

The lightness of aluminium

**Mined overseas as bauxite, used as metal or foil:
aluminium is a central component in jets, cars or in the kitchen.**

Pages 2 and 8

**CONTAINERS FOR
THE CANARY ISLANDS
Sunny trains through Spain**

Page 12

**MARKET RESEARCH
Customers give feed-
back on Netzworbahn**

Page 16

**LONGER FREIGHT TRAINS
Taking 835 metres
to Denmark**

Page 22



Finding solutions together

Everyone has known for a long time that 2013 will not be an easy year. It is presenting you, our customers, and by extension us, with major challenges. Markets have become more fast-moving and we need new answers for Europe.

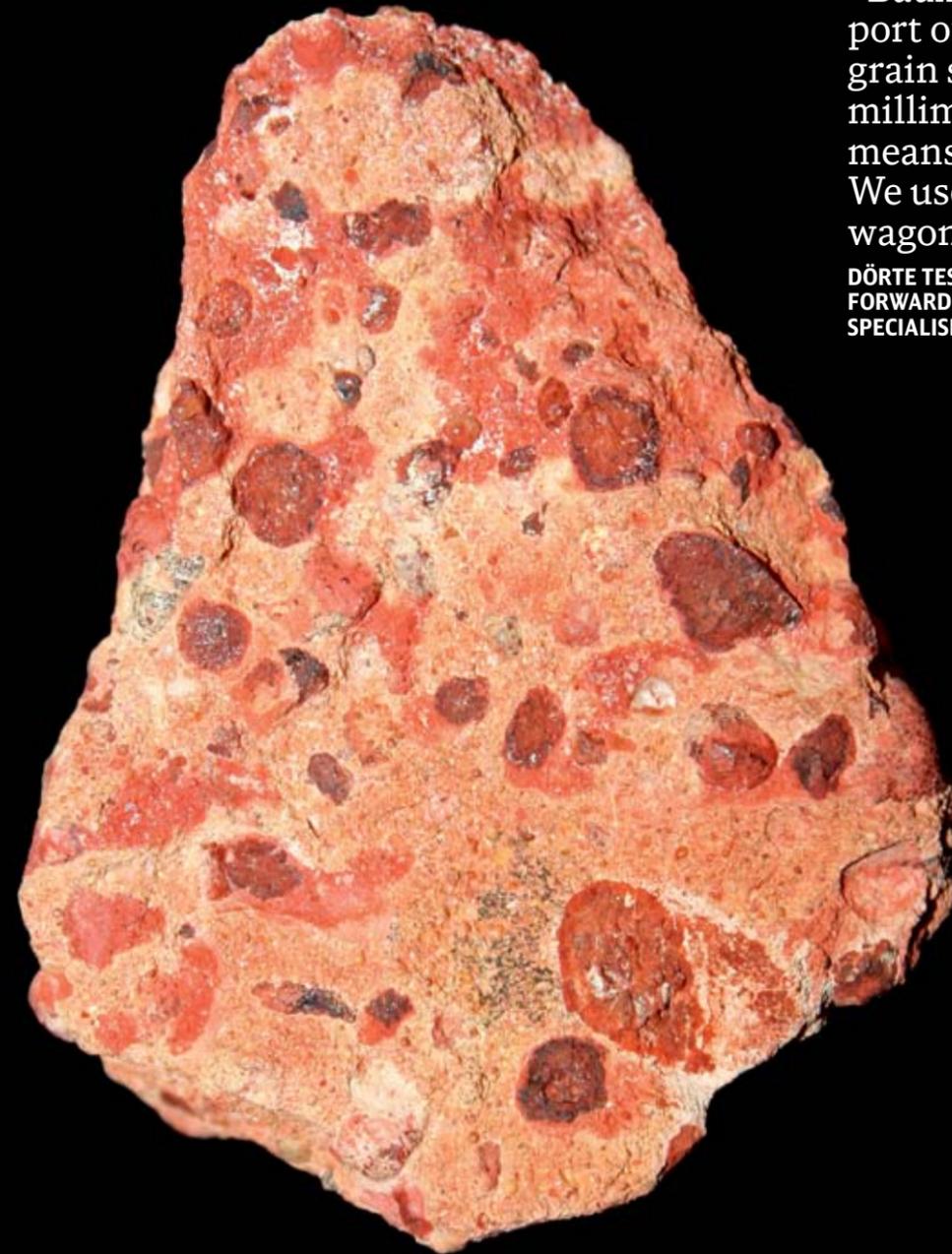
What does this mean for us at DB Schenker Rail? We intend to continue our course of working with you, our customers, to implement intelligent, sustainable and economically effective transport and logistics solutions. We plan to concentrate on joint optimisations and innovations and at the same time to expand the DB Schenker network.

In addition, we intend to continuously develop the delivery standards and competitiveness of our core services and thus to convince you of existing and future offerings. Once again, you will find in this magazine the best and most up-to-date examples of what we can do.

I hope you find this magazine inspiring and an entertaining read.

Axel Marschall

Member of the Management Board
DB Schenker Rail



“Bauxite arrives at the port of Rostock in a grain size of 10 to 50 millimetres, which means that it’s chunky. We use semi-open wagons to transport it.”

DÖRTE TESCH OF UBT, A FREIGHT FORWARDER IN ROSTOCK THAT SPECIALISES IN BULK GOODS

A raw material with base properties

Bauxite is mined almost exclusively overseas. The three biggest producers – Australia, China and Brazil – together supply more than half the raw material extracted worldwide, from which aluminium is produced in a complicated procedure. Chemists also describe it as a “base” element. The automotive industry

is the most important user of this light metal, but it is also indispensable in aircraft construction, the packaging industry and mechanical engineering. “We supply bauxite as an aggregate to the ArcelorMittal steelworks in Eisenhüttenstadt – around 6,000 tonnes of it each year,” says Dörte Tesch of UBT, a freight forwarder in Ros-

tock that specialises in bulk goods. “Bauxite arrives here in the port in a grain size of 10 to 50 millimetres, which means that it is chunky. We use semi-open wagons to transport it.” UBT has a warehouse in the port of Rostock, from which customers can request deliveries of bauxite as required (see also pages 08–11). **ok** ■

Titelphotos: iStockphoto; Photos: Mauritius Images; DB AG

08 Focus Aluminium

Success for Euro Cargo Rail in southern France: Alteo has extended its contract for bauxite shipments for the aluminium works in Gardanne by three years. Each year, 700 trains are expected to run, and the aim is for at least 98 per cent to arrive on time.

Customers & Projects

- 12 Sunny trains through Spain**
For the first time, Transfesa is delivering swap bodies from Catalonia to Andalucia by train, thus positioning itself as a pioneer in environmentally friendly rail transport.
- 14 Far off the beaten track**
Sakhalin was the destination for 750 tonnes of German-produced pipes. But first, they had to negotiate 11,000 kilometres by rail and then cross the Tatar Strait by railway ferry.

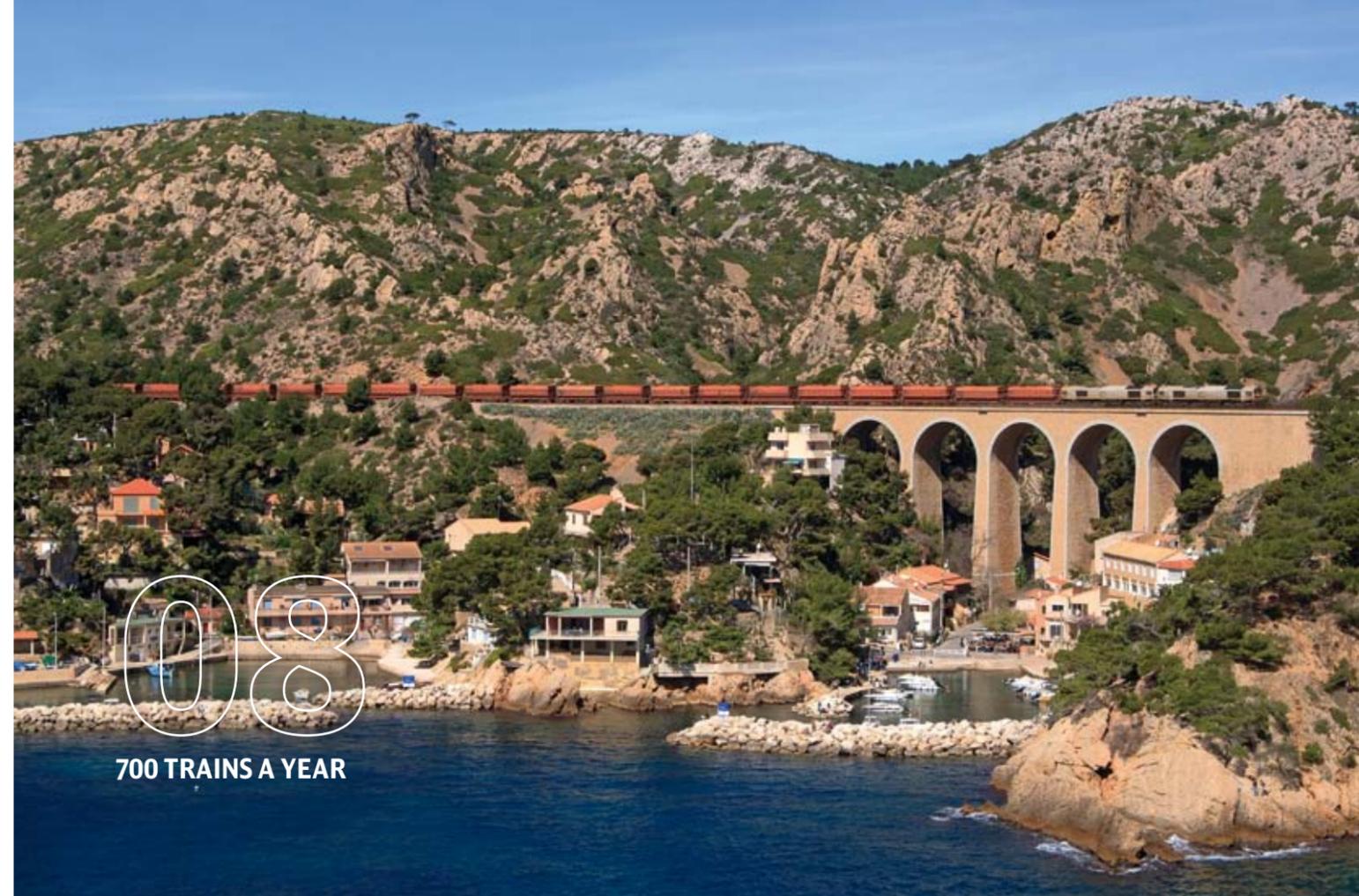
Markets & Innovations

- 16 “Talking closely with customers on Netzwerkbahn”**
“Netzwerkbahn”, or network rail, DB Schenker Rail’s new business model, is picking up speed. Sven Löffler, Netzwerkbahn project manager for sales at DB Schenker Rail, talks to *railways* about the results of last autumn’s market research survey on Netzwerkbahn and the next steps.
- 19 Modern locomotives for Poland**
Siemens is to deliver 23 modern Vectron electric locomotives to DB Schenker Rail Polska by early 2015. The first two were handed over in Warsaw in December.
- 20 Door to door**
DB Schenker Rail UK is expanding its intermodal portfolio: the new D2D service offers integrated rail and road transport all the way from the quayside to the warehouse or factory.

- 22 It’s all in the length**
The first 835-metre-long freight trains are running in Germany – from the Maschen marshalling yard to the Danish border crossing at Padborg.

Company & People

- 26 Ship your wagon**
A new supply chain from northern Europe to northern Italy: trains commute between Kiel and Verona twice a week. The new transport operation was initiated by DB Schenker Rail’s Intermodal division and its customer Kombiverkehr.
- 28 A successful start-up**
It is ten years since DB launched in Bulgaria. It now has a market share of twelve per cent in Bulgaria and is integrating the country into its European network.
- 29 Outstanding “Innovation in Multimodal”**
In Germany, the US company Mars produces not only chocolate bars but also pet food and other essentials for domestic animals. DB Schenker helps to sell these goods throughout Europe – and has now been awarded for its efforts.
- 30 Final Call/Save the Date/Imprint**



08
700 TRAINS A YEAR



22
IT'S ALL IN THE LENGTH

Photos: Ludovic Battesini; Michael Rauhe/DB AG



**DORDRECHT/NETHERLANDS
WESTERN PORTS CONFERENCE**

Forty representatives of the maritime transport sector met in Dordrecht in the Netherlands to discuss prospects and current challenges in relation to the intermodal transport chains of Dutch and Belgian seaports. As usual, DB Schenker Rail's Intermodal division had invited shipping companies, freight forwarders, port authorities and operators to the annual Western Ports Conference, which focused on the topic of "changes in the maritime container business and growth prospects for ports and railways". Axel Marschall, Head of Sales and Member of the DB Schenker Rail Management Board, gave a report on business development in volatile times. The main discussion points at the conference were the ports' expansion plans, especially those for the Port of Rotterdam, as well as their impact on the railways' market share and the competition situation among the ports. *ok*

**LONDON/UNITED KINGDOM
TWO AWARDS FOR DB SCHENKER RAIL UK**

DB Schenker Rail UK has won the prestigious Rail Freight Award at the Global Freight Awards in London. British freight customers grant this award to honour top rail performance in the past year, especially the company's successes in promoting hinterland transport links for seaports. DB Schenker Rail UK also won the Environment Award for its logistics concept for the construction work leading up to the summer Olympic Games in London. In the picture, David Legge, Business Development Manager (left) and Carsten Hinne, Managing Director Logistics of DB Schenker Rail are happy about receiving the awards. Alain Thauvette, CEO of DB Schenker Rail UK, comments: "We are exceptionally proud to have received the Rail Freight Award. I dedicate it to our staff, who work hard every day to make sure that we keep our promises to our customers." *ok*



**FRANKFURT (MAIN)/GERMANY
NEW MANAGEMENT BOARD AT TFG TRANSFRACHT**

Just a few months after it completely took over TFG Transfracht, DB also set a new course on the staffing front. Christina Arndt (43, center), who has been in charge of marketing and sales since September 2012, took on the additional role of CEO from 1 January onwards. Since the start of the year, Kerstin Corvers (44, left) has been supporting her as Manager of Operations. She is successor to Ralf Günter Kloss, who remains spokesman for the management board of DB Intermodal Services GmbH. Since the beginning of the year, Rainer Götde (45) has been responsible for the finance and controlling department. The contract of Falk Holtz, who had been MD since 2010, terminated at the end of 2012. TFG Transfracht is Europe's market leader in containerised seaport hinterland transport from the ports of Hamburg and Bremerhaven to locations in Germany, Austria and Switzerland. Its customers are international shipping and logistics companies. It has a daily transport capacity of 4,800 TEUs. *ok*



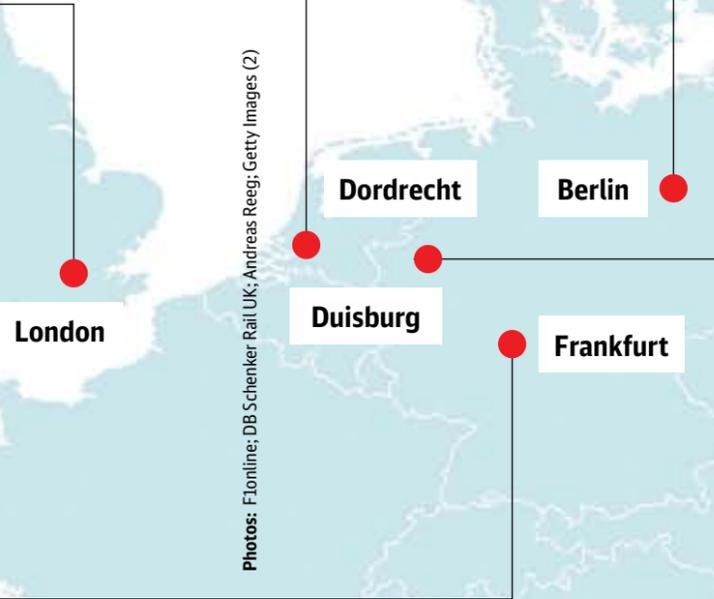
**BERLIN/GERMANY
ENGINE DRIVERS MOVE WITH TABLET PCs**

The paperless driver's cabin is being introduced to German freight locomotives. By the end of this year, DB Schenker Rail will equip all its 5,000 engine drivers with tablet PCs with internet access. This means that they will no longer have to carry paper copies of timetables, instructions and rule books. This switch will save not only seven tonnes of paper a year but also space and, above all, time. A start was made last December by the 450 engine drivers based in Berlin, who are currently testing the tablets with their 10-inch displays extensively up until March. In the long term, the tablet PCs are planned to be used throughout Europe, with the aim of improving quality in cross-border transport. *ok*



**DUISBURG/GERMANY
UNIFORM CONSIGNMENT NOTE FOR TRANSPORT TO CHINA**

DB Schenker has, for the first time, brought a freight train from Chongqing in China to Duisburg with just one CIM/SMGS consignment note. DB Schenker Rail and the Chinese rail operator YuXinOu Logistics Co. were in charge of the trial. Uniform consignment notes can significantly reduce the journey time across the trans-Eurasian land bridge from China to Europe by making lengthy stops at border crossings redundant. The journey time currently stands at around 18 days. Until now, these rail transport operations over a distance of 11,000 kilometres have required two consignment notes, which also needed to be rewritten and amended at the border. The use of an electronic consignment note is now also emerging as an option. *ok*



Photos: F1online; DB Schenker Rail UK; Andreas Reag; Getty Images (2)

“We are committed to getting 98 per cent of our shipments to their destination on time. This way we show our customers how finely attuned to their requirements we are.”

ÉRIC CERUTTI

700 trains a year

Success for Euro Cargo Rail in southern France: Alteo has extended its bauxite transport contract for three years.

Paul Cézanne painted Gardanne shortly before this provincial village became a mining town at the end of the 19th century. The bauxite deposits at Gardanne are now exhausted, but the Alteo aluminium works is still there – the oldest in the world and the only site in France where this light metal is produced. The raw materials now come by ship from overseas: 1.1 million tonnes of bauxite are unloaded every year in the Mediterranean port of Fos-sur-Mer and then sent on by rail to Gardanne, on the line between Marseilles and Aix-en-Provence.

For the past three years, Euro Cargo Rail (ECR) has been responsible for these transport operations over a distance of some 60 kilometres, and Alteo (formerly Rio Tinto Alcan) has recently renewed its contract with this French DB subsidiary for a further three years. This logistics service is certainly a demanding one: “The customer only has a very limited storage capacity and processes the bauxite as soon as it is delivered,” says Éric Cerutti, ECR’s head of sales for southern France. “This means they expect nothing less than flawless reliability.” Up to now, 96 per cent of the 700 bauxite freight

trains dispatched from Fos-sur-Mer reached Gardanne on time – but in the new contract ECR has committed itself to achieving even higher quality standards. “In future, we want 98 per cent of our shipments to arrive at their destination on time. This way we show our customers how finely attuned to their requirements we are,” Éric Cerutti says. To achieve this goal, ECR now keeps an eagle eye on the trains, which each carry around 1,550 tonnes of bauxite, and organises wagon repairs itself without any red tape. Any losses that the customer incurs as a result of delays are made good within 24 hours. Éric Cerutti makes no secret of the reasons for the company’s success: “Our employees are essential to achieving our goals – it is thanks to their efforts that we have been able to reach them.” ECR has assigned eleven engine drivers and two other staff members, as well as three Series 77 diesel locomotives, to work on these transport operations (for more about bauxite, see page 02). **ok** ■

Contact | Nadja Rachow
Telephone: +33 (0)97 7400-047
nadja.rachow@dbschenker.com

A FINE PROSPECT:
One of ECR’s bauxite freight trains en route from Fos-sur-Mer to Gardanne near the Mediterranean coast.

Photos: Ludovic Battesini

A special metal



GLEAMING: Aluminium can be used in the most diverse range of sectors – in this case, in a distillery.

RECYCLING: Aluminium is completely suitable for recycling, with no loss of quality. In this process, aluminium can be remelted with low energy expenditure. The recycling process requires only around 5 per cent of the energy that is needed to produce the primary metal.

WEIGHT: Aluminium is a very light metal with specific gravity of only 2.7 kg/dm³, about one-third of that for steel. It can be alloyed to the same strength as many varieties of structural steel. The use of aluminium reduces the dead load, for example, and energy consumption, while increasing the ultimate load.

MOULDABILITY: Aluminium is very suitable for shaping. It can be extruded, cast, drawn and rolled. Aluminium profiles can thus assume the most diverse forms and offer solutions for a very wide variety of applications.

Dream substance for designers and engineers

DB Schenker Rail is looking after some of the raw material supplies for the Slovak aluminium works in Ziar nad Hronom on behalf of the Company Partnership. Weekly level reports help to schedule the trains accurately

If you want it light, you have to pay: aviation, vehicle construction and space flight often rely on aluminium in order to save kilograms. This substance is around one-third of the weight of steel but, when combined with other metals in the correct ratio, is just as strong. What is more, aluminium is the third-commonest metal in the Earth's crust. So, is it a dream substance for designers and engineers who want to do without heavy steel? Aluminium is usually found in bound form. This means that, in order for the metal to be separated from the raw material, the basic material is heated to almost 1,000 degrees in an electric furnace. Then the pure aluminium is sucked out.

An average household uses 4,000 kilowatt hours of electricity in a whole year, so when one considers the 15,000 kilowatt hours of electricity that are needed to smelt one tonne of aluminium out of four tonnes of bauxite, electricity is not just energy in this sector, but one of its two core resources. Although there may be a virtually inexhaustible supply of bauxite worldwide, electricity – at least, of the affordable variety – seems to be running short in these parts. Aluminium production is economic only if cheap sources of energy are available.

Around 41 million tonnes of primary aluminium were produced worldwide, including Europe, in 2010. One of those plants is in Ziar nad Hronom in Slovakia, in southeastern Europe. A majority stake in the plant is owned by the Norwegian company Hydro Aluminium, which is one of the largest fully integrated alu-

minium companies in the world and a longstanding DB Schenker Rail customer. Ziar nad Hronom produces around 160,000 tonnes of the pure metal. Four times that quantity of bauxite or double that amount of alumina powder is required as a raw material.

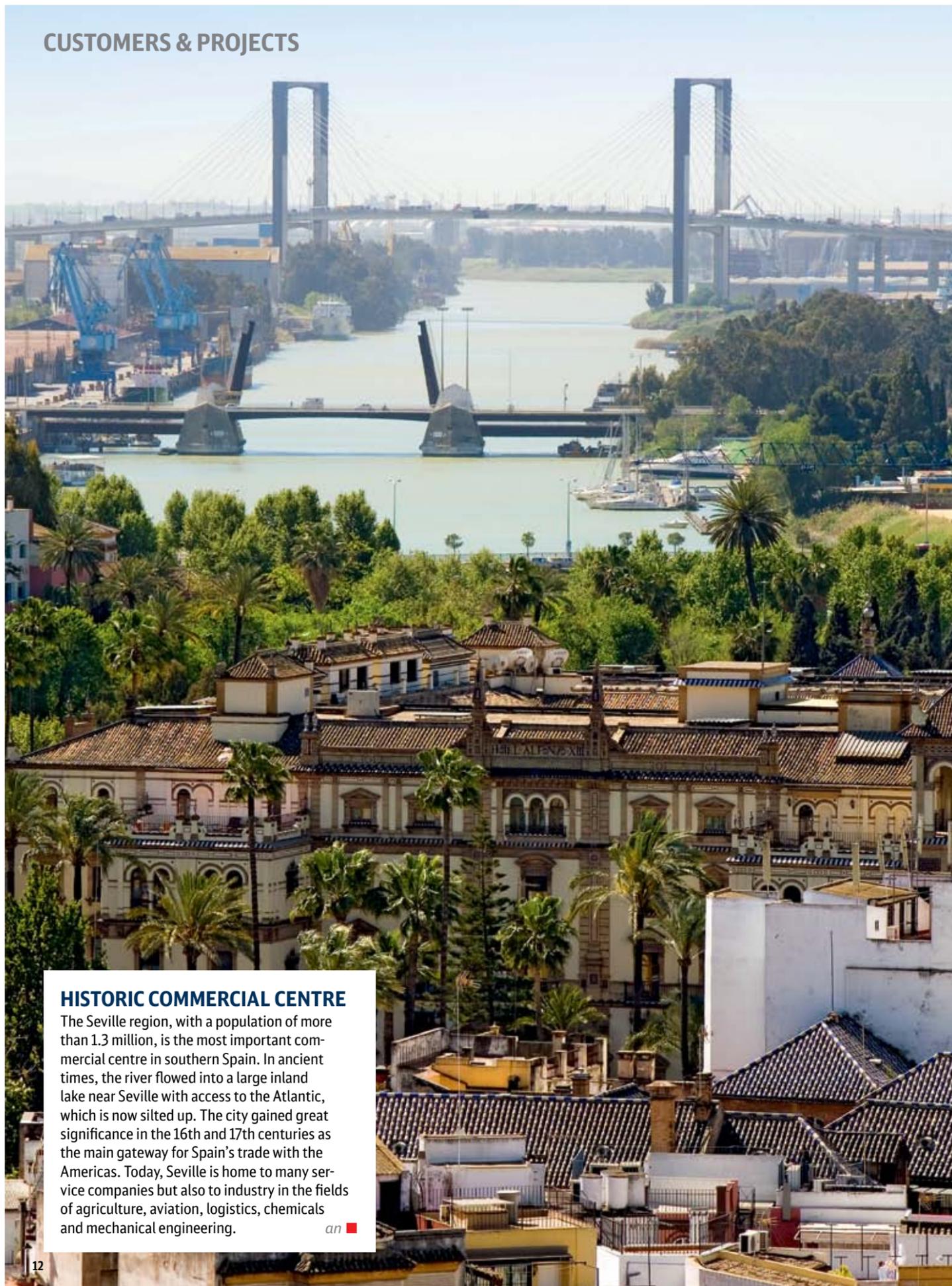
“What is important for such plants is not just to be close to a permanent source of energy but also to have a regular, reliable supply of raw materials,” says Kerstin Derpmann, Account Manager at DB Schenker Rail Nederland. “Hydro and Slovalco rely on rail transport for this reason.”

DB Schenker Rail delivers 120,000 tonnes of alumina in two scheduled trains from Rotterdam every week. In addition, since October 2011, shipments of alumina have been reaching the plant in Slovakia from the Bosnian aluminium plant of Birac due to the support of the DB Schenker Team in South East Europe under leadership of Jens Krumbiegel. “We plan for 40 trains per year, but last year there were 45,” Derpmann says. DB Schenker Rail receives a weekly level report on the quantities in the plant's bunkers. This is a formula for success for customers and DB Schenker: the contract has just recently been renewed for the current year, 2013.

HOT GOODS: Liquid aluminium pours out of the furnace. The molten metal is then cast into thick bars, which are processed further.

Photos: Christian Thiel/Imago, Plainpicture

Contact | Kerstin Derpmann
Telephone: +31 (0)30 235-4477
kerstin.derpmann@dbschenker.com



HISTORIC COMMERCIAL CENTRE

The Seville region, with a population of more than 1.3 million, is the most important commercial centre in southern Spain. In ancient times, the river flowed into a large inland lake near Seville with access to the Atlantic, which is now silted up. The city gained great significance in the 16th and 17th centuries as the main gateway for Spain's trade with the Americas. Today, Seville is home to many service companies but also to industry in the fields of agriculture, aviation, logistics, chemicals and mechanical engineering.



Sunny trains through Spain

For the first time, Transfesa is transporting swap bodies from Catalonia to Andalusia by train, thus positioning itself as a pioneer in environmentally friendly rail transport.



Crisis, what crisis? The economic situation in some parts of Spain is actually nowhere near as bad as reports often lead us to believe. For some companies, it even offers opportunities to expand their range of customers and services. DB Schenker is one example. Transportes Ferroviarios Especiales (Transfesa), DB Schenker Rail's Spanish subsidiary, has certainly been hit by the collapse in transport volumes caused by the country's declining automotive market. However, Transfesa is at the same time making the most of the scope that the market offers in order to reposition itself.

The company has been running trains from Tarragona to Huelva since 2010. However, the route was changed in November 2012. It now extends over more than 900 kilometres from Tarragona to Seville. This city, capital of the region of Andalusia, is a major industrial and commercial centre on the Guadalquivir river, which is also navigable for sea ships. The 524-metre-long trains transport up to 1,100 tonnes of freight. By way of comparison, in Germany, trains are allowed a maximum length of 740 metres.

What is new about these special trains is that for the first time they are transporting 32 swap bodies to

Seville instead of the usual containers. "The swap-body train runs once a week and about 48 weeks a year," says Miguel Angel Fañanas, Key Account Manager at Transfesa. They mainly bring products for large retailers, such as a major supermarket chain, to Seville by rail, and these are then transported on to other parts of the country. On the way back, the trains carry paper from Seville to Tarragona.

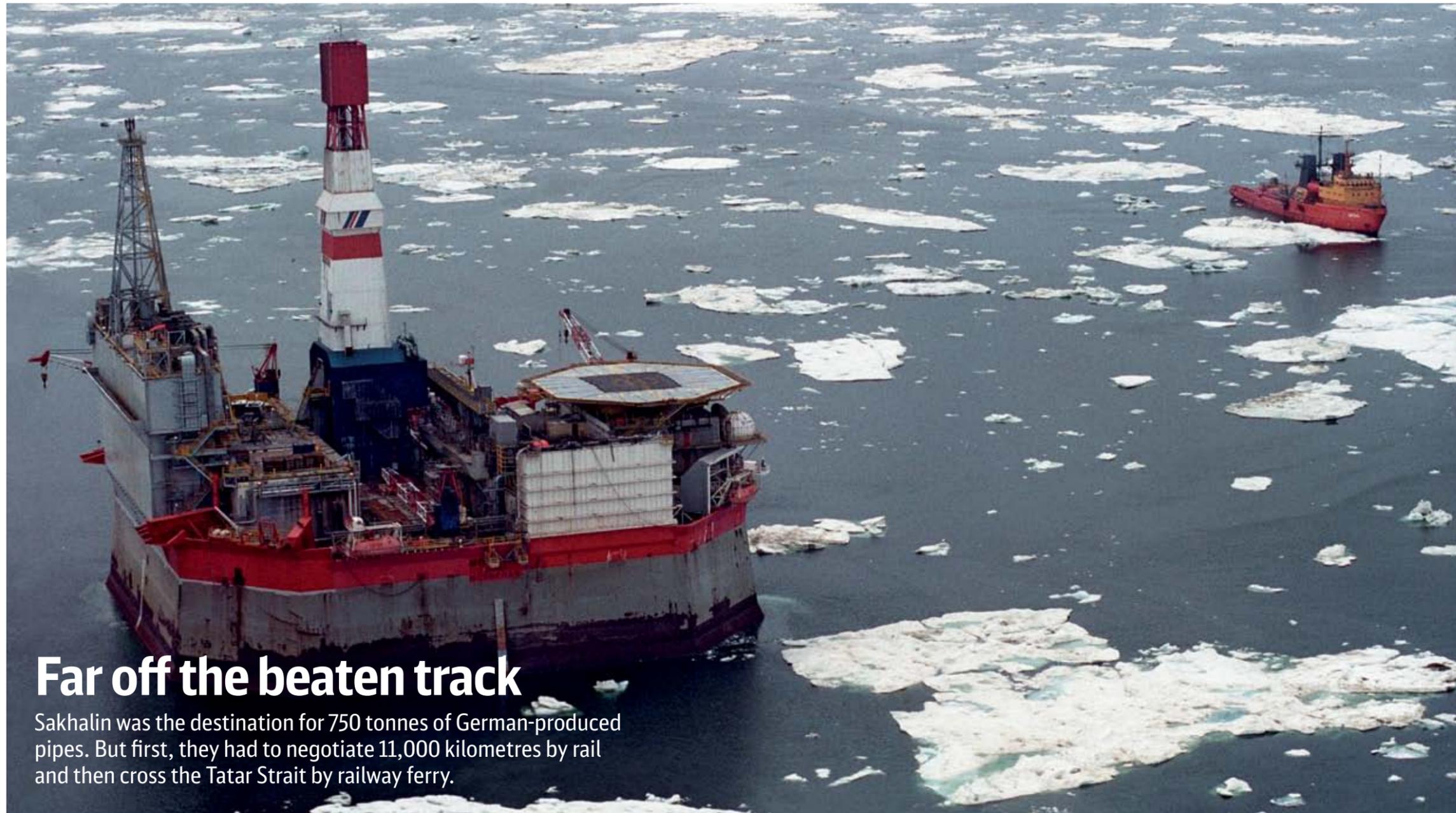
"With this swap-body train, Transfesa is positioning itself as a pioneer in rail transport in the port of Seville," Fañanas says. Indeed, the swap-body train means an increase of some ten per cent in the volume of rail transport in the port of Seville. In addition to these trains, Transfesa is running a further three container trains to Seville. They transported 32,500 containers in 2011 alone. These are transferred directly from the train onto ships in the port of Seville and then serve to supply the Canary Islands with goods of all kinds.



HUB FOR THE CANARY ISLANDS: Transfesa Rail delivers thousands of containers to Seville in Andalusia by train every year. From there, the freight goes on by ship to the Canary Islands. Swap bodies, which come to Seville by rail, are intended for the southern Spanish mainland and the region.

Contact | Miguel Angel Fañanas
Telephone: +34 (0)915 273-067
mafananas@transfesa.com

Photo: LOOK-foto; Graphic: Ole Utikal



Far off the beaten track

Sakhalin was the destination for 750 tonnes of German-produced pipes. But first, they had to negotiate 11,000 kilometres by rail and then cross the Tatar Strait by railway ferry.

The trans-Eurasian land bridge has been developing for a number of years as a corridor for rail transport from Central Europe to the Far East. DB Schenker Rail is now running regular transport chains by rail to as far as China. Occasionally, however, as in this case, the shipments are destined for the very far east of Russia. The Cologne freight forwarder Degustra needed to transport 750 tonnes of steel pipes from a well-known manufacturer in the Ruhr region to the island of Sakhalin, off the east coast of Siberia. The pipes are being used there in the extraction of oil and gas (see article on page opposite).

It involved a rail journey of 11,000 kilometres, followed by a crossing by railway ferry over the Tatar Strait to the island port of Kholmsk. "This is a very long transport chain with many challenges. Particularly the trans-

shipment of the pipes by the Belarusian railway company at the Polish-Belarusian border is one of the most sensitive links in that transport chain," says Jörg Siedenbiedel, Managing Director of Railion Russija Services.

"For this reason, our work to coordinate the whole operation with the many partners involved is of fundamental importance. A transport operation on this scale cannot go smoothly unless they work together," Dirk Grüne, authorised officer at Degustra, adds. For the German section of the route and the long journey across Russia, Degustra relies on the know-how of DB Schenker Rail and that of its international partners. The demanding transport operation in individual wagons across Russia is supervised by Railion Russija Services (RRS), a joint venture between DB and the Russian state railway operator RZD. The pipes' jour-

SAKHALIN II: The energy groups Gazprom and Shell are extracting gas and oil in the Sea of Okhotsk, northeast of Sakhalin.

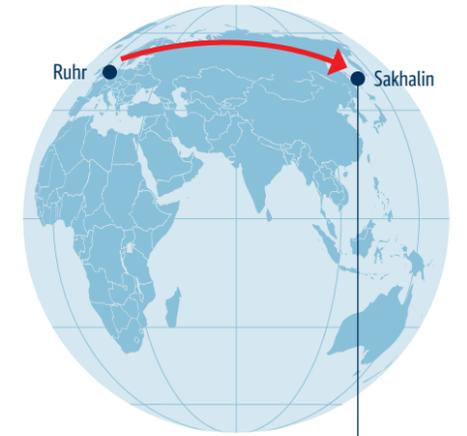
Photo: Oleg Klimov/Grimberg/Agentur Focus; Graphic: Ole Urtikal

ney halfway round the world from the Ruhr to the Russian Pacific island took six weeks to complete.

Since it was established in 2002, Degustra has been working for chemical industry companies from Germany and abroad, coal and steel industry suppliers, the motor industry, large pipe producers and plant contractors. The acronym DE-GUS-TRA outlines the field in which this Cologne-based firm specialises: transport between Germany ("Deutschland") and the states of the CIS ("GUS"). As Dirk Grüne puts it: "We've had a very trusting working relationship here with Railion Russija Services for many years." **ok** ■

Contact | Jörg Siedenbiedel
Telephone: +7 (0)495 9338-825
joerg.siedenbiedel@railion.ru

Contact | Dirk Grüne
Telephone: +49 (0)221 4203-9411
gruene@degustra.de

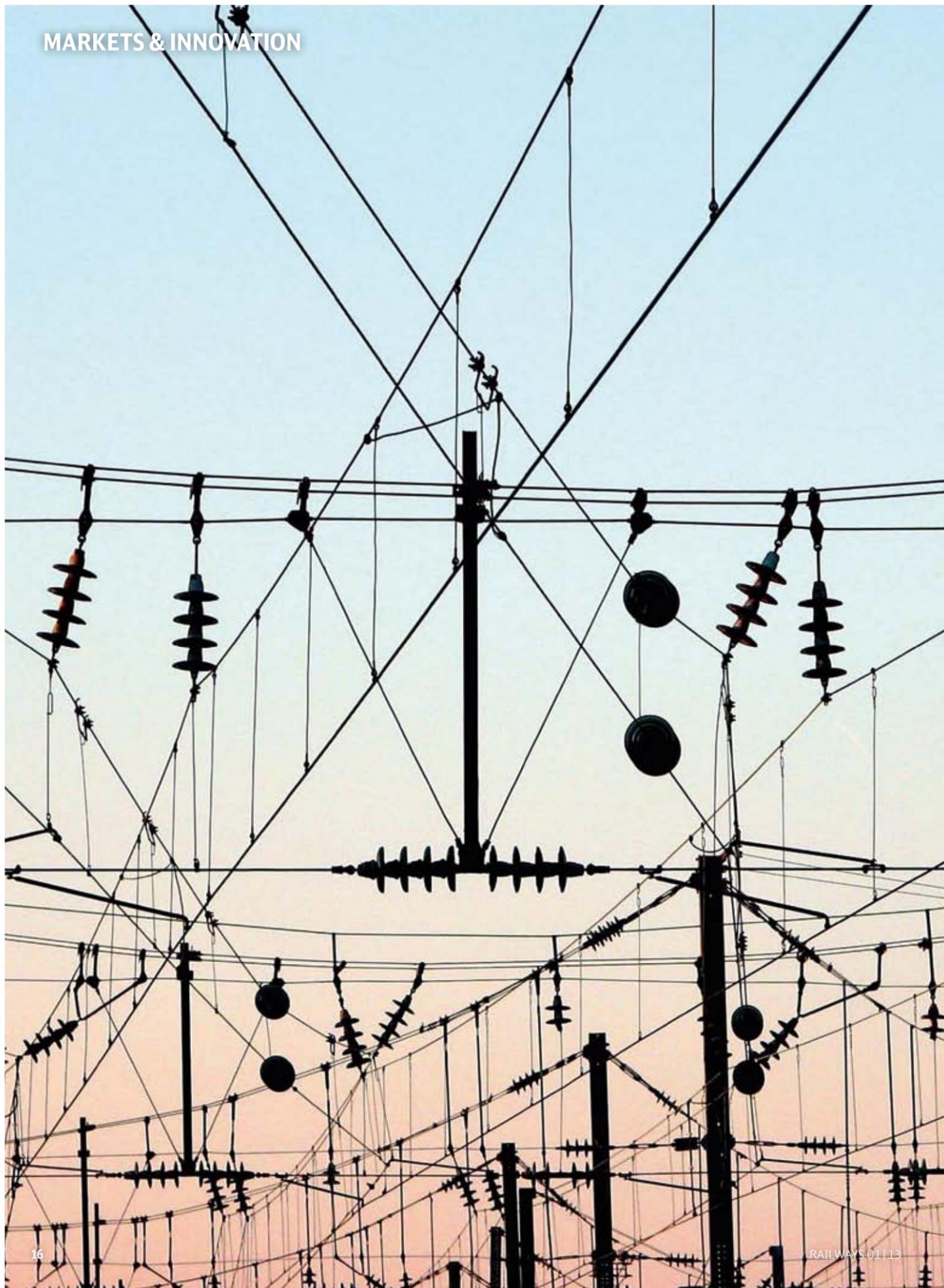


11,000 KILOMETRES: At the end of the long journey - a railway ferry.



SAKHALIN - THE FAR EAST AND FURTHER

Sakhalin is Russia's largest island, with an area corresponding in size to the Benelux countries. Sakhalin measures just about 1,000 kilometres from north to south. It is separated from the Siberian mainland by the Tatar Strait, which in places is only seven kilometres wide, and from the northern Japanese island of Hokkaido by the 43-kilometre-wide La Pérouse Strait. Once a place of exile and a land of extreme poverty, Sakhalin - along with its 700,000 inhabitants - is now experiencing an upturn thanks to its significant oil and gas deposits, both on the island itself and offshore in the Sea of Okhotsk. Sakhalin is supplied mainly by rail, as is customary in eastern Russia. Freight trains traverse the Trans-Siberian Railway or the Baikal-Amur Mainline and branch off in Khabarovsk for the ferry port of Vanino. From there, railway ferries cross the Tatar Strait to Kholmsk on Sakhalin. Parts of the island's historic narrow-gauge rail network are now being upgraded to the Russian broad-gauge standard. **ok** ■



“Talking closely with customers on Netzworbahn”

“Netzworbahn”, or network rail, DB Schenker Rail’s new business model, is picking up speed. Sven Löffler, Netzworbahn project manager for sales at DB Schenker Rail, talks to *railways* about the results of last autumn’s market research and the next steps.

Mr Löffler, you commissioned a market research survey right in the middle of the first implementation phase of the new Netzworbahn business model. Why?

Sven Löffler: It is extremely important for us to obtain customer feedback at the earliest possible stage, which we can then include in our continued planning for the business model. This is why we arranged for German customers from all sectors to be surveyed independently. The Gesellschaft für Konsumforschung, i.e. the society for consumer research, conducted this market research last autumn. I would like to take this opportunity to thank all the customers who took the time to reply to us.

And how did the customers respond? What are their views on the Netzworbahn?

DB Schenker Rail took a big step forward in implementing the business model last year. For the first time, we took the initiative and approached a large proportion of our customers to brief them. They understand the need for this comprehensive reorganisation of our business and are, fundamentally, positive about it. Our customers want to find out what opportunities Netzworbahn holds

in store for them and are interested in working closely with DB Schenker Rail to discuss these.

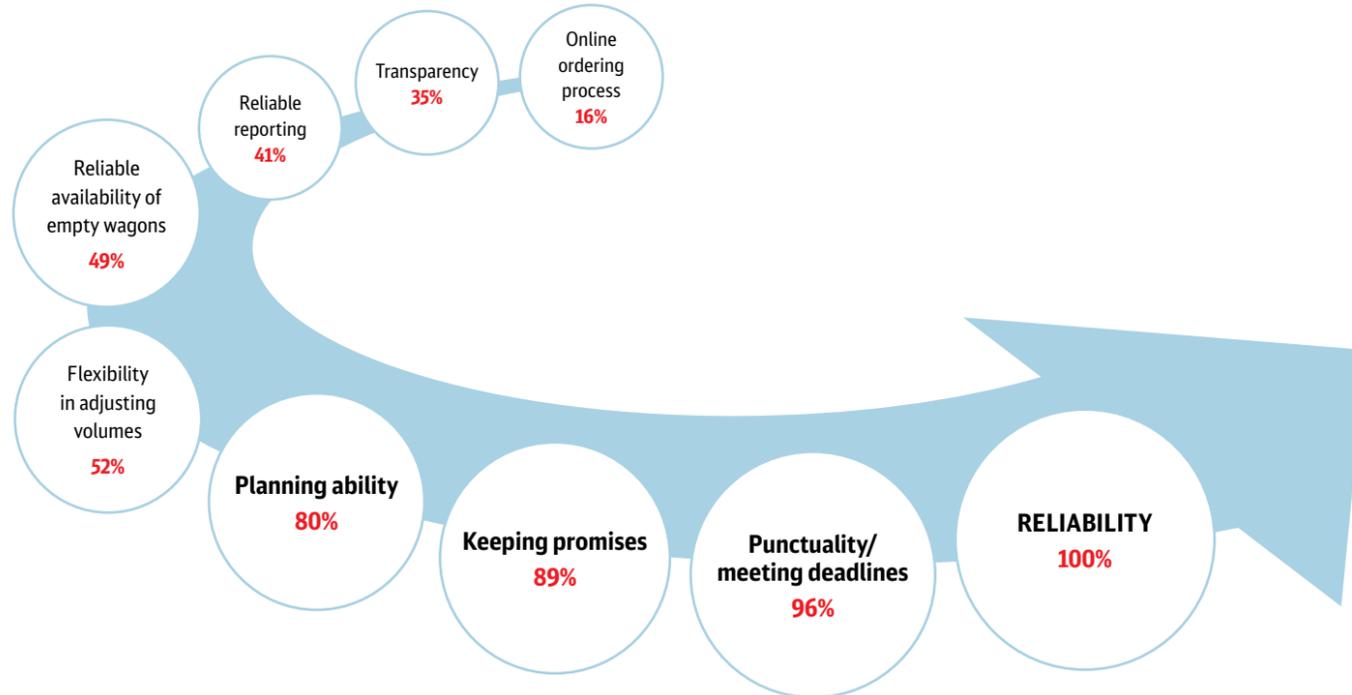
What are your customers’ reasons for viewing the Netzworbahn as necessary?

Our customers tell us that, where the duration of transport operations is concerned, it is crucial to them that we should be reliable and stick to our promises. They also say that they are not always satisfied with the status quo. This may initially seem negative, but it in fact strengthens our resolve, because improvements in these two areas are key objectives of the Netzworbahn project. Our customers’ goals match our own: Netzworbahn will make their supply chains easier to plan, because our traffic will be more reliable, and when, for example, problems arise, we will be able to inform customers in a more accurate and pro-active manner. In doing so, we are also creating a solution that will enable us to maintain and strengthen single-wagon transport for our customers in Germany in future. We are not pulling out of that business – on the contrary, we want to make sustained improvements to our performance in this area. ▶

SVEN LÖFFLER: The Netzworbahn project manager in sales values close dialogue with customers.

Customers' most important quality criteria

In the market research survey, companies were also asked what is most important to them. Top of their list were reliability, meeting deadlines and keeping promises. The figures show which percentage of the customers taking part in the survey mentioned each criterion.



► Continued from page 17

What criticism and concerns were reported back to you by the companies you surveyed?

Some customers fear a decline in flexibility. This indicates that we need to communicate our concept even more clearly and do more to tailor this communication to individual customers. After all, our customers will still be able to order flexible volumes on flexible connections, just as they have been able to in the past. What we are doing, though, is introducing a capacity-management system, which immediately informs a customer booking a shipment whether we can carry it at the requested time. If not, we suggest alternatives. What's more, as soon as they make their booking, customers receive an indication of the shipment's scheduled arrival time, which makes planning much easier for recipients.

Can customers also expect improvements in the case of your own empty wagons?

Yes, in future our empty wagons will also receive internally binding, capacity-checked transport schedules, which will enable us to determine at an early stage whether an empty wagon will be reaching the customer on time or not. What's more, from 2014 we'll be able to schedule our empty wagons automatically several times a day, which is expected to increase the availability of freight wagons.

DB Schenker Rail has around 4,000 customers, and not all of them are familiar with the new business model yet. What are you going to do next?

We are launching the introduction as a constant, accelerating process over several years, through which, together with our customers, we stand to gather valuable experience and continuously improve that process. As a result, the changeover will not affect all our customers simultaneously, and our sales staff can talk to their customers in sufficient time over a period. We are not going to ambush anybody. Rather, we want to work with our customers and take the time to analyse internal processes, guide them through necessary changes and learn from steps that have already been taken.

What are the specific plans for this year?

In 2013, we will first start ramping up the volumes in the capacity-management system, with which we can gather experience - as can our customers. We will analyse in detail what works well and where further improvements are necessary. Second, we will expand the interlinking of block trains and single wagons. Finally, we will be switching the system for ordering by fax, which is not exactly up-to-date any more, to our web portal RailServiceOnline in 2013. The Netzwerkbahn concept will pick up even more speed this year, and our customers will be with us for the ride! ■

FEEDBACK: 20 customers from all market segments took part in DB Schenker Rail's market research last autumn.

Photo: Christoph Müller/DB AG; Graphic: Ole Utikal



Modern locomotives for Poland

Siemens is to deliver 23 modern Vectron electric locomotives to DB Schenker Rail Polska by early 2015. The first two units were handed over in Warsaw in December.

DB Schenker Rail Rail Polska was delivered the first two modern freight locomotives by Siemens in Warsaw in December 2012. The company is stepping up the rejuvenation of its locomotive fleet with these Vectron electric locomotives. Siemens is due to deliver a total of 23 Vectron locomotives to DB Schenker Rail Polska for the Polish DC network by early 2015. With this investment, which is in the high double-digit million euro range, DB Schenker Rail Polska is underpinning its claim of becoming a Premium Rail Service Provider in Poland.

"The new locomotives are part of our concept for building a pan-European network, in which we shall operate our international trains predominantly using electricity," says Hans-Georg Werner, Head of Region East at DB Schenker Rail. "With this investment, we will also reduce our carbon dioxide emissions and get closer to reaching our goal of being a pioneer in environmental protection." The company hopes that the Vectron locomotives will lead to a significant reduction of maintenance costs and in the medium term the option of opening up new transport corridors with its own rolling stock. The contract with Siemens also

contains an option for a further 13 locomotives. "These efficient locomotives, which are among the most modern in Europe, will strengthen our position in the Polish market. They are also a clear signal to our customers that we believe in the Polish transportation market. We belong to the few enterprises which invest in the modernisation of the fleet of vehicles despite the difficult market situation in Poland," says Christian Schreyer, CEO of DB Schenker Rail Polska. "I also expect them to allow us to boost our quality even further." ■

WINTER SERVICE: The first Siemens Vectron locomotive is presented in DB colours in Warsaw.

THE NEW VECTRON LOCOMOTIVE IN FIGURES

Length:	18.98 m
Weight:	80 tonnes
Rated power:	5,200 kW (7,000 hp)
Speed:	160 km/h
Axles:	4

Door to door

DB Schenker Rail UK is expanding its intermodal portfolio: the new D2D service offers integrated rail and road transport all the way from the quayside to the warehouse or factory.

From door to door, or all the way from the quayside to the warehouses of wholesalers and retailers: DB Schenker Rail UK is expanding its services for industry and commerce customers in Great Britain. The new D2D service creates integrated supply chains in intermodal transport by road and rail with the aim of offering customers a door to door service that is on time and under one roof.

“Rail freight transport is easy to use, and our job is to ensure that our customers see it in the same way,” says Carsten Hinne, Managing Director, Logistics at DB Schenker Rail UK. “D2D provides our customers with easy access to rail freight transport, because they know that we are not only organising the freight train for them but also the port handling and all the ‘last mile’ details. Our aim is to help producers and traders to make more use of rail for their shipments. D2D is a tailor-made product that meets our customers’ requirements.”

This new intermodal service is DB Schenker Rail UK’s response to rising demand from businesses: more and more industrial and commercial companies in the United Kingdom are keen to increase the proportion of rail transport in their logistics chains. This is prompted by capacity and cost issues as well as the growing importance of environmental protection in logistics. With D2D, DB Schenker Rail UK is both removing barriers to rail freight transport and integrating rail into existing supply chains. The company’s unique national network offers fast, frequent connections between all major British ports and distribution centres in the hinterland. D2D is a service for large companies that need whole container trains as well as for companies with a smaller volume of cargo. *ok* ■

Contact | Gareth Davies
Telephone: +44 (0)7710 392-495
gareth.s.davies@dbschenker.com

“D2D provides our customers with easy access to rail freight transport, because they know that we are not only organising the freight train for them but also the port handling and all the ‘last mile’ details.”

CARSTEN HINNE

Photo: DB Schenker Rail UK



A SMART COMBINATION: D2D is DB Schenker Rail’s way of meeting many customers’ demands for new intermodal solutions.

The attraction of the Channel Tunnel

DB Schenker Rail is expanding its European network with additional connections from Great Britain to continental Europe.

Rising demand has now prompted DB Schenker Rail to increase the number of international crossings that it makes through the Channel Tunnel from and to Great Britain. A fourth weekly connection between Hams Hall in the English Midlands and Domodossola on the Italian-Swiss border was established last autumn. A wide range of customers from commerce and industry are using this rail connection as an environmentally friendly alternative to road transport. “This fourth weekly service is boosting our ability to offer customers a regular, reliable alternative to lorries,” says Alain Thauvette, CEO of DB Schenker Rail UK. However, this is by no means the end of the story. Before spring is over, a fifth weekly departure is going to be launched that should close the remaining gap in the number of weekday crossings. Then there will be a freight train setting off from Hams Hall for Domodossola every day from Monday to Friday. Also, just one year after DB Schenker Rail established its first rail freight connection between Britain and Poland, the company has doubled the number of weekly departures on that route from one to two. The train from Barking in east London to Wrocław can also carry swap bodies and containers with continental European loading gauges, which is not otherwise possible on the rest of the British network because of the smaller clearance. “The doubling of our capacity and the growing demand demonstrate that we are developing this new pan-European rail transport corridor successfully,” says Christian Schreyer, CEO of DB Schenker Rail Polska. As with the connection between Britain and Italy, DB Schenker Rail’s medium-term goal for the London-Wrocław route is to increase this service to five departures per week. *ok* ■

Contact | Jonathan Bailey
Telephone: +44 (0)7801 905-381
jonathan.bailey@dbschenker.com



RECORD LENGTH IN GERMANY:
The launch of the first 835-metre-long freight train to Denmark.



A JOINT CELEBRATION FOR
Ulrich Bischofing, DB AG, Johann Lünemann, DB Netz AG, Mirko Pahl, DB Schenker Rail Deutschland AG and Frank Limprecht, DB Schenker.



Fotos: Vorname Nachname, Bildagentur

It's all in the length

The first 835-metre-long freight trains are underway in Germany – from the Maschen marshalling yard to the Danish border crossing at Padborg.

The dull winter weather is quite out of sync with the new pioneering spirit that's felt here. Late last year, at Europe's largest marshalling yard in Maschen, DB Schenker Rail fired the starting gun for the first scheduled 835-metre-long freight train. DB Netz has invested around ten million euros in upgrading the infrastructure on the 210-kilometre-long line from Maschen, on the southern edge of the Hanseatic city of Hamburg, to Padborg in Denmark for super-long trains.

More and more often, transport operators are asking for long trains so as to make more efficient use of resources, especially for shipments to Scandinavia. This is because 835-metre-long trains have been permitted in Denmark for some time already. In contrast, the maximum train length on the German rail network is limited to 740 metres, and on the Maschen-Padborg stretch it has until now been lower still, at just 670 metres.

"These 835-metre-long trains are a first and major milestone in making rail freight transport more productive, especially in competition with the road haulage," says Mirko Pahl, Member of the Management Board for Production at DB Schenker Rail Deutschland. Numerous planning and organisational preparations were required, along with adjustments to the infrastructure between Maschen and Padborg, to enable the new freight trains with an extra 165 metres – or ten more wagons – to be continuously on the go. Hansjörg Hess, Member of the Management Board for Production at DB Netz AG, emphasises: "Here in Maschen, a new era for cross-border freight transport has begun."

However, DB Schenker Rail is pursuing even more far-reaching plans: "In the long term, we want to run trains that are up to 1,500 metres long on specific corridors," says Pahl. A first research project for trains of this length is due to begin in 2013. Europe is still a long way from North American standards, though: rail operators there are testing double-decker container trains that are over five kilometres long. an ■

Industry's reliable beasts of burden

Trains take the place of thousands of lorries and are indispensable, especially on long routes.



Truck with trailer: 18.75 m



DB Schenker Rail in Germany: 740 m



DB Schenker Rail to Padborg: 835 m



Freight trains in Russia: 1,050 m



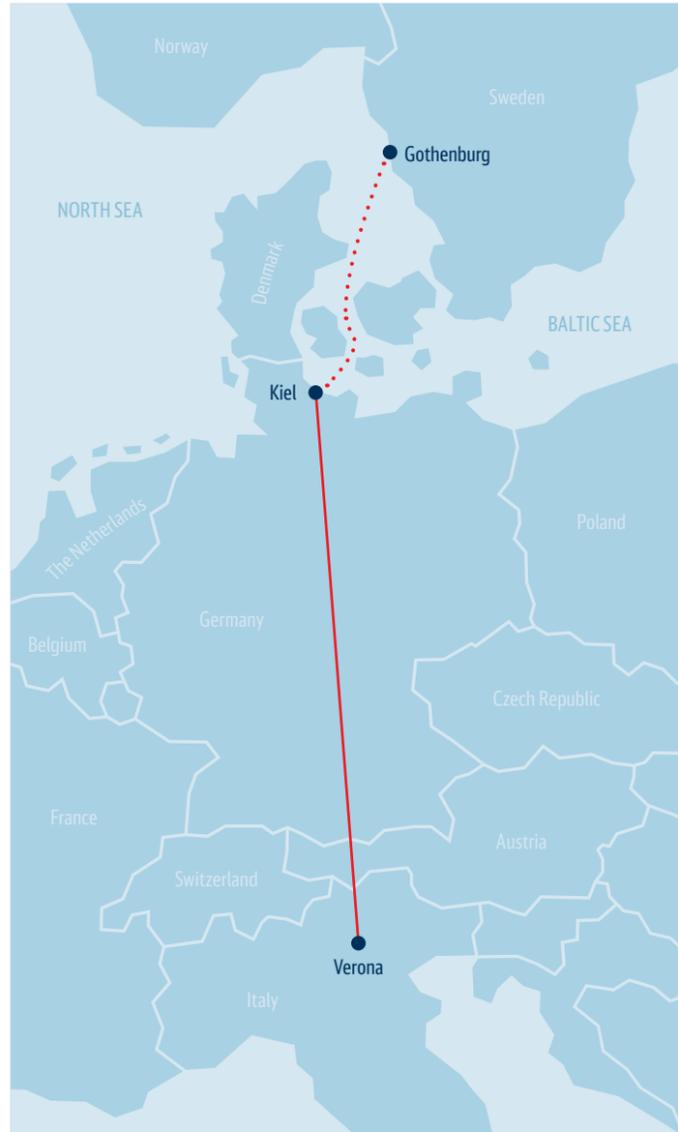
**You open up markets.
We take you there.**

Visit us at the transport logistic in Munich
Hall B6, from 4 to 7 June 2013.

Our rail freight services know no boundaries.

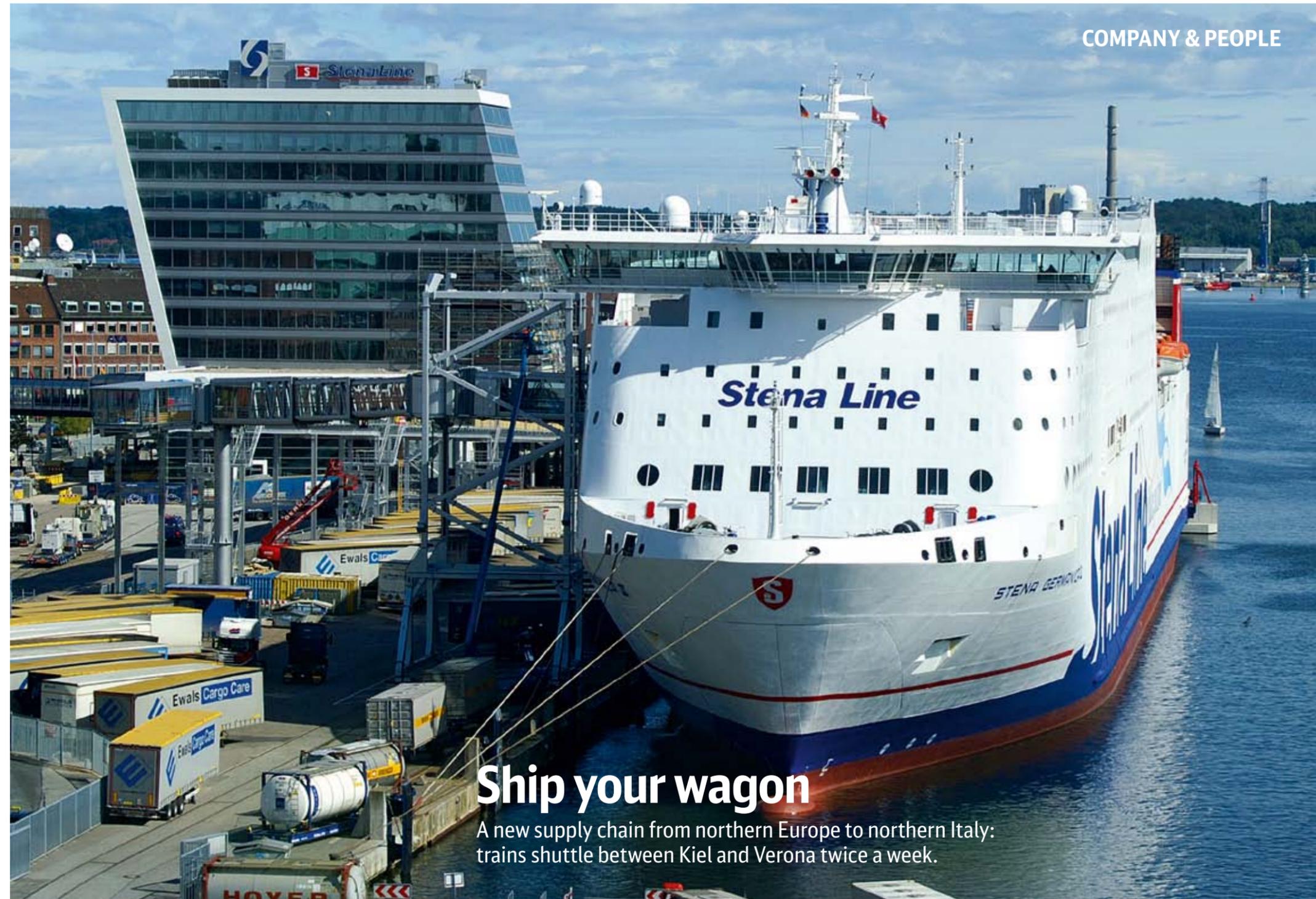
DB Schenker's international rail freight services can take your goods to destinations all over Europe. Our integrated network links rail with ocean shipping and air freight terminals, offering our customers Europe-wide logistics from one single source. DB Schenker provides continuous transit services and flexible connections combined with the expertise of our local staff. Test us at www.dbschenker.com.

From northern to southern Europe



STENA LINE KIEL-GOTHENBURG

The new service follows the reactivation of the railway siding at the Schwedenkai terminal in Kiel in 2010. Since then, swap bodies and HGV semi-trailers have been transferred from rail to ship or road at the Stena Line ferry berth there. About two years ago, Stena Line had terminated its freight service from the Lübeck district of Travemünde to Gothenburg and concentrated its entire passenger and freight traffic between Germany and Sweden on the long-established Kiel-Gothenburg route. To this end, the company put its two jumbo ferries Stena Scandinavica and Stena Germanica, which until then had been in service on the North Sea under different names, onto the Kiel-Gothenburg line. With a capacity of 4,200 loading metres and 1,300 passengers each, these ships are among the largest ROPAX ferries in the Baltic Sea. They set off from each port at 7 p.m. each day and reach their destination at 9 a.m. the next morning. ■



Ship your wagon

A new supply chain from northern Europe to northern Italy: trains shuttle between Kiel and Verona twice a week.

DB Schenker Rail's Intermodal division and its customer Kombiverkehr have added a further direct connection to the latter's European network: twice a week, trains commute over a distance of 1,390 kilometres between Kiel and Verona. DB Schenker Rail is responsible for getting them from Kiel to Munich, and Lokomotion/RTC is in charge of the southern section to Verona, including crossing the Alps. A direct ship connection in Kiel with Swedish shipping company Stena Line extends the transport chain all the way to Gothenburg (see box). Logistics companies can place an order for the whole transport operation, including the ship

Photo: PORT OF KIEL; Graphic: Ole Utikal

crossing, by making a single booking with Kombiverkehr. "With this new, direct train service, we are giving a significant boost to the capacity of our transport connections with Scandinavia using the environmentally friendly rail option," says Sylke Hussmann, Head of Continental Transport in the Intermodal division. In the past, rail transport between Verona and Kiel required a change in the Hamburg district of Billwerder. This is no longer necessary. Demand for the new Kiel-Verona connection has been very high from the outset. For this reason, the Intermodal division and its partner Kombiverkehr are working to add a third weekly departure this year. In order to ensure

good quality of these long-distance transport operations well into the future, Kombiverkehr and Intermodal have agreed on joint quality standards. The trains set off from the Schwedenkai terminal in Kiel on Wednesdays and Sundays and from Verona on Tuesdays and Saturdays. Logistics companies are able to deliver the loading units the next day or the day after that. ■

Contact | Lars Herrig
Telephone: +49 (0)30 297-54311
lars.herrig@dbschenker.eu

NORDIC SEA ROUTE:
At Kiel's Schwedenkai terminal, loading units can be transferred directly from freight wagons onto the ROPAX ferries Stena Germanica and Stena Scandinavica bound for Gothenburg.

A successful start-up

DB launched in Bulgaria ten years ago. It now has a market share of twelve per cent in Bulgaria and is integrating the country into its European network.



Bulgaria joined NATO in 2004 and the European Union in 2007, but it was ten years ago, in January 2003, that the DB group established a foothold in this little Balkan country. A small “start-up” with 49 staff started operating under the name Logistic Center Romania SRL Bulgaria, initially for internal shunting services on sidings belonging to the copper producer Umicore (now Aurubis).

This small DB subsidiary was later renamed Logistic Services Danubius, and since 2010 has been operating under its present name DB Schenker Rail Bulgaria EOOD – thus explicitly indicating the affiliation with Europe’s largest rail freight operator. These developments were accompanied by its expansion of becoming a nationwide company that now has all the licences for the Bulgarian rail network.

“I am very pleased that we’ve been given permission to cross the Bulgarian-Turkish frontier via the Svilengrad-Kapikule crossing point since autumn 2012,” says Liubomir Garchev, who has been part of the company’s management since the start and is now a key decision-maker at DB Schenker Rail Bulgaria. “Bulgaria has the potential to become a logistics hub on the Balkan Peninsula. Our future lies in inter-national transport from and to Bulgaria as well as in transit, as part of DB Schenker Rail’s pan-European network.”

Despite the economic problems confronting Bulgaria, its DB subsidiary has grown continuously in recent years. It now has 230 staff and a market share of around twelve per cent of Bulgaria’s rail freight traffic – and the trend is rising. Aurubis is still

its largest customer, but it has long since ceased to be the only one. DB Schenker Rail Bulgaria has been transporting limestone for the producer Ognyanovo since autumn 2012, and it has consequently invested in 75 new freight wagons to handle this order. Other sectors are now also using the services provided by DB Schenker Rail Bulgaria, like Knauff - manufacturer of gypsum board. Stomana Industry also relies on DB Schenker Rail Bulgaria transport services for the import of metal scrap and export of final products and for the performance of internal shunting in the plant. Other big customer is Kaolin AD – the biggest silica sand producer in Eastern Europe and kaolin produces in South-Eastern Europe.

Since January 2013, DB Schenker Rail Bulgaria is part of transit train chain of DB Schenker Rail which is performing traffics from Cologne (Germany) and destined to Kosekoy (Turkey) for DB Schenker Rail Automotive – the so called “Transfesa” traffic. DB Schenker Rail Bulgaria is the first private railway operator who takes and hands over trains from Turkey.

There is more than one good reason for celebrating our Bulgarian subsidiary’s tenth birthday and to believe in the future of the company. *ok* ■

Contact | Liubomir Garchev
Telephone: +359 (0)7286-2247
liubomir.garchev@dbschenkerrailbg.eu

LANDMARK:
Alexander Nevski Cathedral in Sofia, the capital of Bulgaria.



LIUBOMIR GARCHEV,
DB SCHENKER RAIL BULGARIA

Outstanding “Innovation in Multimodal”

In Germany, the US family company Mars produces not only chocolate bars but also pet food and other essentials for man’s best friends. DB Schenker’s subsidiary TRANSA Spedition is helping to get these goods sold throughout Europe – and has now been honoured for its efforts

When dreams come true ...” – these are the words that Gytis Raciuss, a representative of the US brand manufacturer MARS Deutschland GmbH, used to introduce a very special award: Mars presented TRANSA Spedition with the “Mars Award 2012” at the annual meeting of European transport companies in Amsterdam, in front of 80 freight forwarder representatives from all over Europe. TRANSA, a subsidiary of DB Schenker Logistics, received the award in the category “Innovation in Multimodal.” It earned the honour for the successful introduction of an environmentally friendly international freight train transport concept, which combines the advantages of transport using individual wagons with the speed and reliability of block trains.

The logistics experts from Mars and TRANSA worked for more than three years on bringing the two different transport systems together. The goal was to ship dog and cat food, such as Whiskas or Pedigree, as well as cat litter flexibly by rail from the German plants at Verden, Nordhorn, Minden and Bad Salzdetfurth. Verden an der Aller is home to the largest Mars domestic pet food factory in continental Europe. More than 1,000 staff produce around 220,000 tonnes of pet food there each year. The domestic pet food factory in Minden specialises in dry food for domestic animals.

The loaded wagons are brought to Saarbrücken and consolidated there. Next, the train spends the weekend travelling from there to the warehouse in Boigny-sur-Bionne, around 100 kilometres south of the French capital, Paris, arriving there on Monday morn-



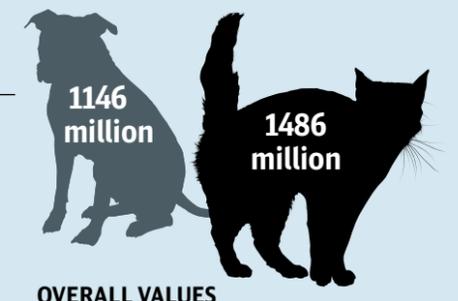
HIGHLY DISTINGUISHED:
Gytis Raciuss (left), Logistics Services Buying Manager at Mars Nederland, and Gerhard Barnasch, Key Account Manager at TRANSA.

ing. The first trial trains set off in October 2011, and scheduled transport operations were launched successfully just six months later, in April 2012. Up to february 2013, more than 1,350 four-axle private goods wagons belonging to Transwaggon were delivered in an environmentally friendly way to the French warehouse, to the customer’s full satisfaction. These rail transport operations have so far avoided around 3,000 goods vehicle shipments having to be made by road. *an* ■

DOG AND CAT FOOD TURNOVER

by type of food in Germany in 2011 (in euros)

	WET FOOD	DRY FOOD	SNACKS
CAT FOOD	971 million	318 million	197 million
DOG FOOD	362 million	411 million	373 million



Source: IVH / Statista ©2013



IN DEMAND

Over hill and dale with Professor Fröhlich

Bernhard Fröhlich (62) from Limburg has flown over the Rhine, Moselle and Saar river valleys on behalf of DB Netz. He has inspected steep slopes from a helicopter to look for possible dangers to the railway lines along the river banks.

Professor Fröhlich, you look as though you are on an Antarctic expedition in this photo.

Bernhard Fröhlich: We have to make slope inspection flights in winter, because there is no foliage on the trees then. We fly with the door open, because that makes it easier for me to look out and take my photos. When you land in the afternoon, you feel as though you are in a deep-freeze for another hour afterwards. You need a good stove at home in my line of work.

You spent a total of 25 hours in the air and examined 400 kilometres of railway tracks in the valleys. Did you find anything needing urgent attention?

Nowhere on our routine survey did we have to identify a red alarm level requiring immediate safety measures to guard against rock falls or landslides. We will now evaluate the results in

more detail and draw up a package of measures with DB Netz AG's experts.

Why does DB Netz, for whom you went on these trips, carry out these inspections?

DB Netz AG is responsible for the safety of its lines. It conducts these slope inspection flights because you can see additional aspects from the air, over and above what you can observe on ground-level inspections – for example, whether any fissures have appeared in the rocks. To do this, DB also has to examine higher plots of land on the steep slopes that it does not actually own.

How did you get involved in this chilly pursuit? Is this job over now, as far as you're concerned?

Far from it – I'm sitting right now with the 5,000 photos that I took

NUMBERS, PLEASE!

23%

of the tonnage transported by rail within the EU is accounted for by Germany. This reflects, firstly, the great part played by industry in the Union's largest internal market and, secondly, Germany's location as a transit country in the heart of Europe. It is followed by Poland with 14 per cent, Austria with seven per cent, the UK with six per cent and France and Italy with five per cent each.

Source: Eurostat

Save the Date

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

03-05
APRIL

in Milan (Italy)
DB Schenker Rail will have its own stand at the **Made in Steel** trade fair.
www.madeinsteel.it

23-25
APRIL

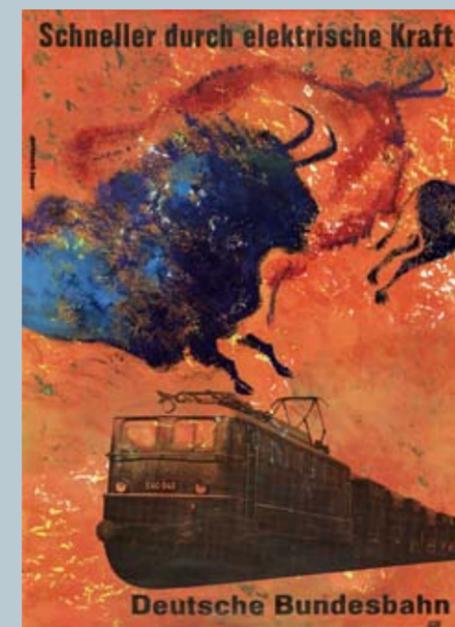
in Birmingham (UK)
Multimodal 2013 is an absolute must for freight shippers – and for DB Schenker Rail UK.
www.multimodal.org.uk

23-25
APRIL

in Moscow (Russia)
Transrussia is one of the key marketplaces for the logistics industry in Eastern Europe. DB Schenker will be there.
www.transrussia.ru

04-07
JUNE

in Munich (Germany)
transport logistic has established itself as the world's leading trade fair for the logistics sector. DB Schenker will be represented in Munich with all its business segments.
www.transportlogistic.de



Photos: Christoph Papsch; DB Museum Nuremberg

Poster from 1960 in the DB Museum in Nuremberg.

SIGN OF THE TIMES

Start of an era

In the decades following the Second World War, the Bundesbahn – as it was then known – gradually stopped smoking. New electric locomotives, like the Class E 40, gradually took over from steam engines for freight transport – and this is what the Bundesbahn promoted with this poster from 1960. It is one of three “cave posters” by the graphic artist Hans Schmandt. The inspiration for them came from the then head of the Bundesbahn's advertising office, who was interested in palaeolithic rock art and asked his graphic artists to direct their creativity towards that theme. Thereupon Schmandt visited the Altamira caves and used his impressions in the many posters that he produced. Half a century ago, the notion of “corporate design”, which is now taken for granted by companies such as Deutsche Bahn, was still a long way off. **ok** ■

Imprint

Published by
DB Schenker Rail AG
Marketing
Rheinstraße 2, 55116 Mainz

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

Project Leader
Kirsten Häcker
Telephone: +49 (0)6131 15-60137
E-Mail: kirsten.haecker@dbschenker.eu

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

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

Design
Ilga Tick (Ltg.), Ole Utikal

Photo editing
Stephanie Harke

Printers
Pfitzer GmbH & Co. KG, Renningen

Your editorial contact
l-railways@dbschenker.eu

ISSN 1867-9668

Helping the environment –
printed on ECF Paper

DB Schenker's website:
www.dbschenker.com

Information for new customers:
DB Schenker Rail AG
Marketing
Rheinstraße 2
55116 Mainz
E-Mail: neukundenservice@dbschenker.eu
Service number for new customer
information: Tel. 0180 5 331050*

*14 ct/Min. from the German landline network,
mobile phone charges may vary.

The 02 | 13 issue of railways will be published at the end of May and contains many exciting topics relating to the fair on transport and logistics

DB Schenker Rail AG
Marketing
Rheinstraße 2
D-55116 Mainz
Internet: www.dbschenker.com
E-Mail: neukundenservice@dbschenker.eu
Service number for new customer info:
Phone: +49 (0)180 5 331050*

*14 Cent / Min. from the German landline
network, mobile phone charges may vary