

railways

THE DB SCHENKER RAIL CUSTOMER MAGAZINE

DB SCHENKER

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DEVOTED TO TRANSHIPMENT

Terminals and sidings:
DB Schenker Rail combines the advantages
of all transport modes

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“We supply the tile industry in Italy by rail on a ‘just-in-time’ basis.”

JÜRGEN EISNER,
KEY ACCOUNT MANAGER CLAY AND TILES,
DB SCHENKER RAIL

THE TILE TRAIN



DB Schenker Rail has been one of the largest delivery partners for the Italian tile industry for many years. “We supply the tile industry in Italy by rail on a ‘just-in-time’ basis. We deliver one third of all the clay raw material they need,” says Jürgen Eisner, Key Account Manager Clay and Tiles at DB Schenker Rail’s BIC Division. More than a million tonnes of clay a year is transported from Westerwald and Saxony to Emilia Romagna, where most Italian manufacturers of the sought-after tiles are based.

The clay trains are commissioned by the three freight forwarders DB Schenker Italia, Cargo Clay Logistics and GL&T Cargo, who organise supplies for the Italian tile factories. Every week, nine block trains, each consisting of 34 wagons and carrying 3,060 gross tonnes of clay make the journey from Limburg, through Switzerland to Reggio nell’Emilia. DB Schenker Rail’s single-wagon system also meets additional

demand at peak times with shuttle trains, with three single-wagon transport trains departing from Limburg each week. The wagons are subsequently unloaded in Ravenna and take on other raw materials for tile manufacturing such as feldspar from Turkey. The train moves on to Dinazzano, before the wagons travel back to Westerwald. “A perfect rotation,” says Eisner. An additional 30 wagons a week deliver clay from Saxony. For more flexibility, DB Schenker Rail now also offers a combined transport solution from Limburg and has also acquired 50 open-top 30 ft containers. The return flows in the clay concept ensure better train utilisation rates: “In our system we transport up to 300,000 tonnes a year back to Germany. At least 160,000 tonnes of that is tiles,” says Eisner. **an** ■

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YOUR ACCESS TO THE WORLD OF RAIL

Our aim is to make it as easy as possible for you to access and use rail in Europe-wide transport operations.

That is why we not only support your business with sophisticated concepts, we also provide a number of options for rail transport: we service 1,500 freight transport stations in Germany and 3,700 across the rest of Europe.

Through our terminals, stations, hubs and multimodal logistics centres, we offer a number of points of access to our network. Terminals such as the one in Burghausen (Bavaria) and Enns (Austria) are new hubs where transport operations are bundled. Multimodal logistics centres have long established themselves as essential centres for logistics services. Modern IT systems ensure the transparency and quality of transport operations. Our services – be they provided in London Gateway or in Antwerp – help transport freight in a sustainable and reliable way across a number of borders.

I hope you enjoy reading the magazine and look forward to having interesting customer meetings with you in future!

Yours faithfully,

Axel Marschall

Member of the Management Board
DB Schenker Rail



Online – whether on a mobile or desktop device – or in traditional hard copy, we communicate with our customers through many channels. You can download *railways* to take away on smartphones and tablet computers at the Apple AppStore and Google Play. Simply download and install the app – and you’ll always have the very latest issue at hand.

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Combined transport is growing, demand for multimodal transport solutions is increasing at a rapid pace. With 5,200 sidings, terminals and multimodal logistics centres, DB Schenker Rail offers every customer access to rail freight transport.

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LONDON GATEWAY: DB SCHENKER RAIL UK OFFERS MORE INTERMODAL TRANSPORT SERVICES

Photos: Oliver Tjaden, Getty Images

LONDON/UK
ANUBIS: INNOVATION OF THE YEAR

The innovative Anubis booking software was not only honoured in the "Innovation of the Year" category at last year's National Rail Awards; it was also highly commended at this year's Rail Business Awards in London. Anubis is considered the most advanced order management system on the market, with full digital integration for customers and partners. The integrated track-and-trace function enables consignments to be followed along the entire supply chain. Steve Pryce, Head of Marketing at DB Schenker Rail UK, said: "We are proud of the recognition given and are glad to be able to share the benefits of this innovation with our customers and partners." The Rail Business Awards are presented annually by well-known logistics experts and supported by sponsors from across the industry. *mh*



FRANKFURT AM MAIN/GERMANY
STAY UP TO DATE WITH RAILWAYS NEWS

The world is changing and so is our business. So that you are always kept up to date, DB Schenker Rail has developed a newsletter that regularly provides you with information on the latest important developments. What have we learnt from other assignments recently? What new products are on offer? What changes will affect the various sectors over the next weeks and months? The newsletter will be delivered electronically. Once you've registered for the newsletter you'll always have the latest news at your fingertips! Have you signed up yet? *an*

More information at dbschenker.com/newsletter-en



ZABRZE/POLAND
REOPENING OF LINE 272

DB Schenker Rail Polska and the Polish rail infrastructure company Infra Silesia have jointly implemented an initial section of Line 272. By the end of December 2014, the two companies had managed to complete the important railway line within six months. Earlier, they had secured a tender from the Polish railway PKP PLK S.A. to implement and document the eleven-kilometre-long Ostrzeszów-Ostrów Wielkopolski track section. The line was originally commissioned in 1875 by the brothers Wilhelm and Bogusław Radziwiłł and now forms part of the Polish modernisation programme. By 2020, the country plans to invest the equivalent of €3.5 billion in its rail network. *an*



FRANKFURT AM MAIN / GERMANY
NEW HEAD OF INTERMODAL

At the beginning of April, Dirk Steffes took over as Head of Industry Sector Intermodal at DB Schenker Rail. He follows Andreas Schulz, who was appointed to a management role at DUSS in summer 2015. Steffes was previously a Member of the Board at TX Logistik and joined DB Schenker Rail in 2013. *an*

GIJÓN/SPAIN
TRANSFESA TAKES ON PORT SHUNTING

DB Schenker Rail's Spanish subsidiary, Transfesa, has been awarded the contract for shunting services in the sea port of Gijón, one of the most important ports on Spain's northern coast. This assignment, which was put out to public tender, covers a two-year contract with an option of an extension for a further two years. With this deal, Transfesa is committed to shunting bulk freight, grain and coal arriving at the port and steel consignments leaving. Transfesa is also responsible for managing the signals, the rail crossing and the points. Nine new employees have been taken on. *mh*



Gijón



NEW YORK/USA
RAILWAYS WINS DESIGN PRIZE

At this year's Astrid Awards for design communications, the *railways* magazine was awarded the silver prize. The jury - comprising internationally renowned designers - praised the layout concept of the magazine, which is published four times a year. *an*

Photos: Bernd Roselieb, Max Lautenschläger, Prisma, zvg



VIENNA/AUSTRIA
STATE PRIZE FOR THE ENNS CONTAINER TERMINAL

The Austrian Federal Ministry for Transport, Innovation and Technology (bmvit) has awarded the State Prize for Mobility to the Container Terminal Enns GmbH (CTE) for the way it has linked the multimodal terminal with industrial centres across Europe. CTE's Managing Directors Otto Hawlicek and Michael Heinemann accepted the award together with their team. The terminal, which is operated by a joint venture between DB Schenker Rail and Kaindl Invest, is currently undergoing expansion and a number of infrastructure improvements (see also page 20). *mh*



FRANKFURT AM MAIN/GERMANY
ALL CHANGE

Dr Alexander Hedderich, Chairman of the Management Board at DB Schenker Rail AG since September 2009, stepped down from his position on 31 August and is leaving the Group. Matthias Reichel, Member of the Management Board for Finance/Controlling, will take over the CEO's responsibilities during the transition period. *an*

EXPLOIT ADVANTAGES, BYPASS DISADVANTAGES

More and more clients from various industries are switching to comprehensive transport solutions. DB Schenker Rail offers a number of points of access to the environmentally friendly rail transport mode and multimodal services – all from a single source.

Multimodal transport operations involve the use of two or more transport modes. Either the load itself or the loading unit is moved from one mode of transport to another. In intermodal or combined transport, standardised loading units – containers, swap bodies and semi-trailers – are transhipped and transported by ship, lorry and rail. It's becoming increasingly popular, with more and more customers taking advantage of the intermodal options on offer by DB Schenker Rail. Experts predict that CT will grow by up to four per cent annually in Europe over the coming 15 years. Multimodal solutions in which the load itself changes transport mode are also becoming increasingly common.

The reasons behind this development are complex. Companies are relying more and more on standardised equipment as they buy and sell goods – especially in sophisticated supply chains such as in the automotive industry. In addition, there is the increasing flexibility offered by new types of load carriers. This growth in environmentally friendly transport also has political support: the EU wants to switch half of road transport to rail by 2050 and is providing funding to that end.

Multimodal transport involves intelligently combining the system advantages of different transport modes. For example, the ability of rail to transport large volumes efficiently over long distances is combined with the flexibility offered by heavy goods vehicles, which are ideally suited for collection and distribution transport operations over short distances.

Supply chains interlinked in this way are environmentally friendly and reliable because they exploit the advantages of each respective transport mode fully and efficiently.

However, there is a long list of preconditions that are essential if rail transportation is to grow further.

The political will must be there to have an integrated European rail network with uniform infrastructure and technology so that Europe-wide multimodal transport operations can be planned quickly and reliably. And of course there is a need for enough railway stations, sidings, terminals and multimodal logistics centres to make it possible to design competitive multimodal solutions through appropriate points of access.

Europe's largest rail freight company has a lot to offer in this regard. Around 31,000 employees work for DB Schenker Rail in 15 countries across Europe. They operate 4,200 customer sidings and the largest rail fleet on the continent. With multimodal logistics centres from Lulea in Sweden to Athens in Greece, and from Irun in the Basque Country to Halkali in Turkey, DB Schenker Rail offers all its customers that do not have sidings access to the world's largest freight transport network.

You can find our multimodal logistics centres at dbschenker.com/multimodal-railaccess

Photos: Martin Kroll

TRANSHIPMENT:
A container is placed on a wagon in the combined transport terminal in Burghausen (KTB).



A PASSION FOR COMBINED TRANSPORT

The newly opened Burghausen combined transport terminal is the scene of intense activity. The terminal offers customers in the region around the Bavarian chemical triangle new options for transshipping freight from road to rail. Despite the short period of time the site has been operational, the transshipment facility has already reached its peak capacity. The operators are already planning the next expansion stage.

In the middle of a forest, not far from the historical town of Burghausen, lies the Burghausen combined transport terminal, or KTB. Everything on the site is shrouded in the aura of the new. The enormous gantry crane is a blaze of fresh colour, the access roads look as if they've been polished clean, and the bright green lawns are mown neatly. Although the terminal was only opened officially on 19 January 2015, it has actually been operational since the end of November 2014.

As Hans Steindl arrives at the Burghausen combined transport terminal for the opening ceremony, it is relief, more than anything else, that he feels. The mayor of Burghausen played an instrumental role in driving the construction of the terminal forward. He founded RegioInvest, an investment consortium in which the town of Burghausen holds a 72 per cent stake and which raised a third of the construction cost of around €26 million. Around 80 per cent of that was funded by the German Federal Railway Authority. "The construction of a freight transport terminal was a completely new field for us as a town council," says Steindl. As the mayor drives over the bridge under which the tracks lie, he can see the white gantry crane. He knows that he's pulled it off.

OPERATED BY A JOINT VENTURE COMPANY

The terminal is operated by KombiTerminal Burghausen GmbH. The aim of this joint venture company, which is owned by DB Schenker BTT GmbH, Deutsche Umschlaggesellschaft Schiene-Straße (DUSS) mbH and Karl Schmidt Spedition GmbH & Co. KG, is to satisfy the increasing demand for combined transport. Extra capacity is created to improve the links between road and rail and to optimise the transport network of the chemical industry and other sectors. 30 big companies that employ 25,000 staff with an annual turnover of €8 billion are based in the immediate surroundings of KTB. Regional solutions from a single source are required here. With KTB, these companies have a local partner who can meet these demands.

Until recently, industry in and around Burghausen was dependent on the road network. Mayor Hans Steindl, who has held the office in the town of 18,000 residents since 1990, recognised early on what was in store for the region. He saw the traffic jams on the B12 towards Munich and the miles of lorries coming to a standstill on the motorway between Passau and Regensburg. He was irritated by the federal government's traffic planning, in which Burghausen, a town rich in industry and wealth creation, was ignored. His response: "We can't build motorways or highways - that is a federal matter. But we can build a transshipment terminal."

A number of obstacles had to be overcome before everything was ready. One of these hurdles was the

planned site in the protected forest. Not only did Hans Steindl have to explain to citizens that 15 hectares of their municipal forest would have to be cleared, he also had to persuade the Bavarian state government that the terminal could not just as easily be built in seven alternative locations. To compensate for the lost woodlands, land surrounding the protected forest was purchased and forested. "These two measures alone cost €2 million."

Steindl is particularly proud of the support of the Burghausen residents. "Everyone here knows how important industry is to the region," he says. It has brought 17,000 well-paid jobs to the area and in return, citizens benefit from excellent infrastructure: free nurseries, a municipal music school, three swimming pools, extensive sports facilities and good public transport. The thriving economy has been a blessing for Burghausen. "We didn't want to spend the tax income from industry on prestige projects. We wanted to invest in an infrastructure project that would benefit industry in the area," explains Steindl.

The terminal's operations centre is bustling with activity. Every now and then the door opens and a driver enters with dispatch documents. There is a noticeboard on the wall opposite the dispatch centre. "Pack ma's" ("Let's get the show on the road") is written in icing on a gingerbread heart that hangs next to the safety regulations. Here in Southern Bavaria, intermodal logistics is very close to their hearts. Thirteen members of staff work in shifts to ensure almost continuous operation.

KTB is currently in the first expansion phase, but it is already running at such full capacity that a second expansion phase is in planning. "We are already making plans for a second gantry crane and we are considering building an additional bypass track to complement the four tracks already in use," explains the operations manager of KTB, Wilhelm Schönhuber.

That would raise the number of transshipments to around 60,000 a year. Up to 900 trains could be processed here annually, bringing even more transport operations off the roads and onto the more environmentally friendly railways. Berthold Jesse, Managing Director of KTB and DB Schenker BTT, explains: "We help our customers succeed by sharing the expertise we have in global logistics chain execution across different transport modes - especially for sustainable and resource-saving transport operations."

The transshipment of goods for the chemical industry is the focus here but KTB can, of course, do much more than that. "We are fully equipped to transship any kind of goods that are transported in containers," Wilhelm Schönhuber explains. "Strict adherence to schedules and impeccable service are a matter of course."

IN STORAGE: Containers are moved using the reach stacker.



As a public terminal, KTB can be used by all customers. It offers direct train connections to the German ports of Hamburg and Bremerhaven, with eight departures each week. Plans are being considered for connections to Antwerp and Rotterdam further down the line. The Burghausen combined transport terminal in the South Bavarian chemical triangle is firmly integrated into the European intermodal and rail networks. It was already clear before KTB was opened that there was a lot of interest in intermodal solutions in the region. Now that the terminal is operational, it appears that the transshipment terminal is not only important for regional clients. In terms of the number of trains, the terminal reaches full capacity almost every day.

For the largest project of his 25 years in office, this is a good result for Hans Steindl. The mayor is particularly happy that the project was able to attract the chemical logistics company DB Schenker BTT GmbH – a DB subsidiary – as the operator. “With this, we have the European rail freight company DB Schenker Rail on board. They can best ensure that freight transport is really moved off the roads and onto the tracks.”

MORE OPTIONS

Rail is playing its part. On 14 June 2015, the Burghausen combined transport terminal was linked to TFG

BURGHAUSEN COMBINED TRANSPORT TERMINAL

Infrastructure

- 3 transshipment tracks, each 600/680 m in length (craneable length 555/610 m)
- 1 bypass track 750 m in length (craneable length 610 m)
- 1 gantry crane (manufacturer: Künz, A-Hard), hoist power under spreader 42 tonnes
- 1 HGV traffic lane
- 1 HGV loading lane
- 4 storage lanes with triple stacking
- Storage capacity: 1,200 TEU
- Transshipment capacity: 48,000 loading units (1st expansion phase)

Connections

- 8 departures each week in each direction: Burghausen – German seaports overnight
- Mon–Fri one departure each; 2 departures in the middle of the week and on Saturday
- Plus departures on Mon, Wed, Fri from Burghausen to Cologne with connection possible to Rotterdam/Antwerp (from autumn 2015)

Photos: Martin Kroll

Transfracht’s comprehensive AlbatrosExpress network in cooperation with BTT. Since then, the AlbatrosExpress has been operating six times a week between the growing economic region and the various container terminals in Bremerhaven and Hamburg. The inland seaport traffic specialist had already increased the frequency of its services to Bavaria in April 2015. Since then, there was at least one daily connection between the Munich/Augsburg, Nuremberg/Bamberg and Regensburg terminals and the various container terminals of the German seaports. With the Burghausen combined transport terminal now connected, the number of weekly departures rises to 41.

KTB’s biggest customer at the moment is Wacker Chemie AG, which is also based in Burghausen. “We see logistics as a fundamental part of the quality of the product,” explains Dr Thomas Bronnert, head of logistics at Wacker Chemie. “With the Burghausen combined transport terminal, we have the necessary capacity for growing combined transport, thereby ensuring that our location in Burghausen remains competitive.” The company – a chemical group that operates globally – also uses KTB to store its empty containers. There is room here for around 800 containers over an area of 10,000 square metres. At the moment, around 400 containers stand on the site, on which a Kalmar reach stacker is diligently going about its work. “I’ve really got my hands full at the moment,” shouts Daniel Janovsky from the driver’s cabin of the Kalmar with a beaming smile. He later explains that when he’s driving the machine, he is doing much more than just doing a job. He’d already loved driving Kalmars in his home country Slovakia.

EXPERIENCE AT GREAT HEIGHT

Markus Keller’s office is twelve metres above ground, high up in the cabin of the gantry crane. The crane driver knows exactly how much delicacy is required when lifting and lowering the containers. The gantry crane can lift up to 42 tonnes, runs on two parallel tracks with a width of 43 metres and covers more than 600 metres of track. It is powered via a trailing cable system, with a cable drum on the side. Right at the top, along the crane bridge, the trolley with the hoist moves, from which the gripper – also known as the “spreader” – hangs. The gripper weighs ten tonnes and must be moved with caution.

Markus Keller looks down from his glass cockpit. He brings the crane into position, turning the driver’s cabin around while simultaneously driving forward. The individual crane orders are transmitted from the dispatch centre to his screen. On it, Markus Keller can see which lorry is coming next, whether it comes

with or without a load, and which container he is to receive or where he should set its load down.

He pushes the lever forward carefully and the gripper sinks down until it comes to a rest on the container. Only when all four pivot pins are hooked into the corners do the lights on the gripper start to flash and

CENTREPIECE: The gantry crane can lift up to 42 tonnes and covers more than 600 metres of tracks.



Markus Keller can lift the gripper again. The driver, who works for Spedition Schmidt, stands next to his vehicle watching every step of the unloading process with a keen eye. He gives a brief wave, climbs into his cab and drives back to the facility. He’ll be back shortly with a new container and the procedure will start again from the beginning. This is repeated until the whole freight train, which can be up to 600 metres long, is fully loaded.

For Mayor Hans Steindl this view is a promise of a better future. In his opinion, a comprehensive expansion of rail freight transport is the only chance of avoiding the collapse of the German road network and safeguarding his citizens’ living standards. “We’ve done our homework,” he says. “Now it’s the others’ turn. We hope that the next step that is taken is the modernisation of the railway line between Munich-East and Burghausen.”

Below, in the Burghausen combined transport terminal, the departure signal sounds. The train sets off slowly on its journey north towards the German seaports.

mb ■

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BURGHAUSEN COMBINED TRANSPORT TERMINAL: The terminal is situated in a perfect location in Bavaria’s chemical triangle.

WELL-EQUIPPED

The Darmstadt railport offers transshipment from road to rail and vice versa for heavy freight. This makes it popular for many customers.

PLANNING: Employees move metal sheets to the open-air storage area at the Darmstadt railport.

Darmstadt, at the heart of the Rhine-Main industrial region, is home to one of the great gateways to the world of rail: the Darmstadt railport is a reliable hub providing access to the European freight transport network for companies that do not have a siding of their own. "Our facility brings together the two worlds of rail and road," says Martin Hörnig, head of the Darmstadt railport.

The facility is well-equipped for this role. All manner of freight, delivered by lorry or rail to the two adjacent, 100-metre-long platforms, is piled high on a total of 10,000 square metres of storage area. Pallets laden with Spanish sparkling wine wait to be reloaded. Enormous paper rolls reach up in piles several metres high. "The special design here enables us to stack particularly heavy freight. Our surfaces are intended to take a weight of 15 tonnes per square metre," Hörnig explains. This is why paper manufacturers favour the railport as an interim storage facility. Paper rolls are stored here for one to two months on average before being sent out to the region's printing plants.

The railport is also a major hub for the steel industry. Salzgitter Flachstahl delivers specially treated metal sheets for the automotive industry to Darmstadt. They wait there to be collected for use on the assembly line. Some of the freight goes to Würth, and from there to the Mercedes-Benz car factories. Heavy plate from the steel manufacturer weighing several tonnes is stacked up high in the huge outside storage area, immediately next to the gantry crane. Beside this

LARGE CATCHMENT AREA

The Darmstadt railport is centrally located within the city limits and offers a direct connection to the rail network and to the A5 and A67 motorways. The facility thus reaches a large catchment area in the immediate vicinity of the four German federal states of Rhineland-Palatinate, Hesse, Baden-Württemberg and Bavaria.

The railport is particularly well-suited to the following types of freight: steel, containers, swap bodies, precast concrete parts, tiles, clinker bricks, granite/marble blocks, timber, glassware, roll, format and tissue paper, and palletised goods.

- Infrastructure: 4 sidings, 250 m of covered tracks
- Gantry crane, clamp and forklift truck
- 2 warehouse buildings and 1 open-air storage area
- Total storage space: 11,900 square metres, of which 5,600 square metres are heated

lie containerflats, as they are known, on which precast concrete parts from a variety of construction companies are dispatched to building sites in the region. Whether it is sheet metal or paper, what the two types of freight have in common is that they react sensitively to fluctuations in temperature and have to be handled with according care. While paper requires a constant storage temperature, so that it can later be fed smoothly into the production process at the printing plant, the most important thing with sensitive sheet metal is to prevent corrosion from water condensation. For this reason, part of the railport is heated and is always kept at a temperature of 15–17 °C, even in winter.

PEAK PERIODS THROUGHOUT THE YEAR

Railports experience seasonal peaks. Towards the end of the year, the halls are full of paper rolls: in a highly volatile market, printing plants build up their stocks before the year-end. Meanwhile, sparkling wine and other consumer goods are the big thing in the run-up to Easter and again from October, as the Christmas business period begins. "At that time, up to ten wagons carrying 30 pallets each are unloaded here in a single day – it gets quite hectic," says Alexander Weiss, a logistics planner at the railport.

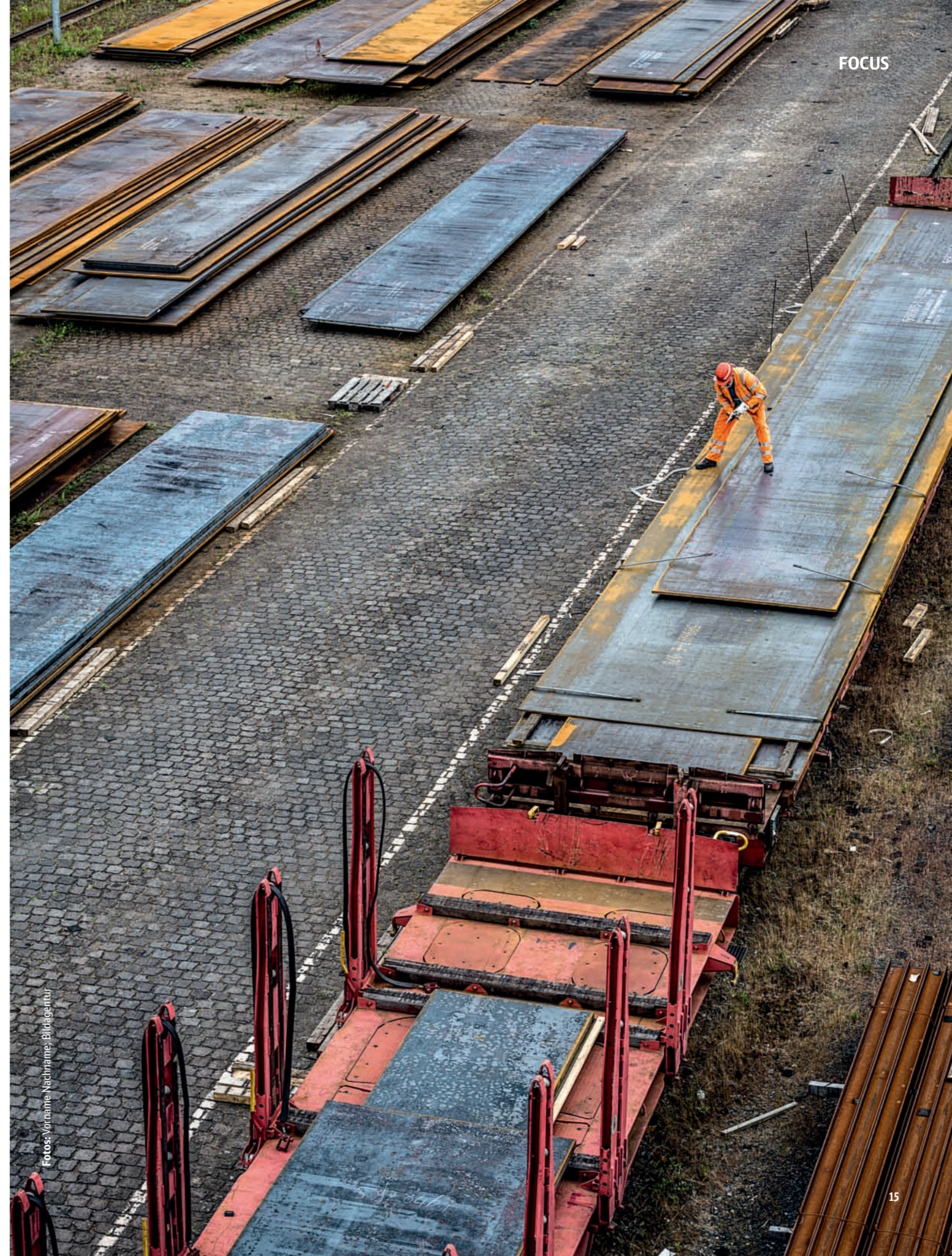
Staff at the facility are also responsible for quality control: they open the wagons, check that the freight is intact and report any faults to the dispatchers, who in turn inform the customers immediately. Last year, for example, one major paper customer had ordered cheaper transport operations by lorry. Five out of six consignments had to be sent back, because they were poorly secured and had been damaged as a result.

The lorries and trains are processed by 16 employees in Darmstadt, working in a two-shift operation. With years of experience and plenty of expertise that has become instinctive, they tranship a great variety of freight every day, stack extremely heavy paper rolls with utmost care into the state-of-the-art sliding-wall rail wagons, position sensitive metals to the exact centimetre – and, at the same time, handle the exhaustive task of processing the freight documents.

The railport is also improving its own processes in this regard. "Since early 2015, we have had our own distribution programme in operation, which passes the flow management by the customer on to the warehouse staff. In this way, we have put an end to all the old paperwork," Weiss explains. In addition, the facility has its own warehouse software, which now also offers an interface to both the customer and the recipient or sender. The railport's additional services complete the package: "From palletising, packing and sorting all the way through to the customs warehouse, we really can do it all," railport chief Martin Hörnig says in summary. an ■

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Photos: Martin Kroll



Fotos: Vername, Nachname, Bildagentur

“EXPECTATIONS ARE GETTING HIGHER!”

Steel producers are under a lot of economic pressure and they need intelligent transport solutions, says Steffen Schreiterer, Head of Customer Logistics at Salzgitter Flachstahl GmbH.



What kind of logistical challenges do you face at Salzgitter Flachstahl?

We produce around 3.5 million tonnes of flat-rolled steel each year – mainly coils and stacks of sheets. On top of that we produce a million tonnes of steel slabs. We deliver around a quarter of our products by road, two per cent by inland waterway vessels and the rest by rail. Most of what we produce is for the car manufacturing industry and its suppliers, cold-rollers and various plants in the Salzgitter AG group, for example the Salzgitter Mannesmann Line Pipe company or our own steel service centres in Schwerte and Karlsruhe.

How has logistics changed over the last few years?

We've seen two big changes. Expectations are now much higher both in terms of delivery times and reliability. Car manufacturers especially are passing on the pressure to their suppliers. 60 per cent of what we produce goes directly or indirectly to that sector. The second change is that our customers are increasingly looking at the way stock is stored in the logistics chain. For us that means stock is being shifted closer and closer to the manufacturer. Because the storage spaces at the production plants are relatively small, we need correspondingly robust logistics solutions so that we can dependably supply our client's production processes.

Where does rail come in as part of your overall logistics concept?

We've increased production by almost half a million tonnes over the last few years – and the vast majority of this additional volume is transported by rail. Trains depart seven days a week, while lorries only depart five days a week, and there are problems sometimes with the availability of lorries. The whole infrastructure of the plant is designed with rail in mind. And then there's the environmental aspect. So we're strategically strengthening our position in terms of rail transport. But our customers are always expecting improvements in quality. We're seeing improvements in the railways, for example with the Netzeferbahn. But it's disastrous when rail availability is in constant decline because the necessary infrastructure isn't there. It's also the case for international transport operations – the quality of the railways is not always good enough. We always deliver to Spain by sea and we're increasingly using lorries to France and Eastern Europe in the absence of a better alternative.

And DB Schenker Rail?

More than half of our rail transports are handled by DB Schenker Rail. We are especially dependent on rail for single-wagon transport and we also use the railports. The consistent provision of empty wagons seven days a week will be decisive for the further development of our business with DB Schenker Rail. If we succeed in providing competitive offers by rail, railports could take on an important function, especially for our Eastern European customers, many of whom no longer have sidings.

What are the decisive issues for you?

Customers are demanding better and better quality and punctuality is extremely important! The Netzeferbahn with its defined delivery times is a real quantum leap because transport plans, once issued, are actually adhered to. We also have to remember that our customers often order at short notice. So for us it's not just about speed but also reliability. And I also hope to see faster times resulting from products like DB SCHENKERsteel-solution.

Is digitalisation an important issue for you?

We've made excellent progress here. We're linked in with a number of our customers so they can order online, which then initiates a partly automated dispatch process. Our whole loading process is also already largely controlled by IT. The degree of automation will continue to increase in future. ■

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Interview: Axel Novak

PREMIUM PRODUCT:
Coils awaiting transportation. The heavy freight must be handled with extreme care.

Photos: Salzmann & Iwendorf GmbH

RAILPORTS - FACILITIES THAT OFFER ADDED VALUE FOR CUSTOMERS

TRANSA Spedition GmbH specialises in full loads on road and rail, and in designing multimodal transport chains in Germany and Europe. TRANSA operates five railports in Germany.



RAILPORT NUREMBERG

Over an area of 5,100 square metres, the Nuremberg railport provides transshipment, storage and other value-added services to a large number of customers from a range of sectors. The facility currently transships around 3,500–4,000 tonnes each month, thereby moving an immense volume of transported goods from the roads and onto the railways. Since Nuremberg is an important centre for the paper industry, the maximum load-bearing capacity of the floor surface in the railport is up to 20 tonnes per square metre. Heavy freight such as steel and paper rolls can easily be stored here. Moreover, the facility is sustainably designed, with geothermal heating and a photovoltaic system, resulting in savings of around 200 tonnes of CO₂ each year. *an*

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RAILPORT REGENSBURG

Like the Nuremberg facility, the Regensburg railport is one of the most important transshipment sites for trade with South-Eastern Europe. The facility, which covers an area of 7,200 square metres, has a siding and 80 loading gates, including two gates for extra-wide HGVs. This allows the logistics centre to load goods for KRONES AG, a company based in the nearby town of Neutraubling. The world-leading manufacturer of filling and packaging technology currently requires the transshipment of up to nine HGV loads to four wagons each day, which are then sent onwards to Hamburg. Other services offered include cross docking, commissioning, quality control and packaging. *an*

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RAILPORT HAMBURG

With 35,000 square metres of storage space and around 22,000 pallet bays, the Hamburg railport is the largest of the TRANSA facilities in Germany. The logistics centre has a covered siding. Because of its proximity to the seaport, it is also an important transshipment facility for imports and exports and it offers customers hassle-free customs processing. The storage spaces can be heated to a temperature of 16 °C. There are 45 loading gates available. The staff at the site are currently handling the distribution of promotional goods for a large discount retailer, sometimes accounting for more than 15 wagons a week. *an*

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RAILPORT BERLIN/FERCH

At 15,000 square metres, the Ferch railport by the A10 and the Ferch/Lienewitz freight transport station has space for all kinds of freight. The Großbeeren container terminal is located just 35 kilometres away. TRANSA manages the transport of containers and wagons to CIS countries from Großbeeren and via the Seddin marshalling yard, which is also nearby. Along with direct transshipment between road and rail, the logistics centre also provides commissioning, packaging, quality control and empties management services. Forklift trucks up to 3.5 tonnes, pallet trucks and clamp trucks are in operation. *an*

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RAILPORT MENGEN

The bi-modal logistics centre in Mengen in Baden-Württemberg is a facility of around 4,500 square metres, around 900 of which are covered. It is used primarily by the paper industry. Up to 20,000 tonnes of paper rolls is transhipped here annually for a Scandinavian paper company. The paper is mainly used as cardboard in the production of packaging for the pharmaceutical and food industries. Other freight processed here includes steel sheets, industrial goods, agricultural machines on pallets and other palletised goods. This facility also offers other services in addition to transshipment. *an*

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RAIL FOR EVERYONE!

Combined transport is growing in importance. DB Schenker Rail is leading developments with new services that give customers who do not have sidings access to rail-based logistics.

You do not need to be an expert on traffic to realise that the capacity of our road infrastructure is being stretched. Flexibility, low costs and excellent availability – these were once the trump cards of HGV, even over long distances. These days it is a different story. Increasing numbers of freight forwarders, manufacturers and retailers are turning to intermodal transport chains, even those who do not have sidings of their own. They know that intelligently planned transport operations across transport modes are sustainable, cost-effective and convenient. Combined transport (CT) exploits the advantages of individual modes of transport. The initial and final legs of the journey are completed by road, and rail, which is unbeatable over long distances, is used for the main leg of the journey.

CT is growing in Europe at a rate of between three and four per cent annually. Increasing numbers of customers who do not have sidings are also establishing combined transport chains to integrate road, rail and sea. “We want to open up all the possibilities that combined transport offers for our customers,” explains Axel Marschall, Member of the Management Board for Sales at DB Schenker Rail.

It is mainly consumer goods, automotive parts and products from the chemical industry that are transported in containers. “Transshipment is a smooth process in the terminals and it’s gentle on the cargo,” explains Berthold Jesse, Managing Director of KombiTerminal Burghausen and DB Schenker BTT GmbH, a company that works in the chemical industry. The DB subsidiary already has extensive experience in the intermodal transportation of sensitive hazardous goods and chemical products. However, DB Schenker Rail is continuously developing and offering new cross-market CT solutions that can be utilised for a greater range of loads.

Even sectors such as steel, where transport operations using containers have traditionally played a

minor role, are increasingly turning to combined transport. A train service between Germany and China for the transportation of goods for the auto industry is currently being tested – it’s quicker than the seaways and much cheaper than air. “That is partly because exports are growing strongly in the metals and coal sector because steel traders are increasingly distributing their product internationally,” says Dr Jörg Hilker, Head of the Metals and Coal Division at DB Schenker Rail. “The other reason is that the advantage of containers is playing an ever more important role.”

DB Schenker Rail is also currently carrying out test transport operations with special containers between Germany and the UK for the aluminium manufacturer Novelis. “These kinds of solutions remove the barriers that impede the conversion to CT for the future,” says Bernd Toepfer, Head of Electro Steel at DB Schenker Rail.

“Global supply is certainly a huge trend in CT,” adds Carolina Lasse from the Metals and Coal Division at DB Schenker Rail, which has developed a new product called DB SCHENKERsteel-solution. “Another trend in continental transport is the relocation of the production sites of the automotive industry to Eastern and South-Eastern Europe.” Rail infrastructure is relatively underdeveloped there and a number of car manufacturing plants are not even connected to the rail network. “There is untapped potential here for CT,” explains Lasse.

New products are also being developed in the bulk materials sector and these are already being used in practice. In August last year, DB Schenker Rail began transporting high-quality coke for the Czech freight forwarder Nyyllo from the Czech Republic to Sweden – a total of 40 containers a month, or 42,000 tonnes a year, for a steel foundry. The coke is transported in containers that were specially developed for the purpose by the Nyylcon company. Compared to conventional coke transport operations, they have the

MANY YEARS OF EXPERIENCE:
Berthold Jesse, Managing Director of DB Schenker BTT (left) and Bernd Toepfer, Head of Electro Steel at DB Schenker Rail.



CUSTOMER-FOCUSED:
Axel Marschall, Member of the Management Board for Sales, DB Schenker Rail.



INNOVATIVE CONCEPTS:
Carolina Lasse, Metals and Coal Division, DB Schenker Rail.



FOCUS ON EUROPE:
Dr Jörg Hilker, Head of the Metals and Coal Division, DB Schenker Rail.

advantage that the coke, which needs to have its characteristics graininess, does not crumble into fine dust because reloading is no longer required. A total of 400 of these “AgroTainer” containers are in use.

“That is the systemic advantage of continental transport,” says Bernd Toepfer. “If sea transport isn’t involved, we are outside the standardised system and can use containers tailor-made for special transport solutions.” The loads in the containers are well-protected from environmental influences and possible damage.

One challenge still remains for DB Schenker Rail: the comparison with road transportation times. “Door-to-door transport operations require 14 hours by road,” says Toepfer. “We need 18 hours. But we have equipment with a loading capacity of 50 tonnes and more. That is a clear advantage that our customers can benefit from.”

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mb ■

Photos: Martin Kroll



RAIL, ROAD, RIVER: ENNS CONTAINER TERMINAL

Since 1 April 2015, DB Mobility Logistics AG has been operating the Enns Container Terminal (CTE) with the Austrian company Kaindl Invest. The facility, which is located on a site of 160,000 square metres near Linz, is currently undergoing a €17.2 million modernisation. Five new tracks, each 700 metres in length, two additional gantry cranes and an expanded storage area are being added to the facility. The CTE offers tri-modal transshipping services between rail, road and inland waterway vessel. In April this year, the terminal handled 1,400 TEU per day, making Enns one of the biggest terminals in Austria. CTE is operated by DB Schenker and M. Kaindl Holzindustrie in cooperation with Ennshafen. The project was supported by funds from the Austrian government.

“ENORMOUS CAPACITY”

The Enns Container Terminal (CTE) is currently undergoing substantial modernisation. We discuss the potential of this important hub link to South-Eastern Europe with CTE’s Managing Directors Otto Hawlicek (Kaindl Invest) and Michael Heinemann (DB Schenker Rail).

CTE is being extensively modernised. Why?

Hawlicek: We have a great location in one of Austria’s most important economic centres. Because the existing terminal had reached its limits and we still had an enormous area of land available, we decided on modernisation and expansion.

How do you assess the market potential of CTE?

Heinemann: In 2014, we saw growth of 18 per cent in the transshipment figures. The figures for the first quarter of 2015 are similar. There are a lot of large companies here in the area that are banking on combined transport.

Which destinations are particularly in demand from Enns?

Heinemann: We’re strongly positioned for transport operations to the German seaports, to Hamburg and Bremerhaven. But we also see a lot of demand for transports to the Dutch North Sea ports and Mediterranean ports. In future we will have a new train connection to the Dutch ports and a direct connection to the Adriatic ports.

What technical innovations have been implemented on site?

Heinemann: We are implementing what is known as momentum entry at the terminal. That means you no longer need a shunting locomotive, the train can be driven directly into the terminal using the electric mainline locomotive. That saves time and money over the last mile. In this

context we’re also installing the latest IT-based crane control technology, which prevents the crane from entering into the profile of the train.

How do you assess the market opportunities for transport operations to Eastern Europe?

Heinemann: We at DB Schenker Rail are expecting to see growth in transport operations to South-Eastern Europe and Enns is an important location in that regard. The facility has good connections for all three transport modes. We are directly on the main rail route between Vienna and Bratislava and beyond to Eastern and South-Eastern Europe. The A1 Westautobahn motorway is only three kilometres away and then there’s the Danube connection.

What opportunities does the River Danube offer?

Hawlicek: The Danube is one of Europe’s most important waterways – it has huge potential and this is slowly being tapped. In the first three months of this year we saw as much traffic as in the whole of last year. The first ship arrived from Antwerp recently – although that journey from Belgium takes much longer than it does by train. ■

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Interview: Mirko Heinemann



COOPERATION:
CTE Managing Directors Otto Hawlicek (top) and Michael Heinemann.

TOP-CLASS RAIL SERVICES AT LONDON GATEWAY

DB Schenker Rail UK is expanding its intermodal transport services at the London Gateway deep-sea port. Trains now operate to Trafford Park and Wakefield five times a week.



Since March 2015, DB Schenker Rail UK has increased the number of weekly departures at the new London Gateway terminal to five times per week. The UK’s biggest rail freight company now operates intermodal services from London Gateway to Trafford Park, Manchester, and to the Wakefield terminal in Yorkshire: services to Trafford Park run on Mondays, Wednesdays and Fridays, and to Wakefield on Tuesdays and Thursdays.

“We are pleased to be introducing these new services for the benefit of our current and future customers. Rail freight transport is a cost-efficient and environmentally friendly solution in the supply chains of our customers – both nationally and internationally,” says Adrian Fleming, Head of Intermodal at DB Schenker Rail UK.

The London Gateway terminal went into operation in November 2013. With a planned capacity of more than 3.5 million TEU, the terminal has the potential to become the UK’s most important deep-sea port. At the same time, London Gateway is connected via state-of-the-art links to the UK’s road and rail network – more than one third of the freight is now transported by rail. DB Schenker Rail UK has been involved right from the start.

HIGH PUNCTUALITY THANKS TO INTEGRATED SYSTEMS

DB Schenker Rail UK works closely with London Gateway. The logistics expert operates train services for British and international customers, connecting the port with South Wales, the Midlands and Northwest England – with trains up to 700 metres long.

DB Schenker Rail UK has also become the first rail operator to integrate its order management system directly with the port’s system, thus offering customers access to more efficient, transparent and rapid intermodal freight services across the country. The close integration of its systems with London Gateway has enabled DB Schenker Rail UK to achieve an impressive “shore-to-door” punctuality of 99.7 per cent in container transport operations from the port to the customer.

Looking ahead, DB Schenker Rail UK plans to interlink the British and continental locations of DB Schenker even more effectively. “The times when we simply transported containers from A to B have long gone,” says Steve Pryce, Head of Marketing at DB Schenker Rail UK. “Intermodal rail services stand to be integrated into the value chain ever more closely in future.” ■

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POTENTIAL FOR DEVELOPMENT:
London Gateway has the potential to become the UK’s most important port.

Photos: Getty Images

STEEL GIANTS ON THE MOVE

The logistics partners DB Schenker Rail and H. Daugaard transport steel pipes measuring 35 metres in length and weighing 39 tonnes from Germany's Siegerland region to Denmark. They will form the foundations of the new Wikinger offshore wind farm.

The steel pipes are manufactured by Erndtebrücker Eisenwerk (EEW) in Siegerland, to the east of Cologne. They are mounted onto jackets, which serve as the foundation for the wind turbines. The material for 41 of the 70 jackets comes from Erndtebrück. Over the next few months they will be transported from Siegerland to Kolding in Denmark.

The switch to renewables is pressing – and a huge expansion in wind power, especially on the high seas, is planned so that power from traditional coal-fired power stations is replaced with energy from sustainable sources. Out in the Baltic Sea, roughly midway between the Danish island of Bornholm and the German island of Rügen, the Wikinger offshore wind farm, which covers an area of about 35 square kilometres is currently under construction. As early as 2016, it is planned that 75 wind turbines will supply around 350 megawatts to the grid – enough for almost two million households. The turbines will be erected in waters between 25 and 45 metres deep and have to be firmly anchored there using four-legged jacket structures.

DB Schenker Rail has been commissioned by the H. Daugaard logistics company from Kolding and will be contributing to the success of the project. The two companies are working together to develop a sophisticated, meticulously planned rail-based transport concept, with the final leg of the journey undertaken by road.

DB Schenker Rail is transporting the 35-metre-long, 39-tonne steel pipes from Siegerland to Denmark. The biggest challenge is transporting the 164 steel pipes for the foundations. A special solution had to be developed because the steel pipes are oversized even for

WIND POWER: Viking is the name of the wind park that will begin feeding 350 megawatts into the grid in 2016 – enough to power almost two million homes.

the rail operator's biggest carrying wagons. At the same time, the transport route had to be planned precisely, because the gigantic pipes will be passing under bridges and through tunnels and other bottlenecks. "Together with our customer, we have developed a perfect solution that demonstrates our expertise in handling heavy and bulky freight," says Martin Price



of DB Schenker Rail Denmark. "You really get the impression that the DB Schenker Rail specialists make the impossible possible," says Palle Mogensen. "We have a very constructive collaboration, with transport operations on both road and rail being managed very precisely, guaranteeing a smooth transport process from EEW." DB Schenker Rail's loading advisers, in collaboration with the customer, developed a concept for transporting the pipes safely from the Erndtebrück siding to the terminal at Kolding in Denmark.

The transport operations began in June this year. The last of the 164 steel pipes is expected to arrive in Kolding in February 2016.

In September 2015, H. Daugaard is celebrating its 100th anniversary. The freight forwarder, which has a long history steeped in tradition, will continue to work closely with DB Schenker Rail in future. "We're looking forward to developing more logistics projects with our partner DB Schenker Rail. The expertise of the two companies complements each other perfectly and means we can provide optimised customer-oriented solutions," says Palle Mogensen. *mb* ■

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SOUND JUDGEMENT: The steel pipes are 35 metres long and weigh 39 tonnes.



HUGE POTENTIAL

DB Schenker Rail Polska's terminals play a decisive part in connections between Central and Eastern Europe. This is illustrated by the transport of anthracite from Ukraine to Germany.



DB Schenker Rail Spedkol's anthracite transport operations cross two frontiers on their journey from Ukraine to Germany. These operations for the Berlin coal merchant HMS Bergbau have been running reliably since May 2014 – despite the logistics operator having to overcome a number of obstacles along the way – in close cooperation with its parent company, DB Schenker Rail Polska.

The particular challenge is this: because the trains come to Poland on broad gauge, the anthracite has to be reloaded onto wagons with the Central European standard gauge in order to continue its journey to Germany. Depending on the route, this reloading happens in one of two places: if the trains use the connection passing through Belarusian territory, they are transhipped in the terminal at Małaszewicze near Brest on the frontier between Belarus and Poland. If they cross the Ukrainian–Polish border at Izov/Hrubieszów, however, the trains can carry on initially as far as Silesia.

There, they arrive at the Sławków terminal of DB Schenker Rail Spedkol. The broad-gauge railway line coming from Ukraine does not end until it reaches here. This makes the Sławków terminal a major transshipment base for rail transport operations between Asia and Europe. The customs office is located on the

actual terminal site, which means that processing and onward transport can take place under one roof. It is not only standard-gauge trains that can set off from here for destinations throughout Central Europe: the terminal can also be used by lorries. It offers them direct access to the 94, S1 and A4 motorways.

TRANSHIPMENT FOR BULK FREIGHT AND LIQUID PRODUCTS

Sławków is suitable not only for bulk freight but also for the transshipment of liquid chemical products: nine pumping stations, including five mobile pumps, can tranship 60 to 100 tonnes of freight per hour if it does not need to be heated. For products that need to be heated, it is possible to tranship 100 tonnes per day.

DB Schenker Rail Spedkol undertakes additional services for the anthracite transport operations for HMS Bergbau. In the terminals, the anthracite is crushed, sorted and put into temporary storage. This is followed by a thorough quality check, before the material is reloaded onto standard-gauge wagons and sent on its way to Germany. *mb* ■

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LOADING: The coal has to be reloaded on its way from the Ukraine to Germany.

MAXIMUM TRANSPARENCY

The new Container Management System at Poland's DB Port Szczecin speeds up not only transshipment but also customs formalities.



GATEWAY TO THE SEA:

Szczecin is the closest seaport for a number of industrial centres at the heart of Europe.

Manfred Michel is especially proud of this commendation: the Chairman of the Board of DB Port Szczecin received an award from the Polish customs authority in February. The body acknowledged the port operator's excellent cooperation and active involvement in the development of the innovative IT-controlled Container Management System (CMS). Now, not only can port employees follow all container movements online and in real time, but customs officials, too, have direct access to the system. The CMS also allows clients to check the status of their containers in real time. The authorities responsible for import and export decide whether or not a container is allowed to leave the terminal.

"Our cooperation with the customs authority works smoothly," says Manfred Michel of DB Port Szczecin. "It is impressive to see the high priority that Polish customs officials attach to customers' needs. The customs department's active support in improving administrative management processes enables us to reduce transshipment times significantly and thus to cut costs."

The introduction of the modern CMS marks a further stage in the development of the port, in which DB Schenker Rail Polska holds 96 per cent of the shares. The operator is investing €22.2 million up to the end of 2015, including €15.5 million in the new container transshipment facilities alone.

Prospects for the port, which was once the most important Baltic Sea port for Berlin, just 150 km away, are good. Szczecin is the closest deep-water port not

only to the German capital but also to Dresden, Prague, Vienna, Bratislava, Budapest and other large Central European cities. With its modern infrastructure, quays extending for a length of three kilometres, the container terminal, ten warehouses and 40 cranes, DB Port Szczecin is perfectly capable of standing up to regional rivals such as the ports of Rostock, Gdynia and Gdansk.

The port has been in the black since 2014. With a freight volume of around 1.5 million tonnes, the operation has achieved a turnover of some €11 million. The goods that pass through DB Port Szczecin include mainly containers and general freight from the paper, steel, automotive and building materials industries, as well as granite and frozen fish. The site is capable of transshipping more than 100,000 standard containers (TEU) per year.

One additional service that DB Port Szczecin offers in collaboration with the customs authorities is the "one-stop shop". The relevant supervisory bodies meet up in one place to complete the customs formalities together. The location and time of the checks are laid down in the terminal's regulations, and a representative of the port operator is always invited to every inspection. This solution again contributes to reducing the time taken by customs formalities – and thus to cutting costs. mb ■

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MORE RAIL FOR SAXONY

New railport at Chemnitz.

The railport in Chemnitz, which opened in March 2015, allows roads to be connected to the European rail network. The freight transport station in Chemnitz, with an area of around 30,000 square metres, was put into service in spring by Bauer Spedition GmbH. The railport is operated by DB Schenker Rail AG. "The Chemnitz railport lays the foundations for a revival of rail freight transport in the region," comments Tino Bauer. "It enables us to offer the perfect solution to our customers who focus on multimodal transport over long distances."

For a long time, the Chemnitz region was an important hub for machine construction and tool building. Even today, there are still many small and medium-sized enterprises that produce goods for the domestic market and beyond and require international logistics solutions. The railport offers them 450 metres of track and an internal siding, as well as a heated depot measuring 2,800 square metres and a 30-tonne crane track in the depot for transshipment and onward travel to the nearby Czech Republic. an ■

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A SUBSIDISED CONNECTION

Rail freight transport is politically desirable – and occasionally funded, for example by means of the Gleisanschlussförderrichtlinie (railway siding funding regulation). The federal government uses this as a basis to support companies that build new railway sidings or expand or reactivate existing ones. According to the German Federal Railway Authority, this should make it possible to move more freight traffic from the roads to the environmentally friendly railways. Funding can be requested from the authority in the form of a non-repayable grant of up to 50 per cent of the costs eligible for funding. The grant is subject to the company transporting more freight by rail.

For further information, please visit
www.eba.bund.de

Photos: DAVIDS



WOOD BRANCHES OUT

Bullinger is back on the network.

The opening of a new freight transport station has been welcomed by DB Schenker Rail and its customer, wood company Bullinger, which saw the arrival of the first 34 wagons of timber in Werder bei Neuruppin at the start of June.

With the reopening of the connection, Bullinger can now use sustainable rail-based logistics for wood deliveries. The company is one of Brandenburg's largest manufacturers of glue laminated and structural wood and delivers to construction companies and retailers all over the world.

In the future, up to twelve freight wagons per week are set to arrive in Werder every Tuesday and Thursday. The wood currently comes from the Czech Republic and Austria although further materials from Sweden and Germany may also be added. The rail freight operator expects the siding to be used by around 500 wagons a year. Axel Winkelmann, Head of Regional Sales in Berlin, praised the work of all those involved: "The employees from the production centre in Berlin and the Seddin site provided great support during the preparation and implementation of the new transport facilities and we would like to express our utmost gratitude to them!" an ■

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SUSTAINABLE PRODUCTS:
A Bullinger employee loads timber from a wagon on the newly opened siding.

HOTBED OF INNOVATION

The second innovations workshop for DB Schenker Rail customers in the metals and coal industry was held at the DB maintenance plant in Paderborn. A highly productive day of exchanging ideas about future collaborations and the new challenges being faced in the metals and coal sector.



DB Schenker's Freight Wagons Innovations Workshop was held at the Paderborn maintenance plant on 24 March. At the invitation of Dr Jörg Hilker, Head of the Metals and Coal Division at DB Schenker Rail, around 50 of DB Schenker's customers and guests from the metals and coal industry gathered to discuss how manufacturing and logistics can work together. After the first workshop, which was held in spring 2014, this meeting in March 2015 was also an opportunity to review how the optimisation measures discussed the previous year have been implemented. The workshop consisted of a series of presentations with panel discussions, and inspections of special freight wagons and a prototype of an extensively modernised Shimmns wagon in the workshop of the Paderborn plant.

The market situation at the time of the workshop was difficult. High global production capacity continues to put German steel companies under enormous market pressure. The expectations of customers regarding material and delivery are increasing.

"The automotive industry is the quality leader in the metals and coal industry," said Dr Hilker at the beginning of the conference. What does that mean for a service provider such as DB Schenker Rail? "If we satisfy the requirements of the automotive industry, then the demands of other industries will automatically be met." For this reason, the workshop in Paderborn was mainly focused on the topic of freight wagons. "The freight wagon of the future must meet all the requirements of the automotive industry," said Dr Hilker. This means that sophisticated sensors and the protection of the cargo would be priorities in new wagons.

In his welcome speech, Dr Hilker referred to fundamental difficulties that make the need for change clear.

The availability of the wagons needed by customers must be improved through close coordination with the dispatching plants. That means that all logistical planning and implementation is coordinated and executed in real time. It follows that the supply control to storage depots must also be improved. Planning and specific day-to-day processes must be carried out faster, at shorter notice and more reliably. This includes identifying and rectifying bottlenecks at receiving points and an improved supply of empty wagons.

"The requirement planning of freight wagons must be adjusted on a rolling basis over the course of the year," said Dr Hilker. This mainly involves a short-term strategy that calculates for near-term periods. "When planning wagon supply, empty wagons are just as important as loaded ones."

In his presentation, Thomas Jäger, Head of Asset Management & Technology Wagons at DB Schenker



ANIMATED DISCUSSION: Customers and employees of DB Schenker Rail enjoyed exchanging ideas and engaging in conversations.

Rail, took stock of the improvements already implemented. He pointed to three important ways DB has increased the availability of wagons.

The first is "asset intelligence": in 2015, 500 freight wagons are being upgraded by installing sensors. These make it possible to monitor the climatic conditions of the wagons during delivery operations and their logistical availability will be correspondingly optimised. Moreover, it will be possible to track wagons on screen via GPS signal in real time. Continuous tracking and tracing fulfils customers' need for information about deployed wagons with regard to geographic and scheduling issues.

The second new development is the "BraCoil" wagon, which can transport slabs and coils without the need for any adjustments or adaptations. Up to two prototypes will be acquired in 2016 and extensive test operations will subsequently be carried out; work is also being undertaken on the series production of 98 further wagons. The plan is for these wagons, which are based on Samms 489 and Sahrms 711 type

wagons, to be put into operation in 2018 as multifunctional wagons. This will help balance out fluctuations in demand and make it possible to directly reload trains in the steel plants.

The third new development is "whisper brakes". Thomas Jäger talked about the modifications to DB Schenker Rail freight wagons, a process that has already started and that will continue until 2020. This involves huge costs but the considerable reduction in noise is helping to boost the acceptance of rail freight transport and improves the image of DB Schenker Rail.

In the subsequent practical session, workshop participants had the opportunity to learn more about the comprehensive optimisation measures being undertaken on the Shi fleet at the plant. The prototypes on display could be examined and the modernisation measures assessed. These include additional unlocking handles for the protective covers, a new two-part moisture barrier to prevent drifting snow from entering, thinner protective covers, and an anti-condensation liner in the interior.

Photos: Michael Neuhaus

RELEVANT ISSUES:
The availability of wagons and supply control were the focus of discussions.



INNOVATIONS:
Workshop participants had the opportunity to learn more about the optimisation potential of Shi wagons during a tour of the plant.



NEED FOR INFORMATION:
DB Schenker Rail uses new technology to ensure that wagons are traceable, thereby improving availability.

Following that, Bert Kloppert, Head of Rail Freight Purchasing at ThyssenKrupp Steel Europe AG and Chairman of the Steel Trade Association's Working Group on Wagon Construction Technology, looked at what the future has in store for his sector and was cautiously optimistic. While around 40 million tonnes of crude steel was produced in Germany in 2010, the Steel Trade Association expects that figure to have risen to 43 million tonnes in 2014. At the same time, Kloppert noted that there was concern about the decrease in the stock of freight wagons.

Stephan Strobel, Head of Resource Management for the Metals and Coal Division at DB Schenker Rail, and his team then presented the "tarpaulin plasters" used to quickly fix acute damage to wagon tarpaulin covers. They showed three types of various sizes, each of which can be used to repair small tears and holes of up to ten centimetres – just as quickly and easily as repairing a bicycle tyre.

To close, the Austrian company Innofreight gave a presentation about the "Freight Wagons of the Future". Promising patents and potential solutions suggest that freight transport has interesting prospects for the future. From weight-optimised container-carrying wagons to innovative unloading technologies – it is clear that the Freight Wagon Innovations Workshop offers an excellent communication platform on which DB Schenker Rail and its customers can prepare for the future together.

PhvS ■

Photos: Michael Neuhaus

AN INDUSTRY PRACTISES FOR AN EMERGENCY

Number one topic: safety! DB Schenker BTT and DB Schenker Rail Nederland host Rail Safety Days.



Photos: SPUISERS fotografie

Safety always takes top priority at DB Schenker Rail and this applies all the more to transports for the chemicals industry. If, despite all due precautions, an incident were to occur, everyone involved would have to respond quickly and correctly to keep the impact on humans and the environment to a minimum. By organising regular Rail Safety Days, DB Schenker Rail and DB Schenker BTT wish to make a proactive contribution to the topic of transport safety.

“Rail has demonstrably and objectively proved to be the safest transport mode. Nevertheless, it is not sufficient simply to quote this fact and present certification from the regulatory authority,” says Erik Koning, Sales Operation Manager at DB Schenker BTT and Rail Safety Days Project Manager. “When dangerous goods are transported, the environment and the people who live in the regions concerned are of central importance. The Rail Safety Days are intended to protect humans and the environment and are consequently addressed at all stakeholders: the relevant authorities, the emergency services, customers, infrastructure managers, forwarders and wagon keepers.”

IDEAL OPPORTUNITY FOR NETWORKING

At the first international event in spring 2015, which was held on the Chemelot chemical industrial complex in the Dutch city of Geleen, DB Schenker Rail staff had the chance to meet representatives from the chemicals industry, the safety sectors, members of the emergency services, infrastructure managers and employees from the relevant authorities. The event provided a communication platform with excellent opportunities for networking and exchanging ideas and experiences. “The number of people who put their names down for the event is ample proof of the demand for functions like this,” says Koning.

The Rail Safety Days, which took place from 30 March to 1 April, comprised a three-day programme of training and exercises and a separate conference. During the practical section, the attendees learned about the cooperation between Chemelot’s works fire brigade Sitech and the ProRail incident management division. Sitech also deals with emergencies outside the company premises, for instance in case of large-scale incidents. By law, the ProRail incident management division is responsible for disaster protection and for clearing the transport routes after any incident. The infrastructure manager has special equipment which can be used to lift rail wagons off the rails in such cases.

PRACTICAL DEMONSTRATION:

Fast and courageous intervention calls for experience. At the Rail Safety Days, the emergency services at the Chemelot site showed what they were capable of.



SAFETY ON RAIL:

Safety plays an enormously important role at DB Schenker Rail. The Rail Safety Days will be held at regular intervals with the aim of promoting effective interaction between everyone involved in the transport of dangerous goods.

This special equipment, the DB Schenker Rail Nederland demonstration tank wagon and the DB Netze practice train were all ready and waiting on the Chemelot site. The German train consists of a freight wagon, which has been converted into a classroom and a practice tank wagon filled with water. This gives the trainees a glimpse behind the scenes of modern chemicals logistics as soon as they enter the classroom.

EVENT COVERED THE ENTIRE SUPPLY CHAIN

During the practical section, forwarding agents, representatives from the chemicals industry and emergency workers could attend various lectures and training sessions on different topics. This was also where the practice tank wagon came into its own: it can simulate nine different types of leaks caused by damage to the tank. "The attendees were an attentive audience and the interaction was perfect," Ben Engelbert of SABIC reported enthusiastically after the session. "The demonstration was highly interesting."

The programme also included other aspects, such as how to avoid drip leaks, the documentation which has to accompany transports and the correct procedures in case of incidents. All in all, the organisers were thus able to provide a comprehensive picture of the entire chemicals supply chain.

"SAFETY IS A TEAM SPORT"

Parallel to the practical section, a conference was held on the Chemelot campus on the third day, featuring contributions from all stakeholders on the subject of safety on rail. Both Dr Carsten Hinne, CEO DB Schenker BTT GmbH/Senior Vice President Industry Sector Chemicals and Aart Klompe, CEO DB Schenker Rail Nederland, gave the inaugural lectures. "The target here today is to create trust and transparency," said Dr Carsten Hinne.

Luc van de Velde of Ineos Olefins & Polymers Europe then presented the position of the chemicals industry. In his capacity as Chairman of Railway Affairs at the European Chemical Industry Council (CEFIC), he appealed for more cooperation. "We deliver good achievements on many levels, but we have to cooperate to reach our common goal," van de Velde said. He pointed out, for example, that every second derailment could actually be prevented if the infrastructure managers and the railways were to implement a better safety management system. The CEFIC is based in Brussels and represents 27,000 chemicals companies



HANDS-ON EXPERIENCE: the German practice train includes a classroom, which was the venue for part of the practical sections of the Rail Safety Days.

which account for a share of 21 per cent of global chemicals production and employ a workforce which totals more than 1.2 million people.

Álvaro Torres Centellas of OCINitrogen emphasised the importance of rail freight for his company, which produces fertilizers and melamine. Rail is the main transport modality for OCI's intermediate product ammonia, which is able to serve in the safest manner OCI's customers from the terminal in Rotterdam and the production unbalances from the site in Geleen. Safety is a responsibility of all the players of the chain and therefore: "Safety is a team sport," said Torres Centellas.

Henk Bril gave a presentation about how the SABIC chemicals group approaches the question of safety in Geleen. SABIC has implemented a whole number of organisational measures which would enable it to take immediate action in case of an emergency. Bril pointed out that chemicals transports actually involve two different chains: firstly, the transport between plant and customer, and secondly, the rail infrastructure, over which SABIC or Chemelot have no control. "A chain is only as strong as the weakest link," he stressed, and called for better communications, state-of-the-art technology for wagons and track, as well as the clear allocation of responsibilities.

Finally, John Voppen of ProRail presented the programmes implemented by the infrastructure managers in the Dutch rail network to raise safety at marshalling yards and in the transport of dangerous goods. He also underlined the high priority that ProRail gave to safety in the construction of the Betuwe freight line. The audience made good use of the following discussions to ask many questions and contribute their own experiences.

"We want the Rail Safety Days to continue to promote cooperation between all the different parties involved," said Dr Carsten Hinne in his closing remarks. "We believe it is extremely important to convince our customers that safety is something we take seriously." an ■

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DB SCHENKERoil-solution: FLEXIBILITY AND RELIABILITY

DB Schenker Rail's Chemicals industry sector is redesigning its existing product for the mineral oil industry. Our customers can already benefit from DB SCHENKERoil-solution, says Dr Carsten Hinne, Senior Vice-President European Industry Sector Chemicals, Mineral Oil and Fertilizers/CEO DB Schenker BTT GmbH.



Dr Hinne, DB Schenker Rail has refined its industryspecific product DB SCHENKERoil-solution in collaboration with DB Schenker BTT. Why?

Through our industry-specific product, we have been offering the whole mineral oil industry a tailored service for the past 15 years. For next year, we are now planning a relaunch, so that we can make an even better job of meeting the industry's specific needs and become even more attractive to customers. In our dialogue with customers, we have encountered a number of suggestions for improvements. We have taken this very valuable feedback on board and used it to redesign the product.

What is the nature of the mineral oil industry's specific logistics requirements?

The main requirements are reliability and flexibility. Mineral oil producers or dealers usually transport their products in block trains from refineries to fuel depots and airports. However, the volumes transported between the refinery and the fuel depot fluctuate, because customer demand at the pumps is constantly changing. This means that we as a transport service provider have to be very flexible, because short-notice train bookings, amendments or cancellations are a fact of life. On the other hand, our transport operations have to be very reliable and punctual, so as not to disrupt production processes at the refineries or to endanger supplies to the depots.

What distinguishes the new DBSCHENKERoil-solution from the previous product?

Up to now, DB SCHENKERoil-solution has been a supplementary product among our block train services and confined to a few routes in Germany. At the same time, we have been able to bundle various customers' block train volumes together to form stable and reliable transport operations with a high level of flexibility. This basic principle will continue to apply in the future. DB SCHENKERoil-solution will in future be available to major customers in the mineral oil industry as a tailored service, which will bring together all the benefits of the three block train products, DBSCHENKERplan-, vario- and flextrain. What is new is that this service will now also be geared to the whole of Europe. In addition, we will be expanding our range of associated services significantly.

Do you have examples of this?

We are placing emphasis on professional customer service: there will be specific, named points of contact to deal expertly with customers' needs. Customers will receive status information on their transport consignments, and, in the event of delays, our customer service team will work swiftly to find a solution to the problem. Moreover, the industry-specific product will now include a range of services relating to all aspects of a transport operation. For example, it will be possible to handle customs clearance for consignments going to non-EU member countries or to supply suitable tank wagons or provide an integrated damaged-wagon management service. We can also organise plant logistics and shunting activities at customers' premises as required.

From when will the new industry-specific product be available?

Our new product will be introduced officially with effect from 1 January 2016. However, our customers already have the opportunity to learn how the revised DB SCHENKERoil-solution will benefit their future transport operations. Over the coming weeks, our sales department will work actively to inform customers about the new service and will be available for advice. ■

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Interview: Axel Novak

MARKET OVERVIEW:

Dr Carsten Hinne, Senior Vice President European Industry Sector Chemicals, Mineral Oil and Fertilizers/CEO DB Schenker BTT GmbH.

Photos: SPUISERS fotografie, Vanja Vukovic

LINKING THE NORTH SEA AND THE ALPS

DB Schenker Rail is committed to European single-wagon transport. With the DB SCHENKER*swiss-shuttle* service, the rail freight operator strengthens the link between Switzerland and Germany.



AS SEEN ON RAILWAYS NEWS!
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DB SCHENKER*swiss-shuttle*: Single-wagon transport between Germany and Switzerland.

Single-wagon transport is often regarded as the poor relation of a number of European rail operators. It's said to be expensive and complicated, and a number of rail companies are withdrawing from the complex business. Not so DB Schenker Rail. The European rail freight operator has been strongly committed to European single-wagon transport for many years. With comprehensive and flexible solutions in the national and European networks, the company is continuously expanding in the field of international single-wagon transport. A new product has now been introduced: the DB SCHENKER*swiss-shuttle* connects

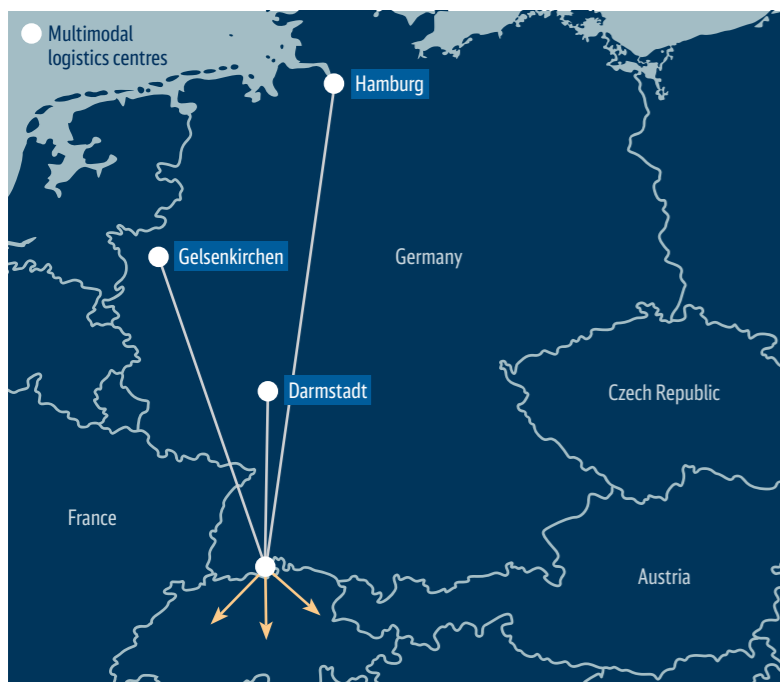
selected German regions with Switzerland and offers customers a quality new product for single wagons and wagon groups.

This service clearly offers customers added value. "A high degree of transparency, reasonable prices and faster transit times are the advantages offered by the DB SCHENKER*swiss-shuttle*," explains Daniel Knaus, Head of Regional Sales Switzerland at DB Schenker Rail. "This service combines high quality standards with the single-wagon networks of the departure and destination regions."

The new service is aimed at customers from all market sectors who want to have palletised goods flexibly and reliably transported between Switzerland and Germany. Transport operations are centrally supervised and continuously monitored by a team in the customer service centre in Duisburg. DB Schenker Rail and its partner SBB Cargo guarantee binding transport services within 48 hours and a binding standard delivery time on the selected routes.

The DB SCHENKER*swiss-shuttle* will initially connect the German North Sea ports, the Ruhr region and the Rhine-Main region with Switzerland. Because easy access to the rail network – for all customers including those without their own sidings – is the most important issue for successful single-wagon transport, DB SCHENKER*swiss-shuttle* is starting in the multimodal logistics centres in Hamburg, Gelsenkirchen and Darmstadt. However, these facilities not only connect road and rail, they also make possible a range of other value-added logistics services.

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FASTER LINK TO THE PORT OF ANTWERP

DB Schenker Rail is expanding its cross-border single-wagon transport service. The DB SCHENKER*antwerp-shuttle* connects the Belgian port of Antwerp even more closely with other European industrial regions.

The port of Antwerp is an important chemical site and Europe's second-largest port after Rotterdam by cargo volume in tonnes. With the DB SCHENKER*antwerp-shuttle*, DB Schenker Rail presents a new transport operations service between Antwerp and the European hinterland. "The DB SCHENKER*antwerp-shuttle* is a response to our customers' requirements," says Uwe Mendritzki, Sales & Operations Manager Belgium at DB Schenker BTT. With the DB SCHENKER*antwerp-shuttle*, a reliable, flexible and transparent hinterland connection for wagonload and intermodal transport is now available to customers from all market sectors. To this end, the company has raised the number of departures for existing trains and greatly increased the operating points. There is one shuttle connection each morning and evening between Antwerp and the Dutch rail hub of Kijfhoek and from there with the European DB Schenker Rail network. The shuttle already serves numerous terminals at the port of Antwerp. Further regions in Belgium are soon to be added as operating points.

The DB SCHENKER*antwerp-shuttle* between Antwerp and Kijfhoek will be operated by DB Schenker Rail Nederland. DB Schenker Rail's central customer



service will be responsible for all other customer issues. "Because we offer everything from a single source and keep the number of interfaces down, we can guarantee continuous and transparent monitoring of transport operations," says Mendritzki. "As a result, we can proactively inform our customers about where the wagons are." The possibility of connecting the system to DB SCHENKER*railnet* France is currently being explored.

DB SCHENKER*antwerp-shuttle*: The hinterland connection for wagonload and intermodal transport.

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THREE QUESTIONS FOR ...

Jelle Rebbers, DB Schenker Rail Nederland

What advantages does DB SCHENKER*antwerp-shuttle* offer customers?

Together, the Belgian, Dutch and German chemical industries form what's known as the ARRRR cluster, a geographical cluster between Antwerp, Rotterdam and the Rhine and Ruhr regions that accounts for 40 per cent of all chemical manufacturing in Europe. This cluster is expected to grow in importance – and so will its transport requirements. With the DB SCHENKER*antwerp-shuttle*, we offer reliable and seamless rail services from one source, connecting the various plants in the ARRRR cluster. Moreover, through the DB SCHENKER*antwerp-shuttle*, industry in Antwerp is gaining direct access to the European network of DB Schenker Rail.

Photos: SBB CARGO

At which customers is the shuttle aimed?

To begin with, the shuttle was aimed at the chemical industry but the new transport operations are now open to all sectors, whether they require conventional wagonload or intermodal transport. Because DB Schenker Rail offers these transport operations as a door-to-door service, we can respond flexibly to the requirements of our customers and make a significant contribution to a secure supply chain.

Why are short transit times so important?

From the perspective of the total cost of ownership, shorter transit times are, of course, always important. With the new shuttle we are cutting transit times by 24 hours in each direction compared to current transit operations.



A HEAVY LOAD ON THE NEW SILK ROAD

With regular train connections between China and Europe, Trans-Eurasia Logistics GmbH offers customers the perfect complement to sea and air freight.

Trans-Eurasia Logistics GmbH (TEL) is continuously expanding its train connections between Europe and China. “With these trains we are not positioning ourselves as competition to sea freight, we see ourselves as a practical alternative to air transport,” says Andre Hempel, Managing Director of TEL. “The service we offer is very attractive to customers who require the swift transportation of high-value goods.” These days, suppliers to the automotive and electronics industries are especially interested in transporting high-value products quickly and cheaply. The train takes less than half of the six-week transit time of ship transport, and rail freight transport via this intercontinental connection is much cheaper than by air.

The TEL company – a joint venture by Deutsche Bahn AG and the Russian company RZD based in Berlin, Moscow and Shijiazhuang – has been a pioneer in the development of this market since 2008. Block train services between the hubs of Duisburg and Hamburg and the Polish-Belarusian border – for which

TEL as the operator is assuming the financial capacity utilisation risk – are currently being linked with European and Asian networks within transport corridors to form a new network in which block trains and single-wagon transports are now running on schedule with great regularity. DB Schenker Rail provides traction in Central and Western Europe. Via its partners, TEL links the existing connections to Europe’s most important business centres with the trans-Eurasian network. “In Europe, we link a network with over 30 selected destinations from Scandinavia to Italy, Spain and France. And in China, 24 cities are currently linked via partners to our network – reaching all the way to Japan,” explains Hempel. The trains travel on two routes: in the north on the traditional trans-Siberian line between Malaszewicze/Brest and Zabaykalsk/Manzhouli; in the south through Kazakhstan via Dostyk/Alashankou. The South Route, known as the New Silk Road, is gaining in political and economic importance because China is keen to provide a boost to domestic Chinese regions through this infrastructure expansion.

GOODS WORTH US\$8 BILLION

Since 2008, TEL has gone from being a pioneer to a successful operator. The 4,000 TEU containers that travelled by rail between China and Europe in 2012 have now grown to 28,000 TEU containers today. “We transported US\$8 billion worth of goods in 2014,” says Hempel. Rather than two or three trains per week, up to five trains now depart weekly – and even more

in the peak Christmas season – with exact timetables in both directions. Within the networks, TEL drives the wagons from China to the Russian and Kazakhstani border, bundles it anew and continues the journey to Europe. TEL serves the Central and Western European rail network through Belarus and Poland via two hubs in Duisburg and Hamburg.

TEL has succeeded in doing what the experts thought was almost impossible: achieving compatibility between trains in the east and west. Through the intelligent linking of the networks, the number of wagons that have to travel back empty over thousands of miles is kept to a minimum. Moreover, the difference in train lengths in China, Russia and Europe has no effect. Perfectly synchronised systems handle the transitions and no container has to wait at the border because the trains are shorter in Europe than they are in Russia. “We can talk of compatible transport operations – no one else can claim that on this route!” says Hempel.

TEL intends to expand its existing transport operations – not only because China is making a huge investment in infrastructure but also because the market is growing. More and more Chinese regions and cities are making enquiries with TEL about establishing new markets and more efficient supply chains by rail. an ■

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EXTENSIVE NETWORK: TEL is a joint venture by DB AG and the Russian company RZD. The company has established a large network across Europe and Asia.



NETWORKS BETWEEN CONTINENTS

Mr Hempel, what is special about TEL and the trains to China?

We connect Europe and Asia via the transport corridors in Russia and Kazakhstan. With our partners – mainly combined transport here in Europe and Beijing Trans Eurasia International Logistics Ltd. in China – we can establish a network that is currently unique in terms of density. In China alone, it already encompasses links between the train systems and 24 large cities – and in China, large cities really are enormous! With our regular and reliable train connections, we are the perfect complement to air and sea transport. The reason behind our success is that we as an operator are the connecting link between the logistics company and the railways; we assume the capacity utilisation risk of the trains; and thereby make transport services via the trans-Eurasian corridors available to all customers.

As a result it was possible to develop from a company train to a public train.

Andre Hempel, Managing Director of Trans-Eurasia Logistics (TEL).

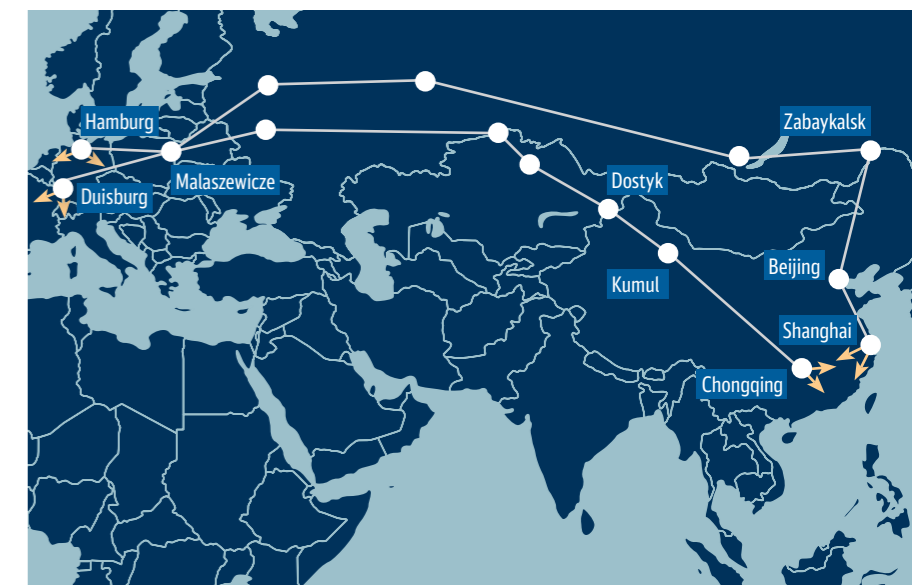
You often transport high-value goods, thereby reducing your customers’ capital commitment costs. How do you ensure the security of goods?

The security of the transported goods is very important to us. All the trains and terminals are, of course, guarded. We and the customers can also follow the trains live via GPS.

How has interest from existing and potential customers changed?

The number of the potential customers and enquires we get has risen over the last few months. We’ve had some great successes. More and more customers are integrating this extraordinary rail connection into their supply chains. These days we even transport fully assembled luxury cars – they are loaded into a container in Duisburg and 14-16 days later they are out on the roads in China. However, the planning for this kind of regular transport operation between Asia and Europe does take time. Customers go through a planning process that can take up to two years and they have to adjust their supply chains accordingly. ■

Photos: trans-eurasia-logistics



INTERCONTINENTAL: Both routes through Russia connect the networks in Asia and Europe.

SUCCESSFUL PIONEER

- September 2008:**
First TEL test train from China to Europe on the North Route for Fujitsu Siemens
- March 2011:**
First TEL test train on the South Route from Chongqing (China) to Europe (Duisburg) for HP
- June 2011:**
Upgrade test trains to regular service on the South Route for HP/YXO
- July 2014:**
Start of TEL regular service from Duisburg to Chongqing with a focus on the automotive industry
- March 2015:**
Start of TEL regular service from Wuhan (China) to Hamburg
- April 2015:**
Start of TEL regular service from Hamburg to Wuhan (China)



QUALITY:

An employee at a paper mill checks sheets of pulp. The paper industry is under great economic pressure.

THE PULP SPRINTER SYSTEM FOR A VOLATILE SECTOR

With its intelligent logistics solutions, DB Schenker Rail helps customers from the pulp and paper industry to reduce their costs and become more competitive. System trains and system groups ensure sustainability and reliability in the supply chains.

A grand old age: paper has been manufactured in Germany for 625 years and today, the German paper industry is the largest in Europe. Companies have long been manufacturing across national borders and are reliant on international supply chains – be that for the transportation of raw materials to plants or for the distribution of the finished product to the customer.

However, the European paper industry continues to feel the pressure. There is still excess capacity in paper production, demand is going down, and changing trade flows with new growth regions is having an effect on the business. Admittedly, with a total of 22.5 million tonnes, German paper manufacturers did increase production levels slightly last year. The German Pulp and Paper Association states that higher volumes of paper were produced mainly in the areas of pack-

aging, hygiene and speciality papers. But changes in the market are forcing the large manufacturers to restructure their businesses. That also has repercussions for the logistics industry. Rather than just transport services, there is now growing demand for complete logistics solutions.

“Our customers are readjusting their supply chains and as they do so they are aligning themselves with the growth markets,” confirms Martin Reiser, Key Account Manager Pulp & Paper Team in the Building Materials, Industrial and Consumer Goods Division. “As a logistics service provider, we can support the pulp and paper industry with reliable transport operations.”

Rail is playing an important part in this regard. DB Schenker Rail transports around six million tonnes of pulp and paper annually across Europe. Pulp and paper – which encompasses the graphic paper, packaging paper, hygiene paper and pulp segments – is a key sector for DB Schenker Rail, both in terms of the European network and in terms of the wagon fleet. This strong position places an obligation on the rail freight company to develop new and improved concepts in partnership with customers. That is why DB Schenker Rail is resolutely proceeding with the European strategy and is continuing with the expansion of the production network.

For this reason, DB Schenker Rail offers tailor-made Pulp Sprinter systems that serve direct connections quickly, flexibly and reliably. “Pulp Sprinters are rail systems that combine the advantages of direct trains for manufacturing with quality-assured, scalable wagon groups,” explains Reiser. The result is that trains operate at high utilisation rates, as quickly and directly as possible, and are supplemented by wagon groups. As a result, DB Schenker Rail is able to react quickly to fluctuations in transport volumes and routes in volatile markets such as pulp. The Pulp Sprinter system works flexibly with a rolling forecast, meaning that transport capacity can be adapted, if prior warning is given in good time, to the flows, e.g. a number of ports of delivery.

The system trains are monitored in a targeted manner. Staff at the European DB Schenker Control Tower EOC in Frankfurt am Main manage trains internationally. Possible events are handled by the expert Pulp & Paper Team at the customer service centre in Duisburg. And finally, there is excellent wagon availability because DB Schenker Rail can make use of a number of wagon pools.

STRATEGIC ASSISTANCE AND FURTHER DEVELOPMENT

“In parallel with standard operational support, we offer customers the opportunity to work with DB Schenker on the conceptual development of their transport operations,” says Reiser. This includes planning possible additional volume capacity, controlling reloading processes, automated interfaces and more streamlined and efficient processes. All the customer needs to do is provide the preliminary plans and volumes and we can then integrate these volumes into the rail network in time for the requested date.

Depending on the customer’s requirements, the Pulp Sprinter systems can extend from the loading point to the end customer. They can also be custom-designed with numerous additional logistics services



LIGHTWEIGHT:

Pulp supply for the paper industry is a real challenge because the material has to be protected from environmental influences. Rail is playing a key role in the logistics of the industry.

for each individual customer. The goal is always to achieve a perfect process result for the customer. If necessary, DB Schenker Rail also makes use of the services offered by expert partners, which are integrated into the transport chain. DB Schenker undertakes a wide range of tasks, from loading wagons for a big pulp customer to the supply control of rail volumes for another customer.

The delivery-ready system has four key characteristics: security, robustness, transparency and ease-of-use. “We want to expand our network, we want to consolidate and strengthen our position in European freight transport, and we want to provide the best logistics concepts for companies in this sector,” says Reiser. “We have no limits, when it comes down to it – much like pulp itself!”

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Photos: ddp images

ENVIRONMENTALLY FRIENDLY SHUNTERS

DB Schenker Rail UK is now shunting electrically.



The small, powerful electrical shunting units that DB Schenker Rail UK recently introduced emit about 649 tonnes less carbon dioxide than their classic diesel counterparts. The electric shunters, known as Zephir 1800e CRABs, are mainly used at the Crewe and Toton marshalling yards, where almost 14,000 locomotive moves are undertaken each year. The powerhouses are able to push or pull up to 400 tonnes with a maximum drawbar pull of 20 KN in dry weather or 16 KN in wet weather.

Until recently, the rail freight operator used diesel shunting locomotives. In September 2014, the company decommissioned most of its Class 08 shunting locomotives in search of greener alternatives. In April 2015, DB Schenker Rail UK decided to use electric vehicles in Toton and Crewe. In addition to the environmental benefit, they are also safer than the previously used models. For example, they offer the operator greater visibility during coupling operations at the platform.

“Rail freight is already considered to be a more environmentally friendly mode of transport than road, but we still actively seek ways to reduce the organisation’s environmental footprint even further,” commented Andrew Byrne, Head of Maintenance and Infrastructure at DB Schenker Rail UK. “We look forward to seeing the long-term benefits that the electric shunters will provide!”

LITTLE ELECTRICAL POWERHOUSES:
The vehicles can move up to 400 tonnes.

CO₂-FREE ACROSS THE CONTINENT

DB Schenker Rail becomes the first rail freight operator to offer climate-neutral transport operations throughout Europe

Europe’s biggest rail freight company, DB Schenker Rail, is the first operator to offer climate-neutral rail transport services across Europe. Customers who attach importance to their environmental goals can thus book CO₂-free rail services and cut their carbon footprint.

Eco Plus customers in Germany and Austria operate on a completely emission-free basis, because the traction energy comes from renewable sources. Such sustainable sources of energy are not available throughout Europe, though. In other countries, DB Schenker Rail therefore relies on offsetting the resulting climate-damaging emissions – there, customers can use DB Schenker’s Eco Neutral scheme.

In the UK, for example, DB Schenker Rail UK recently launched this pioneering product. “We are

proud to be offering Eco Neutral, the first zero carbon rail freight product in the UK,” says Steve Pryce, Head of Marketing at DB Schenker Rail UK.

DB Schenker’s experts calculate the customer’s absolute and specific emissions on the basis of the transport data. The results flow into an eco-friendly transport concept, with Eco Plus and Eco Neutral being taken into account. The company works in offsetting the resulting emissions with atmosfair, an organisation that invests money in climate change projects, in wind farms, biogas facilities and environmentally friendly projects in Third World countries.

Customers can choose from a selection of projects sponsored by atmosfair. They then receive an annual certificate on the volume of CO₂ saved. **an** ■

CHILLED TRANSPORT

From November 2015, Transfesa is planning to run two trains per week between Rotterdam and Valencia – with temperature-controlled containers.



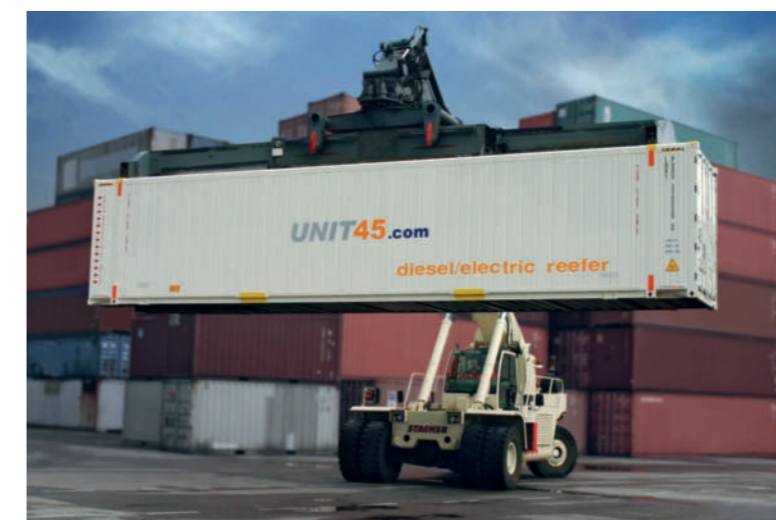
Transfesa is opening a new, attractive service between Valencia and Rotterdam. With immediate effect, DB Schenker Rail’s Spanish national subsidiary is running two trains per week with temperature-controlled containers. An agreement to this effect has been signed by Transfesa and a consortium of Dutch companies. Under this deal, Transfesa is responsible for the full management of the services, from the collection of the containers to their delivery. The rail logistics operator is also in charge of managing the trains and offers a comprehensive track-and-trace service to enable customers to follow the containers’ progress.

These transport operations are meeting the highest demands. “We already have a lot of experience through our just-in-time transport operations for the automotive industry,” explains Ben Smail at Transfesa, who is responsible for the transports. His objective is to reduce transport times, and at the same time increase the shelf life in the markets.

The containers are suitable for the transport of foodstuffs, high-tech products or other high-value goods. Diesel-electric generators in the containers regulate the internal temperature as required between -25 and 25 °C. The temperature remains stable even with extreme external temperatures of up to 40 °C, which is common in summer months in Spain. The innovative track-and-trace system does not merely enable customers to follow the progress of their freight consignments throughout their journey: they can also check the temperature conditions during transport operation and adjust them accordingly.

In this way, Transfesa has created a multimodal transport solution for temperature-sensitive products being carried by rail. The intermodal terminal at Silla in Valencia opens up the whole Spanish market to customers for northern Europe and overseas. Similarly, Spanish customers now have access to the Northern European market – with a direct connection to the sea port of Rotterdam RSC. **mb** ■

CLIMATE ZONE:
The new containers keep the temperature stable and are suitable for transporting food, high-tech products and other high-value goods.



Photos: UNIT 45

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NEW SERIES
WOMEN AT WORK



“NEVER GIVE UP!”

“Never give up – that’s my motto,” says Alessia Tagliabue. “It is often the case that quick decisions need to be taken, whether they relate to customers, train drivers, construction sites or locomotive breakdowns. When it gets really difficult you have to work out a solution very rationally and on a step-by-step basis!”

And solutions are what are expected from Alessia Tagliabue and her Operations Team colleagues at DB Schenker Rail Italia. Day by day, Tagliabue manages a small team that deals with the Italian rail freight operator’s operational issues: the Operations Team organises and monitors production and maintains contact with the train drivers. DB Schenker Rail Italia operates 300 trains per week. Its tasks also include marshalling activities for other rail companies in Domodossola

and Brescia. To achieve this, DB Schenker Rail Italia has at its disposal 93 train drivers and 122 employees at the marshalling yards. “The biggest challenge is to build a good relationship with our customers every day through transparent communication, timely information and good quality and performance,” says Tagliabue, who has been working in rail freight transport since 2003 with Nordcargo, the predecessor of DB Schenker Rail Italia. In addition, the Operations Team handles all issues related to access to the Italian rail network and has to coordinate its activities with the colleagues of the Italian network operator RFI.

“What is special about our team is the passion and enthusiasm in each and every area of activity,” says Tagliabue. “We all take care of contributing to the greater whole!”

an ■

THE DB SCHENKER RAIL ITALIA OPERATIONS TEAM:
 Stefanie Gedike (Short Term Planning), Roncolato Dolores (Senior Dispatcher), Alessia Tagliabue (Head of Operations), Gianni Panzera (Transport Management Leader), Rosanna Montani (Customer Care), Teresa Pittelli (Dispatcher), Elisa Parolo (Wagon Management), Marco Savoldelli (Short Term Planning) and Anja Schatz (Eurotraine) (f.l.t.r.).



SUPPLIES IN ONE GO

The Fripa paper factory complies with the highest environmental standards. The company relies on DB Schenker Rail for delivery of its pulp supply.

“Think ahead. Work together. Go forward boldly.” This motto is not only valid for the core business of the Fripa paper factory but also for their logistics. Fripa, which was recently awarded the Ökoprofit label by the Bayerischer Untermain Initiative, uses environmentally friendly rail transport. This year, DB Schenker Rail will transport a total of between 90,000 and 100,000 tonnes of pulp to Miltenberg am Main for the Fripa paper machines, taking around 4,100 HGV journeys off German motorways.

The Meyer’s Sohn (FMS) logistics company is also involved in this exciting development. Bernd Müller, who is responsible for the pulp market at the freight forwarder, has been working in close collaboration with DB Schenker Rail for many years on this common objective.

Adhering to high environmental standards is an important objective for the paper manufacturer. “Transport has to be inexpensive and efficient but it should also place as light a burden on the environment and infrastructure as possible,” explains Carmen Samorski, Head of Raw Materials Purchasing and Internal Logistics at Fripa. “HGV transport is a huge burden on our roads and on the environment so it’s not an option for us.” Fripa makes products that everyone needs and has probably held in their hands:

household wipes, paper tissues, cosmetic tissues, toilet paper and hand towels. The company was founded in Berlin in 1911 by Hermann Friedrich as a “paper processing company”. His son Albert Friedrich opened the Fripa paper factory in Miltenberg in 1948. The modern high-bay warehouse 2 catches your eye from a distance. The trans-lucent, graduated façade lets a lot of light into the 21,500-pallet high-bay warehouse.

Business is stable. While demand for paper from printing plants is on the decline, hygiene paper is crisis-proof. “Who can or would want to make do without toilet paper or tissues?” asks Samorski. “Digitalisation has meant that fewer books, newspapers and magazines are printed, and there has been a corresponding decline in the demand for paper. Fortunately, hygiene paper products still can’t be digitalised.”

Fripa is one of the most modern hygiene paper factories in Europe – and one of the most sustainable. A cogeneration facility supplies environmentally friendly electricity and heating. In 2014, Fripa undercut the minimum BAT (best available technology) value recommendation for wastewater by 60 per cent. The pulp processed here is bleached without the use of chlorine and is FSC or PEFC-certified, indicating that the purchased products originate from sustainable

EXPERT TEAM:
Bernd Müller (Meyer’s Sohn),
Carmen Samorski (Purchasing Manager at Fripa),
Martin Reiser (DB Schenker Rail) (from left).



Fotos: Bernd Hartung

forestry. The PM 7 – one of the fastest hygiene paper machines on the market – has been in operation here since November 2014. It can produce 2,100 metres per minute, or 36,000 tonnes of paper a year. It repeatedly re-uses process water in what is largely a closed cycle, thereby reducing the volume of wastewater.

Fripa has direct access to the River Main but it does not have its own harbour. In the past, inland waterway ships were processed via the port in Aschaffenburg and the last 39 kilometres bridged by road. “The best concept therefore proved to be transport by rail from the seaport to Miltenberg,” says Samorski. “We’ve been able to implement this very well in cooperation with DB Schenker and have been working on this principle now for many years.” Today, 90 per cent of raw material deliveries arrive at the factory in this way.

Since acquiring the new PM 7 paper machine, additional volumes are required and these are also transported by DB Schenker Rail. “That presented a new challenge for us to overcome,” says Samorski. “But we’ve succeeded there, too.” In January 2015, the Fripa paper factory hired a team track in Miltenberg. Since then, wagons have been unloaded via Fripa’s raw materials warehouse, which is directly adjacent. “Co-ordination of the inflows is managed by our pulp co-

ordinator in Duisburg,” explains Martin Reiser, Key Account Manager at DB Schenker Rail. A specialist Pulp & Paper team works from the customer centre there.

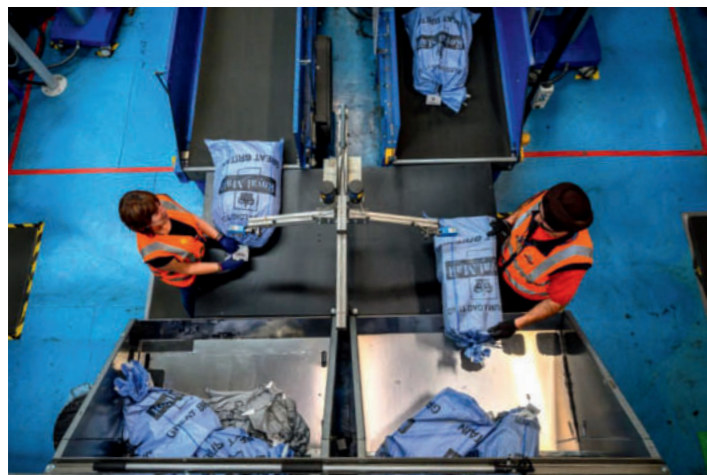
DB Schenker Rail works with customers to optimise processes. Because of the long tradition of working with the industry, logistics for paper manufacturers is one of the European rail freight company’s core competencies. Carmen Samorski talks about this cooperation in glowing terms: “In DB Schenker Rail, we have an excellent and experienced partner on our side. Our Key Account Manager takes an active interest in our concerns and is always ready to listen. We know that we are in good hands. The mills of the system sometimes still grind a little slowly, though,” adds Fripa’s Head of Logistics. She would love to see shorter decision-making processes. “Because we are reaching the capacity limits of the loading track, it is almost impossible to make up for transport delays in regular operations. We therefore rely on a high level of punctuality and flexible services.” This is why an additional service for Fripa is currently being planned. *mb* ■

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SUSTAINABILITY:
Together with DB Schenker Rail, Fripa is optimising its supply chains.

ROYAL MAIL EXTENDS TRANSPORT CONTRACT

DB Schenker Rail has retained an important customer: Britain's Royal Mail has extended its transport contract with the rail freight operator. Reliability and partnership has led to the contract, first signed in 2010, being extended again for three years.



NIGHT SHIFT: Hard work on the mail train. One British DB Schenker Rail team increased their train capacity in the 2014 Christmas period: Darren Challoner, Stefan Williams, David Jackson, Martin Bratt, Wayne Miller, Richard Baker, Paul Roberts and Garry Shaw (from left).

With effect from 1 June 2015, the British subsidiary DB Schenker Rail UK is fulfilling the important contract for Royal Mail for a further three years. This entails carrying out six daily transport operations on the west coast and two on the east coast. To do so, DB Schenker Rail UK is using Royal Mail's rail fleet, which consists of 15 mail trains in total.

"Our rail network has improved year on year and we are delighted to be continuing our relationship with DB Schenker Rail UK," says David Hawkins, Head of Contract Operations at Royal Mail. "We are currently part-way through a major refit programme and we are seeing the benefit of working with a partner that provides both operational solutions and engineering expertise."

"We are delighted to have retained the Royal Mail contract. We believe they chose us because of our partnership approach and desire to find flexible and sustainable solutions," says Mark Keighley, Account Manager at DB Schenker Rail UK. "We have enjoyed an excellent relationship with Royal Mail under the existing contract. Because we have taken on the maintenance of the locomotives for the Class 325 mail trains, we have been able to increase the trains' reliability."

One example of the high quality of the services that DB Schenker Rail UK offers was provided by the mail trains during the most recent Christmas period. Back in September 2014, Royal Mail had approached the rail freight operator with the challenge of coming up with a design to boost the mail trains' capacity. Prior to this, each wagon had been able to carry a maximum of 200 mail containers, known as "Yorks".

Without a solution for the question of capacity, Royal Mail would have had to move the transport operations onto the roads on grounds of cost. A team of established experts led by DBSR UK Production Manager Martin Bratt were able to make a series of alterations to the structure and design to increase the wagons' capacity by 16 per cent, allowing each wagon to transport 36 additional Yorks. For each train, this meant an extra 108 containers that could be carried.

It was now necessary to work at high speed: the peak season for the Christmas mail was due to start in mid-November 2014. This gave the DB Schenker Rail UK team only four weeks to put the proposed alterations into effect. Nevertheless, the team managed to roll out the first adapted trains on time, much to the customer's satisfaction. "Everybody involved in this work can be proud of what has been achieved," says Mark Keighley. an ■

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ANOTHER STEP TOWARDS NETZWERKBAHN

Two-stage electronic commissioning in the capacity-checked network is giving many DB Schenker Rail customers better predictability and more transparency. Scholz Recycling GmbH & Co. KG has already reorganised parts of its commissioning process and is thereby taking an active part in the development of DB Schenker Rail.



Scholz Recycling is a pilot customer in the migration to this new business model. The recycling company is already commissioning 40 wagons a week with DB Schenker Rail on the basis of the new "Netzwerkbahn" business model. The aim of Netzwerkbahn is to introduce a capacity-led network so that fluctuations in transport duration is reduced, thereby making the service more reliable and predictable for customers. The company's headquarters in Essingen in Baden-Württemberg and various dispatch points in eastern Germany are already connected to both domestic and cross-border transport services. Scholz staff commission transport operations in a two-stage process, taking into consideration the commissioning deadlines. DB Schenker Rail immediately checks whether there is sufficient free capacity in the network and calculates the time of receipt.

Scholz Recycling can now already place capacity-checked orders more than twelve hours in advance. Around one hour before dispatch, the wagon numbers and the final weight figures are added to the order. "So that we continue to have the usual level of flexibility, which is absolutely vital in our business, an important element of the success of Netzwerkbahn for us is that customer requirements are given absolute priority in the operational application and implementation," says Thomas Grötzinger, Head of Logistics at Scholz Recycling. DB has been a trusted logistics partner of the company for many decades – in 2013, DB Schenker Rail transported 1.7 million tonnes of scrap metal for Scholz.

Predictability is of utmost importance for Scholz. The steel plants that Scholz supplies are reliant on a

continuous supply of scrap metal for their furnaces. As a leading international recycling company and one of Germany's largest providers of scrap metal, Scholz supplies 200 steel plants, foundries and smelting plants in many parts of the world with scrap metal. Material is collected at various local disposal points and bundled together into large materials flows, processed, stored and finally delivered to a range of buyers.

The integration of additional locations happens step by step and in close cooperation with DB Schenker Rail's customer advisors. "A close, integrated planning process between the customer, manufacturing and distribution forms the basis for the dimensioning of a stable network," says Agnieszka Jasiorowska of DB Schenker Rail. She is a member of the young team that is working with the Key Account Managers to support customers as they switch to the new commissioning system.

From next year, all DB Schenker Rail customers will be able to take advantage of two-stage electronic commissioning. Electronic capacity checks allow full transparency in all booked consignment flows in the network. As a result, planning is made easier for customers because capacity and transport information is more reliable. mb ■

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You'll find a detailed overview of the commissioning process here:
www.dbschenker.com/netzwerkbahn

PILE IT HIGH: Scrap metal is an important resource for the steel industry.



GREEN ENERGY AND GREEN LOGISTICS: FROM THE FIRST TO THE LAST MILE

Wood pellets from the Baltic Sea to end customers in Italy: DB Schenker Nieten and DB Schenker Logistics are working together on transport operations for German Pellets.

WOOD PELLETS:
The market for renewable energy is growing quickly. Pellet stoves are replacing oil and gas heating in many places.

Wood pellets are said to be the fuel of the future. The compressed wooden sticks are very environmentally and climate-friendly because they are made of renewable raw materials. It is therefore certain that a reliable supply will be available in future. However, the main reason for the popularity of wood pellets is that they are

cheaper than fossil fuels. That and state incentive programmes have led to strong growth in the market over the last few years. The number of pellet heating units in use in Germany has almost doubled since 2010 and it is expected that around 400,000 pellet-fuelled stoves will be in operation by the end of 2015. ▶

“ALL FIELDS OF EXPERTISE UNDER ONE ROOF”

Thorsten Wartenpfehl, Head of Railports and Logistics Services in the Building Materials, Industrial and Consumer Goods Division at DB Schenker Rail AG, Frank Nibbes, European Intermodal Sales Director at Schenker AG, and Falk Petereit, Head of Logistics at German Pellets, explain what potential they see in the multimodal transport chain.

Mr Petereit, how important is rail for German Pellets?

Petereit: Over longer transport distances, rail is a very competitive mode of transportation, both for the supply of raw materials and for the distribution of the end product. And because we are always looking to reduce our CO₂ emissions, the environmentally friendly aspect of the railways is a decisive issue. I should mention in passing that rail makes it possible for us to transport this renewable form of energy – wood pellets store the energy of the sun – over long distances in a sustainable and economical way. And we’re doing this while the politicians are still debating the construction of north-south electricity highways.

Mr Nibbes, how could the links between road and rail be improved?

Nibbes: We are improving the way we coordinate the operations of DB Schenker Nieten and DB Schenker Logistics. Dedicated points of contact guarantee a quick exchange of information about all land transportation modes on all process levels. Customer processes are being better interwoven and continuously optimised by means of an integrated approach.

What is the aim of DB Schenker Rail and DB Schenker Logistics’ “Multimodal Initiative”?

Wartenpfehl: It is obvious from the example of German Pellets that a consolidated and integrated cooperation can only be an advantage – especially for our customers but also, of course, for us at DB Schenker. With an interlinked multimodal solution design by DB Schenker, we can offer customers the best transport logistics solution, individually designed for them. That’s why we’re looking to see where there is potential for multimodal transport operations and how we can integrate them expediently into our DB Schenker network. Through our expertise in transport and logistics, we aim to bring about added value all along our customers’ supply chain, benefiting our customers but also simultaneously strengthening our market position.

What are your thoughts on that as a customer, Mr Petereit?

Petereit: From the very beginning of our cooperation,

we’ve had in DB Schenker Nieten a partner that has aligned its transport logistics solutions with our logistics processes and particularly with our product, wood pellets. The collaboration was one of trust and partnership right from the start. We work together closely, for example when it comes to drawing new conceptual plans for transport operations – across all transport modes.

How will the multimodal cooperation be continued?

Wartenpfehl: We look at all sectors of our market segment and we look across sectors to see how and where we can offer other solutions. To do this, we talk with



CLOSE COLLABORATION:
The aim of the Multimodal Initiative is to offer the best transport logistics solutions from the customers’ perspective.

and listen to our customers. We want to be an innovative solutions partner, not least because we want to ensure customer retention. We will continue to drive forward the expansion of other corridor-based multimodal solutions with the national subsidiaries of DB Schenker Logistics in Europe in the area of land transportation.

How can German Pellets benefit?

Petereit: We see further potential for tapping into new national markets and for using new transportation operations in existing markets with DB Schenker Nieten as a multimodal logistics partner. ■

Interview: Mirko Heinemann

German Pellets is one of the world's leading producers and suppliers of wood pellets. Since March 2013, DB Schenker Nieten has been the company's partner for inter-plant transport operations and transport operations for palletised goods to Italy, one of Europe's main consumers of pellets. Pellet fireplaces are particularly popular in Italy, with more than 2 million in use in the country. Since August 2013, DB Schenker Nieten has also been providing raw wood transportation to supply German Pellet's plants in southern Germany.

TRANSFORMATION INTO AN INTEGRATED LOGISTICS PROVIDER

DB Schenker Nieten has long been a presence in the sector as a specialist in logistics solutions for everything to do with wood and wood products. DB Schenker Rail's Building Materials, Industrial and Consumer Goods Division carries out 80,000 transport operations each year and is far more than just a rail logistics expert.

In partnership with DB Schenker Logistics, the experts at DB Schenker Nieten develop integrated, Europe-wide multimodal solutions for customers in the wood industry, such as German Pellets. The intermodal linking of road and rail under the product name DB SCHENKERhangartner guarantees a solution that is particularly climate-friendly and that is tailor-made to the requirements of individual customers: "As a company in the renewable energy sector, the sustainability of the whole supply chain - from the raw material to the end customer - naturally plays a decisive role. An important part of that is an environmentally friendly transport and logistics chain," asserts Falk Peterreit, Head of Logistics at German Pellets. Multimodal transport operations combine the strengths of various transport modes. "Of course, the full advantage of rail can be exploited in multimodal transport operations over long distances," explains Walter Brand, Head of Sales at DB Schenker Nieten. "As a freight forwarder, we then use other transport modes for distances where it would not be viable to integrate rail into our customers' supply chain."

The multimodal logistics centres in which the transshipment between road and rail is carried out play an important role. Value-added services, i.e. services that go beyond transshipment, are also performed here: interim storage, commissioning, re-packaging and production checks - the partly roofed, partly open storage areas offer a number of possibilities. German Pellets can also take advantage of this growing expertise: "As a manufacturer of premium pellets, we have

to ensure that the quality of our product is also completely maintained in the logistics chain," explains Falk Peterreit.

One of the German Pellets group's 15 worldwide production sites is located in the port of Wismar on the Baltic Sea. From here, the pellets are driven by lorry to Rostock, where they are transhipped to the railways. They then continue by train to the conurbations of northern Italy. There, the pellets are transhipped once again and the final journey to the end customer is undertaken by lorry. The whole "door-to-door" transport operation is managed by DB Schenker Nieten, from the first to the last mile, including transshipment, storage in the logistics centre and HGV transport to the customer.



It is a partnership with huge potential. In addition to Italy, German Pellets is seeing growing markets in other European countries such as France. Overall, the European pellet market is experiencing double-digit growth every year (20 million tonnes consumed in 2014). For longer transport distances, a "non-stop, international, rail-based, door-to-door transport solution within Europe that is operationally managed from a single source" is particularly suitable, according to Falk Peterreit. DB Schenker Nieten and DB Schenker Logistics are agreed: the expansion of the successful multimodal partnership that aims at joint market penetration has well and truly begun. mb ■

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GOOD PROSPECTS:
France and Italy will be key markets in future.

“WE ARE A MULTIMODAL RAIL LOGISTICS EXPERT”

Stephan Strauss, CEO Industry Sector Building Materials, Industrial and Consumer Goods at DB Schenker Rail explains how the European rail freight company is meeting the growing demands made of rail-based and multimodal transport logistics in Europe.



MARKET KNOWLEDGE:
Stephan Strauss, CEO Industry Sector Building Materials, Industrial and Consumer Goods at DB Schenker Rail.

Mr Strauss, what lasting changes are you currently seeing in your markets?

We're seeing increasing dynamism in all segments of our industry sector, both in terms of the purchasing market and the sales market. The volatility in these segments has increased substantially. At the same time, the structure of the industry is also changing. There is huge fluctuation in the volumes being produced and production cycles are becoming shorter. As a result, logistics planning is becoming more short-term and volatile, meaning that our reaction time also has to get faster and faster.

What do these changes mean for the strategic orientation of your industry sector?

The demands made in terms of the flexibility of a tailored logistics operation are increasing, just as our customers' expectations are increasing. Our response to this has been to develop multimodal solutions expertise so that we can offer our customers innovative and customised solutions. For a long time now, it has not been enough in many cases to simply offer a traction service on the railways. We prefer to focus on our customers' entire supply chain, with integrated transport logistics solutions and with our core competence - rail.

What kind of multimodal expertise can you offer?

Today, we are able to manage the whole supply chain for our customers. Our core competence is rail, a sustainable transport mode whose real advantage lies in longdistance transportation. As a component of a comprehensive and integrated transnational transport logistics service, rail is an increasingly important element in this success. DB Schenker Rail can make use of a Europewide network, thereby meeting the increasing demands made of international rail-based transport logistics.

What measures have you introduced?

The BIC Division began its transformation two years ago, changing from being purely a rail carrier to being a multimodal rail logistics expert. We offer integrated solutions across transport modes through our internal freight forwarder DB Schenker Nieten and we also systematically use best-in-class service providers as logistics partners. Because of that, we are able to manage multimodal transport operations all from one source - with conventional wagonload transport, containers and the roads. The nerve centre of our operations management is our Control Tower. From here, we offer a comprehensive customer care and support service for our international door-to-door transport operations - across all transport modes and service partners in the chain. All information streams from all the participants in the transport logistics chain converge here. We have established and expanded on both the expertise and the resources we have so that we can achieve this - and are thus well-positioned in the market and fully prepared for the future. ■

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Interview: Mirko Heinemann

Photos: DB Schenker Rail

EXPRESS TRAIN TO THE MEDITERRANEAN

DB Schenker Rail Automotive has created a compelling proposal that has enabled inter-plant transport operations from Germany to Spain to be switched from road to rail.



CERBÈRE:
The trains are switched to the broad gauge at the Spanish border. It is not much further to the SEAT plant.

DB Schenker Rail Automotive was successful on two counts in a tender for the transport of materials for the car manufacturer SEAT. The European rail freight operator did not merely win a major plant supply order but at the same time made a huge contribution to easing the burden on Europe's motorways.

DB Schenker Rail has been conveying sheet metal parts, transmission units and other automotive components from Volkswagen plants in Germany to the SEAT plant at Martorell near Barcelona since the

middle of 2014. This works on the basis that the wagons are either completely full or empty in each direction. Prior to this, the automotive components used to reach Spain by road, in lorries. DB Schenker put forward a sophisticated plan that persuaded Volkswagen's group logistics specialists to switch to the environmentally friendly rail transport mode. This enabled DB Schenker Rail to win the tender against a large number of international rivals. What clinched the decision in favour of DB Schenker Rail

Automotive was not just the competitive price and the reliability of its rail transport but also the European rail freight operator's fast delivery times: "We set off from Fallersleben on Friday and reach the SEAT plant in Martorell at midday on Monday. This means our shuttle system is just as fast as a lorry," Andrey Ludwigs from VW Europe Components Sales, DB Schenker Rail Automotive, points out. Another reason for the decision lay in the modern track and trace options. DB Schenker Rail Automotive's system for

tracking consignments does not only indicate at any time the location of a wagon containing the corresponding freight, it even enables dispatchers to search by item number and quantity.

The component transport operations currently begin their journeys in the Volkswagen plants at Wolfsburg-Fallersleben, Braunschweig and Kassel-Baunatal. "These are single-wagon transport operations, which are fed into the automotive production network, known as the Automotive RailNet, and

Photos: DB Schenker

“We are glad to have established a good solution for our customer SEAT in collaboration with our group’s Transfesa subsidiary.”

SANDRA UEBEL, DB SCHENKER SERVICES
SPAIN & PORTUGAL

consolidated into operational block trains,” explains Klaas Lange, responsible for customer projects at DB Schenker Rail Automotive. At Kaiserslautern-Einsiedlerhof, they are integrated into the existing Mediterranean Shuttle, which comes from Mannheim. The shuttle takes on additional loads in Einsiedlerhof and Saarbrücken and then moves on to France and Spain. The shuttle is also used by other motor vehicle manufacturers, such as Opel and Ford. “We have incorporated the SEAT operations neatly into this,” Andrey Ludwigs explains. “The additional volume means that we are able to improve our train utilisation rates and to offer a high-frequency system, which represents good value for heavy freight by comparison with lorry transport, thanks to the loading-capacity advantage.”

As soon as an order for a particular number of components is placed at the SEAT plant, DB Schenker Rail is able to respond immediately. DB Schenker Rail Automotive’s internal “Link BPA” system helps with this. It’s the system that is used to initiate the transport orders from Spain. “There is no longer any need for consignment notes, and all the parties involved are included automatically,” Klaas Lange explains. “This is why we are also able to guarantee short delivery times.” The system is operated by staff at DB Schenker Rail’s Spanish subsidiary, Transfesa.

COOPERATION WITH TRANSFESA

Alongside Transfesa, one more DB Schenker Rail subsidiary – the French company ECR – is also involved in this project. At the French border, ECR assumes responsibility for the Mediterranean Shuttle’s progress through France and delivers it to the Franco-Spanish border. There, a challenge in terms of infrastructure awaits it: the German and French track systems use the European standard gauge, but rail operators on the Iberian peninsula use the broad gauge. The wagons are “re-axled”: they are lifted up and the axles are changed. This work is done at the Franco-Spanish border station of Cerbère by the DB

Schenker subsidiary Transfesa. “We are glad to have established a good solution for our customer SEAT in collaboration with our group’s Transfesa subsidiary,” says Sandra Uebel (DB SR Services Spain & Portugal).

The final leg of the journey is covered by the Spanish state rail operator RENFE, which takes responsibility for transport to the SEAT plant in Martorell near Barcelona. At the plant itself, Transfesa staff again take over the coordination of the freight wagons. The empty structures that held the components are then dispatched in the opposite direction and transported back to the Volkswagen plants.

One major advantage of the DB Schenker network is the direct, fast flow of information among the subsidiaries in the DB Group. Orders arrive electronically at the EOC/OOC1 European Operations Centre in Duisburg and are sent simultaneously to the participating partners ECR and Transfesa, which means that staff there are notified promptly of the wagons that are coming their way. “As a result, the partners involved know at an early stage what resources need to be planned, for example, for traction in France or re-axling on the Franco-Spanish border,” Klaas Lange explains. At the OOC1, a dedicated member of staff monitors the materials transport consignments and is available to the customer every day to answer any questions concerning these transport operations to Spain.

At present, 50 freight wagons are on the move in each direction between Germany and Spain every week. Three of the five Volkswagen plants have already been “opened up”, meaning that processes in dispatch control have been switched from loading onto lorries to rail transport. As soon as all five plants have been brought into this round-trip system, a total volume of around 5,000 transport operations per year is expected. mb ■

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Photos: Michael Neuhaus; Deutsche Bahn AG

ASK THE EXPERT:
A DB Schenker Rail employee fits a new axle.

VOLKSWAGEN AND DB SCHENKER RAIL OVERCOME BORDERS TOGETHER

In spring, representatives of Volkswagen and DB Schenker Rail met in Frankfurt (Oder). This location on the Polish-German border was not chosen at random. Those in charge at both companies wanted to inspect and assess rail border processes.



SUCCESSFUL MEETING: Representatives from Sales and Manufacturing at DB Schenker Rail and their customers inspect the border train station at Frankfurt (Oder) Oderbrücke.

Striking engine drivers, works on the line, accidents and technical and bureaucratic hurdles have recently all caused delays on the Polish-German corridor, especially at this important border crossing point.

For Volkswagen, the stable implementation of transport operations is vital. After all, the vehicle production plants in Poznań (Poland) and Kaluga (Russia) are linked via this route.

Staff from various divisions at DB Schenker Rail presented their plan of action and the process enhancements already made to the Volkswagen representatives.

“We were able to show Volkswagen that DB Schenker Rail, through the measures we’ve implemented already, continues to be a reliable and competent logistics partner and that we meet Volkswagen’s quality expectations,” says Agnieszka Szczepanska of DB Schenker Rail Automotive.

In addition to simplifying the administrative border-crossing process for the handover of trains between DB Schenker Rail and its Polish subsidiary DB Schenker Rail Polska in Frankfurt (Oder) Oderbrücke, the deployment of multi-system locomotives since January 2015 has been a significant improvement. The class 189 locomotives are compatible with and approved for all four electricity systems used in continental Europe. DB Schenker Rail has equipped some of the existing fleet of locomotives with security systems for deployment in Germany, Poland and the Czech Republic. “With these locomotives, we can cross the border without changing locomotives. The locomotive simply drives through. In the first months of 2015, we already achieved a clear improvement in quality for Volkswagen. The trains are consistently arriving at the Volkswagen plants on schedule again. The effort made over the past months is paying off,” report Ulf-Dieter Schultze and Dirk Zender of DB Schenker Rail.

Further measures will gradually make the border-crossing process even faster. These include the discontinuation of physical border checks, the verification of freight papers and the introduction of international lists and train data sheets.

After the on-site inspection of the new locomotives, Helmut Schulz-Klubach, who is responsible for rail network planning at Volkswagen Konzernlogistik, assessed the measures he’d seen: “We are satisfied with the optimisation measures that we’ve been shown here by DB Schenker Rail. I believe we can now look toward the future with confidence.”

DB Schenker Rail thereby continues to make an important contribution to the supply of Volkswagen’s plants in Eastern Europe and has, through this comprehensive Polish-German intra-group cooperation, proved once again to one of its most important customers that it is a competitive service provider. **mb** ■

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A LONG-STANDING PARTNERSHIP

In March 2015, DB Schenker Rail operated the 25,000th train from Hungary to Ingolstadt for car manufacturer Audi.

Győr, headquarters of Audi Hungária Motor Kft.: three men jointly give the starting signal and, almost without a sound, the 569-metre train with 23 wagons gets moving. Its destination is Ingolstadt in Bavaria. The 25,000th Audi train from Győr has a journey of 610 kilometres ahead of it before it reaches the headquarters of the car manufacturer with the four interlinked rings.

The departure of the anniversary train was marked in the Hungarian city of Győr on 9 March with quite a ceremony. Beforehand, the DB Schenker Rail Hungária locomotive pulled the train from the Audi plant in Győr to the freight depot. The departure signal was given jointly by Szabolcs Gácsig, representative of Audi Hungaria Motor Kft. Transport Management, Ottó Horváth, Director of Operations at Rail Cargo Hungária Zrt and Nándor Németh, CEO of DB Schenker Rail Hungária Kft.

“I’m delighted and very proud that we can celebrate the departure of the 25,000th train from Győr to Ingolstadt together today. This is impressive proof of the long and fruitful cooperation between DB Schenker Rail Hungária and Audi in Hungary,” says Nándor Németh, CEO of DB Schenker Rail Hungária. He remembers the 15,000th train for Audi departing in 2008 – back then the partners also marked the occasion with a celebration.

Audi and DB Schenker Rail have been working together on the route between Győr and Ingolstadt

for many years, transporting body parts, engines and complete vehicles. Painted body parts and add-on parts for the Audi TT are transported from Ingolstadt in double-decker wagons for assembly in north-western Hungary. They return to Ingolstadt along the 610-kilometre route as complete cars, accompanied by the engines, which are made in Győr for the entire model range.

Audi has been using environmentally friendly rail transportation for many years. Today, 70 per cent of Audi models from Ingolstadt reach their destination by rail, 36 per cent of which using renewable energy, with the DB Schenker Rail product Eco Plus, for example, which allows customers to have their goods transported to their destination CO₂-free.

Since 2002, DB Schenker Rail Hungária has also been responsible for shunting services at the Audi plant in Győr. In 2013, DB Schenker Rail Hungária fought off stiff competition to win the industrial rail services contract for the Audi plant. Today, because of the increased volumes, three DB Schenker Rail Hungária shunting teams are deployed at the Audi plant daily. **mb** ■

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NO LIMITS: No HGV can keep up with DB Schenker Rail’s shuttle trains.

Photos: Holger Tälinski, Michael Neuhaus



**IN DEMAND
“IMMEDIATE AND UP TO DATE”**

DB Schenker Rail has distributed around 4,200 state-of-the-art tablet computers among German engine drivers since December 2013. The goal: improved planning, faster information flow and fewer paper printouts. These aims have been achieved, says Dieter Stöckel, Group Leader Engine Drivers/AB in Zwickau and Acting Site Manager at Erfurt and Zwickau.

Mr Stöckel, you and your team have been working with tablets for some time now. How has the experience been?

We were each given a Samsung 3 a while ago – that’s enough for our requirements at the moment. As a group leader, I personally only drive 100 hours a year to keep my licence valid.

Has anything changed as a result of the tablet?

It’s much easier to plan and execute assignments now. The tablet shows everything we need when driving the locomotive – from deployment plans to instructions, from regulations to forms. The advantage of the tablets is that everything important is immediately up to date. With each update, the old instructions or plans that are no longer valid are deleted. Before this, everything was kept in six thick files – do you think an engine driver could find anything? The new system is really good!

And what do your staff think about it?

Half my staff were positive from the start, a third only got interested when the tablet was put in their hands, and I still have some work to do to gradually convince the rest. It is a requirement of the employer; this is the way we have to do it. But one thing has been important in terms of the tablets gaining acceptance: we can also make personal use of them because we have a flat rate!

Engine drivers have to input data themselves when using them ...

That’s right, they have to correct the plans themselves using the current times and processes. This information is the basis for the detailed service bill, so real money is at stake!

What do you do when the battery is flat?

The batteries aren’t the best, it’s true. But we have sockets to recharge them in most electric locomotives. *an ■*

GO FIGURE!

4.12

The number of points awarded to Germany in the World Bank’s Logistics Performance Index (LPI) – putting it in first place in the global rankings. The index evaluates customs clearance, infrastructure, professional expertise, punctuality and traceability of deliveries. Other than Germany, only the Netherlands, Belgium, the United Kingdom and Singapore achieved 4 or more out of a possible 5. The collapsed state of Somalia came last in the rankings. The LPI is based on a survey of logistics and express service providers and it helps logistics experts, governments and researchers compare how different countries cater to the requirements of the logistics industry.

More information at: <http://lpi.worldbank.org>

TEAM PLAYER: Dieter Stöckel, Group Leader of a team of 12 shunting drivers and 13 engine drivers, was an engine driver himself for 23 years.

Photos: Meiko Herrmann

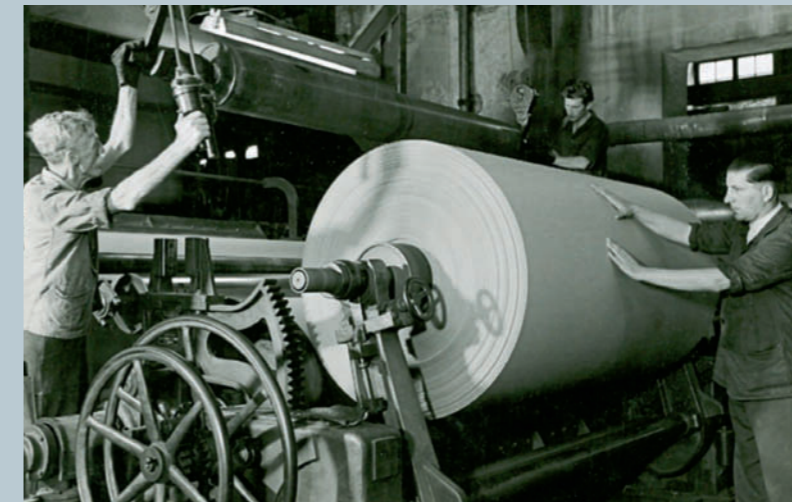
SAVE THE DATE

Upcoming trade fairs and sector events with DB Schenker Rail – come and see us there!

19-21
OCTOBER
PPI Transport Symposium in Bremen: An important sector event for the pulp and paper industry
www.transportsymposium.com

03-06
NOVEMBER
Ecomondo in Rimini, Italy: A platform for sustainable solutions and disposal
www.ecomondo.com

28-30
OCTOBER
German Logistics Congress in Berlin: One of the industry’s most important events
www.bvl.de



TRADITION: The pulp industry is an important partner for DB Schenker Rail.

**SIGN OF THE TIMES
625 YEARS OF PAPER IN GERMANY**

Never mind digital – you won’t get far without paper. Photocopying paper, newspapers, filters for the coffee machine, shopping bags, packaging paper, tissue paper and train tickets – every day we use a product that is manufactured from a natural substance in a very traditional way. In Germany, that tradition goes back 625 years. Paper had already been invented well before then. The Chinese made paper out of ground plant fibres. The art of papermaking reached southern Europe via Arab civilisation. On 24 June 1390, the Nuremberg alderman Ulman Stromer established Germany’s first paper mill. With the invention of printing, the demand for paper rose quickly. It wasn’t long before demand for traditional raw material exceeded supplies and, in 1774, Justus Claproth invented the first method for recycling

paper. In 1851, a chemical method of pulp manufacturing was invented, making the use of wood as a basic material in the paper industry possible. In 1900, there were around 1,000 paper companies in Germany. Per capita paper consumption had grown quickly: in 1800, it was around 500 grams, by 1900, that was up to around 15 kg, and today, Germans use an average of 200 kg. Rather than the horse-drawn carts of previous times, scheduled freight trains deliver pulp supplies to paper factories and finished products to customers these days. The pulp and paper industry has likewise become one of the most important sectors for the railways. *an ■*

More information about the anniversary at: www.625jahrepapier.de

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RAILWAYS NEWS

The new newsletter from DB Schenker Rail

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