term owing to the numerous challenges," says Dr Miroslav Obrenovic, Head of Innovation Management at DB Schenker Rail. "But for us the 1,500-metre-long freight train is a key innovation topic."

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Management at DB  
is a key innovation topic."  
ok ■

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# Prospects for Romania



Romania is becoming increasingly important as a production location and transit country. The locally based subsidiary is now called DB Schenker Rail Romania and is strengthening rail freight transport with its own traction services.

45.7514°N  
21.2072°E  
Timisoara,  
Romania

Romania's burgeoning export economy, and significant investment from foreign companies in production facilities based in the country, are ensuring a steady increase in cross-border freight traffic. Its geographical location in a key position on the corridor from Western and Northern Europe to the Black Sea, Greece and Turkey is also playing a part in Romania's development.

Germany, the Netherlands, Belgium and Poland, where DB Schenker Rail has strong subsidiaries, are among the most important countries of origin for freight traffic; every year some 16 million tonnes of goods come from these four states alone to Romania, ready to be consumed or processed there or to be sent further eastwards as goods in transit. Almost 12.5 million tonnes are conveyed in the opposite direction.

Even though Romania boasts one of the longest rail networks in Europe, the railways have not played a major role in cross-border traffic to date. To and from Germany, the railways achieve a modal split of only 7 per cent. For vehicles and machinery, which at more than three quarters dominate freight transport between the two countries, the share is only a little over 3 per cent.

There are two main reasons for low rail share: in addition to the still tangible bottlenecks in infrastructure modernisation, in spite of significant investment, the chief factor is the continuing lack of rail transport services between Western and Northern Europe and Romania from a single source.

"We have now closed this gap," says Dr Michael Hetzer, Managing Director of DB Schenker Rail Ro-

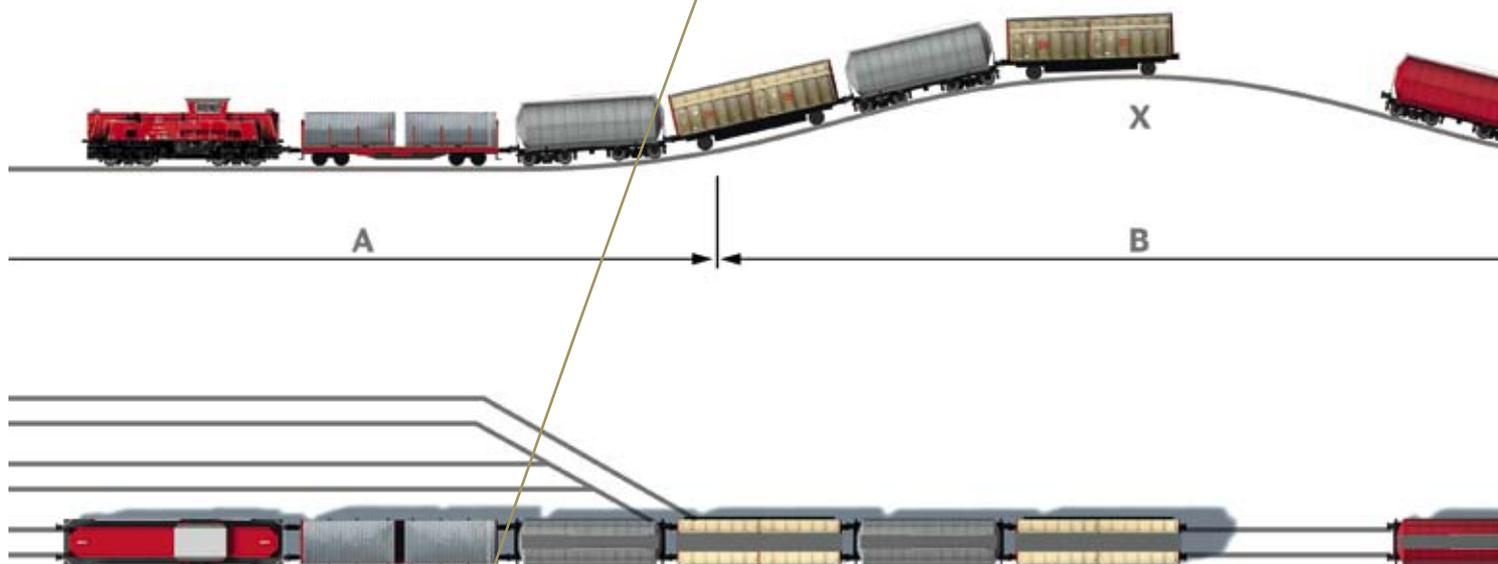
mania. "With the renaming of our Romanian subsidiary from Logistic Services Danubius (LSD) to DB Schenker Rail Romania (DBSR Romania), we have greatly expanded our range of services." With additional locomotives and wagons, coupled with new business processes and structures, the company can now offer its own traction services.

DB Schenker Rail Romania with its 170-strong workforce, 34 locomotives and more than 300 wagons is completely integrated into DB Schenker Rail's European network. As a result, customers can now book through transport operations from Western and Northern Europe to Romania, receive all services from a single source, and count on consistent quality. Railports are also set to be established in Romania in the near future.

"Our new range of services is arousing great interest among companies from a wide variety of industries," notes Hans-Georg Werner, Head of Region East at DB Schenker Rail, with confidence. "And we believe that we will make rail transport much more competitive in relation to road haulage as a result." *dv* ■

**UNMISTAKABLE:**  
The locomotives and wagons of DB Schenker Rail Romania in the striking new company look.

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# Higher standards thanks to Xrail

Xrail makes international single-wagon transport more reliable and more transparent. A good year after the formation of the international alliance the seven partners involved are positive about the results achieved thus far: the range of services is satisfying customers.

**T**he European alliance for single-wagon transport, Xrail, was launched in February 2010. A year on, the initiators are sounding positive about the results achieved to date: “Xrail is going down well with the customers,” reports Sven Budde, Head of the Xrail Project and Head of Network Management at DB Schenker Rail, adding, “We are being asked more and more often whether we can operate specific services according to Xrail standards.”

This is no surprise as the system offers customers tangible benefits. Xrail is a quality initiative which makes single-wagon transport more competitive in relation to road haulage. Seven leading European rail freight operators have undertaken to ensure that on a growing proportion of services they operate a level of quality which can hold its own against road transport.

With DB Schenker Rail (Germany, Netherlands and Denmark), SNCB Logistics (Belgium), CD Cargo (Czech Republic), CFL Cargo (Luxembourg), Green Cargo (Sweden and Norway), Rail Cargo Austria (Austria and Hungary) and SBB Cargo (Switzerland) as partners, the Xrail network is responsible for large parts of rail freight transport in Western, Central

and Eastern Europe. There is a fixed timetable in place for all international connections within the system.

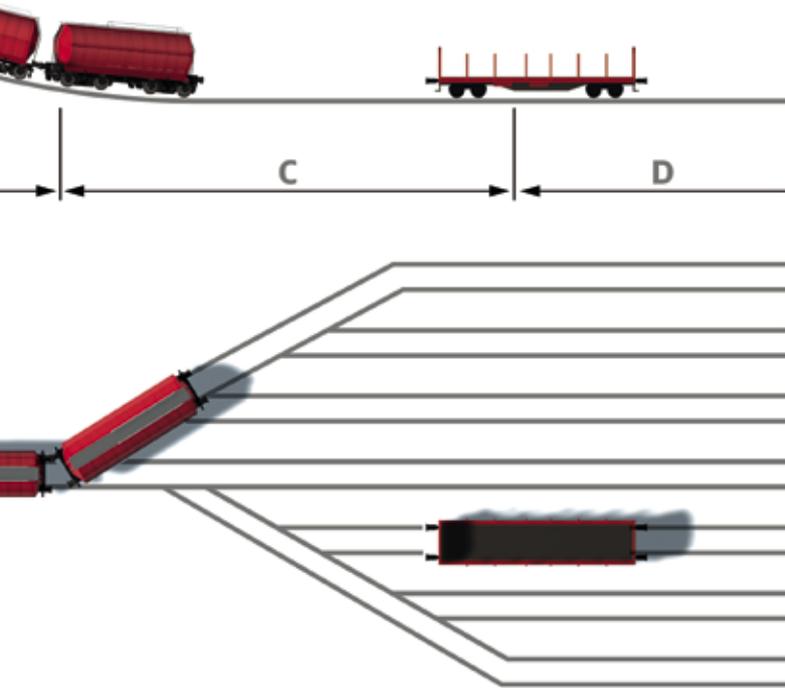
For every journey from feeder track to feeder track, customers receive a fixed arrival time – with the rail operators involved also guaranteeing 90 per cent punctuality. In the event of delays, customers are informed of the new arrival time immediately and automatically. And last but not least: the time that elapses between the initial enquiry and the submission of a quotation is greatly reduced. In standard single-wagon transportation, the preparation of quotations takes seven to nine working days but, according to Budde, “With Xrail shipments we have now reduced that period to five days, and we are seeking to improve it to three days in the medium term.”

As a result, single-wagon transportation is becoming more interesting to customers who have been dependent on road transport to date for reasons of reliability and transparency, for example from the automotive, chemical and mining sectors. “With Xrail, single-wagon transportation can now really display its full potential: it is more eco-friendly and usually cheaper,” explains Budde. “With the high degree of planning flexibility that Xrail guarantees, we are safeguarding and strengthening our market position, for example on key transport flows such as coal, iron and steel or paper shipments between Scandinavia and the Ruhr region.”

**OVER THE HILL:**  
An individual wagon rolls onto its sorting siding in Nuremberg.



549.4106°N 11.1023°E  
Nuremberg, Germany



#### THE SINGLE-WAGON PRINCIPLE:

In the marshalling yard a locomotive pushes the wagons from A to B onto the hump. At the change in gradient (X) the decoupled wagons roll individually or in small groups down the hump, through the point zone (C) and into the classification or sorting sidings (D), in which all wagons with the same destination are sorted on one siding and coupled together.

The partners involved had some homework to do before Xrail was launched. An IT system in which the participating partners set their timetables was developed before the rollout in early 2010. In order to provide customers with precise and reliable transport information, realistic transportation and turnaround times are drawn up for all schedules. In addition, the border processes have been checked and optimised.

There are now 178 routes, and therefore more than ten per cent of single-wagon shipments within the network that are being operated in line with Xrail standards. By the end of the year there will be around 350 routes that comply with these high standards. By then over 20 per cent of all transport operations will be within the Xrail transport network. *dv* ■

## High growth potential

### Three questions for Dr Christian Kuhn, Member of the Management Board for Production at DB Schenker Rail



#### What potential do you see in Xrail?

Christian Kuhn: Single-wagon transport has a 40 per cent share of total rail freight traffic in Europe and high growth potential. With Xrail this form of transport becomes more competitive versus road haulage. We are taking a leap forward with Xrail in terms of reliability and transparency, believing that in the medium term we will be able to attract many shipments as rail freight, which

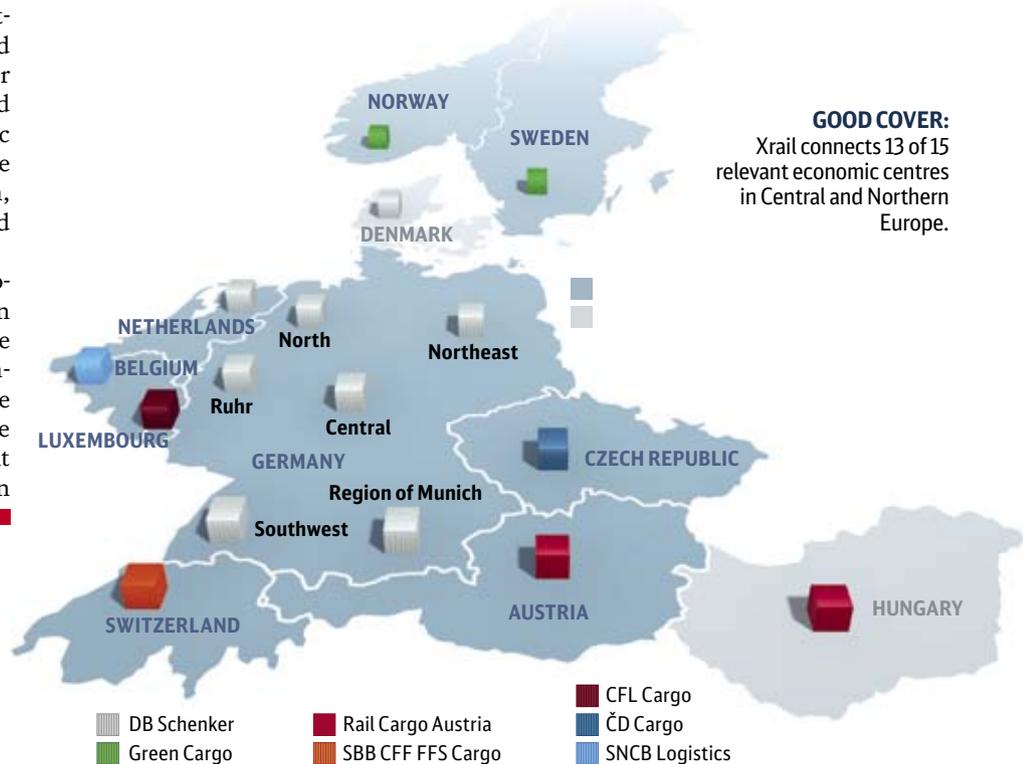
would otherwise have been transported by truck.

#### How is Xrail going down with customers?

We are aiming to double Xrail's share of all transport operations within the network – to about 20 per cent – by the end of the year. Moreover, the impetus for starting a new service always comes from the market. We examine every customer enquiry. Indeed, both we and the customer have an interest in busy routes on which we can consistently demonstrate our new service.

#### With the long-term goal of offering Xrail across the board?

That is still very much in the future because it will require some fundamental changes. Single-wagon transportation in Germany, for example, is an open system: customers can contribute a random quantity at any time. For that reason Xrail is not freely expandable in this system because in order to guarantee a high standard we have to be able to plan the capacities beforehand. In the longer term we therefore have to reach a level of capacity management at which Xrail quality can be offered comprehensively looking to the future. ■



#### GOOD COVER:

Xrail connects 13 of 15 relevant economic centres in Central and Northern Europe.

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## EUROPE

# DB Schenker Rail's European network

From Narvik to Naples and from Manchester to Moscow: from the heart of Europe DB Schenker Rail is the only rail freight operator able to interconnect the economic hubs of the continent with the fringes of Europe in the North and South, East and West.

**DB SCHENKER RAIL (TOTAL):**   
 Sales in 2010: ..... €4,584 million  
 Transported goods: ..105.8 billion tkm  
 Employees: ..... 32,618

**DB SCHENKER RAIL DEUTSCHLAND:**   
 Transported goods: ..72.2 billion tkm  
 Employees: ..... 18,384

**DB SCHENKER RAIL SCANDINAVIA:**   
 Transported goods: ...2.8 billion tkm  
 Employees: .....243

**DB SCHENKER RAIL NEDERLAND:**   
 Transported goods: ..... 4.1 billion tkm  
 Employees: .....699

**DB SCHENKER RAIL UK:**   
 Transported goods: ...9.9 billion tkm  
 Employees: ..... 3,475

**COBRA BELGIEN:**   
 Transported goods: 4.7 billion train-km  
 Employees: .....33

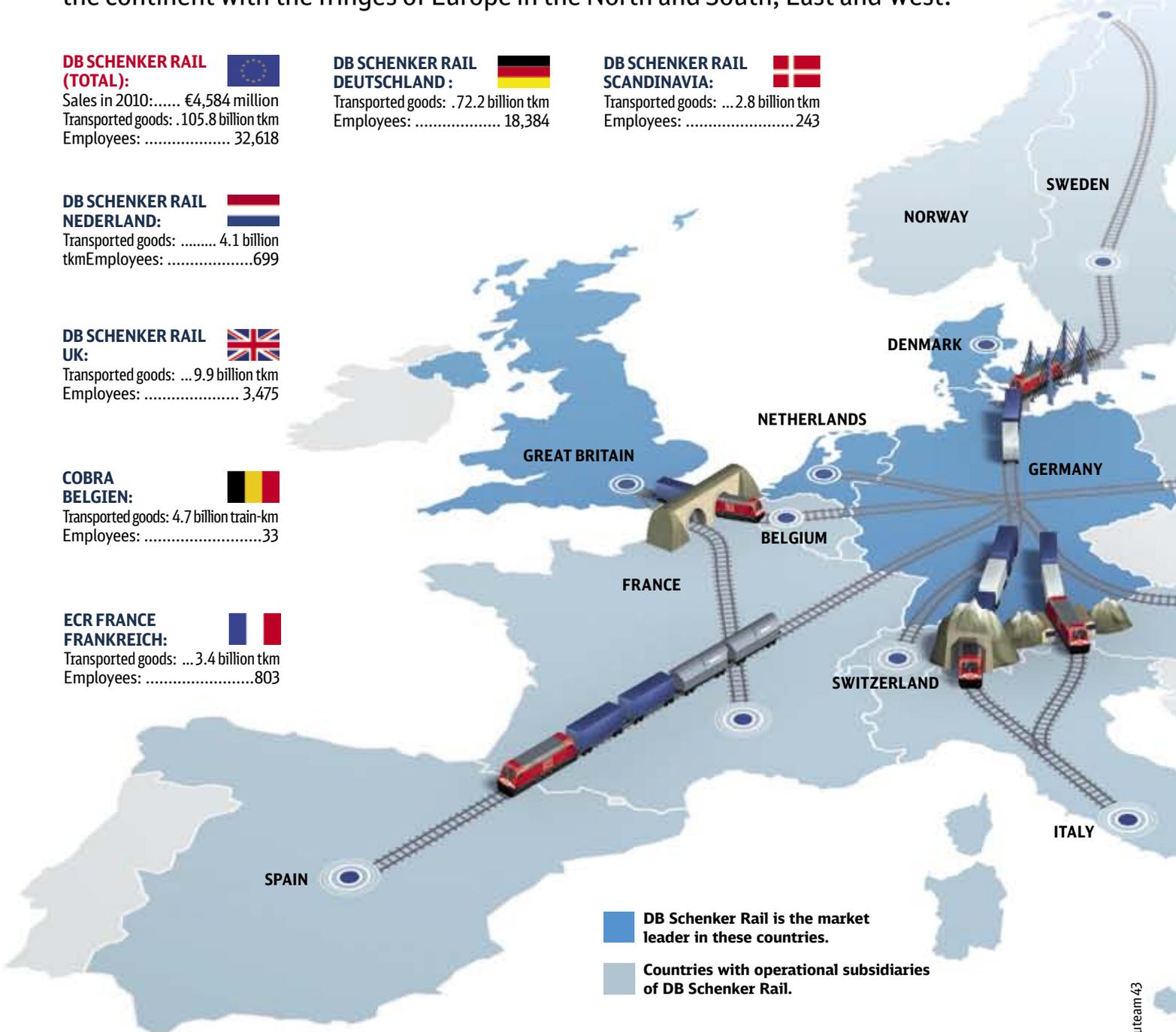
**ECR FRANCE FRANKREICH:**   
 Transported goods: ...3.4 billion tkm  
 Employees: .....803

**TRANSFESA (SPANIEN):**   
 Transported goods: ...1.8 billion tkm  
 Employees: .....1163

**BLS CARGO SCHWEIZ:**   
 Transported goods: ...3.4 billion tkm  
 Employees: ..... 400

**DB SCHENKER RAIL ITALIA/NORDCARGO:**   
 Transported goods: ...0.9 billion tkm  
 Employees: ..... 285

**LCH UNGARN:**   
 Transported goods: .....  
 Employees: ..... 51



 DB Schenker Rail is the market leader in these countries.

 Countries with operational subsidiaries of DB Schenker Rail.

Illustration: Ilurteam 43

# Number 1

is DB Schenker Rail's position in European rail freight transport with a market share of 26 per cent, up from 20 per cent in 2005.

## € 4.6 billion

was generated in sales by DB Schenker Rail in 2010 – a rise of 13 per cent.

# 75 %

is DB Schenker Rail's share of the German rail freight transport market – it was as high as 85 per cent in 2005, showing that the deregulated market is working.

# 60,000 containers

travelled in 2009 in 1,250 DB trains along the around 2,000-kilometre route from various VW plants to the automotive group's Russian plant in Kaluga to the south-west of Moscow.

**DB SCHENKER RAIL POLSKA:**  
Transported goods: ... 3.9 billion tkm  
Employees: ..... 5,323

# 3,800 t

of iron ore are conveyed by a single freight train from the seaports of Rotterdam and Hamburg to the steel mills inland. These are the heaviest overland transport operations in Germany.

# 5,000 freight trains

are in daily use for the customers of DB Schenker Rail. The fleet consists of over 110,000 freight wagons.

**D**B Schenker Rail is a key engine in European trade and a tried and trusted industry partner. More than 60 per cent of all goods now travel beyond national borders. Reliable transport chains ensure that the main arteries of pan-European trade do not get blocked. DB Schenker Rail was quick to seize the opportunities offered by deregulated rail freight transport, building up a broad network along the major European transport corridors.

On the North-South axis, for example, DB Schenker Rail can offer through transport services from Scandinavia to Italy from a single source through the joint venture with DB Schenker Rail Scandinavia and with a stake in Italian operator NordCargo. A broad range of services opens up on the East-West axis with the British DB Schenker Rail UK and its French subsidiary Euro Cargo Rail, and with DB Schenker Rail Polska. Block train services account for some 43 per cent of business volume, intermodal transport (containers and other swap bodies) accounts for 33 per cent and single-wagon transport accounts for 25 per cent.

The large railways chart shows in diagrammatic form DB Schenker Rail's European network. Scheduled freight train services are operated by the group, its affiliated and partner companies up to Narvik in Norway in the North, as far as Glasgow in the UK in the West, up to Moscow in Russia in the East and as far as Valencia in Spain in the South.



**DB SCHENKER RAIL ROMANIA:**  
Transported goods: ... 0.3 billion tkm  
Employees: ..... 170

**DB SCHENKER RAIL BULGARIA:**  
Transported goods: ... 0.1 billion tkm  
Employees: ..... 180

# Single-wagon options to France expanded

The launch of the 2010/11 schedule saw the successful introduction of the new “France train set system”. In cooperation with various partners, DB Schenker Rail now offers its customers additional single-wagon and train set options along France’s main lines. Via six key routes, over 30 receiving stations are connected to the German single-wagon network.

Together with various international partners, DB Schenker Rail (DBSR) is building up its own transport services to and from France. The existing shuttle trains to the Mediterranean, the southern Atlantic coast, the Spanish border, and Lyon, have been developed into a train set system connected directly to the German single-wagon network. Coming from Mannheim, the trains are assembled in the L  rouville marshalling yard, south of Metz, and from there they travel to:

- Bordeaux and Irun as the “Atlantic Shuttle” (*three times a week*),
- Perpignan and Port Bou as the “Mediterranean Shuttle” (*six times a week*).
- Greater Lyon as the “Lyon Shuttle” (*four times a week*),
- Le Boulou in Languedoc-Roussillon as the “Le Boulou Shuttle” (*three times a week*),
- Hagondange as the “Lorraine Shuttle” (*five times a week*).

In addition, northern France is connected to the new train set system via Belgium, in cooperation with the SNCB.

The overall system is managed by DB Schenker Rail in Duisburg. Alongside the SNCB, the partners in France are DB subsidiary Euro Cargo Rail, Europorte France, CFL Cargo and Eurorail. All of the partners are certified to transport hazardous goods.

With this train set system in France, DB Schenker Rail is further developing its own network in Europe, offering its customers another option for their European single wagon and train set transportation requirements. Furthermore, DB subsidiary Euro Cargo Rail is continually expanding its services, having successfully doubled its market share in France between 2008 and 2010 to 10 per cent. ok ■

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## A 50-year success story

A modern logistics classic is celebrating a milestone birthday: it was in 1961 that the International Union of Railways (UIC) created the standard for a timber pallet. Fifty years on, the “Euro pallet” is still a bestseller – with an estimated 500 million in circulation.

**78** nails, nine bearers and eleven planks make up the simple recipe for this golden oldie: the components of a Euro pallet (also known as a EUR pallet), together with its dimensions of 800x1200x144 mm, have not changed since its “invention” in 1961. Fifty years ago the International Union of Railways (UIC) signed the agreement on a standardised exchangeable pallet. “The introduction of the standardised timber cargo carrier reduced the time spent loading railway wagons by over 90 per cent in one go,” notes Andreas Griebel, Load Equipment Manager at DB Intermodal Services, adding “It is no surprise that it caught on very quickly and revolutionised the whole European transport system.”

With over 500 million in circulation, the EUR flat pallet is now the world’s most common standardised cargo carrier. The

vast majority of logistics systems in Europe – from the automated high-bay warehouse to the loading area of a standard truck – are based on it to this day. The EUR pool of all pallets in circulation is, alongside the returnable bottle, the most widely used exchange pool in the world. The exchange of EUR pallets continues to offer advantages for both users and the environment. A reusable cargo carrier made from renewable materials is an important example of how environmentally sustainable a 50-year-old idea can be.

A standardised load carrier replicated millions of times with a load capacity of 1,500 kg naturally calls for the strictest quality controls. For the purpose of quality assurance, the 1970s saw the railways transfer the trademark rights relating to EUR flat timber and wire-mesh pallets to the Gütegemeinschaft Paletten (Pallet

Quality Union – GPAL), and later to the European umbrella organisation, the European Pallet Association (EPAL).

EUR pallets may be manufactured and repaired only by authorised member establishments. The checks on the quality of manufacture and repair are carried out by independent monitoring companies. To date, this has made it possible to maintain the quality of the EUR flat pallet at the level required by users. The Euro pallet has thus never strayed from its successful path in all its fifty years. *ok* ■

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### BIRTHDAY PARTY AT TRANSPORT LOGISTIC

The Gütegemeinschaft Paletten (Pallet Quality Union) will be marking the 50th birthday of the Euro pallet together with Deutsche Bahn AG and numerous guests on 11 May at Stand B6/228 of the transport logistic fair in Munich. With the launch of the new Gütegemeinschaft Paletten website an iPhone app is to be provided online to mark the anniversary. Further information is available at [www.gpal.de](http://www.gpal.de).

# COMPANY & PEOPLE

## NORTH SEA



The Belgian port of Zeebrugge, to which DB offers an almost daily shuttle service, is a key interface for ferry traffic to the UK, [page 29](#).

## BALTIC SEA



DB Schenker Rail Polska manages DB Port Szczecin and is investing millions in the port located on the River Oder estuary, [page 30](#).

## DUISBURG



The new BahnBauPortal Online is tailored to the needs of the construction industry, [page 32](#).

# Speedily to Zeebrugge

Belgium's second-largest port specialises in new cars and ferry services to the UK. A shuttle train connects Gremberg, in Cologne, with Zeebrugge five times a week.

In port hinterland traffic, DB Schenker Rail serves the Belgian ferry port Zeebrugge, a vital link for freight transport operations to the UK, which has met with success in the west. The shuttle service between Gremberg, in Cologne, and Zeebrugge, established in 2007, has continually increased its tonnage from 72,000 tonnes in 2007 to 327,000 tonnes last year. "Towards the east, we chiefly convey paper for our customers Stora Enso and Norske Skog, which is

then distributed via Gremberg to the whole of Central Europe in single-wagon transport," notes Product Manager Willy Saamen. Towards the west, commercial goods such as beverages, toilet paper, cellulose and foodstuffs are transported in conventional cargo traffic, which is largely transhipped from Zeebrugge to the UK. The Gremberg-Zeebrugge shuttle runs five times a week and is operated by DB in cooperation with the Belgian railway SNCB. The train, which carries an equally full load in both directions, saves about 15,000 truck journeys per year. ok ■

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51.3374°N  
3.1936°E  
Zeebrugge,  
Belgium

**HIDDEN CHAMPION:**  
Zeebrugge port handled almost 50 million tonnes of freight in 2010, including 1.6 million new vehicles and 2.4 million standard containers. In roll-on/roll-off traffic a million trucks were dispatched, chiefly to the UK.

# Port with prospects

DB Port Szczecin is expanding its handling capacities for containers and seeking, thanks to its prime location, to attract growing shipments, above all in a north-south direction.

**W**ith the takeover of the Polish PCC (now operating as DB Schenker Rail Polska) DB also became a port operator on the Baltic Sea back in 2009. DB Port Szczecin employs 340 people and handled almost 1.7 million tonnes of freight in 2008 – primarily containers and general cargo. Owing to its ideal location, Poland's second-largest Baltic port boasts outstanding growth potential, especially as a hub between Scandinavia and Russia in the north, and the growing economies of countries such as Poland, the Czech Republic and Hungary in the south. Moreover, Szczecin is the only Baltic port to be directly connected, via the Mittelland Canal, to the Central European inland waterways.

Some €16.5 million is to be invested in the expansion of the container terminal at Finskie Quay up until 2018. Thanks to two new gantry cranes, which can each move up to 35 containers per hour, the annual capacity is more than doubling to 200,000 TEUs. The new terminal can handle container freighters with up to a 9.15-metre draught and a capacity of 16,000 TEUs. Scheduled feeder services connect Szczecin with Hamburg, Bremerhaven, Rotterdam, Gdynia, Gdansk, Klaipėda, St. Petersburg and Copenhagen.

Between 2002 and 2008 container handling in Szczecin had already trebled to 60,000 TEUs. "Our investment in DB Port Szczecin is part of a long-term strategy for transport development," says Christian Schreyer, Director of Production and Human Resources at DB Schenker Rail Polska. "Through the expansion of port capacity we are expecting, in particular, a strengthening of seaport-hinterland transport by rail and a reduction in road haulage volumes."

The second most important cargo at DB Port Szczecin after container handling (40% of tonnage) is imported granite (13%), followed by steel and paper products (11% each). In addition to its investment in Szczecin, DB Schenker Rail Polska is also active in nearby Świnoujście with Harbour PH Świnoujście as port operator, where it is currently improving the infrastructure by installing a new Liebherr crane. *ok* ■

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## A port for eastern Germany, too



### Three questions for Manfred Michel, President of DB Port Szczecin

*Mr Michel, DB Port Szczecin is investing €16.5 million in cranes and additional infrastructure, clearly demonstrating confidence in the business. On what is this confidence based?*

Manfred Michel: Firstly, Szczecin

**PORT MANAGER:** Manfred Michel (58), is responsible for DB Schenker Rail's recent investment in the quays at Szczecin.

port has some catching-up to do and needs to be modernised. It has niche prospects that we are seeking to expand: a north-south axis from Scandinavia and Russia in the direction of western Poland and eastern Germany as far as Italy.

*Szczecin was previously the natural seaport for Berlin, just 120 kilometres away. Are you hoping to regain this status?*

DB Port Szczecin certainly has the potential, thanks to its location, 70 kilometres inland, together with the best on-shore transport connections by rail, road and inland waterway. In a few years' time much larger inland waterway vessels will be able to reach Szczecin from the German canal system, thanks to the newly built Niederfinow Nord ship lift.

*Are you planning anything else in addition to the expansion of container handling at DB Port Szczecin?*

We also want to offer our customers new services, such as distribution logistics. The initial projects include an advanced warehouse concept for well-known steel companies, with the expansion of rail links with the hinterland playing a corresponding role. ■



53.4361°N  
14.5822°E  
Port Szczecin, Poland

**IDEAL LOCATION:**  
DB Port Szczecin on the River Oder is designed for ships with a draught of up to 9.15 metres, and is only 120 kilometres away from Berlin. The photo below shows the arrival of the new gantry crane for the container port by water.



# A clear head for more important tasks

The new BahnBauPortal Online (BPO) is tailored to the needs of schedulers from the construction industry.

The working day of a scheduler can be hectic; planning shipments, ordering wagons, monitoring these orders and checking invoices. Everything has to be done quickly but there is no room for error. Thankfully, there is information technology at hand which speeds up and simplifies processes, helping to maintain an overview.

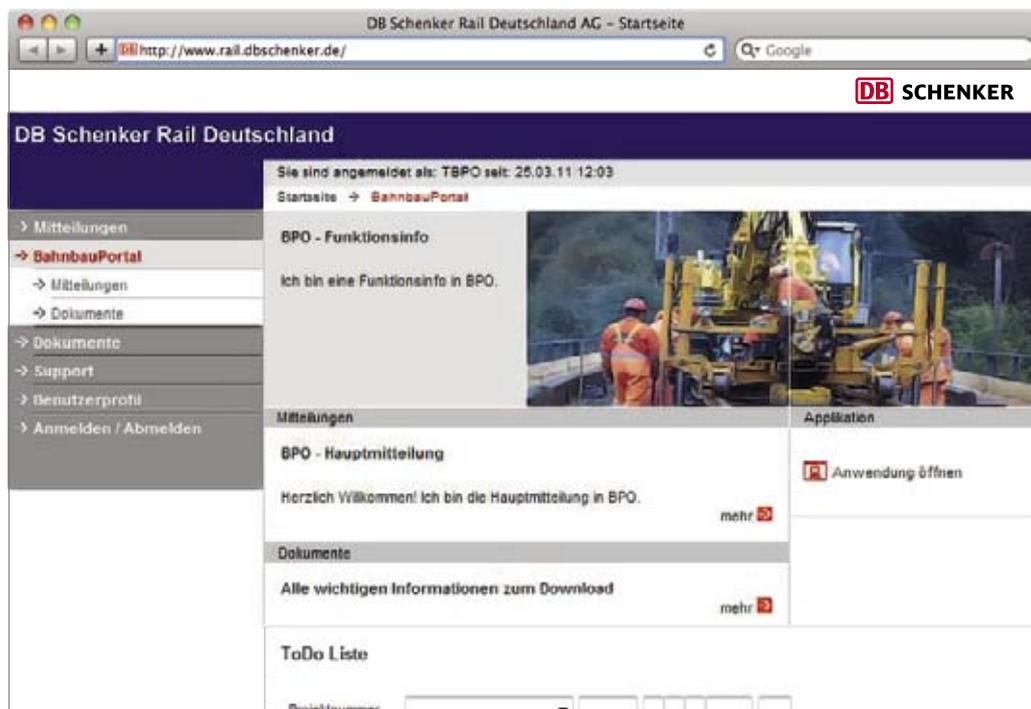
DB Schenker Rail's customers have for years been utilising the RailService Online (RSO) internet portal, through which the whole scheduling process can be handled online. From wagon ordering via tracking and tracing to invoicing: a few clicks of the mouse are all that is needed. "With RSO we have freed our customers' minds for more important tasks," says Andreas Tylicki, IT coordinator specialising in industry products, adding, "Our customer advisors at the Customer Service Centre are then able to offer a more personal support service."

Many processes are identical across all industries, yet there are also differences if special equipment is needed or if a customer requires specific information about the scheduling of their goods. "In order to meet the construction industry's particular requirements we have developed the BPO, which in addition to RSO's standard functions offers further industry spe-

cific functions," notes Tylicki.

BPO is to be released in 2011, after an intensive development and test phase. The construction materials, industrial and consumer goods service unit as well as the Duisburg-based Customer Service Centre developed the specialised portal, with the SPI company taking charge of system programming on behalf of DB Systel GmbH.

BPO is completely web-based, so there is no need to install special software. In addition to the usual functions such as wagon ordering, status information and tracking and tracing, cargo bay monitoring can also be carried out online with BPO. It is thus possible to identify during unloading when a wagon is free on our customers' construction sites, without the need for notification by fax; this wagon can then be made available again without delay through fleet operations planning at the Customer Service Centre. BPO therefore helps to make wagon turnaround cycles more efficient. "Our customers from the construction industry have already told us that BPO is lightening their workload considerably," concludes Tylicki, adding "We therefore plan to develop the relevant specialised portals for other industries in future." *dv* ■



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# CUSTOMERS & PROJECTS

## SCENE-SHIFTER



A Hamburg production of „The Robbers“ made a quick trip down to Bavaria for a guest performance, with DB Schenker Rail transporting the stage set there and back, [page 45](#).

## ENGINE BLOCKS



DB Schenker Rail transports the heavyweight engine blocks manufactured by engineering company Wärtsilä halfway through Europe to Trieste, [page 40](#).

## CRAWLER CRANE



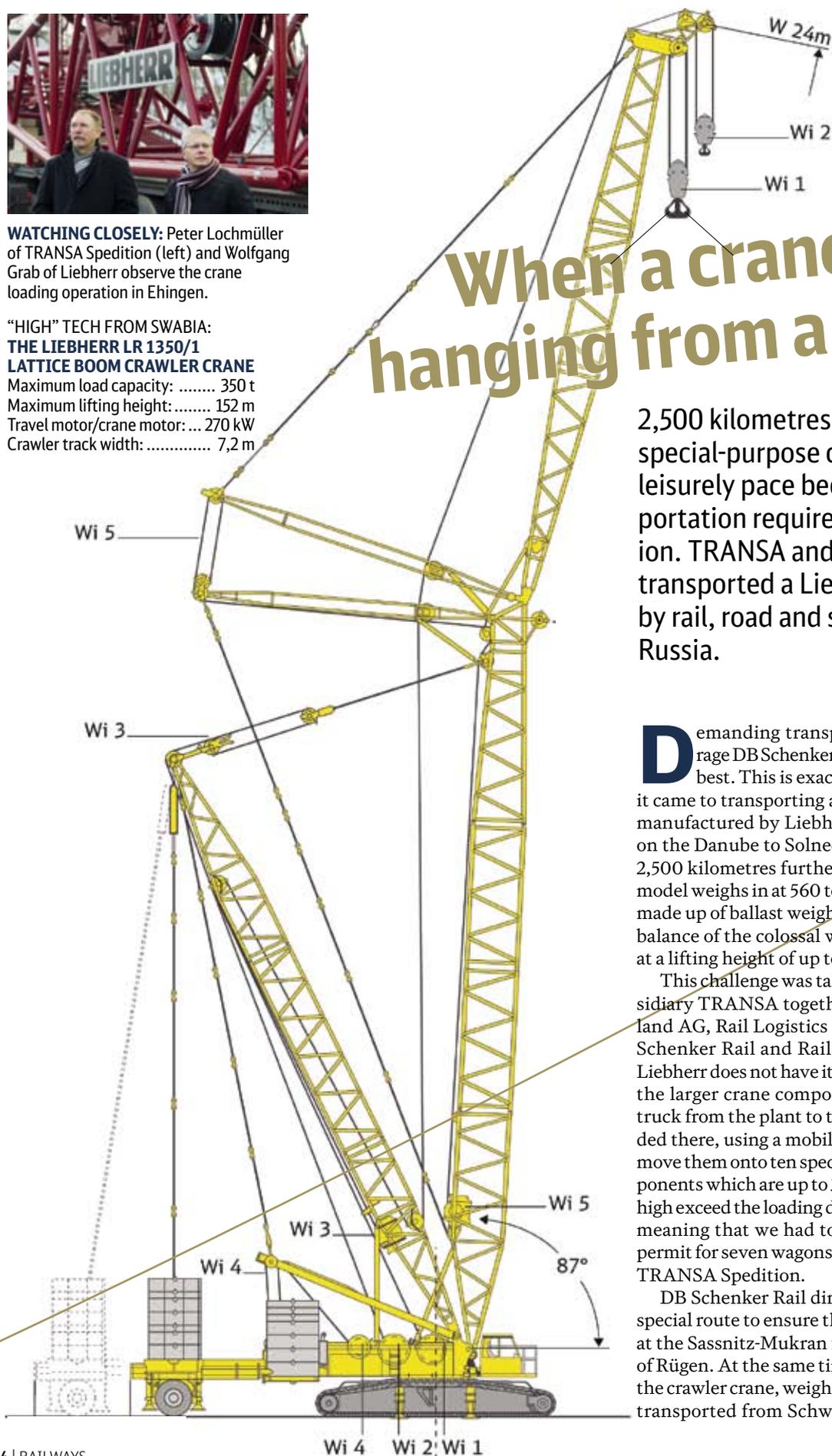
For Swabian manufacturer Liebherr, DB Schenker organises the transportation of a crawler crane to Russia, [page 34](#).

## CUSTOMERS & PROJECTS



**WATCHING CLOSELY:** Peter Lochmüller of TRANSA Spedition (left) and Wolfgang Grab of Liebherr observe the crane loading operation in Ehingen.

**“HIGH” TECH FROM SWABIA:  
THE LIEBHERR LR 1350/1  
LATTICE BOOM CRAWLER CRANE**  
Maximum load capacity: ..... 350 t  
Maximum lifting height: ..... 152 m  
Travel motor/crane motor: ... 270 kW  
Crawler track width: ..... 7,2 m



# When a crane is hanging from a crane

2,500 kilometres in 25 days: large special-purpose cranes travel at a leisurely pace because their transportation requires millimetre precision. TRANSA and DB Schenker have transported a Liebherr crawler cranes by rail, road and sea from Ehingen to Russia.

**D**emanding transport tasks regularly encourage DB Schenker’s experts to perform at their best. This is exactly what was required when it came to transporting a lattice boom crawler crane manufactured by Liebherr from the Ehingen plant on the Danube to Solnechnaya near Moscow, some 2,500 kilometres further to the east. The LR 1350/1 model weighs in at 560 tonnes – of which over half is made up of ballast weights that help to maintain the balance of the colossal weightlifter, which operates at a lifting height of up to 152 metres.

This challenge was taken on by DB Schenker subsidiary TRANSA together with Schenker Deutschland AG, Rail Logistics and Forwarding (RLF), DB Schenker Rail and Railion Russija Services. Since Liebherr does not have its own rail siding in Ehingen, the larger crane components were transported by truck from the plant to the station in order to be loaded there, using a mobile crane and forklift truck to move them onto ten special wagons. “The crane components which are up to 3 metres wide and 3.1 metres high exceed the loading dimensions for rail transport, meaning that we had to obtain a special transport permit for seven wagons,” notes Peter Lochmüller of TRANSA Spedition.

DB Schenker Rail directs this wagon group via a special route to ensure the safe arrival of the wagons at the Sassnitz-Mukran ferry terminal on the island of Rügen. At the same time, the 37 ballast weights of the crawler crane, weighing 305 tonnes in total, were transported from Schwerte in 13 trucks to the DB



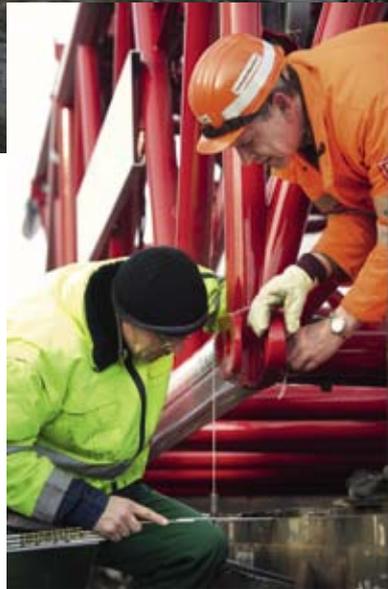
48.2848°N  
9.7219°E  
Ehingen,  
Germany

Schenker railport on Rügen.

In Sassnitz-Mukran, the only German railway station with Russian broad-gauge tracks, all the crane components were then loaded onto 21 Russian freight wagons and then finally shipped by railway ferry to Klaipėda in Lithuania.

Since the shipments were often “exceeding the loading dimensions” on the Lithuanian and Russian sections of the rail journey, special loading instructions also had to be followed and transport permits applied for. After a total of 25 days and some 2,500 kilometres, the crawler crane reached its destination in the Russian town of Solnechnaya. Following customs clearance the 560-tonne heavyweight continued its journey deep into Russia.

Liebherr Project Manager Wolfgang Grab expressed how impressed he was with this achievement: “We are very grateful that we have been able, without our own rail siding, to carry out such a complex transport operation to move our LR 1350/1-type lattice boom crawler crane from our plant in Ehingen deep into Russia, all with only one point of contact at DB Schenker.” ok ■



**EVERYTHING IN ORDER:** Utmost care is required when a crane which exceeds loading dimensions is loaded onto rail wagons (left). At the Sassnitz-Mukran ferry terminal the whole consignment had to be reloaded onto Russian broad-gauge wagons.



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# Reducing the carbon footprint

Lanxess becomes the first chemical group to opt for Eco Plus - the transportation by rail without CO<sub>2</sub> emissions within Germany.

### LANXESS:

The speciality chemicals group has opted to run all its single-wagon transport operations through Germany completely free of CO<sub>2</sub>.

**M**ore and more companies are using Eco Plus to improve their emissions output. Speciality chemicals group Lanxess has become the first customer from the chemical industry to book CO<sub>2</sub>-free haulage with DB Schenker Rail on the German network. The Leverkusen-based company uses Eco Plus for all domestic single-wagon transport operations. An annual volume of some 110,000 tonnes is being transported CO<sub>2</sub>-free from the start of March, resulting in a CO<sub>2</sub> saving of about 660 tonnes per year.

“Eco Plus is now gaining ground in the market across all sectors,” says Karsten Sachsenröder, Member of the Management Board (Sales) at DB Schenker Rail. “The success shows that the companies view our range of services as an effective way of reducing their carbon footprint.” Audi, the Hermes Group and pipe manufacturer Europipe have already signed up for this new, climate-friendly service from DB Schenker Rail.

The principle is as follows: the electricity required for Eco Plus transport operations is drawn from renewable sources, such as hydro-electric power stations; in addition, the corresponding amount of electricity is fed into the traction network. Unlike with so-called offset schemes, where climate protection measures are used retrospectively to compensate for the CO<sub>2</sub> emissions of conventional transportation, there are no greenhouse gas emissions whatsoever with Eco Plus. The process and the purchase of energy are monitored by TÜV Süd (Engineering Control Association, Southern Germany). DB uses ten per cent of its additional income from Eco Plus to subsidise new facilities for the generation of renewable energy.

Eco Plus fits in with the corporate philosophy at Lanxess: “We are constantly working on ways of avoiding environmentally damaging emissions wherever possible in the production and, of course, in the shipping of our products,” notes Werner Breuers, Member of the Board of Management at Lanxess AG. “Through the use of Eco Plus we are setting a further milestone, and reducing the CO<sub>2</sub> emissions of our rail movements across Europe by 75 per cent.” *du/ok* ■

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### HEADQUARTERS:

The MDAX-listed Lanxess Group is headquartered in Leverkusen.

# Major contract from Turkey

Rail experts from DB Schenker Arkas (Istanbul) and RLF (Vienna) are organising the transportation of steel pipes for Noksel Steel Pipe.



40.7796°N  
30.7238°E  
Hendek, Turkey

It is a mega project involving a volume of 92,000 tonnes: in cooperation with Rail Logistics and Forwarding Vienna, DB Schenker Arkas (Istanbul) is handling a major project for Noksel Steel Pipe Co. Inc., one of Turkey's major steel producers. The contract with the steel giant is DB Schenker's biggest rail export assignment from Turkey, and the biggest single contract for RLF Vienna to date.

"DB Schenker is demonstrating its full potential by taking on this contract," says Manfred Bernleithner, who is responsible for organising the transport operation for DB Schenker/RLF Vienna. "There are six countries with five border crossings involved. The contract is associated with considerable logistical challenges from the start to the end of the transport operation."

Since the end of November, four to five block trains have been running weekly in the PowerRailer system from Turkey to the Czech Republic via Bulgaria, Serbia, Hungary and Slovakia. On board are steel pipes up to 18 metres long, 11.5 tonnes in weight and 142 centimetres in diameter, destined for the construction of the Gazelle pipeline. Each transport operation takes eight days, with the contract due to be completed in August.

Noksel itself is taking charge of pre-collection by

truck from the plant in Hendek to the railway station in Halkali, as well as customs clearance. Everything else is in the hands of DB Schenker Arkas and RLF Vienna. This comprises the unloading of the pipes from the trucks onto wagons at the railport, the provision of their own loading equipment and load securing, including using lashing straps specially designed for this assignment. Added to this are the actual transport operations, as well as organising the last mile to the final consignees in the Czech Republic over largely unsurfaced building sites. This involves the handling of the road haulage operation, truck unloading and coordination of the construction site logistics and local partners.

rb ■



#### ARRIVAL:

The pipes of Noksel Steel Pipe are unloaded at the Czech destination station from the train onto trucks for the final mile to the pipeline construction site.

#### CONTRACT FIGURES

Key data of the contract:

**Goods:** steel pipes with dimensions indicating the size and complexity of the assignment:

**length:** 18 m  
**weight:** 11.5 to  
**diameter:** 142 cm  
**transportation volume:** 92,000 to

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# Partner of the chemical industry

With its expertise and special-purpose equipment, DB Schenker BTT helps the industry to transport its sensitive loads. Thanks to organisational changes the specialist in chemical shipments is now positioning itself even more powerfully.

**C**hemicals are demanding loads which require special equipment and particular precautions during loading and unloading, as well as in transit. Moreover, chemicals are often classified as hazardous goods because they can be flammable, explosive, poisonous, caustic or polluting. Ultimately, however, many of these substances are indispensable to industrial production chains, meaning that thousands of different chemical products need to be transported across Europe on schedule, every day.

As a specialist in the transportation of chemicals DB Schenker BTT provides a full range of services, carrying out block train shipments and single-wagon or wagon group transportation for the industry. Alongside the actual transport operation, DB Schenker BTT also takes charge of loading and unloading or shunting services. Safe handling of the hazardous shipments is guaranteed by highly qualified staff, special equipment and professional emergency management.

DB SCHENKERchem-solution is a service used by customers with especially high demands as far as flexibility, reliability and punctuality are concerned. In Germany, the Netherlands and Belgium, customers can book such services at short notice and without a minimum volume obligation. Clear standard transit times make fast transport operations possible whilst allowing for reliable planning.

As a specialist in the transportation of chemicals, DB Schenker BTT offers, in addition to its more standard transport services, the provision of tank containers for various chemical industry products, and runs these using either intermodal traffic – using all operators in the market – or through direct road delivery to customers throughout Europe. Depending on the required service the specialists work out the optimum transit route, ensuring compliance with quality and safety standards even when partners are used, and supplement the service with additional benefits such as tracking and tracing or fleet management.

Another product area is tank wagon management. Ranging from mineral oil and chemicals to compressed gas or goods in powder form, the right goods wagons are organised for every type of cargo. Thanks to tracking and tracing, their current position can be ascertained at any time. DB Schenker BTT takes charge of handling maintenance and repairs, even when the wagons belong to the customer, thus increasing availability and reliability. dv ■

**TANK WAGONS APLENTY:** The railways play a crucial role in the chemical industry's supply chains – as is the case here at BASF in Ludwigshafen.

49.5123°N  
8.4312°E  
Ludwigshafen,  
Germany

# DB Schenker BTT reorganises sales

In the past, various sales teams were responsible for the three product areas, yet the industry increasingly expects holistic, cross-product transport solutions. For this reason, DB customers have been in the hands of a single key account manager, instead of several different specialists, since February. Jan Elfenhorst, Director Sales & Logistics (Chemicals) at DB Schenker BTT, explains the benefits: “We want to grow both qualitatively and quantitatively in the medium and long term. We have therefore opted for a multimodal sales organisation which is geared towards the supply chain of our customers. Supervision from a single source simplifies the processes and ensures that the best solutions are found from across the whole DB Schenker BTT product range for our customers.” This required some homework: “Firstly, we converted our IT system,” explains Jan Elfenhorst. “Secondly, we had to make our 26-person sales team fit for future challenges.”

The time and money invested have been worthwhile because the changes are being welcomed by customers. For example, the chemical group Clariant has been utilising DB Schenker BTT’s expertise for some time, in both wagonload and intermodal transport for products in the initial, intermediate and final stages of production. It depends on flexibility – as well as the ability to resolve unforeseen problems quickly.

This was indeed the case in recent months when all modes of transport had to battle with severe weather conditions owing to the very harsh winter in order to serve their customers in the desired time slots.

At many German airports a substantial amount of extra de-icing agents were required for aeroplanes and runways.

In order to meet this high demand at such short notice our customer Clariant also had to speed up the required processes flexibly and quickly.

Clariant and DB Schenker BTT immediately took all the steps required together in order to cope with the high demand.

As Michael Wagner, Logistic Purchasing Manager with Clariant, confirms: “Our contracts are often not only very complex but also urgent. Thanks to the new sales structure we now have a point of contact at DB Schenker BTT who is very familiar with our requirements in all areas. As a result, we quickly achieve optimum transport handling tailored to our requirements.”

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# Super heavyweights from Finland



60.4348°N  
22.2423°E  
Turku, Finland

**TURKU-TRIESTE:**  
The engine blocks, here having been unloaded from a ship on Samms flat wagons in Travemünde, weigh almost 100 tonnes.

The railways play a crucial role in the inter-plant transport operations of the Wärtsilä mechanical engineering company. Every week, engine blocks are conveyed in special haulage operations from Bremerhaven or Lübeck to Trieste.

**T**he engine blocks, which weigh almost 100 tonnes, are processed by the Finnish mechanical engineering group Wärtsilä in Turku, and are then assembled at its plant in the Italian port of Trieste. These behemoths are used worldwide at gas- and oil-fired power stations and on ships of all sizes. Wärtsilä and its haulage contractor, Oy Wikeström & Krogius AB, rely on DB Schenker Rail and partner railways in Austria and Italy for the rapid and safe transportation of the engine blocks through Central Europe.

“The engine blocks are transported by sea to Lübeck or Bremerhaven, where they are loaded with special cranes onto our six-axle Samms flat wagons,” explains Heike Gosejohann, who looks after the client at DB Schenker Rail. “These super heavyweights have special requirements when it comes to rail haulage:

the loaded wagon runs in the middle of four unloaded protective wagons, and this group of wagons must not be separated along the way.”

DB Schenker Rail will transport some 100 engine blocks this year from north German seaports via Salzburg and Tarvisio to Italy. At the Cervignano marshalling yard in Friuli the groups of wagons are arranged into a block train once a week, travelling on from there to Trieste. The exacting rail shipment takes just eight to ten days and therefore takes only half as long as the journey by sea from Finland to Trieste. “It also depends on the consignors because Wärtsilä must, of course, ensure on-schedule installation for the end customer,” says Heike Gosejohann.

The route of the Wärtsilä engine blocks is, however, no north-south one-way street. In the opposite direction DB Schenker Rail transports engine housings from the SHW foundry in the Swabian town of Aalen-Wasseralfingen by rail to the north German seaports, from where they are shipped to Turku. ok ■

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# Rapeseed trains to Emsland

New customer Ernst Rickermann Landhandel now procures rapeseed for its oil mill in Herzlake by rail.

**D**B Schenker Rail attracted new customer Ernst Rickermann Landhandel GmbH in the autumn of 2010. The agrobusiness produces rapeseed oil in the village of Herzlake in Lower Saxony, with a processing capacity of some 50,000 tonnes of rapeseed per year. Rickermann has a rail siding and now receives some of its deliveries by eco-friendly rail.

The unloading capacity is to be expanded through investment in 2011. "The investment in an effective rail connection gives us a substantial strategic advantage because we can now offer our suppliers both road and rail access," reports Managing Director Ernst Rickermann. As part of a national block train transport operation, a train with 27 four-axle rapeseed wagons is to operate to Herzlake once every week on average. The unloading is via delivery

chutes offering the option of both central and side discharge. DB Schenker Rail's partner on the last few kilometres from Meppen to Herzlake is Emsländische Eisenbahn EEB.

The family-owned Ernst Rickermann company, based in Herzlake in Lower Saxony, has had its own concentrated feed mill since 1983. A new oil mill for the production of the company's own rapeseed oil brand, RICOLZA, was created on the same site in 2005. *ok* ■

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52.6938°N, 7.6024°E  
Herzlake, Germany



# WerraKombiTerminal opened

### Direct link to the ports in Hamburg and Bremerhaven

Conveniently located in Germany's logistics centre, the WerraKombiTerminal (WKT) recently started operating in the Hesse town of Philippsthal. It has an area of 21,000 square metres and currently two transshipment sidings, each measuring 430 metres in length. From here, DB Schenker Rail runs the freightliners of the Baltic Train, operated by Kali-Transport-Gesellschaft mbH Hamburg (KTG), three times a week to the seaports of Hamburg and Bremerhaven. "This favourable location offers even more options for shifting transport flows from the region around Fulda, Gotha and Suhl from road to rail," explains Johannes Tenschert, Head of Maritime Accounts in the Intermodal market unit at DB Schenker Rail.

The operator of the facility is WerraKombiTerminal Betriebsgesellschaft mbH, a subsidiary of KTG and Rhein-Umschlag GmbH from Oldenburg. It is mainly potash and magnesium products that are handled, but also goods for export and import customers from all sectors of the economy. The terminal is also open to other forwarders. "A significant number of new customers have already been attracted," explains Heiko Hess, Managing Director of the WerraKombiTerminal Betriebsgesellschaft and also Head of the Container Service Department at KTG, based in Hamburg.

KTG is relying on a three-stage principle at the facility, which means that the WKT can be expanded gradually, in line with the required capacity. "Through intelligent planning of the individual phases we can also easily increase the handling capacity further while continuing to operate," explains Hess.

In addition to the terminal handling operation, the establishment of an empty depot for shippers and leasing companies is planned. "We are hoping to gain additional impetus from this for intermodal transport and for the region, because there has been no comparable facility in northern or eastern Hesse to date," Hess concludes.

"Many haulage operations have been conducted by road only because the region lacked an intermodal transport alternative," says Robert Zydek, Head of KTG's Baltic Train Department. This is set to change. The response has been pleasing to date, as Zydek reports: "We are planning to expand the weekly departures in the medium term, and the encouragement coming from customers confirms that we have the right concept."

rb ■

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**RIGHT IN THE MIDDLE:**  
The new WerraKombiTerminal in the Hesse town of Philippsthal is geographically located exactly in the centre of Germany.



50.842°N  
9.9785°E  
Philippsthal,  
Germany



# Connections being continued

**ALTERNATIVES CREATED:**  
DB Intermodal and its partners quickly established new services.

DB Schenker Rail, together with its partners, is creating alternatives for the services of Intercontainer-Interfrigo (ICF), which is in liquidation.

**T**he suspension of transport services following the liquidation of ICF has been prevented. As Andreas Schulz, Head of the Intermodal market unit at DB Schenker Rail notes, “Thanks to the efforts of all those involved, we have been able to offer customers alternative transport options largely unnoticed. Together with partners and customers we have found solutions for all the transport routes affected.”

At the end of last year, the decision to close down the Basel-based Intercontainer-Interfrigo was taken by its shareholders. ICF chiefly operated maritime services in the direction of Switzerland, as well as transport operations to Southeast and Eastern Europe. In response, DB Schenker Rail’s Intermodal market unit launched a comprehensive range of new services in early 2011 in the direction of Switzerland, Austria, Scandinavia and Southeast Europe, so as to ensure a smooth transition for the market.

TFG Transfracht, for example, doubled its departure frequency in the Swiss market and linked up the

Niederglatt and Frenkendorf locations to the AlbatrosExpress network. Services to the Austrian market via Wolfurt are also still in place. Since January, Hupac has been operating from Rotterdam to Basel and Niederglatt, meaning that the container operations of the former West business unit belonging to ICF have been fully preserved.

Back in December 2010, Kombiverkehr (KVG) expanded rail services to Southeast Europe and it now also offers an overland link to Sweden. The “Ostwind” and “Westwind” services, linking Western Europe with Russia and the CIS states, are also being seamlessly maintained. Interrail Service GmbH and Trans Eurasia Logistics, both based in Berlin, are together keeping these connections going. *rb* ■

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50.058°N  
20.0127°E  
Nowa Huta,  
Poland

**AT THE FINISH LINE:** A DB Schenker Rail Polska locomotive reaches the Nowa Huta rolling mill from Eisenhüttenstadt with its cargo of slabs.

# Slabs to Kraków

DB Schenker Rail Polska handled an urgent order for the ArcelorMittal steel group.

**A** flexible operation in spite of the German-Polish border: from late January until the end of March, DB Schenker Rail Polska conveyed in total 30,000 tonnes of slabs on behalf of ArcelorMittal from its Eisenhüttenstadt steel plant to the Kraków Nowa Huta rolling mill, located 530 kilometres away. The service level of this international haulage of semi-finished products complied with German standards. "With this order we achieved fast turn-around cycles and thus efficient use of limited wagon resources," notes Grzegorz Graczyk of DB Schenker Rail Polska. The trains, which passed through the Guben border crossing, consisted of 34 wagons and carried up to 1,400 tonnes of slabs. It was the first time DB Schenker Rail Polska

had performed such a contract on its own. Transport operations to Poland were previously handled through freight forwarders, which as a rule purchased shipments from the Polish state-owned railway east of the German-Polish border.

ok ■

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# Guest performance becomes a premiere

The production of Schiller classic “The Robbers” at the Thalia Theatre, Hamburg, deserves to be brought to a wider audience. To this end, DB Schenker transported the stage set by rail to Munich for a guest performance.

The railway has even lent the Hamburg Thalia Theatre wings. For a performance of the Schiller drama “The Robbers” in the Bavarian town of Fürstentfeldbruck, Schenker Deutschland AG’s Rail Logistics and Forwarding (RLF) division transported the whole stage set by rail in three 40-foot containers from Hamburg to Upper Bavaria. “For the Thalia Theatre it was a guest performance and for us it was a genuine premiere,” comments RLF Marketing Expert Christian Stavermann. “With this transport operation we have demonstrated that cultural and removal logistics can be integrated into our intermodal supply chains without compromising quality.”

The containers carrying the Thalia stage set were conveyed from Hamburg to Munich and back again overnight by rail, with pre- and post-carriage transport by truck. The return leg was especially time critical because, following the guest performance in Fürstentfeldbruck on Wednesday evening, the whole consign-

ment had to be back in Hamburg early on Friday where it was needed again at the weekend. RLF was responsible for all aspects of logistical planning.

Removals – and this is exactly what the transportation of a theatre set involves – have long been part of the DB Schenker portfolio, but to date they have been handled exclusively by truck or ship. With the contract from the Thalia Theatre, however, Stavermann of RLF wanted to demonstrate the potential offered by rail to this logistics division. As he concludes: “Over longer distances I see the transportation of containers by rail as a serious alternative to the removal van.”

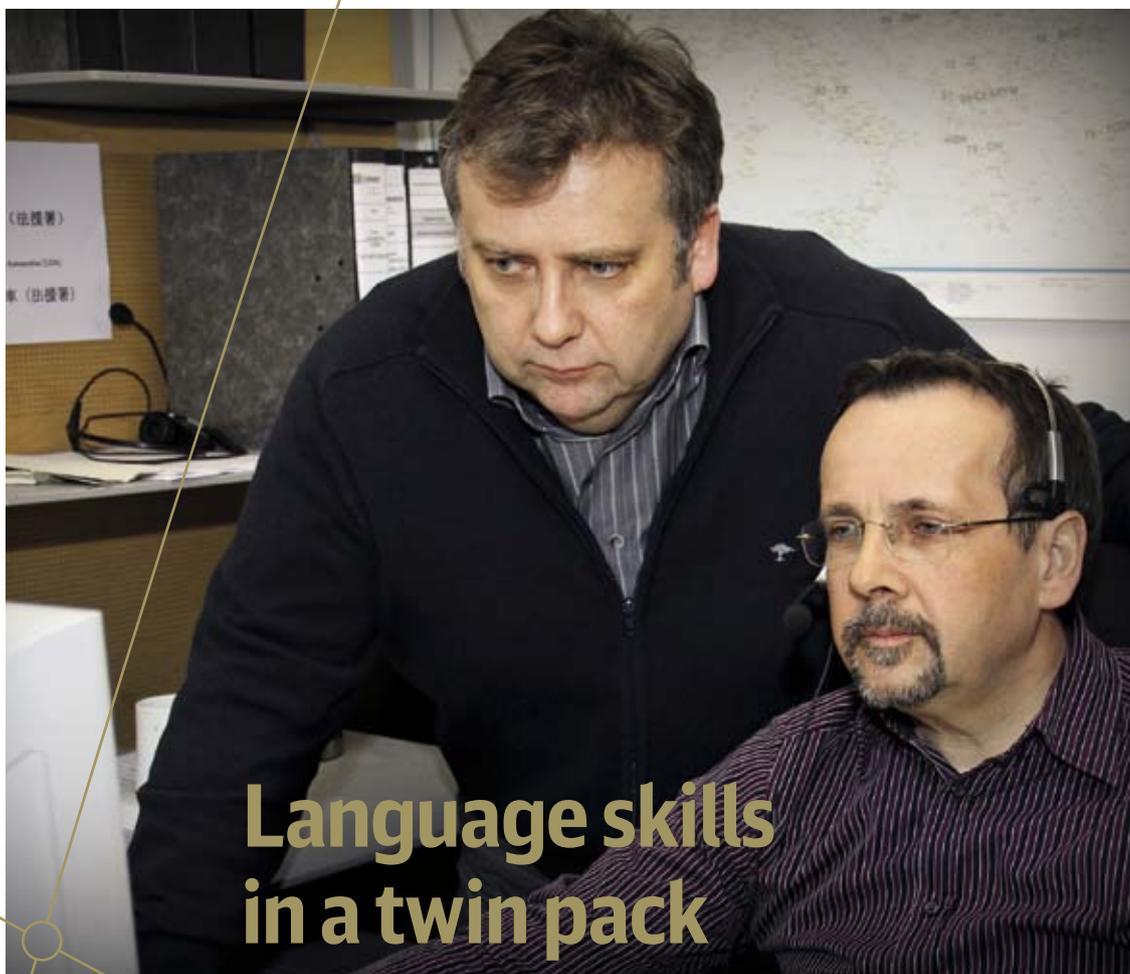
ok ■

## ON STAGE:

The Hamburg production of “The Robbers” was moved to Bavaria by Schenker Deutschland’s Rail Logistics and Forwarding (RLF) division for guest performances.

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**DOUBLE TRACTION:** Brothers Hubert (left) and Joachim Kubek manage logistics supplies for the VW plant in the Russian town of Kaluga, not least thanks to their language skills.

# Language skills in a twin pack

51.4089°N  
6.796°E  
DB Schenker Rail  
Deutschland AG,  
CustomerServiceCenter

Hubert and Joachim Kubek work together as dispatchers and are back in touch with their old home – linguistically, at least.

Snippets of conversation in Slavic languages can be heard emanating from Office A EG 11 at the CustomerServiceCentre in Duisburg. Like any other day, the Kubek brothers are coordinating with their colleagues at partner railways – always, of course, in the language of the country concerned. They can switch completely naturally between Polish and German or between Czech and Russian.

Hubert and Joachim Kubek work as dispatchers on the coordination of automotive transport operations from Slovakia, the Czech Republic and Germany to the Volkswagen plant based in Perspektivnaya in distant Russia. They do this together in a shared office – just as they have always done so many things together in their lives. In Poland they worked at the same railway station. They then left the country together and have since pressed on with their lives together in Germany. They joined DB Schenker Rail at the same time, lived on the same street in Mönchengladbach and sometimes they even argue together. “But we soon make up again,” assures Hubert, who at 50 is a year younger than Joachim.

Born in Upper Silesia, the Kubek brothers joined the Polish state-owned railway PKP straight from school. As rail traffic managers working on border transport opera-

tions between Poland and the then Czechoslovakia, they were responsible for the smooth handling of shipments. Then the year 1989 came and the Iron Curtain fell. The Kubeks boarded a train, this time as passengers, with their young children – and set off in the direction of the West. “We had few opportunities in Poland and wanted to start a new life,” explains Hubert.

Their first stop was the reception camp in Friedland, but after a few detours they ended up in Mönchengladbach, where some of their relatives were living. The two brothers were always clear about wanting to work for the railways again. They swotted up on their German and were taken on as rail traffic managers with the Bundesbahn in 1991. In 1999, they moved as dispatchers to DB Schenker Rail’s CustomerServiceCentre in Duisburg, together of course.

“Their” project, the management of supplies to the Volkswagen plant in Kaluga, located 190 kilometres southwest of Moscow, is an ideal assignment for the brothers. Their language skills come into their own here, as does their experience of the local culture. Far from taking their role within such an important company for granted, the brothers appreciate it. “The fact that we have this opportunity makes us happy,” they both agree. rb ■

# Save the Date

DB Schenker Rail attends all key trade fairs and industry events throughout Europe.

Take the opportunity to come and meet us in person!

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

## in Munich (Germany)

Everything you need to know about DB Schenker Rail at the leading transport logistic trade fair can be found in the special brochure accompanying this issue of railways! [www.transportlogistic.de](http://www.transportlogistic.de)

**12-14**  
**OCTOBER**

## October in Gdańsk (Poland)

TRAKO is the most important railway fair in Poland – naturally with a stand for our Polish subsidiary, DB Schenker Rail Polska.  
[www.trakofair.com](http://www.trakofair.com)

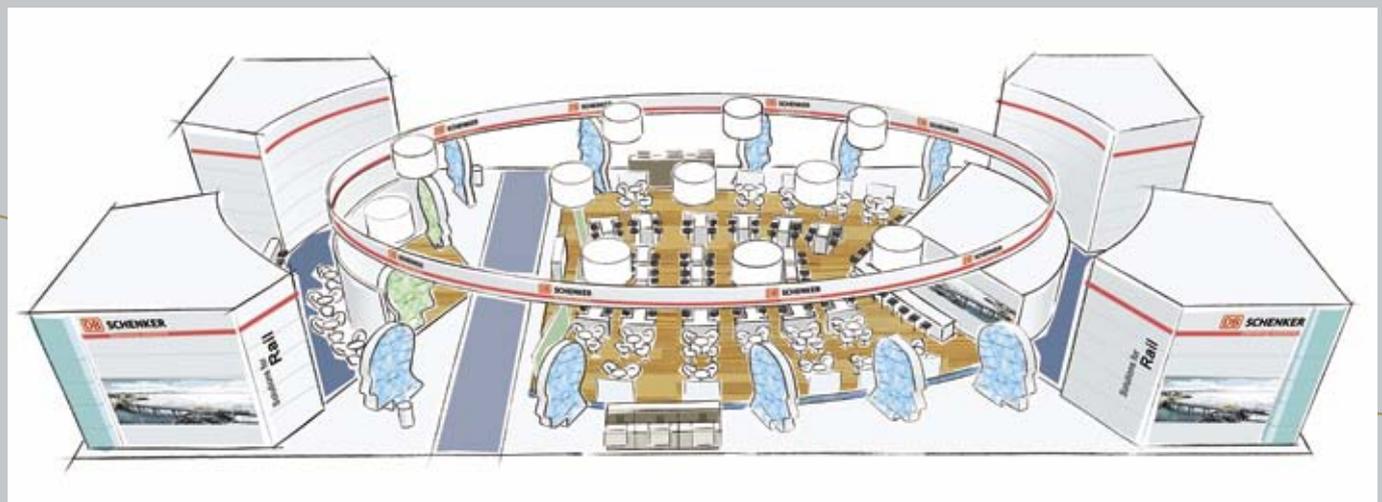
**19-21**  
**OCTOBER**

## October in Berlin (Germany)

DB Schenker Rail and DB Schenker Logistics will both be represented at the 28th German Logistics Conference (28. Deutscher Logistik-Kongress).  
[www.bvl.de](http://www.bvl.de)

The 03/11 issue of railways will be available at the end of July, and will be devoted to automotive-related activities.

**WELCOME TO HALL B6:** The joint stand of DB Schenker Rail and DB Schenker Logistics at transport logistic in Munich. Please also consult our trade fair brochure!



## Imprint

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

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

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Rainer Busch (rb)

Design  
Ilga Tick (Ltg.), Thorsten Lange

Photo editing  
Mascha Piening

Printers  
Pfitzer GmbH & Co. KG, D-Renningen

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ISSN 1867-9668

Helping the environment – printed  
on ECF Paper

DB Schenker's website:  
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