

# Railways

No 5 | October 2008

Information around the rail logistics



**At the heart  
of the steel industry**

**Focus on**

**Vertical Market Chemie:  
Chemicals competency  
from a single source**

**International**

**25 years of  
RailRoCargo**

**Intermodal**

**Trans Eurasia Express  
connects China and  
Germany**

3993

*“Specifically, we have about 42,000 special rail wagons to transport raw materials and finished steel products for our customers.”*

*Dr. Klaus Kremper*

**Dr. Klaus Kremper**  
CEO Railion Deutschland AG



## Dear Readers,

the steel market is one of DB Schenker's most important business pillars. We handle more than 60 million tons of steel annually via rail – which is more than half of all the steel transported in Germany. And it's also understood that we have the appropriate transport equipment ready to go. Specifically, we have about 42,000 special rail wagons in our fleet to transport raw materials and finished steel products for our customers. And we're continuing to invest: by the end of 2009 another 2,400 wagons will start serving our customers' needs; and depending on economic conditions, we plan to add further wagons to our fleet as of 2010. We configure our equipment as required to exactly meet individual customer needs, as shown by the examples of two great steel producers. I invite you to read more about our tailor-made logistical services for these two steel giants in our title story starting on page 8.

The chemical industry is another industry that has always played an important role in Germany. With over 70 percent of its products exported, the industry needs, above all else, international transport solutions from a single source for its sensitive goods. DB Schenker is the right logistics partner for this task because we offer global transport chains that integrate all modes of transport, plus with over 2,000 locations around the world we also offer customers an ideal infrastructure. We founded the Vertical

Market Chemicals centre of competence in order to more efficiently benefit from all of the extensive chemical know-how we have in the Group and to make it readily available as needed. In the future the centre will enable us to link together tools and products across the Group even more effectively than in the past. More information about this is on page 18.

Worldwide intermodal transport offers are also experiencing greater demand than ever before in the booming container transport business. Starting on page 28 we explain the elements of one of these solutions as it's applied across numerous continents: since early October we've been using the Trans Eurasia Express to connect China and Germany via rail. The first train transported 50 containers loaded with computer components for Fujitsu Siemens Computers from Xiangtang to Hamburg – via the longest rail connection in the world today: 10,000 kilometres long. This new offer not only unlocks a new trade route between China and Europe for our customers, it also serves as an attractive alternative to slower ocean freight routes and more expensive air freight shipments.

Sincerely yours,

A handwritten signature in blue ink, which appears to read 'K. Kremper', written over a white background.

Dr. Klaus Kremper



**07** Donation to Sri Lanka



**15** Block train concept enables more efficient transports



**08** At the heart of the steel industry

### 03 Editorial

### 04 Contents

Imprint

### Spectrum

### 06 DB Schenker and BLS Cargo intensify cooperation

DB Intermodal Services sets up new business area

### 07 Donation to Sri Lanka

DB Schenker acquires stake in NordCargo

### Cover Story

### 08 At the heart of the steel industry

*DB Schenker has been an important partner to the steel industry for years, due in large measure to the special wagons used to transport the raw materials and steel products involved. These wagons are not only capable of withstanding extreme weight and heavy usage, but are also frequently customised to meet individual customers' needs, as shown by the logistical services provided for two major steel companies.*

### 12 The Montan Logistics Centre in Hagen

### Focus on

### 13 Full steam ahead for heavy loads

### 14 Military vehicles travel by train

### 15 Block train concept enables more efficient transports

*The track section Bruchsal-Mühlacker along the Heidelberg-Stuttgart line will undergo major construction work including renewal of track, switches, and overhead power lines and the transport of over 300,000 tons of ballast until the end of October. Well-coordinated collaboration between DB Schenker, DB Netz and construction contractor ensures that the project will run smoothly.*

### 16 DB Schenker advert

### 18 Vertical Market Chemie: Chemicals competency from a single source

## 20 Spotlight on rail



## 23 KundenServiceZentrum celebrates its tenth anniversary



## 13 Full steam ahead for heavy loads

**19** DB Schenker's YES campaign: Working together to create something big

**20** Spotlight on rail

**22** Baumann wood processing plants: New shipments on a long-serving train path

**23** CustomerServiceCentre celebrates its tenth anniversary

### International

**24** Railion Scandinavia: Strong partners on board

**25** New rail line for Vlissingen

**26** 25 years of RailRoCargo

*With RailRoCargo, DB Schenker, TRANSA Spedition GmbH, CuxPort GmbH and DFDS Tor Line have jointly offered fast, reliable door-to-door transport to and from the United Kingdom for 25 years. In mid-August, the partners joined other guests at the Open Ship 2008 festival to celebrate the anniversary.*

### Partner: DB Intermodal

**27** Unblocking the container bottleneck

**28** Trans Eurasia Express connects China and Germany

### Technology & Trends

**30** On the way to the electronic bill of lading

**31** World's cleanest diesel locomotive is tested

## Imprint

**Published by:** DB Schenker

**Responsible for content:** Dr. Jörg Hilker, Leiter Regionalvertrieb/Marketing Rail, Annette Struth

**Editorial work:** Railion Deutschland AG, Marketing Rail, Eva Leonhardt  
Rheinstraße 2, 55116 Mainz, phone: +49 (0)6131 15-60196, fax: +49 (0)6131 15-61060  
email: L-railways@railion.com, internet: www.railion.com

**Editorial and technical realisation:**

Trimedia Communications Deutschland GmbH, Hanauer Landstraße 175-179, 60314 Frankfurt am Main

**Title page:** DB AG/Hartmut Reiche

**Copyright:** © by Railion Deutschland AG

All rights reserved. In particular distribution rights, reprinting of text and images, translation into other languages, and any reproduction, electronic or mechanical, including photocopying, recording on microfilm, and transmission by radio and television for all published articles, including all images.

# DB Schenker and BLS Cargo intensify cooperation

DB Schenker and BLS Cargo AG, a Swiss railway, will continue their six-year cooperation in cross-Alpine rail transport. DB Schenker will also increase its stake in BLS Cargo AG.

**D**B Schenker and BLS Cargo AG will continue their collaboration in cross-Alpine rail transports that began in 2002 based on the same business model as before. The focal point of the cooperation between the two companies is cross-Alpine routes on the North-South corridor through Switzerland with cross-border production and joint products in combined and conventional rail freight transport. The renewed agreement defining the terms of the collaboration was expanded to enable DB Schenker's rail freight unit to increase its stake in BLS Cargo from 20 to 45 percent. This transaction will involve BLS AG selling 25 percent of its BLS Cargo shares. DB Schenker was already assured an option



to acquire a higher stake when it bought its initial stake in BLS Cargo in 2002. With this step BLS AG underlined that it will play an active role in international rail freight transport as the majority shareholder in BLS Cargo.

The increase in shareholding took place on October 1st and

became retroactively effective as of January 1, 2008. BLS Cargo AG generates about 96 percent of its performance in transit transports that travel through Switzerland via the Lötschberg-Simplon and Gotthard corridor. BLS Cargo holds a 40 percent share of the rail transit market. In 2007 BLS Cargo posted revenues of over € 120 million. ■



## DB Intermodal Services sets up new business area

DB Intermodal Services GmbH – previously known as BTS Kombiwaggon – established the “International Terminals” business area as of August 1st. The new area will be headed by Manfred Michel, Managing Director of DUSS.

**T**he main task of the new business area within the DB intermodal subsidiary is to develop transport infrastructures outside of Germany, which are needed to advance the internationalisation of combined transports (CT). These include, for example, building CT terminals and corresponding basic conditions needed for their operation. “This new structure reflects our increasing internationalisation in the ter-

minal and depot sector,” notes Hans-Georg Werner, new head of the Intermodal business unit, in describing the measure. “Thanks to his many years of experience in the European and Chinese terminal business, Mr. Michel is the right man to further develop DB Intermodal Services in the international market.”

Michel has been the Managing Director of Deutschen Umschlagsgesellschaft Schiene-Straße mbH (DUSS) since 1992. He has been

the Chief Operation Officer of China United International Rail Containers Co. Ltd. (CUIRC), Beijing, an international consortium for the purpose of building and expanding combined transport in China, since 2007. Michel will continue to hold both positions. The business areas of “Depot & Trucking and Transshipment Rail Stations” as well as “Wagon and Equipment Planning” will continue to be headed by Gerhard Bukowski and Michael Heine- mann. ■

In September, DB Schenker, C. Steinweg GmbH and Norddeutsche Affinerie donated a fire engine to the community of Ape Gama on Sri Lanka. The fire-fighting vehicle already began operations there in October.

This donation marks the third time that Norddeutsche Affinerie has acted to help the victims of the December 2004 Tsunami. The firm donated a mobile water purification unit to Sri Lanka immediately after the natural disaster, and Norddeutsche Affinerie employees even built a complete village under the motto of "A roof over your head." DB Schenker served as the primary coordinator for this year's activity and handled the transport of the fire engine from Hamburg to Colombo.

C. Steinweg GmbH, a logistics firm, handled the transfer of the fire engine to the harbour, loading it on board and securing it. The 32 year-old fire engine had previously been a passive part of



## Donation to Sri Lanka

Norddeutsche Affinerie's plant fire brigade after it had been removed from active service last year. However, after a thorough overhauling its operating capabilities were fully restored. In addition, members of the Norddeutsche Affinerie fire brigade want to go to Ape Gama to hold classes to teach the local fire department about its capabilities and how to use it.

Background for the donation: following the Tsunami flooding that took place four years ago, Sri Lanka's fire fighting equipment is still inadequate. As a result, in many cases there are no fire fighting vehicles available to quickly respond when a fire breaks out. ■

Hans Riepen, Thorsten Tölle and Hans-Peter Handeck from the Norddeutsche Affinerie fire brigade and plant security, respectively; Burkhard Nagel, DB Schenker, and Mr. Brodersen from Steinweg

## DB Schenker acquires stake in NordCargo

In mid-September, the DB Schenker subsidiary Railion Italia acquired a 49 percent share in NordCargo, a Milan-based railway company. The move enables the company to further expand its freight business in Europe.

"The cooperation between Railion Italia and NordCargo, will not only allow us to offer improved offers



from a single source to our customers in northern Italy, but also to those all along the North/South corridor," says Dr. Norbert Bensel, who as head of DB Schenker is the member of the Management Board of DB Mobility Logistics AG responsible for the Transport and Logistics division.

NordCargo, which was spun off from its parent company, Ferrovienord S.P.A. (FNM), in 2003, operates international rail freight transports between Germany, Switzerland, and Italy as well as within the strong economic area in the north-

west of Italy. Last year, the company posted revenues of about 34 million euros. The contracts between the two partners are still pending the necessary government approval.

The DB Group had already acquired a 95 percent share in the Italian company Strade Ferrate del Mediterraneo (SFM) in 2004, which was subsequently renamed Railion Italia the following year, as part of the expansion of the Group's European network. ■



## At the heart of the steel industry

DB Schenker has been an important partner to the steel industry for years, due in large measure to the special wagons used to transport the raw materials and steel products involved. These wagons are not only capable of withstanding extreme weight and heavy usage, but are also frequently customised to meet individual customers' needs, as shown by the logistical services provided for two major steel companies.

**R**ailion Montan currently handles over 60 million tons of steel via rail each year – and one-third on a cross-border basis. This makes Railion Montan, an autonomous production unit within the Railion Association, the biggest provider of transport services to steel plants, even ahead of trucks and inland waterway transport. This

tremendous performance not only requires comprehensive logistics and industry expertise, but also the right equipment: About 42,000 special wagons are available to coal and steel industry customers for professional, specialised transport, no matter if the freight is steel coils, cast parts, coal, ore, or lime. With its own train network,

intermodal logistical services and other services, Railion Montan ensures seamless organisation along the entire logistics chain, from the shipper to the recipient, including pick-up and delivery by truck.

Customers' demands have also risen during the boom years experienced by steel sector.





DB Schenker Rail has geared its operations to meet the excellent overall economic conditions in this segment and made massive investments to purchase new special wagons and to reduce the average age of its existing fleet of freight wagons. By the end of 2009 alone, 2,400 additional wagons are scheduled to begin service. Starting in 2010, the company also plans to further expand its wagon capacities or modernise the fleet, depending on economic conditions. "Over the next five years, we plan to significantly expand our fleet for

coil transport and also enlarge and modernise our fleet of bulk goods wagons and flat wagons," specifies Dr. Christian Kuhn, head of Railion Montan. "In addition, we have plans to invest in new ore transport wagons and covered wagons with improved shock absorption."

Recently, DB Schenker Rail has been able to prove that it is really matching its words with action: A procurement program for new Samms model 489 flat wagons is currently under way (also see Railways 4/2008, page 6).

To date, 366 vehicles have been delivered under the program. The first of them are in use at Benteler Stahl/Rohr. The special wagons were developed right from the start to meet the specific needs of this sector through joint efforts with Benteler Stahl/Rohr GmbH and other steel industry customers. Their advantages over the previous model include additional platform slots to permit even more versatile load positioning, noise-reducing brake-shoe inserts, known as "K Block Brakes," and an increase in the load limit from 89 tons to a



The new Talns series 971 bulk freight wagons feature hydraulically operated side flaps for even faster unloading

full 105.5 tons. That means that for Benteler alone, it will be possible to cut the wagon resources used by 20 percent.

“When initial considerations are made regarding procurement of new wagons, it is very common to ask the various parties who will be involved with the wagons what they think could be improved,” confirms Jana Birkenfeld, who is responsible for resource control at Railion Montan. “That includes both the technicians and loading advisors and, of course, the customers.” DB Schenker and the German Steel Federation have already held joint workshops on this subject. During these workshops, for example, Bernhard Pawlesa, a department manager within the transport operations group at Salzgitter Flachstahl GmbH, provided his know-how to help achieve optimum wagon capacity utilisation rates for short slabs at low expense and effort for load securing.

Although it is common practice to address specific requirements when wagons are purchased for a specific type of transport, Bir-

kenfeld points out that “We also, however, make sure that the wagons can still be used flexibly for other shipments and customers.”

#### New bulk goods wagons for quicklime shipments

One current example of freight wagons that were specifically configured to meet a steel customer’s routing requirements is the 50 new series Talns 971 bulk goods wagons for a major Dutch steel producer. These wagons are intended to ensure the supply of quicklime to one of the manufacturer’s plants, where rising steel production volume is driving up demand for raw materials – and the wagons to carry them. Just in the past year alone, this steel plant shipped about 1.2 million tons of steel via rail throughout Europe. And by 2010, the plant’s transport volume is forecast to rise to nearly 2 million tons. The steel producer has contracted with DB Schenker to handle both incoming shipments of quicklime and outgoing shipments of steel coils and slabs.

The reason behind the use of the new lime wagons was that the

previously used freight wagons needed to be replaced. “With this in mind, we worked together with the customer to make a number of changes in the new wagons that were configured precisely to meet the needs of this route,” says Jan Palma, Key Account Manager at Railion Nederland. The changes included adjusting the height of the wagons to accommodate conditions along their route – in this case, a low tunnel which would have been otherwise impossible to travel through.

In addition, the wagons were equipped with flap restrictors to prevent the opened side flaps from hitting a wall in the underground hopper. This prevents damage to both the wall and the car itself. “Furthermore, the flaps are now operated hydraulically, which makes them considerably easier to operate than the earlier, purely mechanical versions,” Palma adds. This means that all the flaps on a wagon can be opened simultaneously, thereby speeding up the process substantially. A special interior coating also ensures that the lime can now flow more quickly into the unloading chute. “The most important characteristic of the new wagons, however, is that they can now hold 65 tons of lime instead of the previous 55 tons,” Palma emphasises. “We therefore need fewer freight wagons to transport the same volume of bulk goods.”

#### Coils on demand

As steel production volume has risen at the Dutch steel producer’s plant, Railion Nederland has also been able to successfully increase the use of Shimms coil wagons. By the end of this year, the total will have risen to more than 450 freight wagons leaving the plant each week. “We are naturally very pleased

about the expansion of our collaboration with one of our most important customers in the Netherlands,” Palma says. “By providing more wagons, we not only accommodate our customer’s increased steel production, we also reinforce our own position in the Dutch market.”

On their journey to the recipient, the steel coils, which can weigh as much as 35 tons, make an important interim stop at the Montan (coal, iron and steel) Logistics Centre in Hagen. Located in the highest turnover area in the coal, iron and steel industry, this DB Schenker transshipment terminal, is ideally equipped for storage, transshipment, commissioning, and distribution of coils (see box, page 12). Just the Dutch steel giant alone sends more than 150,000 tons of coils there for processing each year. From the Montan Logistics Centre, the coils are shipped to numerous end-customers, including Bilstein, a cold rolled steel strip producer; Otto Knauf GmbH, and Giebel Kaltwalzwerk GmbH. The advantage of this approach: The proximity of the logistics centre to end- customers means that the wagons are on shorter turnaround times and can be used again in less time.

### Heavier, shorter, more flexible

The fact that new freight wagons aren’t always needed to ensure optimum transportation is evident from the example of Salzgitter Flachstahl GmbH: Since July of this year, DB Schenker has been working for the steel producer, delivering hot rolled steel strips to the cold rolled steel strip producer Bilstein twice weekly via block trains. The Sahimms wagons used to transport the coils may have been part of the DB Schenker fleet for years, but with their extremely high load capacity, these six-axle

wagons are the ideal way to relieve pressure on the limited track capacity of the recipient, Hagen-based Bilstein GmbH & Co. KG.

The Bilstein cold rolling mill produces a wide range of different steel products for further industrial processing. Its customers including companies from the automotive and motorcycle industry, electrical engineering sector, precision mechanics sector, and mechanical engineering and steel construction industries. Against the backdrop of increased worldwide demand, the plant is working at full production capacity. “The frequency of shipments coming into our goods receiving department is accordingly high,” says Bernd Hilgendorf, the customer advisor responsible at Railion Montan, explaining the reason why the loading area capacities are also increasingly reaching their limits.

For Bilstein, this means that the ability to schedule shipments is a crucial criterion. With the previous system, which orga-

nised the company’s shipments via single-car transports, the desired level of regularity was only possible to a limited degree. In addition, interim storage of semi-finished materials at the company’s own warehouse in Hagen caused unnecessary costs. The logistics experts at Salzgitter Flachstahl, Bilstein, and DB Schenker Rail developed the new solution jointly. Before the new shipments started, the various parties involved met to coordinate the processes used by both companies and to define a rough quantity framework.

“Our master agreement stipulates that one block train will deliver 1,000 tons of steel, twice a week, from Salzgitter directly to the Bilstein plant in Hagen. At the same time, our Variotrain product allows the customer to retain complete flexibility to maneuver with respect to volumes being transported,” says Stephan Lohse, the Key Account Manager of Railion Montan responsible for Salzgitter, describing the transport model used. The par-

The 6-axle model Sahimms coil wagon – shown here in the Bilstein plant – can hold up to 100 tons



ticular hallmarks of Variotrain: Precision-timed, train schedule-paced supply control ensures maximum scheduling certainty, while at the same time, loading capacity can be variably adjusted to accommodate the occasional fluctuations in the customer's need for materials.

**High load capacity saves space and time**

It turned out to be a stroke of luck for the precisely coordinated transportation processes used between Salzgitter Flachstahl and Bilstein that DB Schenker Rail, with its rugged Sahimms wagons, has wagons with above-average load capacities as part of its fleet. The six-axle special wagons can accommodate loads of up to 100

tons, meaning that each wagon can carry three coils weighing 30 tons each. "The typical capacity is two coils, or 60 tons per car," says Bernhard Pawlesa, a department manager within transport operations group at Salzgitter Flachstahl, citing a typical basis for comparison. "This means that on average, we save five wagons. The whole train, even though it is loaded with a good 1,000 tons, is only 170 meters long." And that in turn means that the Sahimms are ideally suited to the tight loading conditions they encounter at the Bilstein plant. There is even enough space left over for additional incoming single-wagon deliveries. "Besides that, the fewer wagons that have to be processed, the easier the handling is," adds Hilgendorf. "The wagons are unloaded right

after they arrive at Bilstein and are returned to the sender, Salzgitter, later that same day as empty trains."

The contract was initially entered into for one year, but the parties already agree that the new model is a complete success: The capacity bottleneck in materials received at Bilstein has been resolved to everyone's satisfaction through the use of the right wagon equipment – and all without any design changes or the development costs that go with them. ■

**Railion Montan**

Stephan Lohse  
Phone: +49 (0)0511 2867681  
stephan.lohse@railion.com

# The Montan Logistics Centre in Hagen

In Hagen, the heart of the highest turnover area in the steel industry, DB Schenker operates its Montan (coal, iron and steel) Logistics Centre, where it offers a full spectrum of logistical services for coils. As the central trans-

The Montan Logistics Centre offers 8,500 square metres of climate-controlled warehouse space, and its favourable location enables demand-appropriate supplying of the nearby StahlServiceCenter and cold rolling mill

industry – by rail as well as by truck. In addition, DB Schenker offers a wide variety of supplementary transport-related services in Hagen, such as organising pick-up and delivery, quality control, unpacking of coils, and GPS-based monitoring of transports, and shipment tracking service.

Customers benefit from just-in-time delivery that allows them to convert existing storage space to expand their own production capacities. Furthermore, customers can count on demand-appropriate supplying to respond to fluctuations in demand. And last but not least, the Montan Logistics Centre in Hagen supports the goals of traffic and environmental policy to reduce the burdens on public roads and the environment. ■



Photo: DB AG/Wolfgang Klee



## Full steam ahead for heavy loads

In mid-July, railway fans were able to experience a truly extraordinary transport. A special train with a historic steam locomotive carried a 134-ton transformer for Stahlwerk Thüringen GmbH, right through the scenic Saale river valley. DB Schenker was responsible for organizing the train.

**H**undreds of spectators from all over Germany had posted themselves along the train's route in order to experience, live and in person, the puffing steam locomotive's journey through the Saale river valley, pulling the multi-ton transformer. The train's route crosses a beautiful landscape and with its spectacular up-gradients, it is also known among railway fans as the "steam locomotive's Eldorado."

The special shipment, with its brand-new transformer, started out at the ABB plant in Lodz, Poland. Destination: the Unterwellenborn steel plant in the German state of Thuringia. The transformer shipment was organized by the military logistics team, which falls under the Chemicals/Petroleum/Fertilizers market segment – on behalf of the company Heavy Cargo + Service (HCS), which specialises in heavy transport. "Precise planning and selection of the right routing were necessary to ensure that the special shipment went as smoothly as possible," says Michael Terhardt, a project manager in military logistics

at DB Schenker, describing the difficult initial conditions. "After the route had been determined, we acquired the special train, obtained the necessary permission from the DB network and requested the special schedule."

### The fascination of old-time railway

It wasn't until the last section of the route between Naumburg, Saalfeld and Könitz that DB Schenker was able to combine "business" and "pleasure": For that part of the trip, the transport assignment went to the Friends of the Werrabahn Eisenach Railway. They provided not only the series 41 steam locomotive for the shipment, but also the train driver. In addition to the historic locomotive, the special train now consisted a material wagon, an escort wagon and a 12-axle series Uaai 821 Schnabel wagon equipped with lifting arms on which the 134-ton transformer rested securely.

On its trip through the Saale valley, the special train passed the ruined castles of Saaleck

and Rudelsburg as well as the Domburger castles before finally arriving in Saalfeld. Once there, all that was left for the train to do was gear up for the final stage. The steam locomotive was serviced at the rail depot and placed in front of the train again after about two hours. From there, the train then continued to the spectacular high point of the trip – the steep Unterwellenborn gradient. On this stretch of the route, with its steep uphill gradient, the steam locomotive approached the limits of its power. And yet finally, the train reached its destination at the station in Könitz without incident. "That Sunday, clouds of steam rose above the Saale valley – and a whiff of nostalgia with them," Terhardt recalls. ■

### Railion Deutschland AG

Chemistry, Petroleum,  
Fertilizers Market Segment  
Military Logistics Industry Team  
Michael Terhardt  
Phone: +49 (0)203 454-1983  
michael.terhardt@railion.com

# Military vehicles travel by train

The main equipment depot in Bork in the Münsterland region is one of approximately 100 sites that the Bundeswehr (German Army) has scheduled for closure by 2010. Despite an inoperative railway siding, the removal of equipment and vehicles by rail proved to be the most cost-effective solution.

The site covering about 43 hectares is located near Unna and is scheduled to be completely vacated by the end of the year. In recent weeks discarded equipment has been sold directly at the depot while the majority of the 200 vehicles and the same number of trailers were, however, to be transported to the Bundeswehr central storage depot in Karlsruhe. "Although the Bork depot's railway siding was already deactivated in 2004 we could convince the responsible persons at the Bundeswehr that shipping the equipment by train was the most effective and inexpensive solution for the transfer – even after including the construction costs needed to reactivate the railway siding," states Klaus Hopbach, head of the Military Logistics industry team within DB Schenker's Chemicals/Petroleum/Fertilizer market group.

## Lower total costs

It appeared that the majority of the trucks and trailers could have driven to Karlsruhe on their own power. "At first glance this appears to be the obvious

choice, however, when all of the involved costs are added up, this solution costs more than simply moving them by rail," states Hopbach in referring to the comprehensive cost calculation, which was prepared in advance. It also had to taken into consideration that a number of vehicles did not have current permits allowing their use in normal road traffic. Plus, rail transport was the better solution in any case for about twenty large tracked vehicles, which were also part of the move. Hopbach: "Personnel and time costs also certainly played an important role because with about 40 employees, Bork is one of the Bundeswehr's smaller locations."

## Special handling freight

DB Schenker's regional sales office in Hagen handled the coordination of the transport. After the railway siding was reactivated in the summer of this year, eleven block trains completed the move within three weeks. Because military vehicles exceed standard vehicle dimensions due to their special configuration, most of the wagons used were series

TWA 800 flat wagons that have a low platform height. In addition to providing the freight wagons and arranging the transport from Bork to Karlsruhe, the industry team also took care of the shunting service at the Bundeswehr site as well as the supervision of the loading work. "Special safety requirements naturally apply to military equipment, even if munitions or weapons are not directly involved," states Hopbach in referring to the special requirements of the shipped goods. Bundeswehr personnel were responsible for manoeuvring the vehicles on to the wagons while the exact placement and securing of the vehicles on the wagons took place under the direct supervision of experienced DB Schenker Rail loadmasters.

The closure of the depot required all parties to work hand-in-hand – no problem for the DB Schenker specialists who work under the DB Rail Solutions brand within the Group and who are responsible for handling all of the military transports for NATO forces. ■





## Block train concept enables more efficient transports

The track section Bruchsal-Mühlacker along the Heidelberg-Stuttgart line will undergo major construction work including renewal of track, switches, and overhead power lines and the transport of over 300,000 tons of ballast until the end of October. Well-coordinated collaboration between DB Schenker, DB Netz and construction contractor ensures that the project will run smoothly.

A high-performance rail network is the foundation for a safe and punctual rail transport. However, this requires capital expenditures and continuous modernisation measures, especially in light of the growing volume of transports rolling over the German track network. In early September the Federal Statistical Office announced that rail transports in the first half of the year rose to a total of 189.9 million tons – or 5.4 percent over the same year-ago period. In order to keep pace with this growth Deutsche Bahn has been making major investments in the existing infrastructure for years to maintain the network's performance level and at the same time expand it. To achieve this goal DB Netze is pursuing a new upgrading concept that consolidates construction measures and enables it to completely upgrade long stretches of track.

The Bruchsal-Mühlacker stretch along the heavily travelled rail line between Heidelberg and Stuttgart is one of the larger upgrading projects. DB Netz in co-

operation with DB Schenker Rail is renewing all track, switches and overhead power lines along the stretch. In addition, the construction work involves more than 300,000 tons of ballast that has to be transported, loaded and disposed of.

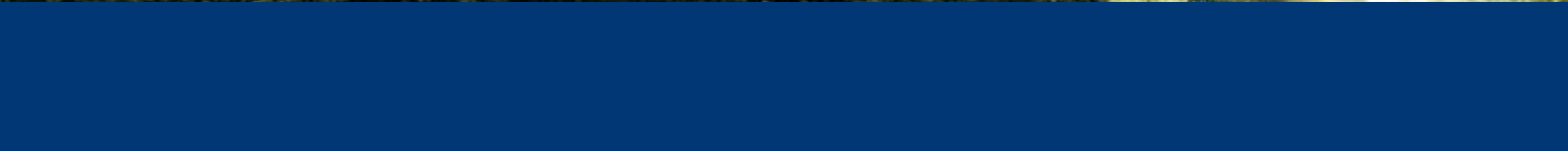
A detailed logistical concept was prepared during numerous preliminary agreements reached between DB Schenker Rail, DB Netz and the construction contractor. "The comprehensive upgrading work along the over 30 kilometres long stretch of track made high demands on logistical capabilities," said Karsten Sachsenröder, head of the responsible market area, Construction Materials, Industrial and Consumer goods. "The high volume of material and the tight schedule meant that all the efforts of the involved parties had to be coordinated."

Railion solely employed block trains for the efficient transport of the ballast. The wagons used were series Fas 126 ballast wagons, which are ideally sui-

ted to transport ballast. Each wagon can hold about 55 tons of ballast. "Depending on the requirements. Two to three train sets operate at the same time," explains Dr. Andreas. "Based on about 1,000 tons per train, this means that about 3,000 tons of ballast were circulating at the same time." The loading site for the new ballast, Homburg (Saar), was carefully selected because it is also the location of the disposal firm that cleaned and reprocessed the old ballast that was delivered. The trains shuttled between the construction sites along the stretch and the loading/disposal site. Trains leaving the disposal site were loaded with the same amount of ballast as the incoming trains brought. "The block train concept enabled us to handle the routes efficiently, and also provided us with the foundation for future successful upgrading projects," notes Dr. Dirk Andreas, the responsible Key Account Manager, who was satisfied with the results. ■



Can single fr





# Yes.

A freight train with several red and black cars is crossing a concrete bridge at night. The city lights of a city are visible in the background under a dark sky. The text 'eight cars find a match?' is overlaid on the image in white, bold, sans-serif font.

eight cars find a match?

**DB Schenker: Large network for small volumes.**

With DB Schenker, every route is possible, even for small amounts of goods – because our comprehensive national and international network is optimally coordinated and ensures that small quantities of goods also arrive at their destinations. Plan quantities, routes, and your success at [www.dbschenker.com/yes](http://www.dbschenker.com/yes)



Photo: DB AG/Michael Neuhaus

Vertical Market Chemie:

## Chemicals competency from a single source

With exports making up over 70 percent of its volume, the German chemicals sector has a highly international focus. This is why it expects its strategic logistics partners to provide the full range of global transport solutions from a single source. DB Schenker meets this need with its Group-wide competency centre, Vertical Market Chemistry.

**H**ans-Georg Werner, head of the Intermodal business unit, heads up the new department and the Chemicals/Petroleum/Fertilizers market segment. “The first thing is to pool the know-how present within the Group and, building on that, to establish a cross-business unit approach to product management,” says Werner, describing the task faced by his team. Customers don’t notice any outward changes: They maintain their usual contact within the customer advising department, but benefit indirectly from the better interlinking of tools and products within the Group.

As a logistics service provider offering transport solutions for rail, road, and air and ocean

transport, DB Schenker already today meets all the prerequisites for the combined use of various modes of transport. Added to this is a well-developed infrastructure for transshipment and storage of freight as well as a strong international presence, with more than 2,000 locations worldwide. This yields a whole host of different starting points for integrated logistics packages to suit every requirement in the chemicals industry. In Europe, for example, the company plans to link its transport of packaged goods via rail and truck together more closely together by taking over storage and administrative tasks along the logistical supply chain. At the same time, the unbroken growth of container routes is driving strong demand

for global intermodal transport chains involving rail, ship, and truck transport. DB Schenker is currently showing how this kind of intercontinental solution might look like with a new container train that in the future will link Hamburg and Beijing, with the participation of freight railways from Poland, Belarus, Russia, Mongolia, and China (See article on page 28 for more news).

### From customer solutions to industry solutions

The container train serves as a pilot project for DB Schenker and in the long term could be expanded to become a regular Eurasian route. The experience gained in this project and many

others will flow into the knowledge base of the Vertical Market Chemistry competency centre. "From there, the knowledge can be accessed at any time by product managers and sales staff in the individual business segments at DB Schenker, and can be used to help make decisions and develop individual customer solutions," says Werner, explaining another important function of his department. But the company does not plan to leave it at special offers only: The Vertical Market Chemistry competency centre will therefore concurrently review to what extent customer-specific transport models can be developed into standardized products for the entire industry.

### Comprehensive logistics concepts

"Through stronger knowledge transfer and cross-business unit product development, our aim is to support our customer advisors in offering the chemicals industry comprehensive logistics concepts involving components that are not traditionally part of the core business in their respective fields," says Werner, laying out the competency centre's medium term objective. Another area of focus is the development of transport-related chemicals competency in the growth regions in the chemicals industry, such as the Middle East and East Asia. Naturally, building up the needed structures, and developing the corresponding products, will take some time: Plans call for the start-up phase for the Vertical Market Chemistry to take two years. ■

#### Hans-Georg Werner

Manager, Vertical Market Chemistry  
Phone: +49 (0)6131 15-61300  
hans-georg.werner@btt-gmbh.de

### DB Schenker's YES campaign:

# Working together to create something big

On September 1st the new DB Schenker image campaign was launched in 37 countries. The entire Transportation and Logistics division will be presented under the campaign motto of "YES" internationally and for the first time under a single message and appearance.

The campaign presents DB Schenker's worldwide network and range of services in a series of advertisements and brochures (see page 16 for more). The campaign features impressive pictures taken by the renowned photographer Kai Uwe Gundlach, including stunning views of the New York City skyline and the Hong Kong harbour taken from unusual perspectives with a respective mode of transport in the foreground. The "YES" motto reflects DB Schenker's claim that it can solve any customer request – no matter how difficult – and sends a clear message: DB Schenker offers tailor-made multi-modal end-to-end logistics solutions to all its customers around the world.

"The campaign stands for our performance promise to seamlessly link together global markets and their growing volumes of goods in an environmentally-friendly and inter-continental manner," said Dr. Norbert Bensele, who as head of DB Schenker is the member of the Management Board of DB Mobility Logistics AG responsible for the Transporta-

tion and Logistics division. "And we also give our customers a promise for the future: We always want to continue growing beyond ourselves."

The ads are primarily aimed at reaching decision-makers in the logistics field, which is why they appear in the German trade press in addition to other media. Additional information is available at [www.dbschenker.com/yes](http://www.dbschenker.com/yes), where visitors can download a corporate image film, selected campaign motifs and interactive maps showing DB Schenker locations around the world.

Within the framework of DB's new brand architecture the "YES" campaign is the first cross-divisional campaign for the Transportation and Logistics division and also serves an important integrating function. "The campaign should contribute towards the goal of having all DB Schenker employees representing one brand with a single customer promise," notes Ralf Klein-Bölting, Generally Authorised Representative for DB Group Marketing and Communications. ■

**DB SCHENKER**

**Yes.**

Can single freight cars find a match?

**DB Schenker: Large network for small volumes.**

With DB Schenker, every route is possible, even for small amounts of goods – because our comprehensive national and international network is optimally coordinated and ensures that small quantities of goods also arrive at their destination. Plan quantities, routes, and your success at [www.dbschenker.com/yes](http://www.dbschenker.com/yes)



## Spotlight on rail

Schenker Germany AG's Central Rail Logistics and Forwarding group – formerly know as Railog GmbH – have been handling domestic and international transports for Circus Roncalli for the past seven years. The rail specialist has accompanied the world famous circus on its travels throughout all of Europe. Northern Germany is on the schedule for the second half of the year.

“Roncalli is the only circus in Germany that still fully relies on rail for transport while it’s on tour,” confides Robert-Peter Hiebner, stand-by loadmaster for Roncalli. “The circus wagons require particularly careful handling because they are already 80 to over 100 years old,” he notes in explaining the reasons why they have to be transported by train. Carefulness is also top priority when the historical circus wagons are being loaded. Hiebner knows what he’s talking about: he was born in a circus family and already learned

what’s important to watch out for during a circus move when he was 14 years old.

“Herr Hiebner is a ‚circus institution‘ and a specialist in his field. We would not like to miss out on his more than 50 years of experience,” states Gerhard Barnasch, Key Account Manager for the Roncalli transports at Schenker Germany AG, in explaining why the loadmaster is always called to assist in the transshipment of the circus wagons. This is why Hiebner once again supervised the loading tasks for Roncalli at

the end of September Kiel at the harbour area of Baltic Terminal Kiel International GmbH.

### Short-term transport

Circus Roncalli performed at the Willy-Brandt-Ufer in Kiel between the 5th and 28th of September. Preparations for the move to Hamburg, the next stop on the tour, already began on the last day of the last performance. “The enormous time pressure was the key challenge we faced in organising the transport, because we only had

four days to complete the move from Kiel to Hamburg,” recalls Barnasch. “This meant that we only had one and a half days for disassembly work, and loading in Kiel, and then two and a half days in Hamburg for unloading, assembly work, obtaining official technical permits from local authorities (TÜV) and instructing the responsible local fire brigade. Transport via block train took place over night.”

The Roncalli transports are coordinated, planned and handled by the DB Schenker *railog* Competence Centre in Nuremberg. The circus has its own customer representative who controls all of the involved partners along the entire logistics chain. The range of services offered by the Competence Centre includes the selection of the loading stations, the positioning of the wagons and organising the loading and unloading dates at the individual freight transport sites, as well as concluding contracts with external logistics partners.

“The special feature of this transport was the fact that there are no public loading ramp facilities available in Hamburg’s inner city area,” emphasises Barnasch.

“This meant that we had to utilise a private facility belonging to OAM Baustoffe GmbH located in the Free Port area of the former Africa Terminal, which required us to observe customs requirements.” The former Railog GmbH had the foresight to sign an agreement a few years ago with OAM permitting the usage of their private ramp facility.

#### Efficient teamwork

The loading of the approximately 100 circus trailers and vehicles on to 50 series Ks flat wagons was based on a proven procedure. Nine men and two tractors handled the moving of the trailers on to the wagons at the Kiel freight loading station. The tractors were used to carefully push the vehicles across a head and side ramp on to the wagons so that their towing bars were aligned with the loading direction. “We had to plan the course of the train so that the towing bars would be pointed towards the head of the ramp when the train arrived,” notes Barnasch in explaining the special requirements.

#### Roncalli tour dates

*Hamburg:* October 3rd to November 9th

*Bremen:* November 14th to December 7th

“Otherwise the trailers would have had to be unloaded backwards, and that is almost impossible to do.

This is why the sequence used to load the circus trailers played a decisive role. “We used the ‘First in, Last out’ principle here,” notes Hiebner. “This means that the first circus trailers we need to assemble the circus tents are the last ones to be loaded on to the block trains.” During the unloading process the first vehicles to come down the ramp are the mast wagon with the tent poles, then the dome, circus tent and electrics wagon, and finally the electrical and hose wagon. After Hamburg the circus will move on to Bremen and then to its winter quarters. The sequence does not, however, have to be observed for the return to Cologne-Mühlheim in mid-December because that’s when the circus takes a well-deserved break. ■



A pro at work: Loadmaster Robert-Peter Hiebner uses a tractor to carefully push a circus trailer on to a flat wagon

**Baumann wood processing plants:**

## New shipments on a long-serving train path

In the rural district of Ravensburg, in Germany's Wuerttemberg region, a regional initiative has taken up the cause of relieving traffic congestion on the road and maintaining the local railway infrastructure. The Baumann wood processing plant has now become the first local business to shift its transports back to the rails.

About twenty kilometres north of Lake Constance, a decommissioned ancillary line connects the towns of Altshausen, Ostrach, and Pfullendorf. Up until now, freight shipments originating at the companies located there were transshipped in the nearby town of Bad Saulgau. Transportation to and from the train station was consistently handled by truck – creating substantial congestion on local roads in neighbouring communities. With this as background, an initiative group consisting of municipal decision-makers and representatives of the manufacturing sector came together with the aim of reviving the Altshausen-Ostrach-Pfullendorf rail connection.

“We succeeded in taking an important first step toward securing this line with the start of regular deliveries of lumber to the

outlook. Through close coordination with the customer, the Deutsche Bahn subsidiary Nieten Fracht, which specialises in wood transport, has developed a service package customized to the location and the product, raw wood, over the past few months. The prerequisite for the new wood routes was that the Altshausen train station, which had previously been privately owned, would have to be reactivated and converted into a lumber loading station. That involved taking steps including banking up one track so that the log trucks from the Baumann sawmill can drive right up to the freight cars to take on the logs. From there, the raw lumber only has to travel a few more hundred metres before reaching the sawmill.

“A scheduled transport volume of about 35 wagons per month means about 88 fewer truck

says, laying out the calculation behind the project.

### Later transshipment saves money and time

The Baumann wood processing plant's decision to shift its shipments to the rails also has to do with the expansion of the area from which the raw wood to be processed comes. Until a very short while ago, the wood came almost exclusively from the nearby surrounding region. But after hurricane Kyrill devastated huge swaths of forest in the state of North Rhine-Westphalia in early 2007, the sawmill also began to acquire its wood from the Sauerland region due to new business relationships. The physically closer rail connection gives the company greater flexibility in purchasing while also saving money and time. “Once we already have the logs on the tracks, it is naturally more economical to leave them there until they reach the final customer,” says Fiebig, citing the decisive argument in favour of extending the shipments all the way to Altshausen. If the solution proves its merit for the sawmill, the company has plans to continue having its lumber delivered by rail even after the one-year trial period. The cooperation between the Baumann wood processing plant and Nieten Fracht Logistik provides the initiative group the opportunity to mobilise additional customers along the line in the coming months, thereby ensuring that it will continue to operate for the long term. ■

After conversion: Altshausen station is now also a wood loading station



Baumann sawmill,” says Martin Fiebig, the customer advisor responsible at Nieten Fracht Logistik GmbH, showing an optimistic

trips on the road between the previous loading station in Bad Saulgau and the plant location in Altshausen in the future,” Fiebig



## CustomerServiceCentre celebrates its tenth anniversary

The CustomerServiceCentre in Duisburg began operations on October 1, 1998. Since then the central coordinating point for DB Schenker has been handling the entire range of customer service requirements concerning rail freight transport. The anniversary was celebrated under the motto of “THANK YOU” with customers and representatives from the worlds of politics and business on September 22nd.

The Lord Mayor of Duisburg, Adolf Sauerland, offers his congratulations on the occasion of the anniversary of the CustomerServiceCentre

Close to 300 guests participated in the celebrations held in the CustomerServiceCentre. Well-wishers included the Lord Mayor of Duisburg, Adolf Sauerland, and Erich Staake, the CEO of Duisburger Hafen AG. In line with the motto, Jens Küter, head of the CustomerServiceCentre thanked customers and employees for their trustful collaboration over the past ten years in his speech. He also commented on the past and the future outlook for the CustomerServiceCentre. In his speech Dr. Norbert Bensele, who as head of DB Schenker is the member of the Management Board of DB Mobility Logistics AG responsible for the Transport and Logistics division, underlined the central role played by the CustomerServiceCentre in DB Schenker Rail's international logistics business. The celebration was rounded out by a series of discussions with customer representatives.

“When we founded our central CustomerServiceCentres we took a decisive step to provide our customers with even better service using the most modern technology and the optimal employment of our personnel,” said Dr. Klaus Kremper, CEO of Railion Deutschland AG. “The extremely favourable response from our customers shows us today just how right our decision was.”

### Around-the-clock-service

When the CustomerServiceCentre began work it took over tasks that had been previously handled by 275 freight dispatch offices. Today, rail freight transport customer requirements – from order acceptance and order control to tracking shipments through to billing – are handled around the clock by over 1,100 employees working in the 220 metres long building. Every month the Centre handles about

200,000 transport orders. The most modern computer technology ensures that customers only have to wait an average of four seconds until their call is transferred to the responsible member of the service team.

Today, the CustomerServiceCentre mainly works on an international basis because DB Schenker ships about 60 percent of the freight it transports abroad. Among the Centre's tasks is the satellite-supported supervision of nearly 14,500 GPS-equipped freight wagons. More than 130 employees serve as contact persons for international and national customers, as well as for international service partners. “In light of trans-European rail freight transport we will continue and expand these services,” emphasised Küter. ■



Photo: Hafen Fredericia

Railion Scandinavia:  
**Strong partners  
 on board**

Birds-eye view  
 of Fredericia harbour

Railion Scandinavia works together with high-performance partners so that it can also offer its customers an end-to-end transportation chain in Denmark. Among its partners are the logistics providers Fredericia Shipping and H. Daugaard A/S. Their multimodal freight transport terminals make it possible to provide the full spectrum of logistical services.

**A**t the end of last year, DB Schenker and the Sweden-based Green Cargo Rail founded the joint venture, Railion Scandinavia A/S (see Railways 2/2008, p. 7). In taking this step, both railway operators wanted to do-vetail the rail services offered by both production systems along the Scandinavian corridor. “Our aim is to further consolidate our market position on the North/South corridor,” explains Gert Soetekou, the Key Account Manager at Railion Montan responsible for the initiative. “Coordinated, full-coverage cooperation with reliable local partners is an important aspect in meeting this goal.”

In connection with the establishment of Railion Scandinavia, rail freight transport activities were focused on the most important freight transport locations in Denmark, because that is where

the cooperation between the partners will have its greatest impact. Railion Scandinavia has worked for years with Fredericia Shipping, which is based Fredericia, and with H. Daugaard A/S, based in Kolding. Both logistics partners have multimodal transport connections at their disposal, enabling them to offer not only a rail connection, but also onward carriage using their own trucks to local customers without rail sidings. In addition, Fredericia Shipping has a deep-water harbour that can accommodate ships of up to 60,000 tons. A railway connection, with about two kilometres of track, and a good road link to the nearby E 20 and E 45 motorways are also available. The company’s main activities include transshipment and storage of sheet metal, pipe, and coils, as well as of containers and bulk cargo. It also offers RoRo services.

**A strategically favourable location**

Located at the junction of the main transport routes in the Scandinavian corridor, the town of Fredericia is an important hub within the Railion Scandinavia network. From the local railway station, three freight trains per day travel to Europe’s largest switching yard, at Hamburg-Maschen, connecting the Scandinavian markets with those in Central and Southern Europe. “Since June of this year, Railion Scandinavia has been operating its freight transports between Denmark and Germany using multiple-system locomotives. This eliminates the need to change locomotives, meaning that we gain valuable time in the transportation process,” says Soetekou, describing the fast, efficient connection.



Just 25 kilometres south of Fredericia, in the city of Kolding, the company headquarters of H. Daugaard A/S is located on the shores of the Little Belt strait. The company's team of 217 employees handles storage, handling, and distribution of steel products as well as paper, chemicals, and industrial goods. This location also has warehouses with over 36,000 square metres of total space – including a coil warehouse with infrared heating and a rail siding – and a transshipment yard for steel profiles with about 4,000 square metres

of space, as well as parking areas for up to 14 four-axle freight wagons. The company's own fleet of 125 tractor units and 265 trailers provides pre-carriage and onward carriage services, closing the final gap between the company and the customer.

"This means that working together with our Danish partners Daugaard and Fredericia Shipping, we can offer our customers a multimodal transportation chain," Soetekou says, highlighting the benefits of the cooperative arrangement. "In addition

to transportation via rail and truck, we also offer ocean-going ships, thereby opening up access to the emerging markets in the Baltic States and in Eastern Europe." ■

#### **Railion Montan**

Gert E. Soetekou  
Phone: +49 (0)203 3017-2536  
gert.soetekou@railion.com

Distribution:

#### **Railion Danmark Services A/S**

Albert J. Palner  
Phone: +45 (0)88300931  
ajp@railion.dk

## New rail line for Vlissingen

The Dutch port of Vlissingen has modernised its rail connection. Since October, the new "Sloe Line" rail connection has ensured better access to the European rail network. Here, at the third largest deep-water port in the Netherlands, DB Schenker has access to the high-performance logistics terminal operated by Verbrugge, a Dutch company.

The volume of goods transported by rail and transhipped at the port of Vlissingen, located in the southwest of the Netherlands, has risen sharply. From 2002 through 2007 alone, DB Schenker doubled its transport performance there – from nearly 500,000 tons to more than one million tons annually. In container transshipment as well, this location has posted steady double-digit growth rates over the past few years. The port operator, Zeeland-Seaports, therefore plans to build additional deep-water container terminals. Investments in the rail infrastructure of the port terminal became absolutely essential due to the steadily growing flow of goods that have to be distributed for transport to the hinterland.

The new Sloe Line, a D4-class rail connection, is designed to accommodate freight cars carrying 22.5 tons per axle. The three-kilometre line has electric overhead contact wires that enable efficient, environmentally friendly rail transport – without

any interruptions or delays in the connection due to grade crossings. "The new rail line is an important step forward," says Detlef Heydt, Managing Director of Railion Nederland N.V. "That's because with it, we can handle the steadily rising number of goods transports more economically."

Three connections per day link Vlissingen to the largest marshalling yard in the Netherlands, which is located in the town of Kijfhoek, near Rotterdam. At the same time that the new rail connection was initiated, in early October, the marshalling yard in Vlissingen was modernized as well. It now consists of a total of 15 sections of track, with each track able to accommodate freight trains up to 750 metres long. Each day, car transport trains arrive there from the Ford plants in Dillingen and in Ghent, Belgium. The automaker uses the ferry terminal operated by the Belgian logistics service provider Cobelfret in Vlissingen to ship vehicles and components

to the UK and Ireland. The close cooperation in place between Railion Deutschland AG, Railion Nederland, and the Belgium-based B-Cargo ensures smooth end-to-end transport.

"In addition to Rotterdam, Vlissingen has also developed into a major transportation hub," says



Heydt. "Thanks to the modernization of the Sloe Line, we can now use model BR 189 multiple-system locomotives, which saves us time in cross-border freight transport." ■

The Sloe Line improves the port of Vlissingen's access to the European rail network



Photo: T. Sassen

## 25 years of RailRoCargo

With RailRoCargo, DB Schenker, TRANSA Spedition GmbH, CuxPort GmbH and DFDS Tor Line have jointly offered fast, reliable door-to-door transport to and from the United Kingdom for 25 years. In mid-August, the partners joined other guests at the Open Ship 2008 festival to celebrate the anniversary of the multimodal transport system.

The sun was shining brightly as numerous guests joined the representatives of the partners involved in RailRoCargo to board the three-masted sailing ship Thalassa docked in Cuxhaven harbour. Among them were Dr. Jörg Hilker, head of Regional Rail Sales and Marketing, and Katja Sander, head of Regional Sales North at Railion DB Schenker, CuxPort managing directors Heinrich Ahlers and Hans-Peter Zint, DFDS managing director Peter Kamp, and Rainer Stopka and Günter Miksch of TRANSA.

“RailRoCargo is a success story and will continue to be one of the pillars supporting our business in Europe in the future as well,” says Dr. Hilker with conviction. Practical experience shows that he is right, because since the launch of RailRoCargo transport, it has been possible to expand the innovative transportation concept further, year after

year. It was developed jointly, with multiple partners, under the auspices of DB Cargo, formerly the freight transport division of Deutsche Bahn. RailRoCargo made door-to-door shipments to and from the British Isles possible for the first time. Today, DB Schenker’s regional sales division north and the Deutsche Bahn subsidiary TRANSA coordinate the multimodal transport chain, which involves the rail, ship, and truck transport.

### Six million tons of freight

RailRoCargo has been handling door-to-door transports between Cuxhaven and Immingham, on the central eastern coast of England since 1982. The transport system has successfully handled more than six million tons of freight since it was founded. RailRoCargo now offers five weekly ferry connections in both directions operated by DFDS Tor

Line, with transshipment and storage services handled by CuxPort. The RoRo ferries need just 18 to 21 hours for a crossing. In addition, a new, more modern ship, the Tor Hafnia, has been plying this route since early September. The fleet’s new flagship has about 30 percent more capacity than its predecessor and, at speeds of 20 knots, is also significantly faster.

The RailRoCargo system is especially suitable for heavy goods such as steel and wood products, laminates, and rolls of paper, because the goods are directly transhipped onto “Mafi roll trailers” in Cuxhaven. These rolling trailer bodies, which were specifically developed for use with ferries, are designed for particularly heavy loads and enable optimum utilization of storage space on board the ship at the same time. Pre-carriage to Cuxhaven mainly takes place via

the railway and is ensured by DB Schenker Rail. "If the customer doesn't have their own railway siding, we just use trucks," adds Miksch, the product manager responsible for RailRoCargo at TRANSA. Once the shipments arrive in England, the goods are mainly delivered and picked up via truck because the British rail network is not as densely interconnected as the German one. In

addition to Germany, the other destination countries currently served by RailRoCargo are Austria and Italy. However other countries can also be connected to the system. ■

Information on RailRoCargo is now available online. For more information, please visit [www.railion.com/railrocargo](http://www.railion.com/railrocargo).

#### Transa Spedition GmbH

Günter Miksch  
Phone: +49 (0)69 84007-189  
gmiksch@transa.de

#### Railion Deutschland AG

Horst Heydasch  
Phone: +49 (0)40 3918 500-30  
horst.heydasch@railion.com

## Unblocking the container bottleneck

In 2007, DB Intermodal handled about two million load units directly or indirectly via seaports. Routes via German seaports were especially successful. In order to cope with the steadily rising flood of containers in these seaports, the combined transport specialist has developed effective strategies, one of which calls for the continuous expansion of train connections.

“In order to arrange the flow of goods to and from the seaports in northern Germany as smoothly and efficiently as possible, we rely on a healthy mix of hub products with high connection levels as well as shuttle trains,” says Andreas Schulz, head of the central corridor at DB Intermodal, which shares the title of market leader in hinterland transports from German seaports with TFG Transfracht. This company, in which DB Intermodal itself holds a 50 percent stake, has run its AlbatrosExpress train system for ten years, serving the most important economic hubs in Germany, Austria, and Switzerland with its approximately 15,000 connections and 20 terminals. And the network is constantly growing: At the end of last year, Saarbrücken was added as a location, with three round trips per week and the town of Wörth am Rhein has also been connected to Germany's seaports since this spring. Bamberg is scheduled to follow in mid-December, with three weekly round trips.

### Hub versus direct train

Today, the majority of hinterland transports handled by DB Intermodal and TFG start out at the seaports of Hamburg and Bremerhaven and are then combined and dispersed via Europe's

largest marshalling yard, at Maschen. “A hub like Maschen allows us to serve a high number of terminals on both sides, flexibly and at a high frequency,” says Dr. Eric Pfaffmann, head of maritime networks, central corridor, clarifying the advantage of this concept. And yet, due to the growing volume of container traffic handled, it is more and more frequently the case that shuttle trains are used right from the wharf facility directly to the hinterland terminals. In 2009, for example, the number of direct trains to the Nuremberg and Dortmund locations is expected to rise considerably. That will then mean that direct trains will represent more than 20 percent of trains running in the AlbatrosExpress programme in Germany. The central advantages of these direct trains are their low unit costs and comparatively high productivity. On the other hand, they are subject to an increased risk associated with full capacity utilization, as only one harbour terminal is connected to the system in each case. At the same time, DB Intermodal and TFG Transfracht work together closely to achieve the greatest possible capacity utilization for these trains.

“There has to be the right ratio of hub and direct train capacities if we are to meet the challenges of container trans-

port in the future,” says Schulz with conviction. “That's why we plan to further increase the number of direct trains, because unfortunately, the capacity available at the hubs is limited.” But there are also plans to expand the hub concept with an eye to future prospects. To be able to better serve the new JadeWeserPort – the container terminal planned for Wilhelmshaven, on Jadebusen bay – in the future, Deutsche Bahn intends to develop another rail traffic hub at a suitable location in northwestern Germany.

Because capacity bottlenecks can still occur at the seaports despite having all these different measures in place, DB Intermodal Services started offering a Germany-wide network of load depots for interim storage of containers in the hinterlands (see Railways 3/2008, page 24) in the middle of this year – another efficient way to relieve congestion at the ports and transshipment stations. ■

#### DB Intermodal

Andreas Schulz,  
Phone: +49 (0)6131 15-67210  
andreas.ae.schulz@db-intermodal.com



Photo: DB AG/Ralf Krahnert

## Trans Eurasia Express connects China and Germany

Arrival of the Trans Eurasia Express in Hamburg

Deutsche Bahn AG has launched the first Trans Eurasia Express from China to Germany. The first train was a “Company Train” that carried 50 containers filled with monitors and computer housings exclusively for Fujitsu Siemens Computers (FSC) from Xiangtang to Hamburg. The Trans Eurasia Express will offer rail connections between the two countries via regularly scheduled public trains in the future.

The container train, a joint project of Trans Eurasia Logistics, a DB joint venture company, in collaboration with RZD, the Russian railway, and the Chinese railway began its journey to Germany on September 19th at Xiantang, a city located about 700 kilometres north of Hong Kong. The train only took 17 days to complete its journey of approximately 10,000 kilometres (see chart). Representatives of FSC, Deutsche Bahn AG and Trans Eurasia Logistics got together on October 6th to celebrate the arrival of the train in the Port of Hamburg. The celebration was held at the Cargo Centre located at the Alte Süderelbe Station. “With the Trans Eurasia

Express we are initiating a new, regularly scheduled trade route between the commercial centres in China and Europe. We can now offer an attractive alternative to significantly slower ocean freight and more expensive air freight services,” emphasised Dr. Norbert Benschel, member of the Management Board of DB Mobility Logistics AG responsible for the Transport and Logistics division.

For Fujitsu Siemens Computers the transport route via the Trans-Eurasian Land Bridge represents a forward-looking combination of speed and an environmentally-friendly logistical solution for their products. Heribert Göggerle, Senior Vice President Supply

Operations of FSC, summarise the benefits: “Shipping IT products via train is more flexible and about one-third faster than via ocean freight. And in comparison to air freight we save about 50 percent of the costs and 95 percent of the CO<sub>2</sub> emissions. This shows that rail transport is the best choice to make for many reasons – both in terms of economics and ecology.”

### Weekly China–Germany connection planned

Trans Eurasia Logistics, a joint venture company founded in March by DB Intermodal and RZD, the Russian railway company, was responsible for the

organisation and coordination of the new train offer (see Railways 2/2008, page 22 for more information). Sales partners like Schenker, Polzug, TRANSA, Kombiverkehr and Panalpina provide logistical support to the new company. "We are responsible for the development and planning of the product, we also make related agreements and decisions and ensure the flow of information between all involved parties," said Hartmut Albers, Managing Director of Trans Eurasia Logistics, in summarising his company's main tasks.

Fujitsu Siemens Computers is the first customer to order Trans Eurasia Logistics to drive a complete train from China to Germany. "We want to further develop our "Company Trains" because they represent a future-capable alternative to ocean and air freight," said Albers. "At the same time these trains mark the beginning of regularly scheduled services along a significant trade corridor." In the future, in addition to block trains used by just single companies, there will also be "Public Trains," which can be used by numerous firms, travelling regularly between China and Germany. These trains will start alternately from Beijing or Shanghai and will travel to Hamburg, Nuremberg and Duisburg in Germany. Initial plans call for one connection per week, although mid-term plans foresee even two to three connections in both directions.

### Rail transport is faster than sea freight

The most important advantage of the new train is that it significantly shortens transport time compared to ocean freight. This is why the Trans Eurasia Express is primarily of interest for those customers whose goods originate

in western and northern China and then require long shipping times within China to reach seaports where they are transferred to ships. In addition, the land route is a worthwhile alternative for goods that have to be delivered rapidly but at far less cost than via air freight. This category includes special sales goods for the clothing industry, electronic goods, as well as heavy goods and hazardous materials. The Eurasian Land Bridge is also a real alternative to air and ocean freight when it comes to eliminating bottlenecks in the delivery chain or maintaining reliable supply chains. "We currently have over 100 inquiries from interested companies," confirms Albers.

Six national railways worked closely together in order to make the Eurasian Land Bridge possible: China, the Mongolian Republic, Russia, Belarus, Poland and Germany. This is because various technical and organizational conditions must be taken into

consideration, including different power systems, operational regulations, and customs clearance procedures. In addition, the Trans Eurasia Express has to be regauged at least twice to different track widths along its route (see chart). In order to still make the train an economically viable proposition Trans Eurasia Logistics is working to establish regularly scheduled, container circuits running with equal loads of goods. Albers: "To achieve this we will bundle together existing flows of goods being transported eastwards to Russia and Central Asia." In addition, handling and customs clearance procedures at the borders should be significantly simplified. "Furthermore, we are focusing on providing customers fast offers and a complete end-to-end shipping information," adds Albers. ■

#### Trans Eurasia Logistics

Hartmut Albers  
Phone: +49 (0)30 297-54800  
hartmut.albers@bahn.de

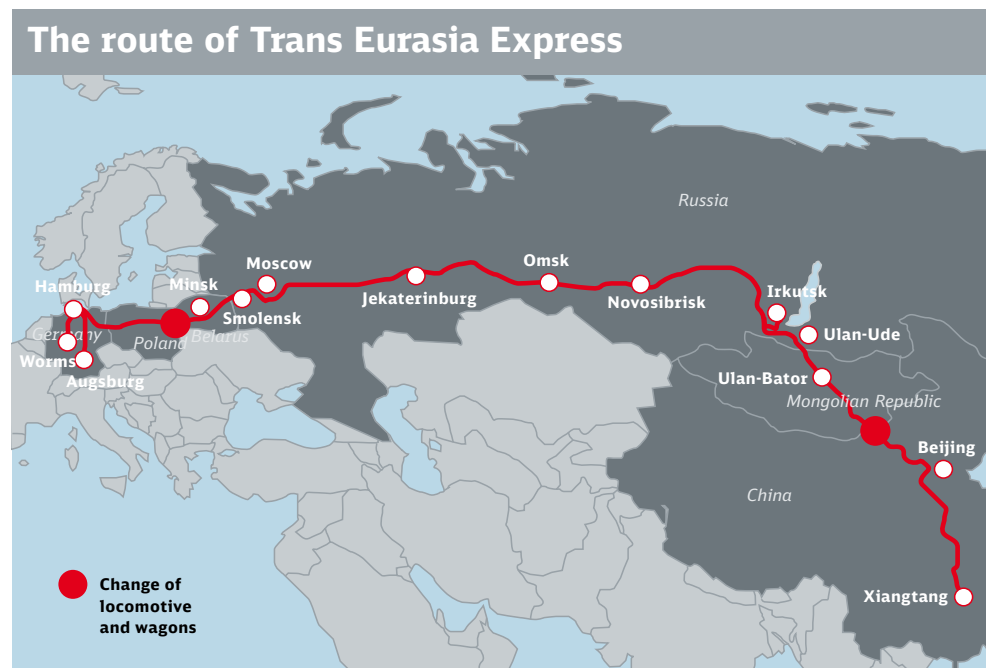




Photo: DB AG/Georg Wagner

## On the way to the electronic bill of lading

A number of international railway operators have already been exchanging their order information for cross-border rail freight transport via electronic data interchange (EDI) for years. The PIT (Paperless International Transport) project, which was launched jointly by DB Schenker and RailCargo Austria in July, means that the electronic bill of lading is almost within reach.

Since the very beginning of electronic data interchange, railway operators have been considering how to replace paper bills of lading with an electronic CIM bill of lading, which offers multiple advantages at once. They include greater simplicity in administration, faster shipments and improved information content in the data provided. But the successes achieved in this field were not sufficient to completely eliminate paper documents. For that reason, an additional hard copy of the CIM bill of lading for international transport is still included with all cross-border shipments.

To drive progress on this topic forward throughout Europe, RAILDATA, a member of the UIC (International Union of Railways), initiated the “e-RailFreight” project. All of the major European railways now participate in this project. Its objective is to meet all the preconditions for the use of electronic

bills of lading, at the functional, legal and technical levels. RAILDATA has already been able to successfully implement the majority of the work involved. “The start of the first stage, during which all data on bills of lading will be interchanged electronically between the carriers, is scheduled for July 1, 2009,” says Rainer Wilke, head of business processes and information systems at DB Schenker. As the president of UIC’s IT Study Group and RAILDATA, he is responsible for the overall coordination of the project. The project will then enter a second phase aimed primarily at meeting the legal requirements including electronic signatures, archiving, and EDI processes.

### PIT as a trailblazer

At the same time as the e-RailFreight project was getting under way, DB Schenker and RailCargo Austria joined together to look for ways to use electronic

bills of lading even before the project itself was completed. In PIT, the partners have jointly developed a process that eliminates the need for a hard copy of the CIM bill of lading to be carried along during transport. The only times this is not possible are when these documents are required by customs for specific rail shipments, and for hazardous materials transports. PIT is primarily a coordinated further development of the processes used in order processing. This approach is modelled on the procedures developed by DB Schenker as part of the “Handling of Documents to Accompany Transports” project on paperless national transport, which have been applied since 2002.

Put simply, the new bill of lading accompanies the shipment in the form of electronic print data. The required pages of bills of lading are not printed until the shipment has reached a place where they are needed. “But our

customers will not be affected by this and will continue to receive their paper bills of lading,” Wilke adds. “That means that with PIT, we will be able to benefit, including internationally, right now from the advantages of paperless

transport without having to meet the stringent requirements that apply to an electronic bill of lading.” The project is, however, designed to ensure that it can serve as the preliminary stage of a future electronic CIM bill

of lading. For that reason, PIT has already been integrated into e-RailFreight. Says Wilke, “We want to show our potential partners that the process works. And with PIT, we have succeeded in doing so.” ■

## World’s cleanest diesel locomotive is tested

Deutsche Bahn and MTU Friedrichshafen GmbH are currently working on a groundbreaking research project. Its aim is to achieve 50 percent lower emissions of nitrogen oxides and 90 percent less particulate emissions in diesel engines, thus keeping them below the legal limits on pollutant emissions. The trial period began in July 2008.

The background behind the cooperation between MTU and DB is the new EU standard, Stage IIIB, which stipulates a drastic cut in air pollutants for all diesel engines used on the railway, as of 2012. For example, the new standards call for emissions of nitrogen oxides and hydrocarbons to be slashed by more than half, to four grams for locomotives. Another aim of the new standards is to reduce particulate emissions to just a tenth of the amount currently permitted. The project „Locomotive with Clean Exhaust,“ or LOCEX for short, is intended to demonstrate compliance with Stage IIIB exhaust gas limit values in practice.

„We are one of the most environmentally friendly transport carriers and we want to retain that status,“ says Lutz Bücken, Authorised Representative for Integrated Systems Rail, explaining the joint development of high-capacity engines with after treatment of exhaust gas technology. The LOCEX research project is set to run for two years and is intended to provide information on the new technology’s functionality, reliability, and suitability for railway use. The exhaust gas aftertreatment system developed by MTU was

installed in a model series 294 locomotive. The project involves the participation of engineers from the vehicle product sector and DB systems engineering. Vehicle conversion took place at the DB vehicle maintenance facility in Cottbus. The field testing started following approval from the the Federal Railway Authority allowing the vehicle to be used as a rail vehicle. The vehicle was provided by DB’s rail freight transport operations to serve as a test vehicle.

### New technology reduces emissions

In July, the test locomotive started operations at the Kornwestheim marshalling yard. The combination of a particle filter and urea injection in the catalytic converter ensures that the diesel locomotive equipped with the new technology not only complies with the values required under the new EU standards, it even falls below them – as measurements taken at a test facility have already proven. The locomotive was additionally equipped with a urea tank that was needed to operate the exhaust gas aftertreatment system. And DB Energie set up a corresponding refilling system to supply „add

blue“ to the locomotive at the Kornwestheim filling station.

Deutsche Bahn has taken a number of measures that have already enabled it to cut its particulate emissions by 84 percent in comparison to 1990 levels. These measures include increasing electrification of individual sections of rail lines, retrofitting shunting and line locomotives with lower-emissions engines, and increased use of modern diesel rail cars. This has also reduced emissions of nitrogen oxides by about 70 percent. Deutsche Bahn now generates over 90 percent of its transport performance using climate-friendly, electrical traction. ■

Equipped with new technology, this diesel locomotive not only meets all of the requirements of the new EU Standard, it surpasses them



Railion Deutschland AG  
Marketing Rail  
Rheinstraße 2  
55116 Mainz  
[www.railion.com](http://www.railion.com)  
[neukundenservice@railion.com](mailto:neukundenservice@railion.com)  
Service-hotline for new customers:  
+49 (0)180 5 331050\*

\*0,14 € / full minute (rounded up)