

Railways

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Information around rail logistics



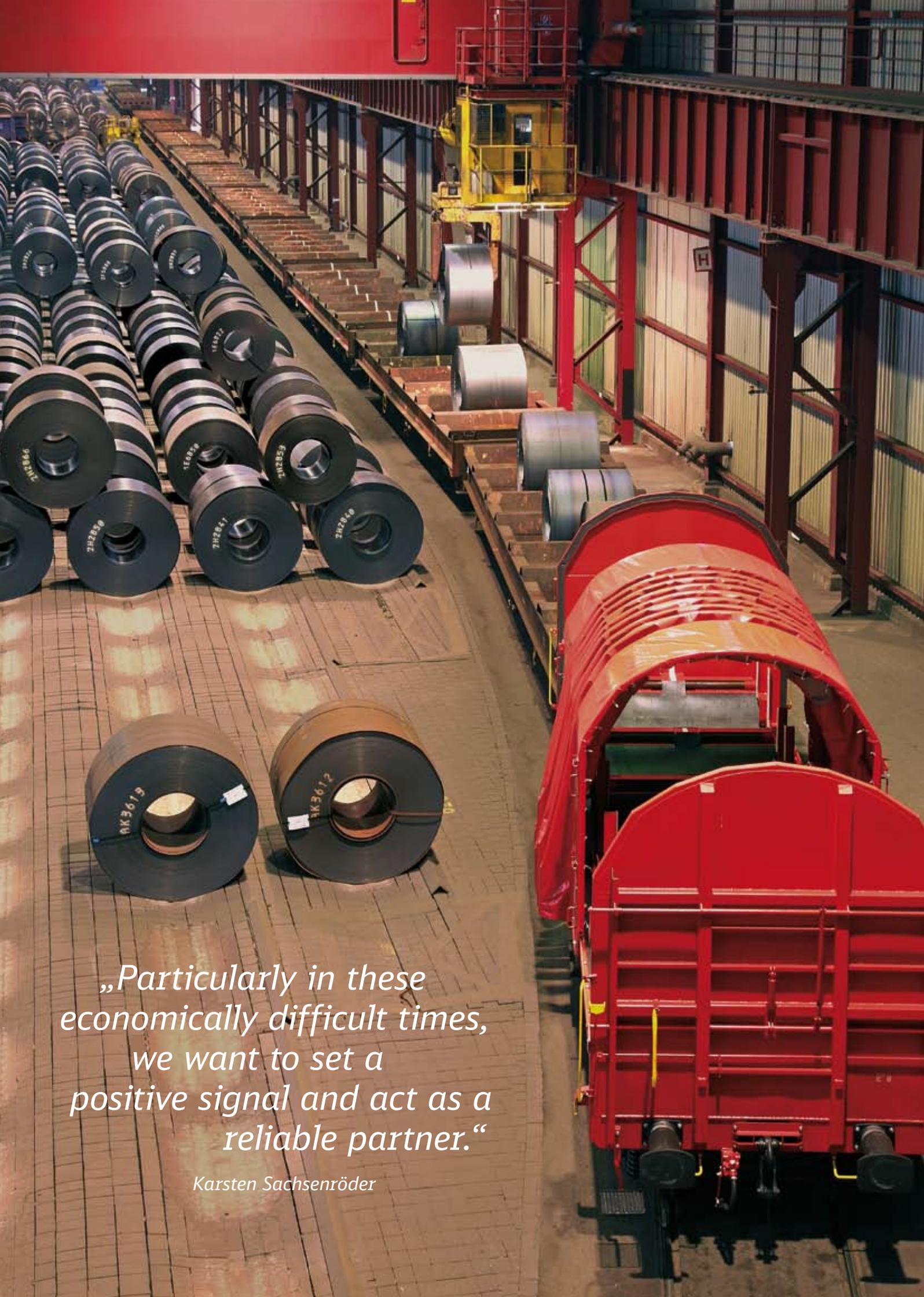
New course is set:

Railion becomes DB Schenker Rail

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**Logistics
for a steel giant**

DB Intermodal
**There's news in
the west**

Technology & Trends
**Order
processing 2.0**



„Particularly in these economically difficult times, we want to set a positive signal and act as a reliable partner.“

Karsten Sachsenröder

Karsten Sachsenröder
Member of the Management Board



Dear Readers,

for years now we have been using the liberalisation process in European rail freight transport to grow through cooperation and takeovers. The aim is to further expand our position as Europe's leading freight railway and to offer our customers services that are superior to our competitors. The new business area DB Schenker Rail, which has emerged from the Railion companies, will bring us a decisive step forward towards this aim. Alongside Sales Management which has been placed on a European footing, we want to optimise our services for you in future on a European scale with altogether five organisation units: three regional units for West, Central and East Europe, together with the two dedicated units Automotive and Intermodal with a structure encompassing all regions. Please turn to page 8 to see what our new company structure looks like in detail.

The fact that we want to continue growing this year in spite of the economic crisis has been demonstrated by our purchase of the private Polish freight railway PCC Logistics. With turnover of 350 million Euros last year and a market share of around 8%, this is the largest private railway undertaking in Poland. Poland in turn is the EU's second largest national railway market after Germany. By purchasing PCC Logistics, we will be making Poland our main pillar for East Europe within our new European network. Please turn to page 6 for further details.

ThyssenKrupp Steel AG is one of those customers who have been using our railway services for years now to supply their consignees throughout the whole of Europe. We have now concluded a framework transport agreement with ThyssenKrupp Verkehr GmbH as the unit responsible for organising the company's logistics services. The agreement cements our good cooperation over a longer period of time. Particularly in these economically difficult times, we have thus set a positive signal. Please turn to page 18.

Our products also continue to forge ahead on an international scale. This also includes DB Schenker paper-solution, an innovative branch solution for the paper and cellulose industry. Already since 2003 we have been offering fast, transparent transport services throughout Germany. Since the start of the year, we have expanded the services to selected routes in the Netherlands and Austria, as you can read on page 24.

Have fun reading the new issue of Railways!

With kind regards,

A handwritten signature in blue ink, appearing to read 'Sachsenröder'.

Karsten Sachsenröder



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*As of February 16, 2009, Railion
Deutschland AG has been renamed
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ently operating business units.*

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*DB has traditionally been one of the
most important logistics partners
for the iron, coal and steel industry
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transports. The new general agree-
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by DB Schenker Rail and Thyssen-
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the companies to bolster their close
collaboration on a long-term basis.*



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Photo: PCC

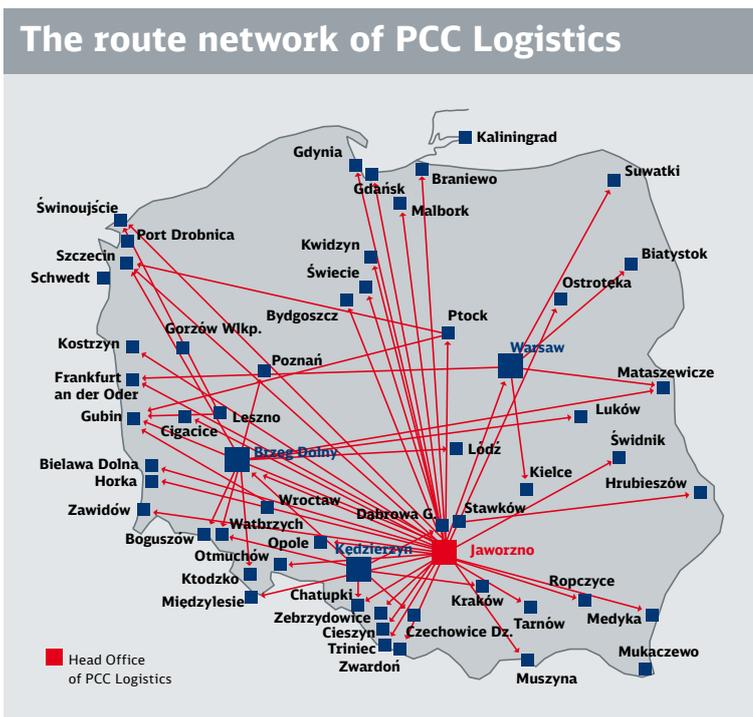
Deutsche Bahn buys Poland's biggest private railway

Deutsche Bahn has acquired the private Polish freight railway operations that were previously owned by the PCC Group. The sales agreements were signed the end of January by DB CEO Hartmut Mehdorn, Dr. Norbert Bense, member of the Management Board of DB Mobility Logistics AG responsible for the Transport and Lo-

gistics division, and Waldemar Preussner, the founder and owner of the PCC Group.

With about 8 percent of the market, PCC Logistics is the biggest private railway company in Poland. Last year it generated revenues of € 350 million with about 5,800 employees. It consists of numerous regionally active companies that primarily specialise in the transport of coal,

same time Germany is Poland's biggest export market. Working together, the business unit DB Schenker Rail and PCC Logistics will move more transports on to the rails thereby securing jobs in Poland as well as in Germany. With this agreement we have made an important statement regarding the sustainability of our operations in the future, especially now during difficult economic times."



chemical products and building materials. The acquisition is pending final approval from the responsible agencies and cartel authorities. "This acquisition marks a further expansion of DB's capabilities and services for its customers in a growing Europe", said Hartmut Mehdorn, DB CEO, upon the conclusion of negotiations. "Poland is Germany's biggest trading partner in Eastern Europe, and at the

Poland plays an important role in the development of routes on trans-European rail corridors, and is the second biggest national railway market within the EU. "PCC Logistics is mainly active in Silesia and operates effective connections in all of the Polish business centres", emphasises Dr. Norbert Bense, 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. "We want to further develop PCC to play a central role for Eastern Europe operations within our European network." ■

TransRussia:

DB Schenker at TransRussia 2009

DB Schenker, along with its affiliates, and the business unit DB Schenker Rail will present their services under one roof at the International Trade Fair and Conference for Transport and Logistics, TransRussia, in Moscow from April 21 through 24. The entire range of services will be presented with emphasis on the Russian market.

The partners will show the latest products and services at their share exhibit that will cover 100 square meters of space. In addition, visitors will be able to learn the latest about the newest trends in the logistics market. This year's partners are: ATG Autotransportlogistic GmbH, TRANSA Spedition GmbH, Trans-Eurasia-Logistics GmbH, the business unit DB Schenker Rail, represented by OOO Railion Russija Services, and the business unit DB Schenker Logistics, represented by Schenker Russija. The exhibit at the trade fair that

will be held in the Expocentr Krasny Presnya in Moscow is also being supported by the German government. The joint German stand already made a convincing presentation in 2008 when it exhibited a wide spectrum of offers and individual transport solutions.

In recent years the TransRussia trade fair has established itself as one of the most important trade fairs for the industry. Last year TransRussia presented the services offered by a total of 525 companies from 29 countries,



and the fair was attended by more than 26,000 visitors who learned about the latest developments in the logistics market. DB Schenker welcomes its visitors in Pavillion 8, Hall 2, Booth K19. ■



▲ On February 4, Alvaro Torres (center), Head of Purchasing at DSM Agro, Jan Elfenhorst (left) and Erik Koning, business unit DB Schenker Rail, signed two important agreements at the main office in Mainz. The two contracts – a collaboration agreement and a transport framework agreement – represent the conclusion of a long-term collaboration between both partners. In the future, DB Schenker Rail will transport up to 300,000 tons of ammonia per year for the Dutch group, which is also a specialist firm for the manufacture of fertilizers.





New course is set:

Railion becomes DB Schenker Rail

For years now, Deutsche Bahn has been using the liberalisation process in European rail freight transport to grow through cooperation and takeovers. As a further consistent step, Railion Deutschland AG changed its name on February 16, 2009 to become DB Schenker Rail Deutschland AG. The aim is to set up a European organisation structure with independently operating business units under the umbrella of the business area DB Schenker Rail.

“Our new European structure in rail freight transport is a milestone in setting up an integrated European network,” emphasises Dr. Norbert Bensel, Executive Board Director for Transport and Logistics at DB Mobility Logistics AG. In future, the new business area encompasses five business units under one roof: the West, Central and East regions, together with Intermodal and Automotive (see diagram on page 11). The latter also includes ATG Autotransportlogistic GmbH and Schenker Automotive RailNet GmbH. The Spanish logistics subsidiary Transportes Ferroviarios Especiales (Transfesa) will also be integrated here. Last year saw the takeover by DB of the UK’s largest freight railway, English, Welsh & Scottish Railway (EWS), now renamed DB Schenker Rail (UK) Ltd, which will be the heart of the West Region and responsible for expanding business in West Europe.

Each region is responsible for sales and production, i.e. traction units, wagons and maintenance, and for the operating

and financial results within the business unit. This does not apply to the Automotive and Intermodal business units: Automotive will be operating as a logistics company and purchase transportation services and other production services from the regions. The business model for Intermodal is still currently being defined.

“The incentive for us to take this step came above all from the increasing European alignment of the production structures of many customers, the increase in cross-border transports and the possibility of opening up new markets in Europe through liberalisation,” is how Dr. Klaus Kremper, CEO of DB Schenker Rail, explains the move. “Our aim is to become the first really European rail freight undertaking, as this is the only way for us to serve our customers with a widespread network.”

Already when DB Cargo was set up more than ten years ago, the still primarily national railway carrier established itself as Europe’s largest freight railway.

The emergence of the Railion Group in 2003, which already included national companies in Denmark and the Netherlands, then brought about further steps over the national frontiers, with the gradual addition of Railion companies in Italy, Switzerland and Scandinavia. The changes accompanying the new name DB Schenker Rail are now putting the company's European business on a new operative footing with the sights firmly set on this goal, as this is the only way to open up new markets. In future, the approx. 36,000 employees in the new business area will form highly efficient units along Europe's main transport axes. The necessary resources are availa-

ble: with around 125,000 freight wagons and 3,300 locomotives, including a large number of multi-system locomotives suitable for cross-border services, DB Schenker Rail owns Europe's largest fleet.

European management approach

The following business area functions have been established to support and steer the five new business units, and to raise the potential scope for new international business:

- Business Development
- European IMS & Innovation Management

- Asset Management
- Infrastructure Management
- Chief Information Officer
- Sales Management
- Network Management

In addition, the Finance/Controlling and Human Resources functions are being created for financial and personnel matters. "This gives us a truly European management approach that distinguishes us clearly from competitors and fulfils the expectations of our multi-national customers", explains Kremper. "We are setting up a flexible organisation structure that is compatible with international business requirements and our ambitious growth targets."

The new business area functions in detail:

Sales Management

In future, Sales Management will coordinate the new marketing image, together with the overriding strategic alignment and further development of all branches in terms of sales. The organisation unit breaks down into the industrial sectors previously known as Railion marketing units "Iron/Coal/Steel", "Chemicals/Oil/Fertilisers" and "Construction Materials, Industrial and Consumer Goods", together with the all embracing areas "Railport Network" and "Marketing Rail". The latter develops the necessary, price, product, competition and freight wagon policy in the framework of the stipulations and processes of DB Group Marketing, together with the corresponding internet and sales activities, and implements the concepts for sales and customer communication. The Railport Network is responsible for expanding the Railports through-



▲ A new brand in British rail freight transport: with effect from 1 January 2009, the English Welsh & Scottish Railway Holding Ltd. (EWS) now operates as DB Schenker Rail (UK) Ltd. The company was taken over by DB last year; as the largest British freight railway, it is the heart of the Region West business unit in the new structure of DB Schenker Rail.

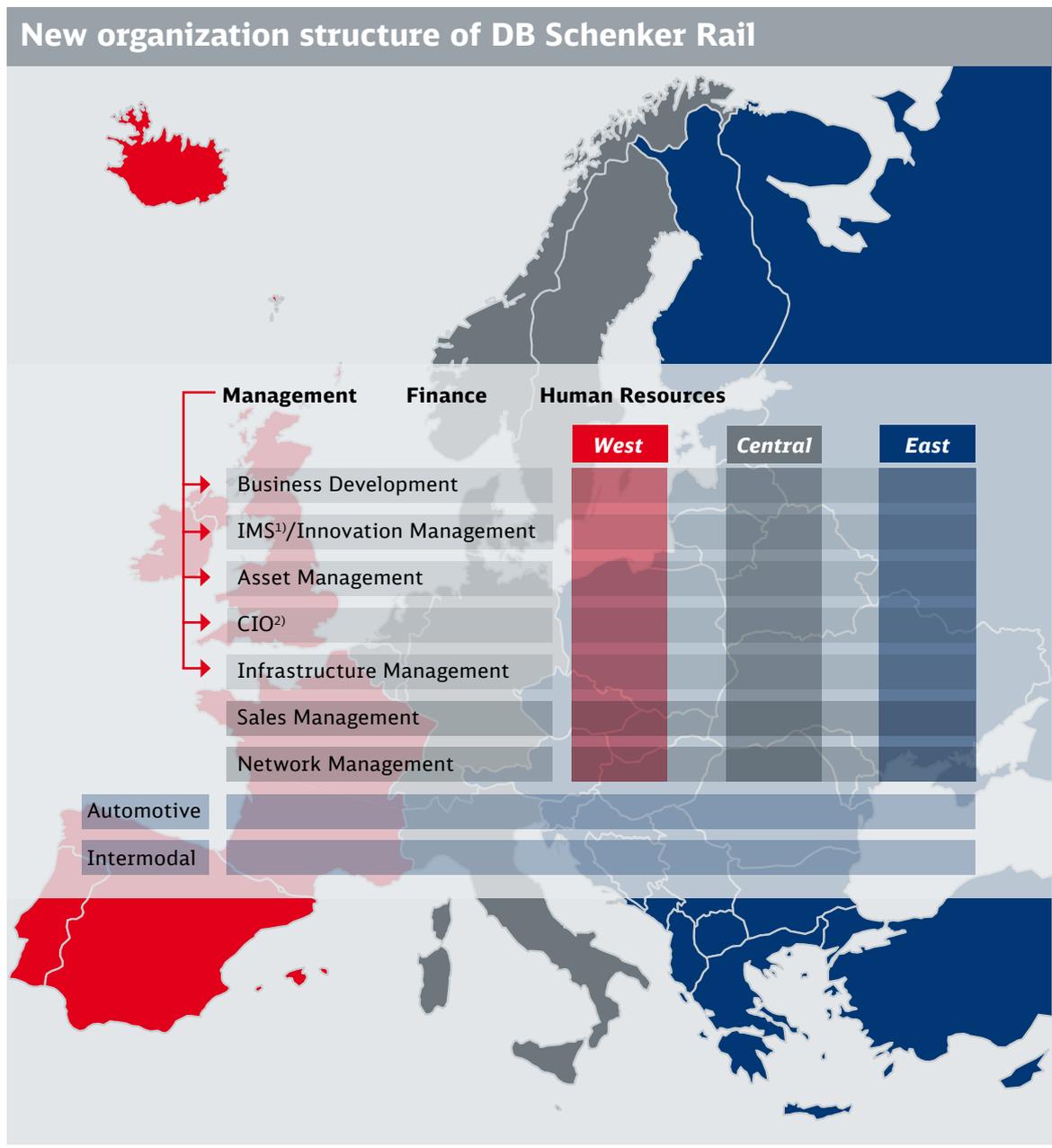
out Europe as multi-functional logistics centres with both road and rail infrastructure. They thus provide access to the European rail network even for customers without their own branch line.

One new feature includes the introduction of Europe Key Account Managers (KAM) whose tasks include among others looking after customers with a

European alignment, as well as coordinating tender procedures and drawing up framework agreements. In this pan-European approach, the corresponding KAMs work together closely with the local sales teams who are in daily contact with the customers. "This warrants a uniform approach and permits the sale of tailor-made, supra-regional products", explains Karsten Sach-

senröder, responsible for Sales Management at DB Schenker Rail. "The main advantage for customers consists of support on a European level to ensure that they receive optimum, harmonised services in all countries."

DB Schenker Rail has chosen 58 customers to launch the European Customer Management. The list of European customers



¹ European "Integrated Management System"

² Chief Information Officer

is undergoing regular review and will be adapted where necessary. “Even so, a large part of DB Schenker Rail’s business still takes place on the local level and will continue to be managed by the corresponding regions”, says Sachsenröder.

Network Management

Network Management basically has two tasks: developing and expanding the network, and planning and monitoring trains operating on a European scale. The aim is to offer customers reliable transportation that is flexible even across the borders – a unique selling proposition of DB Schenker Rail on the transportation market. Among others, this entails developing strategies for the rail corridors, together with

will gradually assume the corresponding competences as time progresses.

The first priority of the team is to set up and monitor critical inter-regional trains. For example, tasks include analysing bottleneck situations at border crossings, enhancing quality, for instance by giving priority to European trains, and setting up planning tools and management processes to support the international expansion of DB Schenker Rail.

Asset Management

Asset Management is responsible for fleet and maintenance strategy at DB Schenker Rail and acts as ordering party when it comes to purchasing rolling stock – lo-

focus on empty capacities. The advantages of a European Asset Management pool include above all optimum utilisation of free capacities in the context of pan-European demand, together with improved overall asset utilisation.

European IMS & Innovation Management

The new organisation unit European IMS & Innovation Management ensures that DB’s internal stipulations and the correspondingly valid statutory requirements are met in the field of dangerous goods management, security and quality management, together with environment protection, occupational health and safety and fire safety. In addition, this function is also responsible for safeguarding rail-related transport and association policy and general conditions. It also controls the activities of DB Schenker Rail in terms of technical innovation, long-term development of production technology and technical interoperability, including for example the European Train Control System (ETCS).

Infrastructure Management

Infrastructure Management is developing a European infrastructure strategy for DB Schenker Rail and vouches for the resulting requirements in consultation with the management division in dealings with infrastructure operators and other decision makers.

Business Development

The Business Development unit pools and coordinates essential European activities and projects. The function also plays a major



New special containers of BahnTank Transport GmbH, which will in future be operating as DB Schenker BTT

pan-European monitoring and support for inter-regional trains. As a fundamentally new area, this function has a developmental character to start with and

comotives and freight wagons – as well as maintenance services on a European level. The function also deals with management of the rolling stock pool with a

New names for the subsidiaries

In the course of implementing the new brand architecture, the following companies are being renamed:

Previous name	New Name
Railion GmbH	DB Schenker Rail GmbH
Railion Deutschland AG	DB Schenker Rail Deutschland AG
BTT BahnTank Transport GmbH	DB Schenker BTT GmbH
Nieten Fracht Logistic GmbH	DB Schenker Nieten GmbH
Railion Danmark Services A/S	DB Schenker Rail Danmark Services A/S
English Welsh & Scottish Railway Ltd	DB Schenker Rail (UK) Ltd
Railion Nederland N. V.	DB Schenker Rail Nederland N. V.
Railion Scandinavia A/S	DB Schenker Rail Scandinavia A/S
Railion Italia Services Srl.	DB Schenker Rail Italia Services Srl.
Railion Italia Srl.	DB Schenker Rail Italia Srl.
Railion Schweiz GmbH	DB Schenker Rail Schweiz GmbH

supporting function for optimising individual processes in the business units. Together with the ongoing development of DB Schenker Rail, a first major new task for the unit will be to draw up a concept for European customer service.

Chief Information Officer (CIO)

The Chief Information Officer is responsible for all IT and telecommunication tasks at DB Schenker Rail, such as IT strategy, processes, projects, provision and support for systems together with IT costs. ITC management functions will be set up for the individual units with responsibility for all tasks, performing the

CIO function for the business units. But the core task for the new function is to support the operative units in implementing the new European business models and processes through efficient IT systems.

Pooling the European rail freight activities under one roof opening up good growth prospects for DB Schenker Rail. “We are consolidating this important area with the five new business units East, Central, West, Automotive und Intermodal in both geographic and production-related terms”, summarises Kremper. But how will customers benefit? “They have the European rail champions as their partner who

are further expanding their strategic lead and offering transport services to all major countries in Europe from a single source”, Kremper is convinced. “We have the know-how and the largest fleet of freight wagons and locomotives. In addition, our customers also have access to all the services of DB Schenker Logistics.” ■



Photo: Bentheimer Eisenbahn

An honoured partner

The long years of close collaboration between the business unit DB Schenker Rail and the Bentheimer Eisenbahn AG (BE) has proven its worth: at the end of last year BE, for the first time in its history, was able to record more than a million tons of rail freight transported in one year. In addition, BE received the DB Supplier Award in recognition of its excellent and partner-like services.

No matter if it's conventional or combined transport: The Bentheimer Eisenbahn has proven itself to be an ideal logistics partner for the Deutsche Bahn and complements the transport services offered by DB Schenker Rail within the transport chain between the Netherlands and North Rhine-Westphalia. Among the goods carried by the railway transport company based in Nordhorn in Lower Saxony are gravel – and most recently also waste materials for thermal recycling – to Coevorden, a Dutch town close to the border, as well as shipments of peat from

Nordhorn to Italy. The fact that this partnership has led to more goods being shipped by rail was reflected by the volume of transported goods recorded by BE as of mid-December last year when, for the first time in the firm's history, they posted more than a million tons of goods in one year.

„We are very happy about this and are confident that we can increase the volume of freight we transport up to 1.3 million tons in the mid-term“, forecast Joachim Berends, deputy CEO of BE, who will succeed Peter Hoffman as CEO of the traditional com-

pany on July 1, 2009. This confidence is not unfounded because – especially in recessionary times – BE profits from its broad range of activities that extend beyond rail freight transport, freight forwarding and logistics. The company also has gained years of experience and expertise in transporting passengers and in the travel market.

Outstanding services

BE recently received the DB Supplier Award 2008 – Special Prize for Outstanding Partnering Services from Deutsche Bahn.



Photo: Bentheimer Eisenbahn



Photo: Bentheimer Eisenbahn

◀ Deutsche Bahn CEO Hartmut Mehdorn, BE CEO Peter Hoffmann and Joachim Berends, deputy CEO of Bentheimer Eisenbahn (from the left), are pleased with the award

▲ Headquarters of Bentheimer Eisenbahn AG in Nordhorn

This means that BE is the first company within the German Association of Transport Companies (Verbandes Deutscher Verkehrsunternehmen – VDV) to receive the prize. „This is a very special day in the history of our company“, stated a happy Peter Hoffman, BE CEO, upon accepting the award in Berlin.

Deutsche Bahn presents the DB Supplier Awards every two years as part of the Innotrans trade fair in Berlin, the main trade fair for the rail transport industry. The award honours partner companies that have distinguished themselves by their great reliability, innovativeness, and product improvements. Along with the praise for their performance and collaboration the partners are also reminded of their obligation to maintain the good working

relationship as a supplier, and continue providing good quality products in the future. „We need the best suppliers to produce the best quality for our customers. Over the years the DB Supplier Award has become a recognized brand name in the industry that we use to honour suppliers who have shown particularly high performance“, said Deutsche Bahn CEO, Hartmut Mehdorn, during the awards ceremony.

An independent jury consisting of DB experts from various business units and the purchasing department awarded the prize to BE because of the close cooperation it showed and, above all, because of the company’s high levels of reliability and punctuality in carrying out its duties, as well as its customer orientation and excellent contacts to regio-

nal customers. In addition to BE, nine other DB partner companies received DB Supplier Awards in categories including General Purchasing, Construction, Information Systems and Road Vehicles. The awards are certain to serve as an incentive for future potential winners among DB’s approximately 35,000 suppliers and partner companies. ■

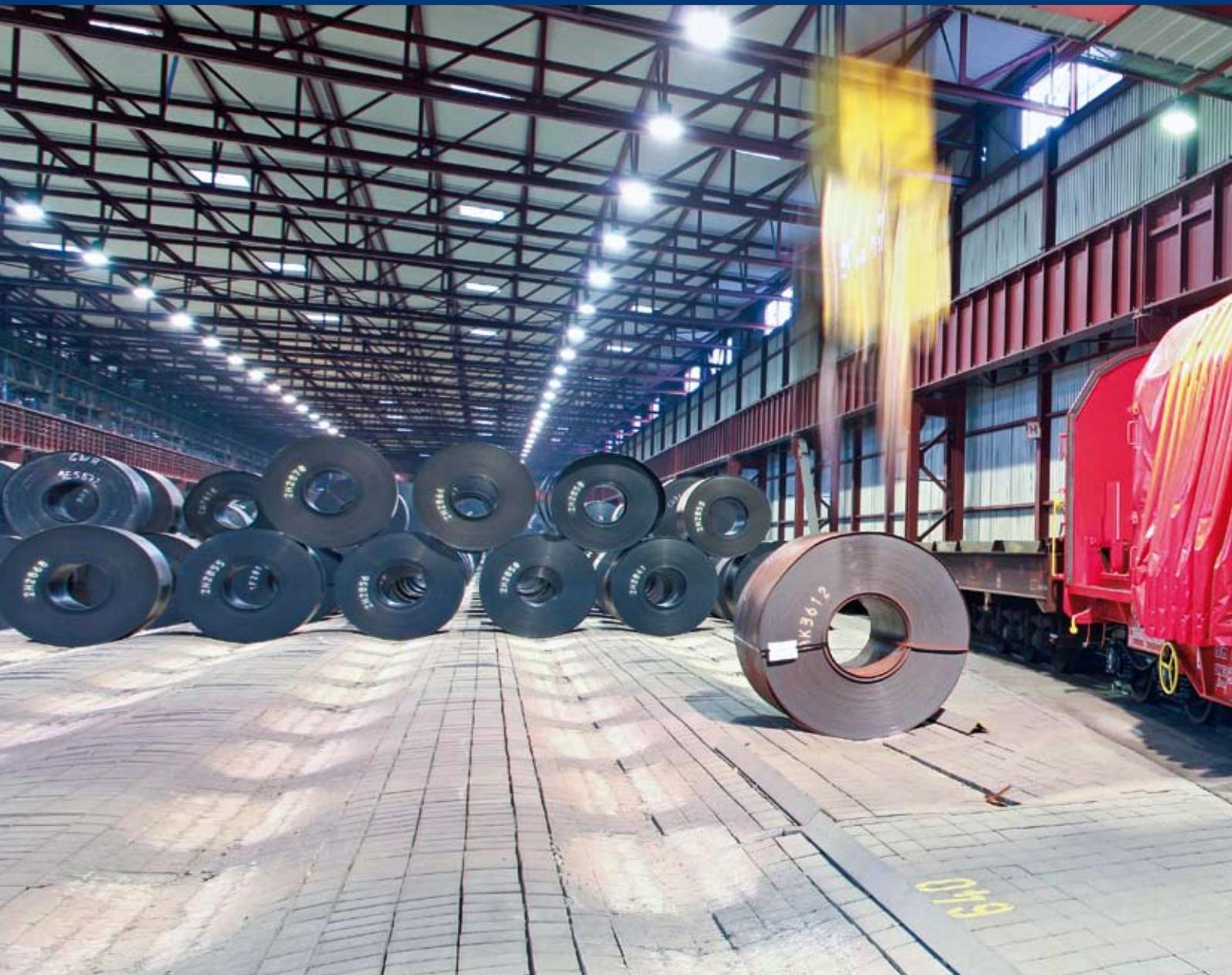


Foto: DB AG/Lautenschläger

No matter what the weather may be

The Sassnitz-Mukran harbour on Rügen is the only seaport in Central Europe that can handle railway wagons designed for Russian broad gauge track. This feature makes it ideal for transshipment of rail freight transports to and from Russia and Eastern Europe as the wagons can be moved directly from ship to rail. The FS Vilnius, which can carry up to 86 Russian broad gauge rail wagons, has been connecting Sassnitz-Mukran with the port of Klaipeda in Lithuania since July 2006, and as of January 2009 the ferry also sails to the Russian harbour of Baltjisk.





Logistics for a steel giant

The railway traditionally is one of the most important logistics partners for the iron, coal and steel industry because of its regular, large volume transports. ThyssenKrupp Steel AG (TKS) also counts on rail transport to supply its customers in Europe and to move goods between its plants in Germany. The new general agreement on transport services signed by the business unit DB Schenker Rail and ThyssenKrupp Verkehr GmbH (TKV), the unit responsible for organizing logistical services at TKS, allows the two firms to bolster their close collaboration on a long-term basis.

TKS is one of the world's leading steelmakers producing high quality flat rolled steel it supplies to about 2,100 customers in 80 countries. The automobile industry is the most important customer, and TKS also

makes pressed parts and assembled components for car bodies and undercarriages for carmakers. The customer base also includes the construction and packaging industries. In order to save resources and streamline its

production process TKS invested years ago in a modern continuous casting roller facility, which allows steel slabs – the primary material used for flat steel products – to be hot-rolled in a continuous casting and rolling



process. Together with its conventional hot wide-strip lines in Duisburg and Bochum, the company produces about 15 million tons of hot-rolled strip steel, half of which is shipped in rolled form to external customers and its subsidiary companies. The latter group uses it to make tin plate and grain oriented electrical sheet. The remaining hot rolled strip is used to make thin sheet and electric strip at the company's own cold-rolled steel mills in Duisburg, Dortmund, Bochum and Neuwied. The steelmaker's range of flat steel products is rounded out by heavy plate steel

made at its heavy plate rolling mill in Duisburg-Süd.

"A safe and low cost logistical solution for providing raw materials, demand-oriented provision of goods for further processing in our plants, and an efficient distribution logistics system that meets our customers' requirements", is how Dr. Dieter Lindblatt, Managing Director of ThyssenKrupp Verkehr, describes the key roles of his company. "The railway plays a central transport role." Bernd Toepfer, head of sales, for Western Sales at the Montan (iron, coal and steel)

business unit at DB Schenker Rail Deutschland AG, emphasises the huge volumes carried by rail:

"We transport about 20 million tons of steel, lime, coal and coke every year for our top customers."

Reliable supply chain

Block trains are primarily used because most of the shipments handled for TKS are bulk goods and other high-volume transports. "We operate more than 40 block trains a day to serve the plants", explains Dieter Jakubzig, Key Account Manager for TKS at

the Montan business unit. “They are an important link within the production process managed by our customer, TKS.” Most of the regularly scheduled shuttle trains can carry more than 2,700 net tons and form the basis of calculations contained in the new general agreement on transport services between the two companies. The trains ensure that the plants are regularly supplied and can operate 365 days a year thereby ensuring a constant level of product quality. Working together with TKV, the Montan business unit has already prepared a transport program with the corresponding time schedules for block train and single wagon transports, which are exactly aligned with TKS’s production processes. “This way we can optimally use our resources”, confirms Bert Kloppert, head of Transport Business 1 at TKV. The transports of finished products from TKS to their end-customers are currently handled by the business unit DB Schenker Rail, and primarily using the single wagon system. More than 20 of the “colourful” single wagon

trains loaded with coils and other steel products leave the TKS mills every day.

“In addition to the development of the required logistical concepts, TKV will also receive the necessary resources – like wagons, locomotives and personnel – as part of the new contract for existing and new routes”, summarizes Jakubzig in noting the services provided by the Montan business unit. “In return, the customer uses our rail-based logistical services and, in addition, is examining the possibility of expanding their track installations in their plants.”

Wide range of transport services

DB Schenker Rail relies on its own pool of special wagons that have been especially designed to meet the needs of the steel industry to master the high volumes of good transported. For example, just in the last year alone the company procured additional Samms series flatbed wagons that can carry up to

105.5 tons of weight and were especially built for the steel industry. The six-axle wagons are ideal for carrying the steel slabs that can weigh many tons. Series S(a)hi and Sah pivoted bogie flat wagons ensure the transport of steel coils between plants. These wagons can also carry loads of up to 100 and 104 tons, respectively – a capacity that far exceeds the load capabilities of more than three trucks. TKS prefers to use S(a)hi wagons to transport surface coated thin sheet coils to their customers as these wagons are equipped with loading wells for coils and special fastening equipment, and can also carry bundled coils of narrow strip steel.

Block trains are used to provide the TKS plants with the needed raw materials with primary emphasis on transports of lime sand, limestone, soft burnt lime, as well as coal and coke. Jakubzig says: “Our series Fal, Tal and Tad, four-axle bulk freight wagons are especially suited for this task. They can carry 65 tons or 59 tons, respectively,

Loading hot strip coils onto Sah-series flatbed wagons in ThyssenKrupp Steel’s Dortmund plant



and use gravity to quickly and easily unload their freight into underground hoppers.” Shipment of scrap metal, an important raw material, can also be handled via rail. Scrap metal is transported via large volume, series Ea open freight wagons that can carry up to 66 tons net.

DB Schenker Rail can also provide service to TKS customers that do not have their own rail connection. In this case shipments are handled via Railports, multi-modal logistics centres that have road and rail infrastructures. Post carriage shipment to customers takes place by truck. Steel products can also be stored in the logistics centres as needed or further processed for logistical purposes. “Together with TKV, we are currently operating transports to Italy via our Railports in Turin and Castelguelfo, as well as transports to France via the Railport Blanc Mesnil, to the north of Paris”, states Jakubzig in noting some examples.

Transparent processing

TKV has been using the Internet tool Rail Service Online (RSO) to process its transport assignments and block train orders since 2006. RSO provides real-time status reports that enable transport dispatching to take place with comprehensive transparency. Users already have access to all relevant data after they have initially logged in to the system. In addition, block trains can be easily ordered and service charges invoiced via Internet. “RSO has also led to a significant improvement in the quality of our order processing along with the other information we exchange every day with the CustomerServiceCenter”, confirms Kloppert. Moreover, both parties regularly schedule



Blast furnace 8 in the Duisburg plant was commissioned in 2007 and produces around 5,600 tonnes of pig iron every day

workshops to further optimise their collaboration. “The subjects we examine include how we can speed up turnaround time for wagons and improve the wagons’ capacity utilization”, states Jakubzig.

TKS will expand its international market position in the coming years and plans to significantly expand the delivery volumes of high quality flat steel in Europe and North America. As part of these plans TKS is currently building a new steel mill with annual production capacity of 5 million tons of raw slab steel in Brazil near Rio de Janeiro, and a finishing plant near Mobile, Alabama in the USA. In addition, TKS will expand its finishing processing capacities in Germany. DB Schenker Rail also plays an important role in TKS’s expan-

sion concept because its logistical capabilities will be needed to handle the increased volumes. “The new contract with TKS already includes logistical services for two million tons of steel slabs that will be produced by the new mill in Brazil and then shipped by us via the transport chain to the TKS plants in Duisburg and Bochum, along with the products subsequently produced from these slabs”, confirms Toepfer. ■

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Photo: Novelis

The containers are transferred to trucks in Göttingen for the short trip to the nearby Novelis plant

A logistical masterpiece

Novelis Germany GmbH and the business unit DB Schenker Rail have been working closely together for many years, and with their new three-year contract the two partners have ensured the flexible provision of the Novelis plants in Göttingen and Nachterstedt with aluminum. These daily rail transports are a logistical masterpiece.

Every year the Novelis plants in Göttingen and Nachterstedt process and finish about 500,000 tons of aluminum used for a wide range of purposes – and they do this on a 24/7 basis. This means that both plants depend on a smooth flow of materials. The business unit DB Schenker Rail developed a special round-trip concept that demonstrates here how rail transport could ensure seamless delivery of these kinds of volumes and within tight timing restraints. The starting point is the Norf aluminum rolling mill located directly on the Rhine in Neuss.

With an annual production volume of 1.5 million tons, Norf is the world's biggest aluminum rolling and smelting plant.

The railroad was already Novelis' first choice in the 1970's when it began transporting materials between its plants. The initial volume of material transported annually via rail to Göttingen plant was about 50,000 tons. A second daily train from Norf began operation following the acquisition of the Nachterstedt plant in Saxony-Anhalt in 1996. In 2005 the idea was born to handle the volume, which in the interim had

grown to about 500,000 million tons, with just one train, at least on a further section of line.

Today, Norf produces over 4,000 tons of aluminum daily. This makes it absolutely essential for the aluminum products to be reliably transported from the plant because delays can easily lead to production difficulties. Both partners coordinate the amount of capacity needed every day based on the daily production tonnage and the amounts to be transported to the two Novelis plants in Göttingen and Nachterstedt, for example how

many wagons will be needed for the daily train. “DB Schenker arranges traction vehicles, personnel, energy and track, along with the handling of the loading units at the Göttingen transshipment station”, states Burkhard Nagel, the Key Account Manager at DB Schenker Rail responsible for Novelis, in summarizing the extensive services provided. “Novelis is in charge of positioning the wagons and exchangeable containers”, he adds.

Aluminum goes first

Every day a block train loaded with up to 2,400 tons of aluminum coils leaves Norf at exactly 3:30 pm. And it’s a special train – highly prioritized with right of way over other freight trains. “This is where one gear has to mesh exactly into the next, because we operate on a minute-exact schedule as the two Novelis plants require the material exactly on the hour,” notes Nagel in explaining the challenge, because there are also unforeseen hindrances. “These include construction sites, which are generally announced to us in advance and are firmly integrated into our plans”, states the sales pro as he notes one example. And yet delays still occur occasionally at critical points, for example due to the influence of weather. Nagel: “When things like this happen we turn to our Plan B, which is an emergency concept that has been agreed with all participants in the transport chain down to the smallest detail. Because Novelis views a shipment that has arrived with a time variance of 30 minutes as a delay.”

The train, which is over 600 meters long, initially travels from the plant in Norf to Hanover, where it is split into different sections. While one section of wagons continues on to Göttingen, a second train leaves

Hanover at about midnight and arrives at about 4:30 am in Nachterstedt. After the containers arrive in Göttingen they are transshipped from the carrying wagons to waiting trucks. The number of trucks depends on the number of containers, which have to be unloaded and reloaded on to the carrying cars within six hours. The trucks transport the containers to the Novelis plant located about 750 meters from the station. There the containers, which were especially developed for this transport purpose, are opened using a special compressed air technique and the individual coils are lifted by crane to their positions in a high bay warehouse.

Directly to processing

In Nachterstedt the special wagons are pushed directly into the semi-finished hall, where they are also opened using the same special compressed air technique. A crane moves along the coils, “reads” their labels and then automatically unloads the wagon. Just like in the Göttingen

plant, every production station has direct access to the stored aluminum coils and uses them to primarily make products for the printing plate, packaging and construction markets.

Both trains leave the Novelis plants and return to Norf after they have been unloaded: the train leaves Göttingen the next morning at 9:30 am, and returns from Nachterstedt – due to the longer distance – on the next day. However, the trains are not running empty. They are carrying scrap metal that accumulated during processing in the two plants back to Norf in special Novelis buckets in DB-owned H-wagons. “The scrap metal has been pre-sorted into alloys and is resmelted in Norf and then rolled into new semi-finished material – a perfect round-trip circuit of wagons and material”, confirms Nagel. ■

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The containers were especially developed for rail transport and are opened using a special compressed air technique



Photo: DB AG/Wolfgang Klee

DB SCHENKER *paper-solution* goes international

Speed and transparency are the hallmarks of DB Schenker paper-solution, the industry solution for the paper and pulp industry. In the future this will also apply to cross-border transports because as of January 2009 the business unit DB Schenker Rail expanded its service offer to include the Netherlands. Additional routes are planned.

Above all else, punctuality is vital in the paper industry – especially for companies that further process paper, like printers and packaging manufacturers that depend on exact deliveries of the unfinished materials. They incur tremendous costs if their machines stop unexpectedly. And transports are correspondingly time-critical – one reason why, already back in 2003, DB Schenker paper-solution was launched as a special customized product to meet the market's requirements. With the further evolution of DB Schenker paper-solution as an international product the business unit DB Schenker Rail is corresponding to the industry's increasingly European-wide network. Plans

call for the gradual expansion of the proven product via the single wagon system to routes outside of Germany.

„We are currently running five pilot routes between the Netherlands and Germany together with our subsidiary, DB Schenker Rail Nederland NV, for our customer Felix Schoeller, as well as for the Rosenthal pulp and paper factory“, notes Karsten Sachsenröder, member of the Management Board responsible for Sales, and Head of the Construction Materials, Industrial and Consumer Goods Market Unit of DB Schenker Rail Deutschland AG, describing the first cross-border transport projects, which represent an annual volume of about 250,000

tons. Swings in transport requirements are, however, possible at any time and can be individually handled by DB Schenker. Customers benefit from being able to flexibly integrate their daily transport volumes into the system thanks to DB Schenker paper-solution International.

Just like existing national industry solutions, the new international offer has to meet the highest quality requirements. These include, for example, prioritized handling of shipments within the transport chain. DB Schenker paper-solution International wagons are the first to be included in a train if, for example, a connecting train is already heavily booked. This feature makes it

possible for DB Schenker Rail to make binding commitments regarding how long it will take for a shipment to arrive at its destination. „We contractually ensure that the agreed delivery date will be met“, confirms Guido Schaefer, Product Management Team Leader in the market unit. „Customers are entitled to receive contractually defined penalty payments if the average annual punctuality of a route is below 95 percent.“

Further expansion of routes

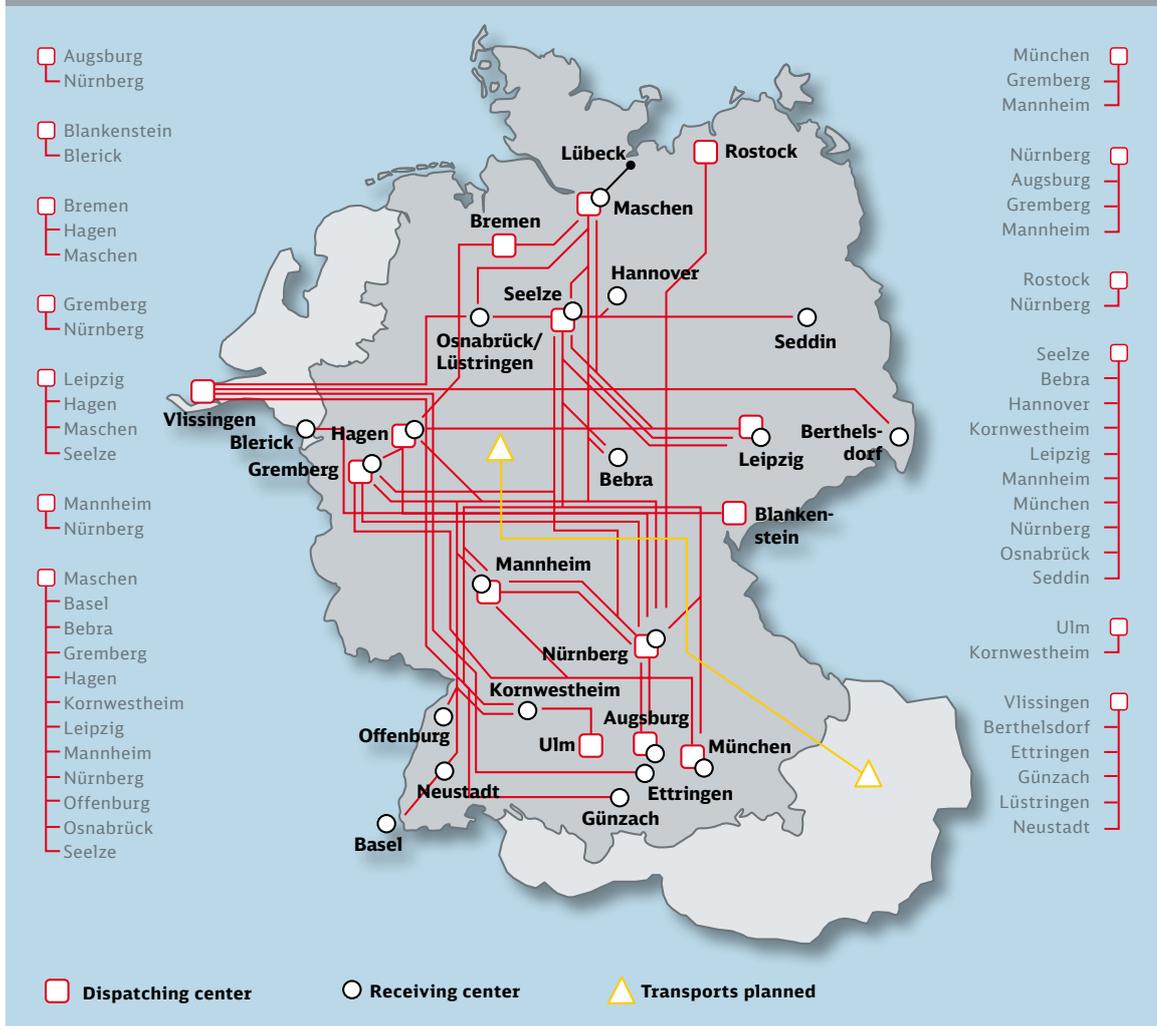
The second quality hallmark of DB Schenker paper-solution also fully applies to the cross-border routes: seamless supervision of all transports, ensuring proactive provision of information

to customers if a transport is delayed. The Pulp & Paper team based in the Customer Service-Center in Duisburg serves as a reliable contact partner for customers. The team also monitors every shipment on a 24/7 basis and supervises the exchange of information with partner railways outside of Germany. A tightly knit advance notice system is the basis for forecasts that are accurate to the hour. Monthly quality reports make it easy for the client to subsequently determine if all deliveries arrived exactly as scheduled at the recipient's location. Plans call for the range of DB Schenker paper-solution International routes to be continuously expanded in coming months. Sachsenröder has spoken with customers and

knows that „there is a great deal of interest. As soon as additional quality agreements have been concluded with foreign partner railways DB Schenker paper-solution International will grow beyond the border.“

Currently, DB Schenker Rail has set its signals to introduce the product in the direction of Austria. Working together with the reliable collaborating partner, Rail Cargo Austria (RCA), important transit and bi-lateral routes will be shifted to DB Schenker paper-solution International in the future. Cooperation with RCA makes it possible to expand the product with numerous additional new routes. The Belgian railway, B-Cargo, has also indicated their interest. ■

The network of DB SCHENKER paper-solution International



Allround logistics park

Working together with Johann Dettendorfer Spedition and Logistik Wiesböck GmbH, the regional sales group of the business unit DB Schenker Rail have linked the new Kiefersfelden Logistics Park, located close to the Austrian border, to the European rail network. Therefore, the Kiefersfelden freight transport station was reactivated last year.

The logistics park is located on the site of the old Kiefersfelden cement plant and is jointly run by Dettendorfer Spedition, Logistik Wiesböck and Rohrdorfer Zement. “At the beginning of 2008, I presented to DB Schenker the idea of jointly expanding the site of the old cement plant together with Dettendorfer Spedition and converting it into a logistics park”, is how Managing Director Helmut Wiesböck describes the beginnings of the collaboration. The original presentation was followed by an initial joint market analysis to evaluate the potential transport business. “At that time we also discussed the possibility of receiving a subsidy to build a rail siding”, adds Christian Süß, Head of Regional Sales, Munich. But the first step was to contact potential customers, and they immediately posed specific transport requests. Süß: “This made our project economically feasible

and we were able to make arrangements to reopen the freight transport station.”

The site brings with it ideal prerequisites for rail transport because it has a strategically favorable location: the Kiefersfelden train station offers rapid connection to the Alpine corridor Rosenheim-Kufstein, and the Munich-Innsbruck A 93 motorway is also located very close to the park. In addition, the track infrastructure in the logistics park was optimally expanded. The existing railway siding – owned by Rohrdorfer Zement since 2003 – has a total of seven switching tracks with a total track length of 1,500 meters, including two 400 meter long transfer tracks that make it possible to build block trains. Furthermore, Rohrdorfer Zement operates a five-kilometer 900 mm narrow gauge line that can be used by up to four trains a day to transport

about 400 tons of limestone each from the Thiersee quarry in Tyrolia to the logistics park.

Another factor that makes the Kiefersfelden Logistics Park an attractive location is the fact that a very wide range of goods can be handled and stored at the site. For example, Dettendorfer Spedition has its own steel storage facility and extensive open-air storage space for storing profile steel and steel rods. It is also possible to handle almost every kind of bulk freight in the logistics park and to store other industrial products there. At the end of the last year Rohrdorfer Zement began operation of a rail car unloading facility for unloading powder products like cement and pulverized fuel ash. These products can be stored in four onsite silos with a combined holding capacity of 24,000 tons. In addition, there are also two fuel storage tanks on the property for heating oil and diesel fuel with their own railway siding.

A wide range of goods can be handled and stored in Kiefersfelden logistics park



Link to the block train- and single wagon system

Süß is also quite pleased about the current development of rail transport: “We were already able to reopen the Kiefersfelden freight transport station for block train transports, and also connect to DB Schenker’s Rail single wagon system. In the future we will handle single wagon transports via the Rosenheim freight transport station.” The logistics park uses the services of the Chiemgau Lokalbahn railway, a regional railway, to transport freight over the last mile. “We reached an agreement with the

logistics park and the Chiemgau Lokalbahn that regulates the transfer of cars in Rosenheim”, adds Süß. Currently, the logistics partners have already received proposals to transport steel from northern Italy, as well as from Bavarian regions and Baden-

Württemberg. Moreover, plans also call for transporting lumber as well as sand and crushed stone to various consignees as well as to DB Netze Track rail construction sites. ■

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„We always want to offer the best transport solutions to our customers“

Hubertus Burckhardt (57) was appointed head of the DB Schenker Rail General Agency in Vienna effective January 1, 2009. Burckhardt's over 30 years of experience as a sales specialist at Deutsche Bahn is now also benefiting the DB Schenker Rail business. Railways spoke with Burckhardt, who holds a degree in business administration, about his goals, room for improvement, challenges and collaboration between Austria and Germany in the rail freight sector as he assumed his new duties.

Herr Burckhardt, what goals will you pursue as the new head of the General Agency in Vienna?

The main task is to look after the needs of the Austrian customers of the business unit DB Schenker Rail, and to actively support our colleagues in all market areas regarding all questions involving Austria. And while we do this we always want to offer the best transport solutions to our customers. We use short to mid-term measures by precisely observing the latest developments in the transport market here in Austria and in neighboring countries, and then passing on this information to our market areas. At the same time we will steadily expand our existing customer contacts and build new business relationships.

Are there any areas of business that have room for improvement, or areas that you would like to enter? What effects will possible changes have on your customer relationships?

Our business is driven by the relationships we have with our customers, and these need to be cared for. We will employ new approaches here. I would like

to use two examples from my previous work experience to explain the direction this will take: during my previous work in the tank wagon management group at BTT BahnTank Transport GmbH we were able to significantly increase loads transported for a customer by using block train transports to double the volume carried. As the regional sales manager for the chemicals, oil and fertilizer market area for Bavaria I, together with my colleagues at Nieten Fracht GmbH and the former Railion, developed a flexible train system between southeast Bavaria and the German seaports. This enabled us to fully adapt to the customer's production process.

What special challenges and potential for further development do you see in the Austrian market?

The biggest challenge facing the General Agency team in Vienna is to permanently work to ensure that the services we offer meet the current demands of the market. In a highly developed market like Austria we will have to identify potential for further development by offering good service and prompt processing of offers. The better we understand



the demands of our customers and the market, the better we will be able to make more specific offers to them.

How do you view the collaboration between your General Agency in Vienna and DB Schenker Rail?

I gained a broad range of experience during my many years of sales work for Deutsche Bahn freight transport and I can call upon a reliable network in the rail freight transport and combined transport sectors. The first weeks here in Vienna have already shown that the collaboration with DB Schenker Rail functions quite well. My team and I are looking forward to the new challenge and to carry out such responsible duties. ■



There's news in the west

The western seaports are preparing for the future. This applies to the major seaports of Rotterdam, Amsterdam and Antwerp, as well as to ports like Vlissingen. Rapid changes are taking place, above all in the areas of transport infrastructure, terminal expansion, as well as in the IT, environment and energy sectors. One example is the new and highly modern Euromax Terminal in Rotterdam harbor, which is currently served by DB Intermodal with two trains.

The extensive investments being made in the western seaports are driven by the expected long-term rise in cargo handling and the unbroken container boom: forecasts just for Amsterdam alone foresee ocean-side turnover to double from 66 million to 125 million tons, while figures for Rotterdam anticipate an increase from 315 to 460 million tons. Forecast growth in the coming years for containers is even higher: the volume of containers handled in Amsterdam harbor is expected to rise from today's 3.5 million tons to 26 million tons by 2030. Increases from 66 million to 162 million tons are forecast for Rotterdam over the same time period. Despite the current economic crisis, the seaports are forecasting unchanged growth over the mid-term and for this reason want to adjust their infrastructure to keep pace with transport volumes.

And this is also why numerous, second generation, large-dimension container terminals will be built in Rotterdam in the coming years. The opening of the first section of the new Euromax Terminal in September 2008 was the first step in this direction, and plans call for it to be gradually expanded in coming years until it will have a quay wall length of about 4 kilometers long upon completion. "In theory, this will make it possible to handle five to six million standard containers per year", explains Jaap Huizinga, Senior Consultant at DB Intermodal for the western seaports. "Currently there are about 1.5 kilometers of quay wall available, which represents annual cargo handling capacity of 2.3 million TEUs." In addition, by 2014 the second level dimensions of the Rotterdam World Gateway Terminal will be developed and have a capacity of 4 million TEUs, while the APM

Terminal will have a capacity of 4.5 million TEUs.

DB Intermodal currently serves the Euromax Terminal with two trains: The "Flying Dutchman" shuttle connection – a joint product with Kombitransport und Intercontainer Austria – that runs six times a week and connects the Rotterdam RSC, Rotterdam-Maasvlakte and Rotterdam-Euromax harbors with Wels in Austria within 24 hours. In addition, DB Intermodal operates a train from Rotterdam to Duisburg on behalf of DistriRail B.V., a rail operator, which also connects to the Euromax-Terminal. "Trains currently only travel to the terminal as needed, although regularly scheduled service is planned over the mid-term", advises Andrea Clasen-De Cunto, Team Manager Benelux, France, and Spain on the East-West corridor. DB Intermodal was able to ideally coordinate the turn-around times

for wagons and locomotives on the Rotterdam-Duisburg runs, which take place on six working days a week.

“An additional new transport began service for DistriRail from Rotterdam to Karlsruhe as of the start of the new schedule in December 2008. The new service makes one round trip per week”, states Clasen-De Cunto in mentioning the additional project. It is anticipated that the frequency will be increased to two or three round-trips per week. “The electrification of the harbor rail line Kijfhoek-Waalhaven is another important development”, continues Huizinga. “This means that the RSC Terminal is now directly connected to the Betuwe Line. It also means that we no longer have to switch locomotives on this route. Furthermore, end-to-end traction using multi-system locomotives is now possible between the terminal and Germany.”

In October of last year the port of Vlissingen was also optimally linked to the European railway network with the inauguration of the new “Sloelinie” rail line (please see Railways 5/2008, page 25). Additional projects planned there include the construction of the Westerschelde and Verbrugge container terminals “The completion of these terminals would provide the infrastructure conditions needed for new transports”, notes Huizinga. “However, the necessary decisions haven’t been made yet.” But new projects are not only planned for seaports. New projects are also foreseen for the seaport hinterland areas. These include the reactivation of the historic Mönchengladbach-Antwerp line – the so-called “Iron Rhine” – and the expansion of domestic terminals to further optimize the seaport’s throughput and outflow capacities. ■

Rail Solutions:

New train for Hellmann

The addition of a new train has enabled Hellmann Worldwide Logistics GmbH & Co. KG and DB Intermodal to expand their „Rail Solutions“ offer. The nationwide train system was developed by both partners about five years ago.

Rail Solutions – previously known as “SystemCargo” – is a rail transport network for time-critical shipments of freight between northern and southern Germany (please see chart). The system transports are, above all, known for their reliable handling, absolute punctuality and seamless supervision of shipments “In addition, fixed staging times at the train stations provide customers the planning safety they need for their supply chain management programs”, adds Peter Armborst, the responsible customer representative at DB Intermodal, in describing the offered service. “These factors make the train system a genuine alternative to road transport.”

The new train was solely designed for BMW and complements the system offer that the automobile manufacturer has been using for over one year to transport supplier parts needed for making cars. Up until now Rail Solutions linked about 75 suppliers located in northwestern Germany with BMW factories in Bavaria every day. “This represented about 70,000 tons per year we handled via the innovative train system per year for BMW”, advises Armborst. “The new train will carry an additional 40,000 tons from the area around Hanover. This is the reason why we also increased the existing contingent of railcars by approximately 30 percent.”

The swap-body cars initially travel via mixed-freight trains from the shippers’ train stations in the north to Hanover, where they are consolidated and then sent as block trains to the reception train stations in the south. The shipments travel the last few kilometers to the BMW factories via truck – and in accordance with a minutely planned timing system. The empty cars travel back to the north overnight to provide the suppliers with swap-bodies for the next shipments. “RailSolutions is increasingly gaining importance, especially in light of rising costs for shipping goods by truck and high CO₂ emissions”, states Armborst with certainty. ■

The Rail Solutions network





Deutsche Bahn tests 1.000 meter-long freight train

Longer freight trains should increase transport capacities in rail freight transport

History was made in November 2008 when a one-kilometer long freight train traveled from Oberhausen to Rotterdam for the first time ever. The successful test run represented one solution towards increasing the efficiency of rail freight transport.

The demonstration of technical feasibility was organized by Deutsche Bahn in collaboration with KeyRail, a Dutch infrastructure operator. For the first time ever, one-kilometer long freight trains were tested on the Betuwe Line between Oberhausen and Rotterdam. The GZ1000 Project is supported by the Federal Ministry of Economics and Technology as Germany has a national interest in increasing the capacity of the existing rail network to reduce bottlenecks in hinterland transports from seaports, for example.

The project will examine the technical, operational and commercial feasibility of 1,000-meter freight trains. The purpose of the test runs is to gain practical experience and know-how in operating long freight trains. DB's operations are currently configured for trains up to 750 meters long. A successful test of

835 meters-long trains between Hamburg and Denmark already took place last spring.

Expanding capacities

"Rail freight transport has a future because it is climate-friendly. The goal now is to sensibly expand capacities to enhance the performance of rail lines, and to do so on a cross-border basis, in other words, internationally", states Dr. Lutz Bücken, General Representative Integrated Systems Rail, in explaining the aims of the GZ 1000 project. "We're managing the research project from within the DB Group because it impacts both infrastructure and operational aspects equally."

The Betuwe Line is the first Dutch rail line that is exclusively reserved for freight transports. As the hinterland connection for Dutch seaports it offers ideal

prerequisites for long freight trains. "Longer freight trains not only enhance the productivity of rail usage, they also create room for additional trains. This competitive advantage will help to master the forecast increase in transport services and shift more shipments over to environmentally friendly rail transport", notes Dr. Klaus Kremper, CEO of DB Schenker Rail. "Longer trains will enable us to use the limited network capacities at critical points more efficiently. To achieve this the infrastructure will have to be correspondingly expanded, including extending the length of passing loops as well as modifying the command and control technology", comments Oliver Kraft, member of the Management Board of DB Netz AG responsible for Operations. ■

Order processing 2.0

The order management group at the CustomerServiceCenter has been using a new software tool since the end of September that automatically searches for and updates existing datasets as soon as new transport orders are entered into the system. The introduction of this new self-learning system allows the business unit DB Schenker Rail to optimize its entire order management system.

The new software tool now makes it possible to handle incoming transport orders more efficiently, and at the same time minimise administrative expenses. "Along with the reduced workload for our employees, we also achieve a notable improvement in quality that ultimately benefits our customers", explains Rainer Wilke, Head of Business Processes and Information Systems at DB Schenker Rail Deutschland AG .

The CustomerServiceCenter processes about 200,000 transport orders every month, which are received as either telefaxes, e-mails, or via the Internet, as well as Electronic Data Interchange (EDI). Up until recently approximately every fifth telefax order had to be tediously entered, by hand, block-by-block, into the central order processing system (ZAB) by members of the order management team. This time-consuming work step has become a thing of the past since the arrival of the new software tool. The ZAB now has its own

search engine and also independently prepares a central library where the newly entered data is recorded.

Faster data capturing

Today, when the members of the order management team at the CustomerServiceCenter enter a full order they first complete a form and then give the ZAB search engine the command to find a matching dataset. After this has been found and called up by the user it only has to be amended with the few variable items of information.

In the event that the ZAB internal library does not contain matching data then the new data can be directly recorded in the ZAB library after it has been fully entered. Every full order that is entered increases the number of datasets and at the same time increases the probability of the search engine finding a match.

"The new software solution is an important step in the further de-

velopment of our order management related processes and pro-



cedures, as well as managing the flow of data and goods", is how Wilke summarizes the benefits. "In addition, it also supports us in providing our customers maximum reliability and transparency from their first inquiry to the final delivery of their goods." ■

Simone Oelschläger and Daniel Polanec from the CustomerServiceCenter are pleased with the new, user-friendly software solution



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