



Logistical tour de force

Building materials manufacturer Knauf needs huge quantities of gypsum for its production processes. DB Schenker Rail uses a sophisticated block-train concept to safeguard supplies to the company. Page 8

PROMOTING PRIVATE SIDINGS

Getting the state to share the costs

Page 14

POLAND

Deutsche Bahn buys the PCC Logistics Group

Page 24

TRANSPORT TRACKING

Intermodal transport control centre

Page 26



road/rail vehicle

Chimaera on wheels

In both genetics and mythology, chimaera are hybrid beings consisting of two different organisms. The road/rail vehicle operated by DB Schenker on the site of Sappi in Alfeld, Lower Saxony is also a hybrid being: it is a road vehicle and a rail vehicle at the same time. On the private siding of Alfelder Paper Factory, the road/rail vehicle is capable of driving around wagon groups. This saves Sappi both time and distances in shunting activities compared to a conventional locomotive.



Together into the future

The main production facility of the Knauf Group, one of the world's leading manufacturers of building materials, processes more than half a million tonnes of synthetic REA gypsum every year. This substance is generated as a by-product in coal-fired power stations. Transporting such quantities by rail is a Herculean task that is only possible through close cooperation between DB Schenker Rail, the Knauf Group and the power station operators. Read our cover story to find out how extensive infrastructure investment, state-of-the-art automation technology and sophisticated control systems safeguard Knauf's gypsum supplies – and help to save more than ten million litres of diesel fuel every year.

Success stories of this kind cannot hide the fact that the turbulent world markets have plunged the transport branch into the deepest crisis for a long time. Declining transport volumes also exacerbate competition among the modes of transport. Once again, rail transport has to prove its competitiveness compared to the road. We are doing this among others by continuing our internationalisation course so that our customers can benefit even more from the advantages of our European network.

The acquisition of PCC, Poland's largest private railway undertaking, makes DB Schenker Rail a major player on an important domestic market right at the heart of Europe with a population of more than 38 million people, also opening the doors for us to the huge growth region of Eastern Europe. After all, our customers are increasingly operating on an international scale, and rail freight transport smoothes the way for them into new markets.

With kind regards,

Karsten Sachsenröder
Member of the Management Board DB Schenker Rail

08

Gypsum transports

DB Schenker Rail transports more than half a tonne of REA gypsum every year for building materials manufacturer Knauf.

Customers & Projects

- 14 Promoting private sidings**
The construction, reactivation or expansion of private sidings can qualify for state investment.
- 16 Raw material supplies**
DB Schenker BTT safeguards the supply of raw materials to chemicals firm Nabaltec.
- 17 Mail trains**
As from 2010, DB Schenker Rail will be transporting a million letters a year for the British post company Royal Mail.
- 18 Aluminium industry**
Prioritised block trains provide high transport quality for aluminium processing firm Alcan.
- 19 Car transports**
300 luxury vehicles travel by train to Russia for Volkswagen.
- 20 Short articles**
voestalpine/Scrap services for Badische Stahlwerke/
Trams for Turkey

Company & People

- 24 Poland**
The takeover of Polish railway undertaking PCC strengthens DB Schenker's position in Eastern Europe
- 26 Transport tracking**
All intermodal trains are tracked 24/7 from the control centre in Frankfurt
- 28 Port conferences**
The branch conferences in Berlin and Rotterdam bring experts together to discuss ways of improving links between the ports and the hinterland regions
- 30 Handling gravel**
Hamburg's freight handling facility Hohe Schaar offers comprehensive services for handling bulk freight and other building materials
- 31 Logistics research**
At TU Berlin, DB Schenker supports a chair and an institute for research into transport and logistics issues.
- 32 Short articles**
Steam train race / Freight transport exhibition / VW award

- 06 News**
- 34 Save the Date/Impressum**
- 35 On the Move**



Gypsum transports **08**



Promoting private sidings **14**



Transport tracking **26**



Port conferences **28**

Photos: Dagmar Schwelle/laif; DB AG/Hartmut Reiche; DB AG/FAG/Rebscher; Theodor Barth



Mainz

Alexander Hedderich takes on the leadership of DB Schenker Rail

As of 1 September 2009, Dr. Alexander Hedderich, 43, is taking on the overall responsibility for the European Business Unit DB Schenker Rail. At the same time he is also being appointed to the Executive Board of Deutsche Bahn AG. Dr. Klaus Kremper, long-standing boss of DB Schenker Rail and Member of the Executive Board of Deutsche Bahn AG, is leaving the company at his own request.



Utrecht

Aart Klompe new boss at DB Schenker Rail Nederland N.V.

As of 1 September 2009, Aart Klompe (60) has become CEO of DB Schenker Rail Nederland N.V. He succeeds Detlef Heydt, who has left the company. Up to now, Klompe was the board member at DB Schenker Rail Nederland N.V. with responsibility for finances.



Mainz

Gerhard Holzmüller and Stephan Strauss take on European Sales Units

As of 1 September, Stephan Strauss (43) will become Head of the DB Schenker Sales Unit Building Materials, Industrial and Consumer Goods. Also as of 1 September, Gerhard Holzmüller (57) will become Head of the Metals Mining Unit. Both will be responsible for business both on a European scale and also for the Central Region.



Zurich

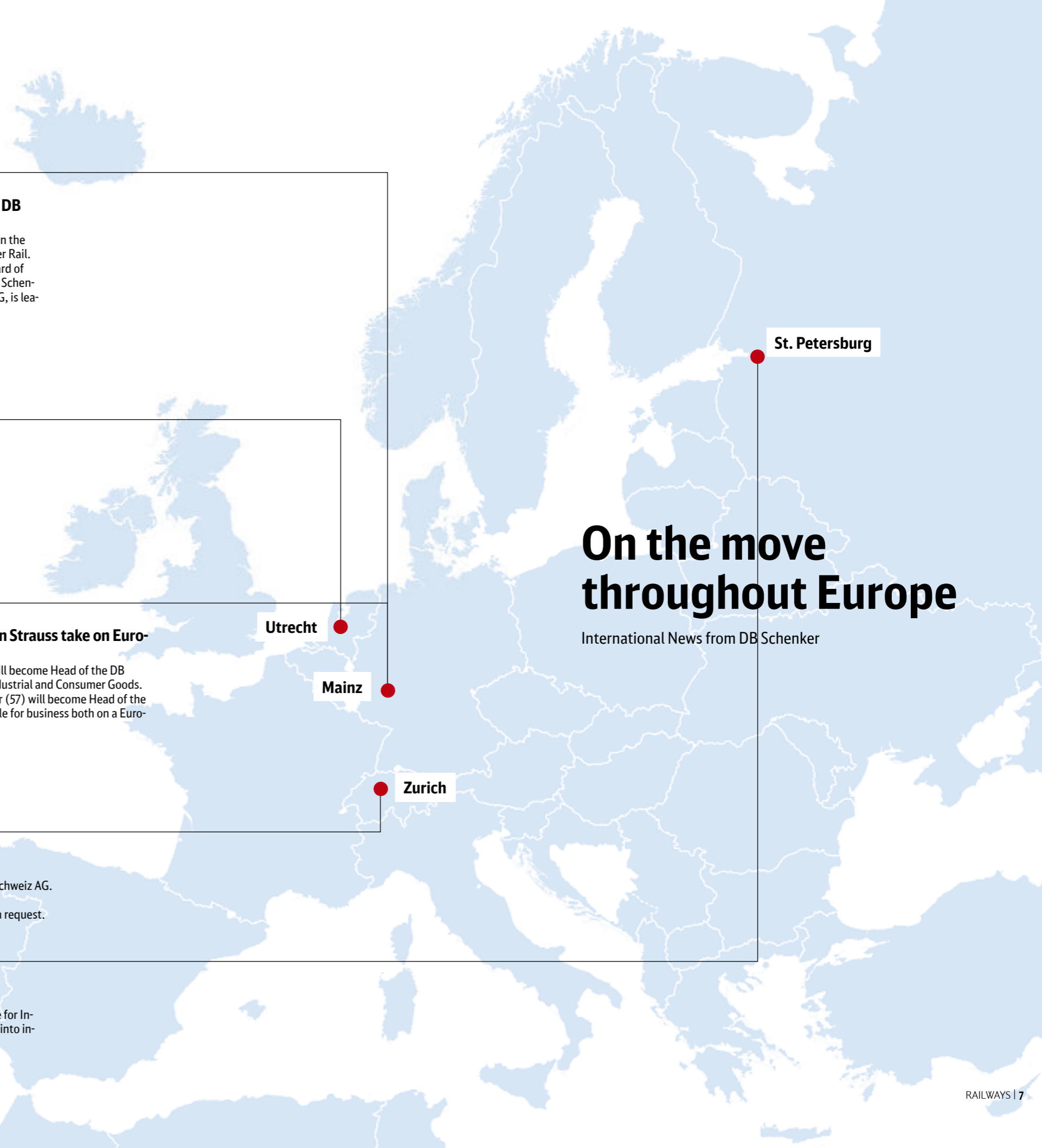
Jörg Eggenberger leads Schenker Schweiz AG

As of 1 July, Jörg Eggenberger has been appointed CEO of Schenker Schweiz AG. Initially, the 47-year old will also be CEO of Hangartner AG. His predecessor Dr. Dieter Bambauer has left the company at his own request.

St. Petersburg

Deutsche Bahn and Russian Railways found joint centre of excellence

On 16 July in St. Petersburg, Deutsche Bahn and the Russian Railways (RZD) founded a joint Centre for International Logistics and Supply Chain Management. The centre of excellence for applied research into innovative issues in logistics and supply chain management is affiliated to the Graduate School of Management at St. Petersburg State University (GSOM).



On the move throughout Europe

International News from DB Schenker

Logistical tour de force

Huge quantities of gypsum are produced as a side product in coal-fired power stations. For 10 years now, DB Schenker Rail has been controlling the transport of so-called REA gypsum for the Knauf Group, and has meanwhile supplied the building materials manufacturer with more than five million tonnes of raw materials at its Iphofen site alone.

Photos: Theodor Barth

Arriving at the Knauf premises in Iphofen: Every gypsum train consists of 21 special wagons.

”The REA gypsum transport system is an excellent example for successful cooperation between raw material suppliers and processors together with DB Schenker Rail.“ Karsten Sachsenröder

Without calcium sulphate, the cultural and art history of mankind would have taken a different course. The mineral was used for the Sphinx of Gizeh and for the legendary Knossos Palace on the island of Crete. Architectural ages have been shaped by three-dimensional ornaments which would have been simply inconceivable without the easily processed material.

We’re talking about gypsum. Whether gypsum mortar, in the form of alabaster slabs and statues, or as stucco embellishments: for thousands of years, people have been using gypsum to express their creativity.

Today, more gypsum is being used than ever before. Particularly in interior design, with gypsum and plasterboards giving character to walls and ceilings. Plasterboards can move walls and ceilings with very little effort, making it possible to design interior rooms and adapt them to the needs of their users.

This is not the only reason for saying that gypsum makes rooms come alive: ”Gypsum covers walls and ceilings with a ”skin“ that is very similar to human skin”, says Dr. Rolf Hüller from Knauf’s ”Synthetic Gypsum“ division. ”The same pH value and same thermal conductivity properties mean that gypsum feels good. It is purely mineral, and free of any emissions that would be detrimental to our health or well-being. Gypsum makes rooms feel cosy.“

Gypsum has made Knauf one of the world’s leading building material manufacturers. Today, the family company from Bavaria has more than 22,000 employees at more than 150 sites in nearly all European countries, North and South America, in the countries of the former Soviet Union, Turkey, North Africa and Asia. In 2007, sales of plasterboards, interior and exterior gypsum, insulating materials made of fibreglass or expanded polystyrene together with materials-handling machinery for building site logistics generated revenues of 5.5 billion Euro for the Group.

Gypsum from the power station

The Knauf Group processes many tonnes of gypsum every year. Natural gypsum comes from the more than 60 quarries and mines operated by Knauf worldwide. But a growing share of demand is also covered by a completely different source: coal-fired power stations.

Large quantities of gypsum are generated when hard coal or lignite is burned. In the flue gas desulphurisation plants (REA), the sulphur dioxide released when coal is burnt reacts with natural lime to form REA gypsum, which is chemically identical with the gypsum occurring in nature. ”Using REA gypsum protects the environment by reducing the

depletion of natural raw material resources“, says Hüller. ”The share of REA gypsum in our production continues to increase from year to year.“ Meanwhile demand at the company’s main site in Iphofen is essentially covered by REA gypsum. This raw material for Germany’s largest gypsum plant comes primarily from East Germany. The Schwarze Pumpe, Lippendorf and Schkopau power stations will be supplying well over 500,000 tonnes of gypsum this year to Knauf in Bavaria.

Transporting such quantities poses a huge challenge in terms of logistics. Cooperation between Knauf and what was formerly DB Cargo began already back in 1999. In an unparalleled tour de force, the siding facilities on the Iphofen site were extended by an additional track measuring 700 metres in length, together with a new low-level bunker and a new gypsum storage facility for 30,000 tonnes. Special bulk wagons were developed specially to transport gypsum. Other facilities at the loading points became part of the new logistics system which also involved the power station operators. Subsidies from the Bavarian state government helped to fund the major project.

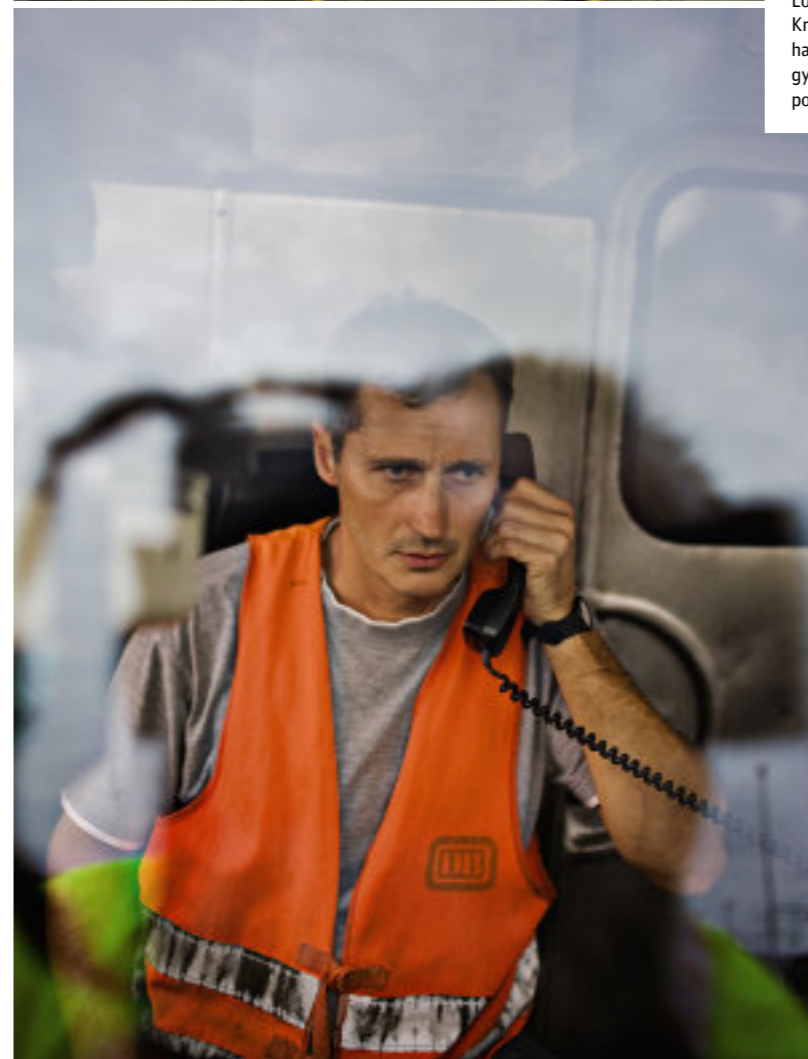
Once the transport concept had become established for both partners over the next few years, other companies in the gypsum industry also started to show an interest in this kind of system. In 2002, DB Cargo concluded a ten-year transport framework agreement with freight yard operating company BBG Stadtoldendorf, with stakes held not only by Knauf but also by other companies in the gypsum industry.

Efficient approach

The block-train concept for the Knauf Group ensures that more than 500,000 tonnes of REA gypsum reach the works in Iphofen every year.



Loading processes: Knauf purchases more than half a million tonnes of REA gypsum from coal-fired power stations every year.



Photos: Theodor Barth





Swift technical solution: Seven wagons are unloaded at once. The dropsides are opened by radio control.



Today Knauf receives about 70% of its REA gypsum supplies by rail, with the remainder coming by inland waterways or by truck. "DB Schenker Rail therefore controls the large majority of REA gypsum transport for Knauf in Germany", says Karsten Sachsenröder, Member of the Management Board at DB Schenker Rail.

Over the last ten years, more than five million tonnes of REA gypsum arrived in Iphofen alone, more than quintupling the initial transport quantity of 130,000 tonnes p.a.. "This was only possible by making extensive investment in state-of-the-art technology", explains Hans-Joachim Habermeyer, responsible Key Account Manager at DB Schenker Rail. Radio-controlled wagon dropsides rendered many manual operations superfluous, so that seven wagons can be unloaded simultaneously in Iphofen. Plastic inner lining of the wagons ensures that the gypsum has a high flow rate. A train with 21 wagons is thus unloaded in only half an hour. "It used to take a whole day just for unloading", says Habermeyer. "Today we can complete an entire train cycle in the same time."

On-going improvements in transport efficiency

Gypsum transports make special demands of the operators. They involve both huge and variable transport quantities. DB Schenker Rail has a special fleet of wagons to ensure that the gypsum plants are kept well supplied, thus also providing an efficient disposal service for the power stations, even in face of fluctuating production quantities in the various power stations and growing demand in gypsum plants. The special characteristics of gypsum have to be taken into account not only during loading and unloading but also for example at extremely low ambient temperatures.

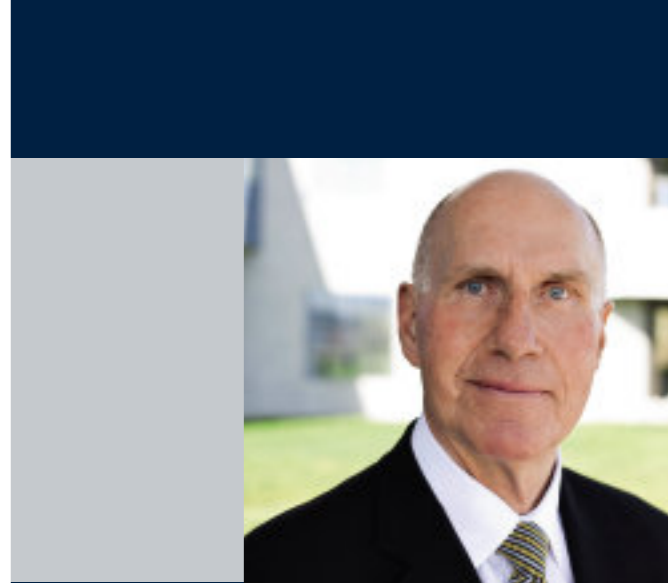
DB Schenker Rail's Customer Service Centre (CSC) is responsible for controlling the overall transport processes. A team specially set up for Knauf is responsible for all transport aspects, such as ordering and dispatching wagons as well as transport control. All information relating to the transports is pooled in the CSC and passed on to all units involved in the transport.

Right from the very start, ecological considerations played a crucial role in developing the REA gypsum transport concept. With great success: moving most gypsum transports from the road to the rail has saved more than ten million litres of diesel oil – every year!

"The REA gypsum transport system is an excellent example for successful cooperation between raw material suppliers and processors together with DB Schenker Rail", concludes Sachsenröder. "A most productive, highly efficient system combining both the economical and ecological advantages to the benefit of everyone involved."

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Photos: Theodor Barth



Interview
Cost-efficient and environment-friendly

Railways spoke to Dr. Rolf Hüller, from Knauf's "Synthetic Gypsum" division

What are the advantages of REA gypsum over natural gypsum?
REA gypsum is produced in large quantities at the flue gas desulphurisation plants of coal-fired power stations. It is environment-friendly and chemically identical to natural gypsum. Knauf uses REA gypsum to cover increasing shares of its demand.

Does the transport of gypsum entail any special challenges?
Large quantities have to be transported reliably, while taking account of great fluctuations in the production of REA gypsum and the demand in the gypsum plants. To cope with these immense tasks, we have been cooperating successfully with DB Schenker Rail for more than ten years. Transport volumes have more than quintupled over this period.

Are there special requirements for gypsum as a transport cargo?
Gypsum is moist and must not freeze when transported in winter. It also has poor free-flowing properties which exacerbate the unloading process. This is why special wagons have been developed so that the transport process and loading/unloading procedures can take place smoothly in record time.

What role do ecological considerations play?
Ecology plays a crucial role at Knauf. In changing our main plant in Iphofener over to REA gypsum, we manage to save ten million litres of diesel oil a year through rail transport compared to trucks on the road.



Setting the points straight

Companies can receive state subsidies when investing in private sidings. DB Schenker Rail helps with all the necessary formalities.

After a year of planning and construction work, at the start of the year Bremer AG commissioned its new private siding located at Paderborn central station. The construction company views the rail as the ideal means of transport, particularly when it comes to precast concrete parts, as these are frequently produced in special dimensions that entail obtaining special permits for what is then complicated transport by truck. "The investment has paid off for us in many respects", says Wolfgang Bremer, CEO of Bremer AG. "We can now offer our suppliers a rail connection in addition to the motorway. We have considerably expanded our action radius from 200 to 250 kilometres around our plant, thus also forging ahead with our international business." Together with strategic aspects, Bremer also sees ecological advantages. "Moving transports to the rail reduces carbon emissions so that we are also making an active contribution to environment protection."

Bremer is only one of numerous examples for successful reactivation, new construction or extension of private sidings, projects that can now qualify for state aid. "The government also takes on a share of the investment in a private siding", explains Thomas Hünnewinkel, Team Leader Cooperation Management RU in Regional Sales at DB Schenker Rail. "Many companies fail to use this aid – either because they know nothing about it, or because they fail to comply with the corresponding formalities."

Prerequisites and subsequent obligations

DB Schenker Rail has therefore placed an extensive range of information on the internet. www.gleisanschluss.info provides information for anyone who is interested about the prerequisites, procedures and contacts, so that further advice can then be obtained.

Various things have to be borne in mind on the way to obtaining

the subsidies. Starting with the prerequisites; furthermore, the beneficiary must also be well aware of the fact that subsequent obligations are tied to the aid.

Subsidies are available for construction of a new siding as well as reactivation or expansion of existing sidings, and also for facilities used solely for loading and unloading wagons. The applicant must be a private undertaking and the owner of the facilities. The investment must serve to achieve a substantial, permanent increase in the quantities transported by rail. Furthermore, the project must not have already started on submitting the application.

The political objective behind the aid is to increase the volume of goods transported by rail. Approval and the amount of aid granted are then geared to the planned transport quantity. Depending on the volume involved, up to 50% investment subsidies are possible. Over a period of five to seven years, the Federal Railway Authority checks whether the planned volumes have been achieved. If this is not the case, the company will have to repay the received aid on a proportional basis.

Using the available advice

To avoid making mistakes in the planning and application of such aid, companies should make early use of the advice available from the Federal Railway Authority. A personal meeting or phone call can clarify and stipulate key aspects of the project. This also ensures that the submitted aid application fulfils all formal prerequisites.

The application contains an explanatory report that shows the current situation, a description of the planned measures and a profitability verification.

The documents also include a cost estimate, a funding concept and a bank guarantee relating to the possible repayment of subsidies. In addition, the undertaking must verify an infrastructure connection agreement with a railway infrastructure undertaking and a transport framework agreement with a railway undertaking.

Subsequently, the Federal Railway Authority reviews the application, which can take up to six weeks depending on the complexity of the case. In the case of a positive decision, the amount of the subsidy is then defined, together with the period over which it will be granted. However, the applicant has no legal right to claim aid. Granting the subsidies also depends on the overall application volume and on the availability of funds.

Once construction work begins, the granted aid can be called for on a gradual basis parallel to progress with the project. The beneficiary has to forecast the corresponding funds needed for the following quarter. Once funds have been received, they have to be spent within two months. Use of the funds will be audited during the project.

The company has to submit receipts as evidence of all expenditure. Interim verification of the allocation of funds is

"Moving transports to the rail reduces carbon emissions so that we are also making an active contribution to environment protection." Wolfgang Bremer

required on an annual basis, and on completion of the work, a report on the use of the aid has to be submitted for the complete project.

The company must comply with the individual project stages and the related need for funds. Any changes in the project must be reported before construction work begins. Additional costs of up to 20% in a construction phase are permitted, but have to be saved accordingly elsewhere.

Any greater increases in costs must be reported and corresponding approval obtained. Under certain circumstances, a further review may be necessary with a supplementary fund allocation notice.

Over a period of five to seven years after completion, the Federal Railway Authority carries out an annual audit to see whether the planned transport volume was achieved. If fewer freight transports are handled on the new, reactivated or extended private siding than forecast in the application documents, the company has to repay the subsidy on a proportional basis.

"While the way to obtain aid for a private siding is a bit complicated, it is definitely worthwhile", concludes Hünnewinkel.

"And companies that make good use of the extensive range of advice and support have a good chance of clearly reducing their capital expenditure."

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Quickcheck private siding aid

If you can answer all questions with "yes", you have a good chance of receiving a subsidy.

- Is your company a private business undertaking??
- Does your company receive or send freight by rail or will it do so after implementing the investment project?
- Does the planned investment project refer to the new construction, expansion or reactivation of a private siding?
- Will this mean that sustainable freight transport services will be handled by rail which otherwise would not take place without the private siding?
- Is it correct that work on the corresponding project had not begun at the point in time of submitting the application?
- Is or will your company become the owner of the rail facility?
- Is or will the rail facility be connected to the network of a public railway infrastructure undertaking?

Special connections

Nabaltec is one of the world's leading manufacturers of highly specialised products for the plastic and ceramic industry. DB Schenker BTT uses a sophisticated logistics system to safeguard the supplies of raw materials to the Bavarian company.

Plastics and ceramic connections are highly versatile products. They can be found in cars, airplanes, spacecraft, electric and electronic appliances or in buildings. They can be stable or highly elastic, conductive or insulating, transparent or coloured, as required. They also face increasingly tough demands: strict national and international regulations define fire resistance and smoke development, together with the health and environmental compatibility of the products.

The highly specialised characteristics of the materials are due to substances that Nabaltec AG from Schwandorf near Regensburg produces made-to-measure for its customers.

Halogen-free, environment-friendly flame-retarding fillers by Nabaltec are used for example in the wiring to be found at airports, in tunnels or in high-rise buildings; ceramic components in brakes or industrial mills only become functional thanks to the additives supplied from Bavaria. With a workforce of 350 employees, the listed company produces tens of thousands of tonnes of such substances every year for the world market, last year generating revenues of more than 96 million Euros.

The production process is preceded by research and development. For years, Nabaltec AG has led its field in the new and on-going development of products. The key to its success lies in integrated use-oriented sales, im-

plementing customer requirements in line with market demands. These innovative powers were recently rewarded by Lothar Späth, former Minister-President of Baden-Württemberg, who presented the "Top 100" quality cachet to Nabaltec AG, making it the fourth time that the company was distinguished as being one of the most innovative SME businesses in Germany.

Complex optimisation task

Nabaltec needs raw materials for its production – above all aluminium hydroxide and aluminium oxide, of which up to 150,000 tonnes are processed in Schwandorf every year. The tank wagon forwarder DB Schenker BTT has been responsible for raw material supply logistics since 2005. Last May, the cooperation was prolonged for three more years. "We have a special connection to DB Schenker BTT, because our raw material supplies are anything but trivial", explains Johannes Heckmann, Technical Director at Nabaltec. "Warranting the necessary reliability of supplies means not only providing the necessary capacities but also acting with a great deal of flexibility". The quantities being transported can fluctuate, routes can change depending on availability, and even different types of wagon are needed, in accordance with the particular qualities of the raw materials. To start with, DB Schenker BTT trains brought the raw materials from France; currently, loads are transferred to the rails in Stade and Hamburg.

This reveals yet another requirement: provision of an all-in service, consisting of rail freight, wagon material and supplementary services. DB Schenker BTT takes care of the rail transport, currently provides around 60 private dust-freight and Taoos rail wagons and proceeds with fleet management while coordinating procedures with other service providers. "Our strengths lie in our ability to safeguard supplies even in the face of fluctuating transport quantities and changing connections", says Hartmut Elster, Head of Tank Wagon Forwarding at DB Schenker BTT. "This is a complex, responsible task that needs a flexible forwarder with special connections to DB Schenker Rail."

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Royal Mail train en route from London to Glasgow

Post by Rail

For 150 years, the Royal Mail has been transporting post by rail. From next year, DB Schenker Rail assumes responsibility for the transport of one million letters.

Every day, people open millions of letters that come through their doors. But scarcely anyone really thinks about how they got there.

In the UK, as from next year DB Schenker Rail (UK) will be making sure that around one million letters are delivered every morning. The British national company belonging to DB Schenker Rail has received the order to operate four special trains every day from the Royal Mail, the UK's national postal service. As from May 2010, these trains will be operating every day between London and Glasgow, stopping off in Warrington to load and unload mail. The trains are part of the Royal Mail's logistics system, that also includes airfreight and road freight transport.

The trains operated by DB Schenker Rail will be running at a maximum speed of 160 kilometres per hour, carrying urgent "First Class Mail" with guaranteed next-day delivery. To this end, a special fleet of trains type 325 will be deployed, painted in the unmistakable bright red of the Royal Mail.

DB Schenker Rail thus continues a long-standing tradition of cooperation between the railways and the postal service in the UK. The first mail train in the country was operated by the Great Western Railway Company. Its maiden voyage was on 1 February 1855, leaving London Paddington at 20:46 and arriving in Bristol at 00:30 h.

In time, two types of postal service emerged: on the one hand, the

transport of parcels and mail bags, and on the other hand the "Traveling Post Office" or TPO. Right up to 2006, the TPOs sorted letters on the train to be ready for delivery by the postmen on arrival at the station. The romantic vision of postal workers sorting letters at night while the country sleeps was visualised in 1936 by W. H. Auden in the poem "Night Mail". It tells of a mail train en route for Glasgow – just like DB Schenker Rail will be from next year on:

*"This is the Night Mail crossing the border,
Bringing the cheque and the postal order,
Letters for the rich, letters for the poor,
The shop at the corner and the girl next door.
Pulling up Beattock, a steady climb:
The gradient's against her, but she's on time."*

In this day and age of e-mail, postal letters still remain indispensable for communication between people. DB Schenker Rail (UK) will be playing a key role in the Royal Mail's distribution network, ensuring that one million letters arrive punctually every morning to be read at the breakfast table.

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Tank wagons run by DB Schenker BTT bring aluminium hydroxide and aluminium oxide to Nabaltec. The Schwandorf factory processes 150,000 tonnes every year.



Photos: DB Schenker

Priority for aluminium

Alcan, the aluminium processing business in Singen, uses DB Schenker's rail freight services. Priority block trains safeguard a high standard of transport quality.

Producing and selling aluminium products is a global business. This also applies to Alcan Singen GmbH, one of Germany's largest aluminium processing firms with headquarters to the north west of Konstanz. For nearly a hundred years, the company has been manufacturing rolled, pressed and moulded parts made of aluminium. New materials have been added in recent years, such as composites made of aluminium and plastic that are sold all over the world. Companies that process Alcan's products work primarily in the automotive industry, machine construction, electrical engineering, traffic engineering and the building trade. The company with a long tradition procures its raw materials among others from metallurgi-

cal plants in Iceland where hydroelectricity and geothermal energy make the manufacturing costs attractive. The light metal is shipped to Rotterdam as rolled ingots that are then transhipped to the rails.

"Every year, we bring about 140,000 tonnes in twice-weekly deliveries each consisting of block trains with 20 wagons to the Alcan plant in Singen-Hohentwiel", is how Burkard Nagel, corresponding European Key Account Manager at DB Schenker Rail, describes the scope involved in the transport. The block trains are joined by individual wagon services from various Dutch loading terminals such as Amsterdam, Moerdijk, Vlissingen or Rotterdam – depending on how the company covers its additional raw mate-

rial demand through various middlemen.

Alcan and DB Schenker Rail are about to reach agreement on renewing their contracts. This refers to continuing the block train services from Rotterdam to Singen until the end of 2010 and continuing the works shunting service, initially until the end of this year.

One important aspect of the talks was to safeguard transport quality, which had been sustainably improved in 2008 by giving clear priority to the regular trains on the Rotterdam-Singen line. The head of materials management at Alcan Singen draws a positive conclusion: "Giving priority to the transport services has had a positive effect in terms of punctuality. This applied to 85% of the transports in 2008 – a good value that we want to improve even further in 2009."

DB Schenker Rail has concluded framework agreements with Alcan Singen for two further transport services, among others also because of the high transport quality. Since January 2009, DB Schenker Rail has started operating the first services to transport around 10,000 tonnes p.a. of aluminium rolled ingots from Essen-Vogelheim to the Alcan works in Singen. And soon Alcan will be using DB Schenker Rail to transport its "ALCOBOND™" aluminium composite panels to the transshipment terminal in Hamburg-Waltershof, where they then continue their journey abroad by ship.

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Rolls of aluminium in Alcan's Singen-Hohentwiel works

Volkswagen Logistics orders a test train to Russia

DB Schenker brings 300 new vehicles from Germany to Moscow by rail.

Care, precision and safety – Care, precision and safety – these were the requirements met by the staff of Autotransportlogistic GmbH (ATG) in June in successfully handling an interesting order from Volkswagen Logistics GmbH. ATG, the vehicle transport specialists in the DB Schenker Rail Group, took care of 300 vehicles on a block train transport from Brandenburg to Moscow.

"We have demonstrated that even block trains with luxury goods can travel reliably over the long distance of around 2,000 kilometres", said Axel Marschall, head of DB Schenker Rail Automotive. At the moment, cars are exported among others by truck. But trains can move far larger volumes in the same transport time.

The vehicles were loaded onto Russian wide-gauge wagons at ATG's own terminal in Malaszewice on the Polish-Belorussian border. The smooth transport process was handled by experts from ATG, their Russian partner Rail-TransAuto (RTA) and Volkswagen Logistics. Six days after leaving Brandenburg, the train arrived in Mikhnevo near Moscow. Here the vehicles were distributed to dealerships in the Greater Moscow region.

It was particularly pleasing to learn from this trial delivery that the transport process itself runs stably without any major hitches. The only delays in the procedure came from the Russian customs clearance process. However, work is in progress on solutions that can be implemented for future orders.

Russia and South Eastern Europe play an outstanding role in DB Schenker Rail Automotive's strategic planning, with the car industry's production and sales activities moving increasingly to this region. Experts forecast that by 2014, one in four cars made in Europe will have been produced in Russia. The fact that the rail can play a major role as efficient, environment-friendly means of transport has now been demonstrated by the successful material transports carried out by DB Schenker Rail for Volkswagen in Russia.

Marschall: "In Russia we can work on the basis of an established, stable transport flow by rail and offer further logistics services on the spot for an emerging production cluster, including just-in-time deliveries straight to the production line or management of a cross-dock warehouse."



Well packed: luxury cars for Moscow

Photos: Michael Neuhaus; Getty Images / Burgess Blevins



Delivery time at BSW: sheets of metal, chippings and packages of scrap are waiting to be processed.

Scrap on demand

Every year, DB Schenker Rail brings millions of tonnes of raw materials to BSW's facility in Kehl, and then transports hundreds of thousands of tonnes of steel products to customers and dealers throughout Europe. This cooperation which has been in existence for 30 years has now been once again renewed.

Kehl DB Schenker Rail Deutschland AG has been cooperating with Badische Stahlwerke (BSW) in Kehl for more than 30 years. BSW is a highly efficient electric steel plant. It produces concrete reinforcing steel and wire rods for the construction industry. Last year, DB Schenker Rail transported more than 2.1 million tonnes of scrap and steel for the company that produced around 2.2 million tonnes of steel in 2008.

"In the framework of our cooperation, we not only assume responsibility for the transports but also control the supply of scrap to the facility in Kehl. The consignors receive a supply number from the Customer Service Centre according to which the wagons are delivered in Kehl. This prevents longer stabling periods and avoids correspon-

ding demurrage charges, while BSW receives the consignments it needs for the corresponding production", explains Thomas Fischer, customer support agent for the Metals Mining Market Unit in Offenburg.

The existing framework agreement for block trains has now been renewed for a further three years. The agreement stipulates among others the transport of wire rods and steel bars to the manufacturing companies of the SWS Group in Dinkelscherben, Lübbecke and Zeithahn pipe factory. The single wagon system supplies steel dealers throughout the whole of Europe with wire rods, rings of concrete reinforcing steel and bars of concrete reinforcing steel in lengths of up to 20. ■

Reliable partner in difficult times

voestalpine extends its cooperation with DB Schenker Rail by another five years.

voestalpine is a global company. The company with headquarters in Linz/Austria has a workforce of 40,000 employees in 60 countries, developing and producing top quality steel products, for example for vehicle manufacturers, the railway industry or energy companies.

In Germany, DB Schenker Rail has been responsible since 2006 for just-in-time distribution of products for the Linz company voestalpine Stahl GmbH. The successful partnership has now been extended until 2014. The voestalpine subsidiary Logistik Service GmbH (LogServ) controls railway logistics from the works in Linz and hands over the individual wagons or wagon groups to Rail Cargo Austria. Rail Cargo Austria then takes care of traction for the daily individual wagon services from Linz to Passau, where the trucks are handed over to DB Schenker Rail.

"From Passau frontier terminal, about 85% of the individual wagons are integrated in DB Schenker Rail's corresponding train systems via Nürnberg", explains Thomas Gerstgrasser, responsible Key Account Manager at DB Schenker Rail. "They are then handed over as required to the final consignees in predefined time windows".

"Global recession has also hit voestalpine hard. This makes it all the more important to have a reliable partner such as DB Schenker Rail at our side in these difficult times", says Christian Janecek, Managing Director of Logistik Service GmbH. ■



Piggyback: Loading the trams on special wagons

Taking the tram to Asia Minor

DB Schenker transports trains of trams to Turkey

When Frankfurt Transport Authority demobbed 17 of its trams, that certainly didn't mean the proven vehicles were going into retirement. Further employment for the veterans was on the cards in Gaziantep, East Turkey. It was at the end of March that the unusual transport to Asia Minor was organised by Rail Logistics and Forwarding (RLF), the DB Schenker Logistics business unit that has specialised in this kind of transport services, working in this case in close cooperation with DB Schenker Rail.

Represented by the DB Schenker Logistics subsidiary Fertrans, RLF had taken on responsibility for organising the loading ope-

rations in Frankfurt. Two low-loader trucks brought the trams from the transport authority depot to the East Port at night, where they were loaded on to the rails. DB Schenker Rail then took over the loaded special wagons from Frankfurt port railway.

The journey went via Hungary and Bulgaria to Eskişehir, 200 kilometres south of Istanbul, where the trams were to be prepared for their new job. The transport to South-East Europe ran without a hitching, reaching the destination ahead of schedule after just 14 days. It was only the first night in Frankfurt that was an adventure, with cold, rainy weather, a last-minute transport permit, and

above all numerous incorrectly parked cars that hindered the start. But the professional approach taken by all those involved helped to remove these hindrances so that the trams could be handed over on time. "Everyone is an expert in their own particular area, with great commitment and motivation helping to bring the project to a successful conclusion", says Mirco Heinz, Key Account Manager for Building Materials, Industrial and Consumer Goods at DB Schenker Rail.

"Close cooperation with the colleagues at DB Schenker Logistics RLF meant that we managed very well with the task in hand." ■

Photos: ALIMDI.NET / Karl F. Schoelmann

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Access to the East

DB Schenker has acquired the PCC Logistics Group, Poland's largest private railway undertaking. This move is the nucleus for opening up access to the growing Eastern European market.

Figures clearly verify Poland's significant position in Europe. A population of 38 million makes the neighbouring country the fifth largest population in the EU, and its gross domestic product puts it in sixth place.

The neighbours enjoy close economic relationships. Poland is Germany's prime trading partner in East Europe, and Germany is Poland's prime export market. And both countries continue to grow further together, with double-figure growth in trade and transport volumes over recent years.

Ideal partner

Acquisition of the PCC Logistics Group now gives Deutsche Bahn (DB) a strong position on this important market. The takeover received the approval of the EU Commission on 12 June and came into effect as of 21 July. DB thus owns Poland's largest private railway undertaking with revenues of 350 million Euro in 2008.

PCC has a workforce of around 5,800 employees and owns about 400 locomotives and 7,700 wagons. Altogether last year the company transported around 93 million tonnes of goods. The company is particularly strong when it comes to coal and chemical products. Thanks to the country's focus on coal as source of energy, in recent years PCC has been able to grow from a stable base. "PCC is productive and robust, and is currently being realigned as a modern enterprise", ex-

plains Dr. Christoph Wolff, Head of Region East at DB Schenker Rail. "The company is therefore an t that fits in perfectly with our pan-European network."

Poland is not new territory for DB and DB Schenker. DB Schenker Logistics' national company Schenker SP. ZO.O. with around 1,600 employees and more than 30 branches in all economic centres of the country has been one of the largest and most efficient forwarders in the country for many years. Furthermore, since 2007 DB has been operating the East West Railways company with 27 diesel locomotives. In the past, East West Railways has already cooperated successfully with PCC.

The acquisition of PCC puts DB Schenker's commitment in Poland on a new level. Both companies are growing together, with measures to integrate PCC's individual companies in DB Schenker's structures running at full speed. At the same time, Deutsche Bahn is paying great attention to continuity in management, the workforce and corporate culture. New, attractive services are intended to provide new impetus for rail freight transport in Poland.

Great potential, despite the economic crisis

Poland is a railway country. Measured in tonne-kilometres, the Polish market is far larger than that in France and double the size of the Italian market. That makes Poland the second largest railway market in the

Photos: REA/laif; DB AG/Bartłomiej Banaszak

European Union after Germany.

However, rail freight transport has lost ground in the course of the economic crisis. There has been a decline not only in revenues but also in the rail's share of the overall transport volume.

The reason for this is infrastructure problems and a lack of services that take account of the demands made by modern global customers. "We want to introduce the products appreciated by our customers in West Europe, in order to raise standards in Poland and make the rail more attractive there as a mode of transport", says Wolff. "We want to lead the market in terms of quality, efficiency and cost management and become established as the Number One logistics service provider on the Polish market."

Expanding business in Eastern Europe

PCC Logistics is to be the nucleus for developing DB Schenker's rail freight transport network in Poland and Eastern Europe. On the one hand, Poland itself is highly attractive as a large, growing domestic market. There is an unbroken trend for companies to move their production facilities from West Europe to Poland with increasing construction activity and growing domestic consumption. This leads to growing demand for transport services. On the other hand, Poland is also a major transit country, for example for transports to Russia, the Ukraine or even China. Trade between Russia and the EU is growing by about ten percent every year. Most transports on the so-called East-West corridor go through Poland and are carried by road. The same applies to the North-South corridor between Scandinavia and Central respectively South Eastern Europe. Here Poland connects the Baltic ports with the other EU countries and with the Adriatic.

Using synergetic effects

Deutsche Bahn has good chances of profiting from Poland's position as transit country – as long as it manages to make rail transport faster, more efficient and less costly.

"We believe that we can utilise synergetic effects with PCC", says Wolff. "Our customers will notice this with considerable improvements in the efficiency and quality of services offered in Polish rail freight transport."

With its new subsidiary, DB Schenker will also be offering cross-border services in Poland. Rail customers operate on an increasingly global scale and expect international products from a single source together with uniform standards and services.

Freight transport in Poland is dominated by coal. After many years in which Poland exported more coal than it imported, since 2008 this trend has reversed. Poland has become a net coal importing country. This results in new possibilities for PCC as operator of terminals in Polish sea ports and with its own range of transport services from the countries of the former Soviet Union.

Intermodal transport, particularly in the seaport hinterland regions, has also become hugely important in Poland in recent years. Deutsche Bahn has a one-third stake in Polzug, an important operator that connects the country regularly with the ports in Rotterdam, Bremerhaven and Hamburg. Among others, Polzug serves the terminals in Danzig, Gliwice, Lodz, Breslau, Slawkow and Pruszkow, and more are in the planning process.

"In the medium term, Eastern Europe remains a growth region. Which is why we will continue to use the chances as they become available in future", says Wolff. "The acquisition of PCC will be good for Deutsche Bahn and for European rail freight transport in general", is the conviction of the Board member.

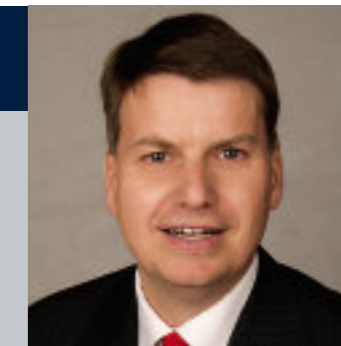
"After all, we are participating directly in the growth of Poland and Eastern Europe. In this position, we will be involved in shaping the market and in moving transport increasingly from the road to the rail".

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Interview

Uniform performance promise

Railways spoke with Dr. Christoph Wolff, Head of Region East, about DB Schenker Rail's plans in Poland.



Recently Poland has seen a marked decline in rail freight transport. Why have you taken this moment in time to acquire PCC, a Polish railway undertaking?

Poland is a giant domestic market with a crucial role to play in access to Eastern Europe. We believe in the Polish market, and are now going to introduce our own services that will let us really take off after the crisis.

Up to now, the range of services available in Poland is unsatisfactory. If we don't start acting here, the competitiveness of rail transport will continue to suffer com-

pared to the road. On the other hand, there is great potential for an undertaking that comes onto the market with new, attractive services.

What kind of services will that be?
We will offer continuous transport services with uniform quality standards. In the past, customers have had to deal with several providers working on different levels of efficiency; in future, we will be their sole contact and provide them with a uniform performance promise. Moreover, we are also going to introduce logistics solu-

tions to Poland that our customers know from Western Europe, such as Chemsolution or Railport. This will help us to get established as the Number One in Poland.

How long will it take to bring the new services onto the market?
The first joint services between Germany and Poland and between Poland and Romania are already operating. And we are working flat out to implement a new cross-border block train concept and other rail-bound logistics solutions for the timetable

changeover 2009/2010.

What name will PCC be using for its operations in Poland in future?
A uniform range of services throughout Europe also has to be reflected in a uniform brand image. In the next few months, the name PCC will be replaced by DB Schenker.



Information breeds trust

Intermodal transport services are particularly complex. Transport Tracking Intermodal Services (TÜKV) informs customers of any problems. And provides the necessary solutions too, to prevent any additional costs for on-going carriage.

Lars Vogel's workplace is equipped with four large flat screens. All full of tables with number and letter codes. This is where all intermodal freight train information comes together for a particular section of Europe's rail network.

With his high-backed chair, the 32-year old rolls back and forth from left to right, opens menus, closes windows. All the time new data appear on the screens, sometimes highlighted in colour. "This shows me where which train is at the moment, whether it is on time or how much delay is involved", Vogel explains. "If a delay is so critical that on-going carriage is at risk, then I send a message to the customer."

Lars Vogel is one of 13 employees responsible for TÜKV (Transport Tracking Intermodal Services) with 24/7 monitoring all freight services run by DB Intermodal in three shifts. They are in constant contact with colleagues in Maschen, Hamburg-Süderelbe and Rotterdam. Here at Europe's greatest loading hubs, they look after the slot management for container loading procedures. The large control room in Frankfurt's Gallus quarter is also the workplace for up to five dispatchers of the Cargo Control Centre (CLZ), working hand-in-hand with the TÜKV colleagues. "It is very important for us to work in close proximity", explains Martin Bastian, who has functional responsibility for transport tracking. "The one colleague knows which consignment is on which train. The other knows where the train is just now. And so we can provide every customer directly with status information about his consignment."

Quantum leap in transport tracking

"Introducing the new system constituted a quantum leap in transport tracking, with a crucial increase in the benefits of intermodal services for our customers", explains Ralf-Günter Kloß, Head of Resources Management at DB Intermodal. Previously, when customers wanted to know whether "their" train would arrive on time, three different departments had to communicate by phone before a status report could be given. Today there is just one contact who provides information straight away. What's more, today the new IT system that pools all information previously kept separate now automatically generates customer-related reports to keep customers informed on a proactive basis.

"In a system with 12,500 wagons and nearly 500 trains every day, incidents such as bad weather, storms or fires on the embankments can happen at any time", says Kloß. "But these only cause problems if connections will be missed, generating additional on-carriage costs." Early information makes it easier for the customer to make corresponding arrangements - with support from DB Intermodal: "If we know that a consignment is going to miss the booked slot in the container port, we go straight ahead and book the next available slot", says Martin Bastian. "So we don't just report disturbances in the procedure but present the solutions at the same time."

The opposite wall of the darkened control room can scarcely be seen. Above the work islands, the monitors and muted desk lamps glow. It is Wednesday evening, just before 9 p.m., the freight peak period. All night long, while there are fewer passenger trains on the lines, freight trains hurry back and forth across the country. "Consignments

"We don't just report disturbances in the procedure but present the solutions at the same time." **Martin Bastian**

for department stores are particularly critical loads, because they have to be transferred to the trucks during the night", explains Ralf-Günter Kloß. After all, the goods must be on the shelves long before the stores open. Later would be too late, because once the shops have opened, trucks are no longer allowed in the pedestrian zones.

Lars Vogel's phone goes. Before going home for the night, a customer wants to know whether his consignment is on time, and is provided with the reassuring information.

However, the monitor shows that other parts of the network are faced with disruptions. A bomb has to be defused here, failure in a signalbox there - "All normal routine", says Vogel. He knows the routes and the priorities; knows which delays can be made up again without further ado, and when information needs to go to customers and service partners straightaway.

Reliability and planning ability

In recent years, various measures have helped to clearly improve quality at DB Intermodal. "For the customer, quality has two dimensions: punctuality and information", explains Ralf-Günter Kloß. "We have optimised the transport control process, with a 15 to 20% improvement in punctuality compared to 2006, when we had a similar service level. And the introduction of Transport Tracking Intermodal Services has enhanced the trust customers place in our services. As a rule, they no longer ring us to find out whether everything is on time. Instead, they know that they'll be informed if there are any disruptions."

Plans are already in progress for the future of transport tracking. TC@Gate (Transport Control Gate) is the new IT system that pools all existing customer and partner data systems in one single database. In about two years, it will be possible to provide customers with highly reliable IT-assisted ETA (estimated time of arrival) information. Just one more step to even greater reliability and better planning ability for intermodal services.

This new system doesn't place the jobs of Lars Vogel and his colleagues at risk: "We'll still need the transport tracking staff in future", forecasts Ralf-Günter Kloß. "They know the routes and the customers, and make intelligent use of their discretionary scope when making their decisions. Something no computer will ever be able to do." ■

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Photos: DB AG/Hartmut Reiche

Lars Vogel at his workplace in Transport Tracking Intermodal Services. This is where all freight services run by DB Intermodal are monitored 24/7.



Using the pause in growth

This year's Port Conferences in Berlin and Rotterdam were held under changed conditions. One major conclusion of the branch meeting: Use should be made of the current recession to improve the quality

and efficiency of links between the ports and the hinterland.

As in every year, once again in 2009 DB Intermodal used the Port Conferences to bring together all major players involved in port hinterland transport to and from the seaports for intensive talks. The dominant issue this year: the economic crisis. "When seen from today's point of view, in previous boom years we had a luxury problem, with too many containers pushing the ports to their capacity limits", says Hans-Georg Werner, boss of DB Intermodal at the Western Ports Conference in Rotterdam. But in the meantime, the world has changed drastically. "Today we must make sure that we enhance the overall system of maritime intermodal transport to prevent any further dilution of the network. All players involved in the logistics supply chain of seaport hinterland transport have to play a role in dealing with the current crisis."

The global economic crisis has put the brakes on international trade, and container transshipment at European ports is expected to decline by seven to eight percent this year. "Even if business picks up again moderately in the next few years, the transport business will still have been thrown back by three to four years", explained Professor Theo Notteboom from Antwerp University in his role as scientific advisor to the Western Ports Conference.

The recession has triggered a price war that has led to a greater shift of transport volumes back from the rail to the road. A risky backwards development, says Werner: "Once business picks up again, it won't be possible to restore the diluted intermodal transport network again straight away!"

The experts attending the Northern Ports Conference on 9 July in Berlin were also in no doubt that transport volumes would grow again in the medium term. Frank Straube for example, Professor at TU Berlin and Vice President of the German Logistics Association, calls the current recession a "pause in growth", after which the branch will revert back to its previous growth path.

In order to preserve the intermodal capacities that this will require, Hans-Georg Werner demands a sustainable pricing policy today:

"Rail transport must be kept stable, particularly vis-à-vis long-distance truck transport. This is simply vital, especially also from an ecological point of view."

Meeting the challenges

During the Ports Conferences, various working parties look at the various practical challenges this entails. The topic of the "Data Flow" working party is the exchange of information between all those involved in seaport hinterland transport.

"Intensive, standardised data exchange can save millions", says DB Intermodal boss Werner. "The current pause in growth is just the right time to start setting up a joint information platform". The working party hopes for financial support from the German Government in the scope of the research project "Networking seaports and rail-borne hinterland services to enhance transport capacity on the rails" (VESUHV).

Hans-Georg Werner: "Rail transport must be kept stable". The "Prognosis" working party looks at future data: after all, realistic

predictions are necessary when it comes to planning capacities. Straube: "Neutral estimations of future developments are of major importance particularly in times of crisis, to give the affected companies reliable guidance regarding volume development and capacity planning."

The economic crisis has rendered many earlier estimates obsolete. To permit swifter reaction in future to current developments, the rhythm for producing new predictions has been reduced from annual to quarterly intervals during this present "phase of insecurity". Another new aspect is that shippers' business expectations are also included in the predictions.

One specific aspect of the Northern Ports Conference was the "Extended Service Times" which looks at the issue of organising shipper deliveries in the hinterland to interlink in the best possible way with the processes in the seaport terminal. Important results: dialogue with the shippers must be intensified, and the intermodal transport chain is under even greater competition pressure from long-distance trucks. Furthermore, the experts agreed that the sustainability of maritime transport networks will be a significant future topic.

The Western Ports Conference also focussed on the special challenges facing the Western Ports. Hans-Georg Werner gave a clear avowal to the Dutch and Belgian seaports and to Duisburg Port as hub. Werner: "The time has come for even closer cooperation with the Western Ports, in association with corresponding concepts and new products." In spite of the crisis, the Port of Rotterdam announced further investment in its infrastructure. Hans Smits affirmed that major upgrading work such as Maasvlakte 2 will be continued. In addition, the Betuwe Line and the integration of routes to Germany and the Czech Republic are also of great importance. "Top priority goes to enhancing performance and the modal split in rail freight transport."

"We must learn from the past", is how Hans-Georg Werner summed up both Conferences. "This is why we will be using the economic breathing space to enhance efficiency and turn the crisis into a chance."



Hans-Georg Werner: Rail transport must be kept stable"

Photos: Kreuels/aiif



Bulk freight: conveyor belts are used for rail/road transshipment

Gravel off the belt

Every year, Hamburg's freight handling facility Hohe Schaar, which covers an area of around 15,000 square metres, handles more than 140,000 tonnes of gravel. Numerous additional services such as interim storage and the weighing of trucks round off the range provided here by DB Schenker Rail.

Already back in 2003, DB Schenker Rail operated a building materials storage in the south of Hamburg for its customers. The premises are near to the railway station Hamburg Hohe Schaar in the district of Wilhelmsburg and offer a direct connection to the road network. "The central location is crucial for us", underlines Karsten Sachsenröder, Head of the Building Materials, Industrial and Consumer Goods Marketing Unit. "The closer our facilities are to the customer, the greater the flexibility with which we can react when it comes to deliveries". But Hamburg Hohe Schaar handles not only bulk freight. When the need arises, DB Schenker Rail also takes on the transport and interim storage of bagged freight on pallets.

The transshipment facility has a well developed infrastructure with an electrified unloading siding measuring around 700 m in

length. "Block trains can be driven straight into the facility for unloading in one piece, without having to change locomotives", explains Udo-Klaus Stöcker, the responsible Project Manager. "In addition, during the unloading procedure we can switch off the power supply in the catenaries with a siding switch to warrant safe handling of the transshipment activities." Competent staff and modern equipment ensure that freight is handled quickly and in accordance with the specific material. "We are also capable of unloading the bulk freight wagons directly into the storage boxes of an adjoining transport concrete installation so that no further handling costs are incurred", Stöcker continues.

In addition to bulk freight such as gravel, sand and grit, the order picking and handling of palletized freight can also be carried out on the premises, for freight such as lime sand

bricks or tiles, precast concrete parts or loose cement. Customers even have the possibility of using additional areas for interim storage. "This means we can supply material quickly to meet short-term demand", is how Stöcker underlines the advantages.

DB Schenker Rail has the necessary handling permits on site pursuant to the Federal Immission Protection Act. As well as weighing trucks, this service also includes producing the weighing certificates and delivery notes, together with assuming responsibility for the legal duty to maintain public safety. On request, DB Schenker Rail also organises the dispatching activities of subsequent truck transportation. ■

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Interview

DB Schenker has endowed the Chair for „Logistics Services and Transport“ to the Technical University (TU) Berlin; furthermore, together with the TU it is setting up the independent research institute „DB Schenker Laboratories“. Railways spoke with **Professor Ralf Elbert**, who holds the Chair and is Scientific Director of the Institute.



Research and practice

Professor Elbert, what are the goals of the new Chair and the DB Schenker Labs?

Both the Chair and the Labs stand for research into all aspects of transport and logistics issues at the interface of science and practice. The focus is on investigating the management of logistics services, as well as with structuring, controlling and developing transport networks. Together with academic teaching for students at the TU Berlin, we also offer initial and on-going training courses for DB Schenker staff. Together with Michael Kadow, Head of Efficiency Management and Project Manager for Innovation Management at DB Schenker, we are developing the Labs into a comprehensive research facility for DB Schenker – and more besides. The formal link between the Labs and TU Berlin generates interactive communities of students, scientists and partners from the practical side of the business who join forces to study forward-looking, interdisciplinary and application-oriented research topics.

What are the benefits of this kind of close link between science and practice?

At the Chair we investigate relevant logistics issues from a neutral, scientific point of view. We see the close link with DB Schenker as an opportunity to bring our research efforts into line with the requirements coming from the industry at an early stage in the proceedings so we can check them for suitability and implementation capability. DB Schenker Labs offer a genuine added value for customers and partners of DB Schenker by taking up their concrete questions, research requests or investigation enquiries about transport and logistics services.

What does DB Schenker expect from this commitment?

Our research work gives DB Schenker innovative impulses for the strategic alignment and on-going development of its range of services, and above all also up-to-date findings about product and service developments. DB Schenker's commitment at the TU Berlin also leads to intensive sharing of many topics with the students, who get to know DB Schenker as an attractive employer.

Which topics are at the focus of your work?

There is a very broad range of topics, with integrated logistics in all its facets playing a major role. One particular focus will be the issue of network management. The global logistics world is getting increasingly complex, with increasingly comprehensive interface problems. It is important here to investigate methods and instruments for better control of services in logistics systems and intermodal transport networks. Furthermore, we will be looking at the security of supply chains, developing deployment scenarios for intelligent equipment in integrated logistics systems, for example. Together with punctuality and good value for money in the logistics business, this is what the customer demands: security for merchandise and goods, no matter whether these are in warehouses, on the rail or in container ships. Port hinterland transport and "green logistics" naturally also have an important role to play. Here we already have research projects on the starting blocks, and look forward to sharing our findings on an intensive level with the experts at DB Schenker.

Prof. Dr. Ralf Elbert holds the chair for "Logistics Services and Transport" endowed by DB Schenker to the Faculty for Business and Management at the Technical University of Berlin, and is Scientific Director of the DB Schenker Laboratories (DB Schenker Labs) which is affiliated to the TU Berlin. Ralf Elbert is Professor at the TU Berlin as of this year. The 35-year old Doctor of Industrial Engineering was previously junior professor at the Chair endowed by HESSEN-METALL to the Technical University of Darmstadt, where he was involved in the management of value adding networks. His dissertation on the role of logistics in value-conscious company management was awarded the 2005 "German Science Prize for Logistics" by the Federal Association of Logistics.

Photos: DB AG/Fuhrmann; DB Schenker/Maximilian Lautenschläger



DB Schenker Rail's Top Gear team with presenter Jeremy Clarkson (3rd from the left)

The new age of steam

For British television, a team from DB Schenker Rail operated a modern steam locomotive - against the clock with a sports car and a motorbike.

DB Schenker Rail (UK) Ltd. deals with hundreds of freight orders every day. Whether containers or pipes, stones or coal, customers from all branches use the services provided by DB Schenker Rail in the United Kingdom. Alongside freight transport, the company also has a department that has specialised in passenger transport. This particular business unit offers services for the operators of passenger trains and runs trains chartered for companies or passengers.

This year the company received a most unusual order. The BBC's internationally renowned TV show "Top Gear" that has won the Emmy Award, among others, asked DB Schenker Rail to take part in a race between London and Edinburgh. The contestants on the 650 km course between the English and Scottish capitals were a vintage sports car type Jaguar XK120, a legendary Vincent Black Shadow motor bike - and the No. 60163 Tornado, a brand new high-

speed steam locomotive made 2008 in the UK.

Engine drivers from DB Schenker Rail drove the steam locomotive and were featured in the film, alongside presenter Jeremy Clarkson, who worked as fireman to keep the steam engine going. The locomotive and cab were packed with cameras to capture every moment of the race on the rails.

In the end, the car won, but in fact everyone involved felt that the locomotive was the real winner, as it was only allowed to travel at 120 kilometres per hour even though it was designed for 160 kmh.

What's more, the DB Schenker Rail team broke a number of records in British steam rail transport, including being the first completely steam operated passenger train to run from London Kings Cross to Edinburgh Waverley for 41 years.

Photos: DB Schenker



Replica of the legendary "Adler"

Old and new transport miracles

A special exhibition in DB Museum Nürnberg shows freight transport, past and present.

The exhibition takes visitors on a journey in time back to immediately before the maiden journey of the "Adler" from Nürnberg to Fürth in 1835. In those days, it was an extremely difficult undertaking to bring the locomotive from the workshops of railway pioneer Robert Stephenson in Newcastle, England, to Nürnberg in Germany, a journey taking six weeks by sailing ship, barge and waggon. Together with the historical aspects, the exhibition also focuses on issues such as the role of the railway as the motor of the industrial revolution, the container as catalyst for modern logistics, together with globalisation and environment protection.

In recent years, Deutsche Bahn itself has become a major player in the transport and logistics branch, meanwhile covering the full range from truck transport via rail services through to air and ocean freight - in other words, all the elements involved in the intermodal transport chain.

The DB Museum Nürnberg makes this development a real experience. The special exhibition "Transport miracle. From the waggon to DB's Logistics Network" covers an area of 500 square metres to show the versatility and efficiency of the modern logistics world, impressive examples of modern logistics concepts together with developments from 175 years of freight transport. Together with multimedia presentations and original exhibits, visitors can also go outside to examine the insides of containers.

Photos: DB AG/Maximilian Meyer

The exhibition is on show at DB Museum Nürnberg until 1 November. Info: www.dbmuseum.de

„Strong Partners“

Schenker Automotive RailNet GmbH supports Volkswagen in provisioning the new car factory in Russia. The company has now received the Volkswagen Group Award 2009 for its outstanding services.

DB Schenker as premium supplier is one of the winners of the "Group Award 2009" from Volkswagen. Karl-Friedrich Rausch, Director for Transport and Logistics at DB Mobility Logistics AG, received the renowned award in Wolfsburg. The "Volkswagen Group Award" is presented every year as an award for the overall corporate performance of suppliers.

Schenker Automotive Railnet (SAR), a company belonging to DB Schenker Automotive, has received the award for its outstanding commitment in the planning and implementation of the logistics concepts for provisioning the new Volkswagen/Skoda car factory in Kaluga, 150 kilometres to the south of Moscow. The prize-winning logistics partners of the car company also include OJSC TransContainer, a subsidiary of the Russian railways RZD. The project entailed very close cooperation between OJSC TransContainer and DB Schenker. DB Schenker functions as general contractor for the project. Since October 2007 it has been controlling the contributions and services of six freight railways, various operators and other subcontractors between Central Europe and VW's Russian site. Since then, more than 1,250 trains have transported over 50,000 containers.

"With its nine brands and meanwhile 62 sites worldwide, Volkswagen offers many interesting possibilities for cooperation, and is one of the world's most viable automotive companies today. Given Volkswagen's growth rates, our prize-winning top suppliers in particular can look forward to a successful future on the markets in spite of the current headwinds", says Dr. Javier Garcia Sanz, Procurement Director at Volkswagen AG. "We need strong partners that are internationally competitive with a global presence to safeguard our future together".



from left to right: Dr. Francisco Javier Garcia Sanz (member of the Board at Volkswagen AG with responsibility for procurement), Dr. Karl-Friedrich Rausch and Avtandil Gorgiladze (Vice President of OAO "RZD") at the award ceremony

Save the date

DB Schenker Rail takes part in all major trade shows and branch events throughout Europe. Take this opportunity for a personal meeting.

14 to 18 September 2009 / Brno

DB Schenker Rail's Prague General Agency for the Czech Republic and Slovakia will be present at the 5th International Trade Fair for Transport and Logistics.
www.bvv.cz/translog-de

7 to 9 October 2009 / Liverpool

DB Schenker Rail's Building Materials, Industrial and Consumer Goods business unit will be attending the PPI Transport Symposium.
www.transportsymposium.com

15 to 16 October 2009 / Copenhagen

The Building Materials, Industrial and Consumer Goods business unit will be exhibiting at the 49th European Commodities Exchange.
www.ece-cph2009.com

20 to 22 October 2009 / Antwerp

DB Schenker Rail's General Agency for Belgium and Luxembourg and Schenker Belgium will be attending the Transport & Logistics Tradeshow.
www.transport-logistics.be

21 to 23 October 2009 / Berlin

The entire DB Schenker division will be present at the 26th German Logistics Congress.
www.bvl.de



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Katja Janschersky, 27, has worked as customer account manager with DB Schenker Rail's general agency for Sweden. Previously she worked as customer account manager for 4 years in London.

Renovating in the dark

Katja Janschersky, customer account manager with DB Schenker Rail in Stockholm, explains how the Swedes come with the Scandinavian seasons.

Is it really dark for so long in the Swedish winter, and doesn't it make you feel depressed – that's what most people who've never been there tend to ask. Well, there's certainly no getting around the first question. When the sun doesn't rise until 10 a.m. on the shortest day of the year and dusk has already fallen again at 4 p.m., the answer is quite simple: yes, it is dark for a very long time!

But the answer to the second question is different. Even folk from Central Europe can live here without getting depressed. On condition that they learn from the Swedish people – and adjust their body clock to the seasons. As soon as the spring comes and the sun stays in the sky for a bit longer, the Swedes all flock outside. At lunchtime for example, restaurants with outside seating do a great trade. Every folding chair, every stool and even every windowsill is taken. Or they take their lunch to one of the numerous grassy areas, whether a bench in a cemetery or one of the 20 m² meadows interspersed between the houses.

The longer the days, the more people you can find on the roads and parks, along the banks of Lake Mälaren and on the Baltic Coast.

The boats to the skerries, the islands off the Swedish coast, run almost round the clock and it is increasingly difficult to get a place on board.

The Swedes have adjusted their body clock to use the extended hours of the day. Keep-fit fans can be found out and about in the early morning, jogging, doing yoga or on their way to the gym. And bars and restaurants or beauty

spots with a view of the city, country and sea will be busy deep into the night.

This lifestyle comes to a climax on Midsommarafton, which is celebrated on a scale similar to Christmas. It is the day before the longest day in the year. In Stockholm it is then daylight almost round the clock. The night is restricted to the time between midnight and 2 a.m. Midsummer also heralds the start of the holiday season. Swedes like to take their holiday as a complete block, with many families off travelling for four to six weeks between the end of June and mid August. Stockholm's commercial districts are then practically deserted. Businesses that depend on passing custom adapt accordingly, and it is no rarity for bread shops, small restaurants or tailors to close for several weeks in the summer. Stockholm's residents go to the country, to the skerries or travel abroad. They are replaced by tourists.

On returning from holiday, they then enjoy the last rays of sunshine for as long as they can. Then they start the house cleaning. Swedes attach great importance to their homes and houses and their furnishing. Just one reason for the success of the Scandinavian Design Movement, led by IKEA. The grey months of autumn are dedicated to their living space, and the results are subsequently appraised by informal meetings at home with family and friends. Life takes on a more leisurely pace during this lethargic season – the Swedes have changed their body clocks to winter time.

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