

# Railways

No 3 | June 2008

Informations around the rail logistics

Dow und DB Schenker:

## The right chemistry

Focus on

**The easy way  
to load lumber**

DB Intermodal

**Trans-Eurasia Express  
is gaining momentum**

International

**Győr celebrates  
15,000 train runs**



*„Dow uses DB Schenker for almost all of its rail-based logistical activities in Europe“*

*Dr. Klaus Kremper*

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



## Dear Reader,

Rail freight transport is on the advance. We were able to transport more freight than ever before for the third year in a row, and in 2007 we once again increased our transport performance, revenues and profits. Naturally, we were assisted by favorable economic conditions. Demand for rail transport is greater than ever, especially in the classical bulk goods sectors like chemical products and mining, for example. We have been working together successfully on the basis of mutual trust with many customers in these areas for decades – for example, with Dow Chemicals. The globally active corporation uses DB Schenker for almost all of its rail-based logistics activities in Europe. You can read more on this in the title story starting on page 8.

But we're expanding not only our international business activities. There is still a lot of potential to be realized in domestic rail transport in Germany as well – especially at regional levels. One example of this is described in the article on page 18 about the Mosbach-Neckarelz freight yard that's located in the Heilbronn-Heidelberg-Würzburg triangle. The freight loading facilities, which had been decommissioned for years, were successfully reactivated just recently by Nieten Fracht Logistik, a DB Schenker subsidiary, in cooperation with DB

Netze and the Timber Marketing Service (Holzmarktsservice - HMS). Plans call for 60,000 tons of timber to be transferred to rail in Mosbach-Neckarelz every year. This will spare local residents the burdens of numerous truckloads passing through their towns.

The fact that favorable economic conditions can also cause problems for the transport and logistics industry is reflected by seaport hinterland transports, which have been rising for years: While container transshipments at the docks are humming, there is a clear lack of additional transshipment facilities in the seaports and freight yards. In order to ease this situation, DB Intermodal Services GmbH – previously known as BTS Kombiwaggon – has developed a new concept: container depots. This concept makes containers available for use sooner. Plans call for the offer to be expanded in the near future by the addition of direct shuttle connections to central satellite terminals. You can read more on this on page 24.

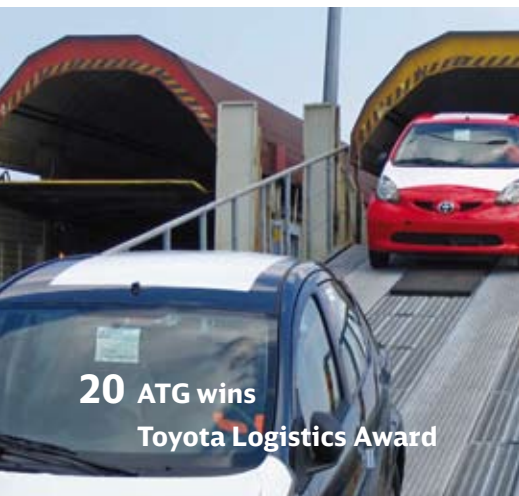
Sincerely yours,

A handwritten signature in blue ink, which appears to read 'K. Kremper'.

Dr. Klaus Kremper



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*As of May 1st the new DB Schenker brand is also present in the Internet at [www.dbschenker.com](http://www.dbschenker.com) where Deutsche Bahn now presents information on the offers, products and services available from the Transport and Logistics division.*

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# New „Viking Trains“ for Volvo

„Viking Rail“ is the name of a DB Schenker's new shuttle concept that will operate between Germany and Sweden starting this fall and will shift new automobile routes for Volvo off the road and on to the rails. In comparison to previous truck transports, the new rail concept will cut travel time by eleven hours.



**P**lans call for five trains to carry automotive parts from terminals in Kornwestheim and Hanover to the Volvo factory in Göteborg every week, and for five additional trains to run in the opposite direction. Mega-trailers will be used for the transports, which will be loaded on to specially designed model Sdggmrrss pocket cars. Mega-trailer can be transported via rail or road and thus offer Volvo high levels of flexibility and procurement safety. For example, in the event of a transport disturbance on the rails

it is possible to shift the goods on to trucks for further transport without having to repack them.

## A rail transport system specially for the automotive industry

The trains are over 600 meters long and have a load capacity of 1,400 tons. The individual Volvo suppliers organize truck deliveries to the transshipment stations. The transports take place within the „Automotive RailNet“ system, a rail transport system designed to meet the special needs of the automotive industry. In addition to conventional single car transports, the system links European automotive centers together. Rai-

lion Scandinavia – a joint venture between DB Schenker and Green Cargo, a Swedish railway (see Railways 2/2008, page 6) – is responsible for the production of the transports between Hanover and Göteborg via Denmark. In the near future it is planned that Frankfurt am Main, Ingolstadt and Wuppertal will be integrated into the train system. The switch over to rail from trucks effects 30 to 40 percent of the total volume of freight that Volvo transports between Germany and Sweden. ■



Photo: Aker Yards

▲ A shipyard turns to the railway: To ensure supplies of steel plate by train, Aker Yards Germany, a shipyard in Warnemünde, reactivated its old rail siding. Just in this year alone DB Schenker will transport approximately 12,000 tons of sheet metal via single car transport to Warnemünde, particularly from the plant of Ilsenburg Grobblech, one of the shipyard's main suppliers. Rail transport offers Aker Yards and the plating plant benefits as it can be superbly integrated into the production processes. Furthermore, thanks to the new transports, Schenker can ideally integrate the new Warnemünde freight terminal into the existing service concept.



## DB Schenker named best logistics supplier

**F**or the fourth time, CLAAS KGaA mbH has granted distinction to its best suppliers for their services. This year, the Oscar in the „Logistics“ category went to DB Schenker. With this award, CLAAS acknowledged the excellent cooperation in rail freight transport that has existed between the two companies for 40 years. The award ceremony was held on March 6 in Le Mans, France, where CLAAS operates a tractor plant.

DB Schenker won out over the competition especially because of its growing international network, which is a prerequisite for the company's successful transport

and logistics concepts for CLAAS. Karsten Sachsenröder, Head of the Construction Materials, Industrial and Consumer Goods market unit at Railion Deutschland AG, is pleased at the distinction: „This award acknowledges our special market knowledge in organizing complex rail transports across national borders.“

Cooperation between Deutsche Bahn and CLAAS began with the construction of the first track connection at the main plant in Harzewinkel, in Germany's Westphalia region. Since then, the relationship has steadily intensified. Last year, DB Schenker moved about 6,700 cars containing over 73,000

metric tons for the agricultural machinery manufacturer – including 83 block trains. That meant that every other CLAAS machine reached the customer by rail. The basis for the rail transports is a cleverly designed logistics concept that ensures seamless connections between the German locations and the markets in the European Union and Russia. Along with Railion Deutschland AG, the logistical partners along the transport chain include Dialog, Transa, and the Russian Railion subsidiary Railion Russija Services. ■

## Michael Anslinger named CEO

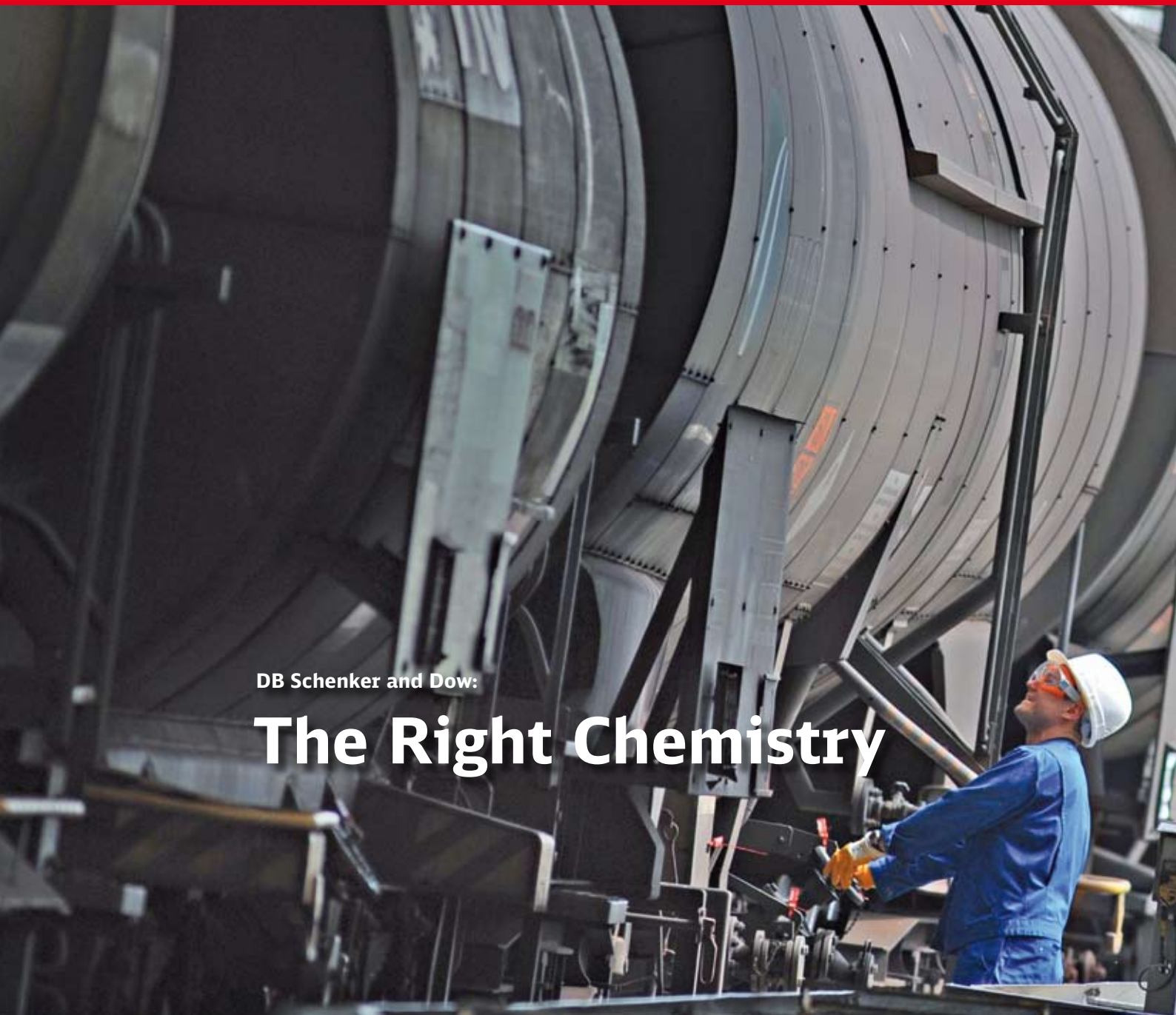
**I**n early April Michael Anslinger (44) was named the new member of the Management Board of Railion Deutschland AG, Mainz, responsible for finance and controlling. Born in Bonn Germany, Anslinger succeeds Dr. Lutz Freytag, who was named CFO of Schenker AG in Essen on the same date (See Railways 3/ 2008, page 4).

„Lutz Freytag has done a tremendous job for rail freight transport in recent years,“ emphasized Dr. Kaus Kremper, CEO of Railion Deutschland AG. „I am, however, pleased

to welcome Michael Anslinger, a financial pro with many years of experience gained in our firm, to the Board.“ Anslinger has held senior positions with Railion Deutschland AG for the past eleven years. Prior to joining the company he earned a degree in business administration and was later employed by Deutsche Lufthansa AG where he held various positions in the accounting, system development and controlling departments between 1987 and 1996. He joined Deutsche Bahn AG at the end of 1996. ■



Photo: DB AG/ Rosellieb



DB Schenker and Dow:

## The Right Chemistry

For over thirty years the Dow Chemical Company, one of the world's largest chemical firms, has placed its confidence in DB Schenker for its rail-based logistics activities in Europe. The good relationship was again visible in April when Dow prolonged its contract for on-site marshaling services and other logistical services at the Dow location in Stade in Lower Saxony until 2010.

**D**B Schenker moves more than 1.7 million tons per year by rail for its biggest chemical customer in Europe – and the trend is rising. Last year this figure involved a total of about 63,000 tank car runs. „Every year we carry our more than 25,000 car movements just at the Stade location alone,“ adds Dr. Klaus Kremper, CEO of Railion Deutschland AG, in com-

menting on the impressive figures. DB Schenker provides numerous logistical services for the American company ranging from plant logistics and cross-border block trains and single car transports through to training Dow employees in the correct handling of tank cars filled with hazardous materials – and Schenker can also provide additional modes of transport as needed.

Both partners signed a general agreement covering future logistics activities in Europe just one-and-a-half years ago. „The main focus was on innovative rail, as well as multimodal, concepts,“ notes Peter Heinke, Mode Leader Rail Operations Europe at Dow. „The partnership between DB Schenker and Dow is in a continual improvement process – to the benefit of both





Photo: KircherBurkhardt

sides.“ The DB Schenker subsidiary company, BTT BahnTank Transport GmbH (BTT), which is located in the Railion main office in Mainz, is responsible for the chemical company’s rail-based logistics. As a specialist carrier it offers system solutions for fragile freight across Europe.

„Among the special services we provide Dow are shuttle transports connecting Dow locations in Terneuzen, the Netherlands, and Schkopau in Saxony-Anhalt, as well as the supervision of critical routes via satellite,“ explains Hans-Georg Werner, Managing Director of BTT.

#### **A key location**

The Dow plant in Stade is Dow’s second largest site in Germany. Since it began operations in the 1970’s the site has become one of the biggest and most important industrial plants in Lower Saxony. To date, the enormous sum of over 2.7 billion euros has been invested in the highly modern facilities in the Bützflether Sand industrial area. About 1,500 Dow employees and hundreds of employees of contracted firms produce more than 3 million tons of basic and special specialty chemicals for internal usage and for international custo-

mers every year in the area’s 16 production plants spread across 550 hectares.

The variety of products that leaves the plant every day by train is also impressive and ranges from epoxy resins, crop protection products, glycerin for cosmetics and paints, to polycarbonates used to make compact discs and car parts, through to raw materials used to make polyurethane – versatile plastics used to make insulating materials, adhesives and foam for cushions, mattresses and sports shoes, among other uses. A total of 22 products and product families

are produced in Stade, including nutritional supplements for the food industry.

**Taking over all of the marshaling services**

BTT handles the complete marshaling services, including numerous related logistical services for the Dow site as well as for the nearby container train station in Stade-Brunshausen. „In agreement with Dow’s individual production plants, as well as their measuring stations and dispatchers, we coordinate incoming and departing trains, update the data in IT systems, and are responsible for train movements between the various plant facilities in Stade,“ is how Jan Elfenhorst, head of the Chemical Industry Team and responsible key account manager at BTT, summarizes the extensive tasks handled for the chemical giant.

A full range of communications is used to maintain close collaboration with Dow: telephone, E-mail, and personal contacts. One of the people involved in this every day is Joachim Riggers, project manager in the Chemical Team at BTT. His office is located in the container

station in Stade-Brunshausen, in other words at the edge of the Dow factory fence. Working as Elfenhorst’s right-hand man, he handles all of Dow’s rail-related needs. „Among other duties, I also view myself as the interface between Dow, the customer service center and our production,“ is how he describes his job. „Above all, I value the personal contacts I have with Dow, because the only way we can react flexibly to local problems and quickly implement necessary measures agreed with customers is by talking directly to each other.“

The number of rail-based transports has risen steadily in Stade over the past years because Dow values rail as a safe mode of transport – especially when compared to truck transport. „We still wish that the region’s infrastructure could be further developed,“ notes Riggers. The majority of train transports leaving Stade travel to Maschen, Europe’s biggest marshaling yard, where the railcars are allocated into the international train network. But the journey to Maschen is a bottleneck because the entire long-distance passenger rail transport from Stade to Hamburg rolls along the same tracks. Riggers

is convinced „that the introduction of night runs, or the construction of new track would certainly allow us to increase the share of rail transports in the total number of transports to and from Stade.“

**Complete logistical package**

The logistical activities BTT handles for Dow in Stade are only a small part of the extensive logistical tasks handled for the chemical company. Just the rail transports managed by BTT alone, including intermodal transports, extend beyond Dow’s locations in Germany and to other European countries and also include transports to Dow’s customers. The transports are individually tailored to meet the chemical companies specific requirements. One example is the „Cracker Shut Down,“ which was conducted about two years ago. At that time Dow had to shut down an important production facility in its Böhlen plant because of maintenance reasons. „materials were delivered from the Dow plant in Terneuzen during the shut-down period in order to ensure that plants in Buna and Böhlen were provided with raw material,“ explains Elfenhorst. „Instead of just

With 16 production plants on a site of 550 hectares, the Dow facility in Stade is the second-largest location of the chemicals company in Germany



photo: KircherBurkhardt

one train traveling in each direction, the number was raised up to three trains a day in each direction for almost eight weeks.“ Just with this shuttle alone BTT transports 350,000 tons of chemicals annually.

European-wide single-wagon transports are among the other rail services provided to the chemical company. Most of these transports belong to the so-called ChemSolution Network, which is a special sector product especially created for the chemical industry that DB Schenker has been successfully selling for years. The system, which is mainly marketed by BTT, links together the most important chemical sites in Germany on all working days. Dow benefits from the high quality of the A-B connections and the exact transport times. The offer includes the „Responsible-Care“ service module, qualified hazardous materials management, which, among other things, also provides a nationwide emergency-case organization in case of accidents, as well as exact safety testing of the rail car materials used.

#### A relationship built on trust

By extending the mutually agreed general contract until the end of 2009, Dow has once again confirmed its trust in BTT's competence and performance capabilities. Since the 3-year contract was initially signed in 2000 a series of projects have been started which have helped to further optimize the collaboration between the two partners. For example an EDI (Electronic Data Interchange) connection to the customer service center in Duisburg was installed and significantly improved the quality of job data. Dow sends about 150 transport orders per day to Duisburg. The computer-assisted exchange of data has increased the accuracy of transport invoices and decreased the costs associated with correcting invoices for both partners.

„Equipping about 150 tank cars with GPS satellite navigation sys-



Photos: KircherBurkhardt

BTT BahnTank Transport GmbH handles the entire marshalling operations for Dow, not only in Stade but also at the nearby container terminal in Stade-Brunshausen

tems helped to further improve the utilization levels of transport equipment,” states Heinke in naming an additional benefit. In the interim, tracking and tracing of the most important destinations is part of the service standard as is providing support to the individual Dow locations by a specially formed team in the customer service center. Regularly held workshops at Dow locations are part of the services and make it possible to continuously further develop the collaboration. These also include „Rail Safety Days,“ which are held once a year in a Dow plant and include safety and emergency workshops that show Dow employees as well as their suppliers' and customers how to properly deal with the rail cars used. The last workshop was just held in May in Rheinmünster.

Werner believes that the collaboration between BTT and Dow can be further expanded: „We would be pleased to take over the responsibility for additional rail transports and the related logistical services for Dow throughout all of Europe,“ is how he states the goal. „this also means providing one-stop shopping solutions for rail transports.“ In addition, he also sees potential in taking over the entire management of Dow's fleet of tank cars, just like BTT is already doing today for other customers in the industry. ■

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## New containers for BTT

Bahn Tank Transport GmbH (BTT) has added 50 new special containers specifically suited to carriage of polyurethane to its existing equipment. Because of the growth forecasted for this product sector, the new Polyurethanes market segment was also launched at the beginning of May.

**W**ith this investment, BTT is reacting in particular to the sharp increase in demand for this multi-use plastic in Eastern Europe and Asia. By 2010 alone, the polyurethanes product sector is expected to see worldwide growth of up to 13 million metric tons per year. Polyurethanes are used especially to seal roofs and for heat and noise insulation in buildings and vehicles. The plastics can also be used to produce foam rubber, which is needed for applications such as manufacturing of mattresses and athletic shoe soles.

Conventional tank containers are not suitable for transporting polyurethane because special precautions and safety measures are necessary due to the plastic's chemical composition. For example, polyurethane sometimes emits toxic vapors. It is also an irritant and can trigger allergic reactions. In addition, it must not come into contact with moisture or be exposed to high temperature fluctuations. „The new containers meet these requirements in full,“ affirms Olaf Petereit, head of BTT's new Polyurethanes market segment.

Special equipment meets ISOPA guidelines.

The tank containers have capacity of 24 cubic meters and can accommodate a net load of up to 28 metric tons. Another main point is that they conform to the ISOPA (European Diisocyanate & Polyol Producer Association) guidelines. These guidelines represent a European initiative to promote safe handling of chemicals for the manufacture of polyurethane products. They deal primarily with protective measures to be applied during loading and unloading as well as in the transportation and storage of hazardous materials.

One of these protective measures is elimination of floor drains. This means that accidental leakage of the fluid is prevented at all times because unloading always takes place via a standpipe. In addition, a reserve flange can be installed afterward as protection against overfilling. A vapor return connection provides the necessary amount of air while the polyurethane is being pumped out. The fixed air duct in turn traverses a special filter that

serves to dry the air used during unloading, because moisture leads to dangerous chemical reactions. If desired, a hot water heating system can be added afterward to keep the product at the desired temperature for further processing.

Personal safety is another major factor with the special new containers: The walkway grids are continuous on both sides and a folding rail minimizes the driver's danger of falling when connecting the fittings. Hans-Georg Werner, Managing Director & Head of Sales for Car Loading Traffic at BTT, is very satisfied with the development: „We are certain that by establishing the new Polyurethanes market segment and purchasing the tank containers, we have sent the chemicals industry the right signal for our ability to perform in this product segment.“ ■

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# The Bavarian chemistry triangle – a region set for growth

One of the most important economic locations of the chemicals industry in southern Germany, the chemistry triangle located in the southeast of Bavaria, sees transport volume of about three million metric tons per year. The railway looms large in these shipments, not least because traffic is expected to double by the year 2015.

For nearly a hundred years now, the Bavarian chemistry triangle has been writing its own unique success story. The success enjoyed by the 26 chemistry and petrochemicals concerns based there – including companies with international operations, such as Wacker, AlzChemie OMV Deutschland, Clariant, and Bayern-Chemie – is based on more than just the region's continuing high investments in research, technology, and infrastructure. The new proximity between the region and the markets in southeast Europe that has emerged with the EU's eastward expansion has also played a substantial role in ensuring this location's success.

The types of goods transported range from petroleum products, high-grade silicon, and plastics to raw and organic materials and even special chemicals and metallurgical products. Taken all together, the companies based in the region earn an estimated eight billion euros per year in sales of these products. In addition, the region has attracted a number of technology start-ups, and its traditional industrial firms are turning to future-oriented high-tech standards at the same time – two trends that raise the bar for logistics while also boosting transport volume.

## Connections to the four corners of the world

The Bavarian chemistry triangle reaches from Aschau and Waldkraiburg in the northwest to Trostberg, Schalchen, and Hart in the south and back to Burgkirchen/Gendorf, Burghausen, and Töging in the east (see chart). Thanks to its rail connections to the whole of Europe, it offers a good basis for further growth in this region. The central hub of the rail infrastructure is the

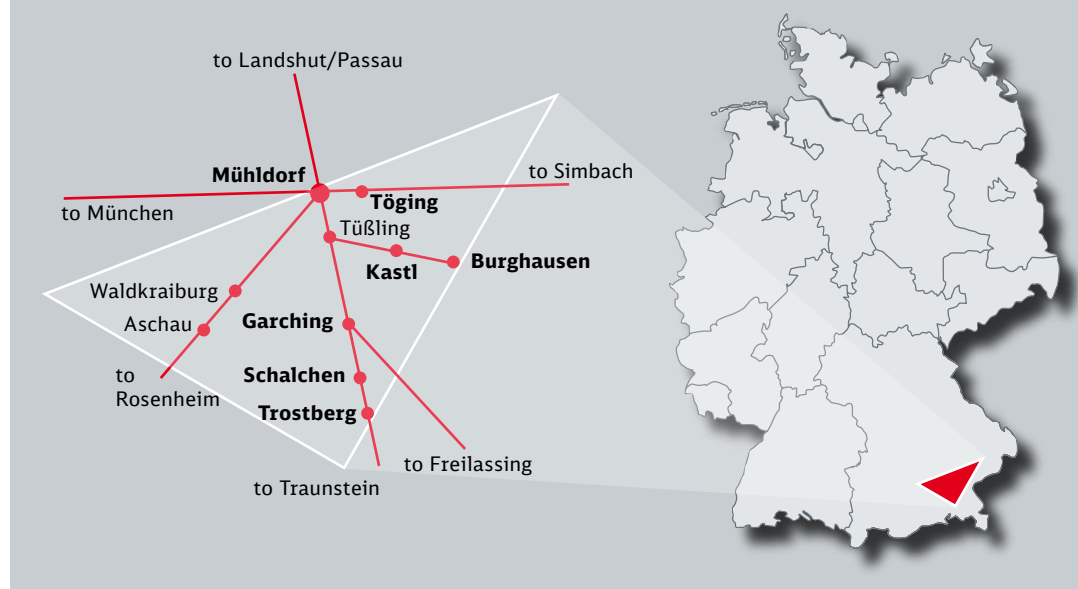
station in Mühldorf am Inn. From there, goods are transported to the four corners of the globe. The lines running via Munich and Landshut in the north ensure a connection to the most important lines running within Germany and abroad and to the major seaports of Rotterdam and Hamburg. To the south, there are connections to Rosenheim, Traunstein, and Freilassing, and in the east there is a connection to Simbach.

When it comes to the location's long-term development and to safeguarding its status, the most decisive factor is high-performance, environmentally friendly, and secure transport connections. Compared with truck transportation, cargo rail wins points in this regard not only for offering environmentally friendly, secure transports, but also for its ability to absorb the additional volume that is expected.

To accommodate the rising demand for transport in the region,

Deutsche Bahn AG developed its „Rail Master Plan for the Bavarian Chemistry Triangle“ last year. This document provides an in-depth discussion of the transport quality, environmental compatibility, transportation safety, and leeway in terms of capacity that the railway offers as a carrier. It also calls for swift implementation of cleverly designed operating plans to accommodate the sharp rise in rail freight traffic. In practice, that means fewer train movements and light runs for locomotives, new switching concepts, and use of higher-output locomotives. Active noise protection, such as the use of the „whisper brake,“ is also among the measures planned (as to this point, see the article on page 22). The concept for the chemistry triangle is part of the master plan for freight transport and logistics initiated by the German Federal Ministry of Transport, which was unveiled by Federal Minister of Transport Wolfgang Tiefensee in March of this year. ■

## The Bavarian chemicals triangle and its connections to the rail network





„We have every reason  
to be happy“

For the third time in a row, Deutsche Bahn has posted gains in sales, transport volume, and profit. Rail freight transport has also once again improved its transport volume after the record year it had in 2006. Railways spoke with Dr. Klaus Kremper, Chairman of the Management Board of Railion Deutschland AG, regarding the steps that are to come and the challenges that face the company in a dynamic market.

**Dr. Kremper, how satisfied are you with the trends in rail freight transport?**

We have every reason to be happy. Despite strikes and stiffer competition, we once again capped our performance year on year - this time after the 2006 record year, when we generated a 9.5 percent plus in transport volume. Last year, our transport volume grew from 96.4 to 98.8 billion ton kilometers - and with improved productivity, at that. That means we dealt with the additional traffic with fewer trains, with better utilization of capacity, and on longer runs on average. At the same time, customers gave us our best marks since 1998 in the annual customer monitoring survey. All of these are signs that we are going in the right direction.

**In your opinion, what are the factors behind the increased transport volume and the growth in sales in 2007?**

The good overall economic conditions helped, of course. Particularly in the traditional bulk freight business dealing in coal, steel, and chemicals, and in hinterland transport from seaports, we experienced strong demand driven by the overall economy. But I think there's more behind the good development of the railway than just that. The ongoing climate debate, the economic liberalization of rail freight transport in Europe and the improved offerings that have gone with it, the bottlenecks on the roads - all of it means that the renaissance that the railway is experiencing is set to continue, and that we are

increasingly finding customers who are ready to make the switch from sending their transports by road to sending them on the rails.

**Under the DB Schenker brand, Deutsche Bahn has positioned itself with a single brand identity for transport and logistics services. How does this benefit rail freight transport?**

As an avowed fan of Railion, I share in the strong arguments that led to the switch in brands. Strong companies need strong brands. DB has a good reputation in Europe. Schenker, furthermore, is well regarded as a company in Asia and the Americas as well. In that regard, it was an obvious next step to bring together the best of both worlds, creating DB Schenker. This

way, we finally have a brand under which we can offer our entire service spectrum. This makes it easier for customers to get their bearings and to really grasp our claim to offer full service from a single source.

**The sustained positive development of DB's business has been marred in recent months by labor disputes and threats of strikes. What do you plan to do in the future to avoid these kinds of setbacks?**

The strike did in fact cost us in terms of our reputation. One of our advantages was always that freight trains are a predictable mode of transport. During the strike periods, that was not the case, and that must not be allowed to happen again. Nonetheless, we got all of the supply-critical freight trains safely to their destinations, even during the strike. I am confident that the settlement we reached in the collective bargaining conflict will serve as a foundation to reestablish calm at the company. This objective view encourages me in my belief that future rounds of collective bargaining negotiations will not have to be borne by our customers - who are the ones who provide our job security.

**After the purchase of the English Welsh Scottish Railway Ltd. and the majority takeover of Transfesa last year, you are even better able to reach the transport and**

**logistics markets in Western and southwestern Europe. What markets do you plan to focus on this year?**

First, we are now going to focus on transforming the synergies achieved through the integration of EWS and Transfesa into better offerings for our customers. In addition, we plan to further expand our existing network. Since the end of April, we have conducted test operations with PKP, traveling across the border without changing the traction unit drivers. Just this past March, Railion Scandinavia, our joint venture for shared production on the north-south connection between Scandinavia and Germany, started operations. There are a number of projects like these in Europe that we plan to use to further our internationalization strategy, whether through cooperation, acquisition of interests, or founding of our own companies.

**The first quarter of 2008 also got off to a good start, according to DB head Hartmut Mehdorn. What do you hope to achieve by the end of the year?**

Our fixed goal for 2008 is naturally to further continue the existing growth trend. In this regard, the first quarter was already very successful for us - not least due to the first-time inclusion of EWS and Transfesa. I expect that over the course of the year we will be able

to further consolidate our position as the largest and most profitable cargo railway in Europe.

**What additional potential do you believe the changing transport and logistics market will offer for railways in the years to come?**

Railways continue to have good chances of taking a disproportionately high share in the growth of the transport sector. The opening up of the market makes possible the long routes where freight trains can really benefit from their specific advantages over trucks. In addition, in the discussion of CO<sub>2</sub>, it is impossible to get past the fact that trains are a particularly environmentally friendly mode of transport. And thirdly, the consolidation



Photo: DB AG/Müller

taking place among the European freight railways will cause the networks to become larger, thereby leading to greater efficiency in production of rail freight transport services. ■

Still in great demand: rail transport services in the bulk goods business



## Railways is now also available in English

### Dear readers:

Effective immediately Railways is also available in English. This addition will now enable our international customers to learn more about DB Schenker's rail-based logistical services. To assist us in determining how many English language copies we should print in the future, we would like to ask you to please fill-in and return the response fax form that's enclosed in this issue. The German and English editions of Railways are also available in the Internet at [www.dbschenker.com](http://www.dbschenker.com) in the „About DB Schenker/Customer magazines“ section. ■





# Baltic success

The Sassnitz-Mukran ferry harbor located on Rügen Island in an important interface in rail freight transport between Germany and Russia because wide-gauge Russian rail cars can be directly transhipped from ship to rail at this port. The MS Vilnius ferry ship travels three times a week between Sassnitz-Mukran, Klaipeda and Baltijsk. In this journey it's carrying tank cars from Kazakhstan that are filled with phosphorous. ■



# The easy way to load lumber

Located in the Heilbronn-Heidelberg-Wuerzburg triangle, the Mosbach-Neckarelz station was reactivated at the beginning of May for rail freight transport by the DB Schenker subsidiary, Nieten Fracht Logistik, DB Netz AG and the Lumber Marketing Service (Holzmarktservice – HMS) of the Neckar Odenwald district. Plans call for about 60,000 tons of lumber to be loaded annually at Mosbach-Neckarelz.

The Neckar-Odenwald district (NOK) authorities initiated the reactivation of the rail connection and also serve as the central staff for all three of the forestry operations management groups within the district. The NOK also supports the HMS, which is responsible for the sale of lumber and the organization of related logistical services in the region needed to execute the

calls Martin Fiebig, the responsible customer relations manager at Nieten-Fracht, in describing the origins of the collaboration. „At the same time feasibility and costing talks were being held with DB Netz.“ DB Netz agreed to the reactivation with the proviso that the loading siding should be used as a private siding and rented from HMS. The costs for overhauling the facilities as well as the annual rental costs of the loading siding, as well as the corresponding switch, are paid for by the Neckar-Odenwald district.

„Before we started we surveyed potential customers in the

## Optimal loading conditions

The reactivated loading siding offers ideal conditions: 490 meters of track and a 210 meter long approach for trucks, meaning that ten cars can be easily loaded with lumber at the same time. After the rail siding was overhauled in April of this year the private rail siding was officially reopened on May 28 by the District Administrator, Dr. Achim Brötzel and the Mayor of Mosbach, Michael Keilbach. Guests at the ceremony included Friedrich Limbach, Managing Director of Nieten-Fracht and Peter Oelmaier, Head of the Mannheim Cargo Center. Since 2006 the HMS had mainly used the nearby car loading facilities in Buchen-Sansenhecken – about 550 carloads per year. HMS expects, above all, that the new loading station will provide better service to lumber customers and increase the attractiveness of the NOK as a business location.

The anticipated transport volume at Mosbach-Neckarelz is expected to be higher than at Buchen-Sansenhecken. „The rail siding will initially be served by Railion three times a week,“ explains Limbach. „Which amounts to up to 1,500 carloads per year. Carload capacity can be increased if needed to 2,500 carloads, and can be even doubled in the event of special situations like disasters.“ Nieten is handling the freight handling for the lumber transports while Railion Deutschland is providing traction services. ■

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Ten timber wagons can be loaded simultaneously without any problems at the reactivated loading siding at Mosbach-Neckarelz station

ambitious project. The Forestry Service's reasons for the effort were quite varied: For example, in this region numerous train stations on the private Schwarzbachtal line, which had previously been used to load lumber onto freight cars, had been closed.

„We already had our first talks with the HMS two years ago,“ re-

Mosbach-Neckarelz area who could have been interested in loading lumber,“ said Helmut Schnatterbeck from the Schwarzbach forestry office, who helped to develop the reactivation concept for the rail siding in Mosbach-Neckarelz. „The survey showed that the estimated revenues would definitely cover the costs needed to operate the loading facilities.“



## A tradition of transporting waste

DB Schenker has been transporting municipal waste via environmentally friendly train transport for more than 25 years from the entire eastern Bavarian region to the waste disposal power plant in Schwandorf in Bavaria. The long years of good cooperation with the Schwandorf Waste Usage Association (Zweckverband Müllverwertung Schwandorf ZMS) was further expanded with the addition of Landshut and the Landshut County.

The innovative transport system, which involves the hydraulic-powered pressing of municipal waste in local conversion stations and then subsequent transport in special containers via train to the waste disposal power plant in Schwandorf, was developed in the early 1980's by the newly founded ZMS and implemented in cooperation with BHS, currently known as Max Aicher GmbH. The system consists of nine waste conversion stations, two waste processing locations and the unloading stations in Schwandorf. In the interim the system operates about 80 freight cars owned by ZMS as well as 200 pressed waste containers.

„We run five trains a week with 36 cars per train from the waste processing plants in the north and south to waste disposal power plant in Schwandorf,“ explains Alfred Lossbrand from the Waste Disposal team within the Building Materials, Industrial and Consumer Freight Department. „It adds up to about 320,000 tons per year.“ About 1,350 tons of waste are delivered to Schwandorf every day. On average it only takes 14 minutes to unload a freight car carrying two containers of pressed waste.

„In addition to the transport we also prepare detailed schedule concepts and advise the ZMS about all aspects of rail transport,“ notes Lossbrand. The close cooperation has paid off: the addition of the city and county of Landshut to the ZMS has enabled DB Schenker to recently take on additional transports to Schwandorf. In the interim, the Eastern Bavarian Waste Usage and Energy Generation Association (OVEG), which was founded by ZMS, is responsible for all of the logistical services including the rolling stock. Since it was founded the group has invested about 2.5 million euros just in renewing the waste containers thereby setting a sign for the future in favor of rail transport.

### A proven system

On the occasion of the 25th anniversary of ZMS, Hans Schaidinger, Chairman of ZMS and Lord Mayor of Regensburg, underlined the special importance of the biggest waste disposal association in Bavaria. Despite the rapid changes that have taken place in the field of waste management, including transferring responsibility for disposing waste to cities and counties, as well as the introduction of the dual disposal system, the right

decisions were made 25 years ago. „The Schwandorf model has proven its worth and remains an example of environmentally friendly waste disposal and efficient power generation,“ emphasized Schaidinger.

Since the power plant began operations a total of 8 million tons of waste have been delivered via train. „Based on an average of 20 tons per train load this figure is the equivalent of about 400,000 containers or 200,000 freight cars,“ Adds Karsten Sachsenröder Market Segment Manager, in describing the impressive figures. If the same amount of municipal waste had been carried by trucks it would have meant an additional 32,000 truck runs through the region every year. Sachsenröder notes: „In comparison to trucks the train emits about 75% less carbon dioxide.“ This is another reason, but not the least important one, why the ZMS wants to continue using rail as its ecological mode of transport. ■

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Foto: Toyota

## ATG wins Toyota logistics award

Dependability, car availability, and speed: These were the parameters with which ATG Autotransportlogistic GmbH impressed the judging panel for this year's Toyota Vehicle Logistics Awards. The DB Schenker subsidiary was presented with the award for the best performance in vehicle transport by rail on March 20, at the VLG Logistics Partners Conference in Brussels.

Toyota launched its Vehicle Logistics Award program last year to acknowledge exceptional performance by its logistics partners. A total of seven prizes are awarded in various categories covering the fields of transportation by rail, truck, and ship. According to the panel of judges, ATG showed outstanding performance, particularly on the Kolín-Zeebrugge line. On this route, the car transport specialist has, since 2006, carried an annual total of about 22,000 new vehicles of the Toyota compact car model Aygo, which is produced at the Kolín plant in the Czech Republic, to the Belgian seaport. From there, the vehicles are shipped to destinations in the United Kingdom and Ireland and distributed within the Benelux countries.

The basis for the cross-border transports operated by ATG is a finely tuned shuttle concept that won Toyota's approval when the contract for the new transports was being awarded two years ago. „The process is a round trip, which ensures that the new cars are transported economically,“ says Paul Hafner, the Key Account Manager at ATG who is responsible for Toyota. The cars are shipped by block train from Kolín to Zeebrugge according to a fixed schedule of arrivals and departures. The trip takes only about two days, just as fast as

it would be by truck. Alongside DB Schenker, ATG's traction partners also include the Czech railway CD and the Belgian freight rail



Vice-President Hiroyuka Ikeda (r.) presents the award to Paul Hafner

operator B-Cargo. On the way back, various Toyota models are shipped from overseas to the Czech Republic (Kolín). From the auto terminal there, the new cars are then taken by truck to dealerships.

### A true challenge

„The most important interface in the transportation chain is Kolín,“ Hafner explains. „That’s where we face our greatest challenge with the transports, because if the cars do not depart on time, the limited stock removal options on site can rapidly result in production delays.“ The time pressure is increased by the fixed times at which ships in the Zeebrugge seaport depart for overseas, departure times that absolutely must be complied with. „And yet, so far we have always managed to do so outstandingly,“ Hafner adds.

The rail transports also owe part of their success to the use of modern double-decker cars, which offer a number of advantages over truck transportation at once: For example, the flexible upper loading level allows for faster loading and unloading. In addition, the fully enclosed special car ensures that the vehicles are fully protected from theft. A 27-meter-long double-decker car can accommodate 14 new passenger cars, while an average truck has space for only 10. „If you extrapolate from that figure to the entire transport volume, it makes for savings of about 2,200 passenger cars per year, which has a positive effect on Toyota’s environmental status due to the lower CO2 consumption of trains as a carrier,“ Hafner points out. That is, not least, one of the reasons ATG is confident that it will soon be able to further expand its cooperation with the Japanese automaker. ■

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## IFAT 2008 – Demand for Innovation

DB Schenker exhibited at the 2008 IFAT in Munich, the world’s biggest trade fair for water, sewage, refuse and recycling, between May 5th and 9th where presented its range of services for the waste management industry, including innovative transport systems

As in previous year’s, the 2008 IFAT in Munich also recorded more exhibitors, larger stands, as well as a broader spectrum of subjects covered. A total of 2,450 exhibitors from 42 countries - ten percent more than in 2005 - presented across 192,000 square meters of exhibit space. Biogas and flood protection were added to the previous core topics.

offers to the industry. The spectrum extended from the transport of municipal wastes and substitute fuels through to the development of complete solutions for removal of contaminated ground. „We develop tailor-made recycling concepts and intermodal logistics offers for our clients, including all related services,“ said Karsten Sachsenröder,

In addition to various reference projects, the market group presented new special equipment at its stand including the WoodTainer XXL, which is ideal for transporting water-insensitive bulk freight like recycling paper and biomass because of its large volume of 46 square meters and high net load. The containers are easy to load and unload



Around 120,000 trade visitors attended the IFAT 2008, ten per cent more than two years ago

The majority of visitors and exhibitors were involved in services related to the provision and treatment of water, and waste disposal - another good reason for Schenker to be present at the fair.

The waste treatment specialists from Schenker’s Building Materials, Industry and Consumer Goods Group showed the knowledgeable visitors the range of services DB Schenker

head of the market group. Furthermore, as a certified waste disposal enterprise, DB Schenker has obtained the required permits pursuant to the Act for Promoting Closed Substance Cycle Waste Management and Ensuring Environmentally Compatible Waste Disposal (Kreislaufwirtschafts- und Abfallgesetz -KrW/AbfG) and is a member of the Transport and Environment Waste Disposal Association.

using wheel loaders and forklifts equipped rotary unloading equipment. A total of 1,500 of the innovative container are currently in use across Europe and other forward-looking transport solutions for the industry are being planned. ■



Photo: DB AG/ Kranert

Special microphones are used to measure the noise of a test train travelling at 90 km/h

## Deutsche Bahn glides quietly along

Airlines and freight forwarders aren't the only ones who have to deal with the issue of noise pollution. Deutsche Bahn is also affected, and has therefore been making efforts on behalf of new noise reduction measures for years. The company's ambitious goal: Cutting noise in half by 2020 with an extensive package of initiatives.

Especially at night, those who live near heavily trafficked routes often feel that the noise of trains rumbling by is a nuisance. The two main corridors in the Rhine Valley, which form the connection between Genoa and Rotterdam, are particularly heavily impacted. „Making freight transport quieter is of central importance to the future of the railway,“ stresses Deutsche Bahn CEO Hartmut Mehdorn. „We have to succeed in reducing noise pollution due to rail traf-

fic, especially for people who live near train routes, through technical measures.“

The most important step in this direction is retrofitting freight cars with „whisper brakes,“ which Deutsche Bahn hopes will halve the amount of noise, because the number one source of noise is the cast iron brake blocks that have traditionally been used. The new technology is based on a composite shoe made of materials – metal fibers and rubber resin connectors – that dampen the noise of contact between wheels and tracks, because the elastic materials do not scrape the wheels during braking. This means that smooth wheels roll along smooth tracks, and can reduce the noise emitted by a train by up to 10 decibels. The human ear, however, perceives this difference as cutting the noise level in half. For that reason, all newly purchased cars have been equipped with the innovative brake system since 2001, although it has been required by the EU only since the

beginning of last year. In the long term, over 80,000 Railion Deutschland cars are to be equipped with the new brakes.

### Research into low-noise technologies

The latest project in this direction was launched just at the beginning of the year. The „Leiser Zug auf realen Gleis“ (Quiet Train on a Real Track, abbreviated LzrG) initiative, headed up by Deutsche Bahn, is conducting research into low-noise technologies in cooperation with the German federal government and with representatives of industry and academia. The project is scheduled to run for three years and is based above all on full-coverage introduction of whisper brakes. There are also plans to conduct studies of wheel-to-track contact, wheel vibrations, noise radiation, and acoustic optimization of the track superstructure. The goal is to develop further components that can be used along with the composite shoe.



Photo: DB AG/Pierlings

The „whisper brake“ is made of special materials which reduce wheel/rail noise

To make further progress in investigating noise reduction measures, in-depth studies and analyses were carried out using noise-monitoring cars. These specially equipped cars can be used to record and analyze rolling noises. During travel, they measure the noise levels generated by wheel and track contact. If the set specification for the driving surface is above the limit of 51 decibels, the track needs to

be ground. In its noise reduction policies, Deutsche Bahn relies on a number of measures including continuation of the German federal government's voluntary noise abatement program, which covers both active measures, such as noise reduction walls and barriers, and passive measures, such as installing noise reduction windows in the homes affected. In terms of this kind of noise prevention, Deutsche

Bahn constructed 170 kilometers of noise reduction walls, at a cost of over 300 million euros, between 2000 and 2007. The noise abatement program, which the German federal government launched in 1999, has had an available annual budget of 100 million euros since last year – enough to enable full-coverage measures. ■

## DB Schenker at a glance

As of May 1st the new DB Schenker brand is also present in the Internet at [www.dbschenker.com](http://www.dbschenker.com) where Deutsche Bahn now presents information on the offers, products and services available from the Transport and Logistics division.

The new Web presence underlines Deutsche Bahn's goal of giving DB Schenker a unified market appearance and positioning it as a strong transport and logistics partner in international markets. The new Web offers comprises all division-related information that was previously shown at [www.dblogistics.de](http://www.dblogistics.de), including general company information, profile, and key figures as well as an introduction to the members of the Board. Users can also download annual reports and customer magazines – including Railway. In addition, the new Web appearance also contains a summary of information about Schenker AG's range of services related to rail freight transport.

### Business units offer comprehensive portfolio

The well-know DB design gives the new Internet look high recognition value and, in addition to presenting the logistical services, also provides information about contact persons at the individual business units and their addresses. Besides rail freight and land transport, DB Schenker also offers air and ocean freight services plus contract logistics/supply chain management services. In addition, Schenker also offers special services for events, trade fairs and removals, as well as global projects. The latter includes services for the entire project – and transport

management for complex industrial facilities involving individual elements that must be transported to complete or expand a major construction project. Finally, but not lastly, Corporate Account Management services are available to customers in Schenker's „Projects

### Logistics services within a global network

DB Schenker's new Web appearance also appeals to customers outside of Germany. Users looking for international transport services will find them here quickly



& Services“ group – a central point for questions from across the Group.

The Press Portal offers users an extensive source of information including the latest news from the DB Transport and Logistics Division and special background information pertaining to the individual business units. In addition, users have access to a large databank of pictures from all areas of the Deutsche Bahn.

using an interactive map of the world to visit all of DB Schenker's locations via mouse click. All information is also available in English. The comprehensive contents at [www.dbschenker.com](http://www.dbschenker.com) supplement the service information, application and E-tools, which remain available at the internal Railway, Schenker or DB Intermodal Websites. ■

The new features include a world map showing the entire interactive locations of DB Schenker



## New storage concept for seaport- hinterland transports

In the growing seaport hinterland transport sector, the cargo handling facilities within the seaports and the transshipment train stations, in particular, are increasingly becoming a bottleneck. In order to avoid capacity restrictions and to secure the long-term quality of container transports, DB Intermodal Services GmbH – previously BTS Kombiwaggon – is offering a new service: hinterland freight depots.

„Today, companies at the end of the transport chain want their goods to be delivered exactly

on time,“ emphasizes Gerhard Bukowski, Managing Director of DB Intermodal Services, in referring to the rising requirements. „Customer demand for efficient interim storage solutions is expanding in tandem with the growth of seaport hinterland transports.“ The rising volume of seaport hinterland transports means that the limited space available in seaport and hinterland terminals has become a bottleneck for handling the additional numbers of containers. As a result, in the interim transshipment companies are charging higher parking fees.

„Because we can provide customers storage capacity without any related investment risks. And at the same time their fixed costs are also cut.“

DB Intermodal Services, a fully owned subsidiary company within the Intermodal business unit (see box), is already able to offer customers these kinds of facilities today. This is because it operates its own storage depots with additional available space for storing freight at the most important terminals for the seaport hinterland transports. Locations include facilities in Frankfurt am Main, Kornwestheim, Leipzig, Mannheim, Nuremberg, Ulm and Regensburg.

The benefits of greater usage of freight depots are clear: the storage of load units in the freight depots means that containers are available sooner and – in combination with DB Intermodal Services’ offer of final delivery via truck – customers’ transports benefit from greater safety and speed.

### Depot-Standorte der DB Intermodal Services



● Leerdepot ■ Leer- und Lastdepot

„Our concept is intended to relieve the burdens on seaport and transshipment train stations by offering alternative, less expensive, freight depots in the hinterlands,“ is Bukowski’s succinct description of the offer. Because customers will benefit from greater transshipment capacities if fewer loading units are temporarily stored at transshipment facilities. „The offer also has financial benefits,“ adds Bukowski.



The added truck offer means that final delivery via truck is available at any time, and at short notice if requested.

**Offer is planned to expand**

DB Intermodal Services plans to customize their offers even more to better meet customer requirements. For example, existing freight depots will be expanded to meet customer needs in addition to opening new depots in strategically important locations. Plans also call for even closer collaboration with partners like shipping companies, operators and ocean freight forwarders.

Working together with the Intermodal business unit, DB Intermodal Services is also making long-term preparations for the growing number of transports to and from seaports. The „Extended Gate Model“ is a further measure to combat capacity bottlenecks in seaport hinterland transport, whereby regularly scheduled shuttle trains will directly transport containers that have been unloaded in seaports to central satellite terminals in the hinterlands. Customs clearance, interim storage, and final transport will be handled at these terminals. This approach is being currently discussed within the framework of Intermodal’s seaport conferences with various market players.

However, further infrastructure investments are needed to fully implement the plan. ■

*On May 1st BTS Kombiwaggon GmbH – one of the leading providers of supplementary transport services in the intermodal transport sector – was renamed DB Intermodal Services GmbH. Deutsche Bahn’s reason for the renaming was to underline the company’s membership in the Group and, above all, that it is part of the Intermodal business unit. The renaming has no effect on the firm’s customer offers and its business processes.*

# Trans-Eurasia Express gets under way

At the beginning of January, the Trans-Eurasia Express successfully completed its maiden voyage. The train needed only two weeks for the route, which is about 10,000 kilometers long. The first regular runs are scheduled to start in midyear. The international project is being managed by Hartmut Albers (Managing Director of Trans-Eurasia Logistics) on behalf of DB Intermodal.

By comparison to sea transport, the major benefit offered by overland rail transport to and from China is a time advantage. Travel time by rail is only about half as long as by ship, so this new mode of transport is especially interesting for time-critical products, which can be transported at substantially lower cost by rail than by air freight. The primary goods transported are high-value goods from the electronics and automotive segments as well as raw materials and items on special offer in the clothing industry.

The plans call for regular container block trains that carry up to 110 TEUs and travel at least once per week. The start and end points for the Trans-Eurasia Express are located in Beijing and Shanghai, China, and in Hamburg, Duisburg, and Nuremberg, Germany. The route travels through Kazakhstan, Russia, Belarus, and Poland to reach Germany. That means that the containers have to be reloaded

along the route two times: once at the Chinese-Kazakh border, from standard to wide gauge, and again at the border between Belarus and Poland, back to standard gauge.

The trains are separated into sections in both directions, because they travel to two hubs in China (Beijing and Shanghai) and three hubs in Germany (Hamburg, Duisburg, and Nuremberg). The most important international partners in handling these transports are the Chinese and Russian railways.

**A new joint venture: Trans-Eurasia Logistics**

Already last year, Deutsche Bahn and the Russian railway RZD, along with their partners Polzug, Kombiverkehr, and Trans Container founded the joint venture Trans-Eurasia Logistics. The company, which is based in Berlin, organizes and markets intermodal transport services focusing primarily on rail transport within the corridor from

Western Europe to the CIS and China and back. The company also offers supplementary services such as pre-carriage and onward carriage, tracking and tracing, trans-



shipment, customs handling, and provision of equipment. ■

Scheduled to run between China and Germany once a week: the Trans-Eurasia Express



## A good combination

All available modes of transport are required to master today's growing transport volumes. This fact is reflected by the growing demand for intermodal transport, or combined transport, in particular, which has been rising significantly for years. The close collaborative relationship between Intermodal, Railion Scandinavia and Kombi Dan A/S, a Danish service provider, illustrates how strategic, cross-border partnerships can improve transport flows over the long-term.

**D**an A/S was founded 23 years ago by a Danish freight forwarder to strengthen pan-European rail transport, especially in combination with truck transport. Today, Kombi Dan's main focus is on freight transports to and from Italy, which it operates together with its Italian partner Cemat S.p.a. to and from Verona Quadrante Europa and its terminals in Taulov, and Høje Taastrup near Copenhagen. The route is about 1,500 kilometers long. In addition to Railion Deutschland and Railion Scandinavia, the other traction service providers for the shuttle trains, which run five times a week and are up to 550 meters long, are the new joint venture company of

DB Schenker and Green Cargo (see related article in Railways 2/2008, page 6), Rail Cargo Austria, and TIC railways. Intermodal is the primary freight carrier for rail transports.

„These types of collaboration are vital for making seamless transports possible in Europe,“ emphasizes Sylke Hußmann, head of the North-South Axis at Intermodal. „This is because close cooperation makes it possible for us to reduce the interfaces at borders and improve the quality of service at the terminals.“ Customer benefits are obvious: greater transparency, faster transports, as well as enhanced reliability and safety

due to cross-border monitoring of transport flows.

### Focus on rail

Transport partners are forcing the expansion of rail in the modal mix employed in cross-border combined transport: „Rising globalization is forcing us to fully utilize all available transport capacities, if we don't want to sink under the weight of transport chaos,“ notes Per Flemming Christensen, Managing Director of Kombi Dan A/S. Factors favoring rail include long distances, EU-wide weight limits for trucks, tougher regulations for carriers regarding driving and resting periods, as well as rising fuel costs,

tolls and highway fees. Furthermore, rail also offers competitive advantages over road transport with lower tonnage prices and faster transport times. „Today, many companies are also placing increasing value on sustainability,“ adds Christensen. „And rail is also more competitive than road transport in this area. For example, a complete train from Taulov to Verona takes 30 truck runs off the road and reduces CO<sub>2</sub> emissions of about 50 tons by over half. „

Kombi Dan's range of available services also includes pre-carriage, freight handling at the terminals and onward carriage. In addition to its Taulov-Verona shuttle service, the company also offers block train transports in conjunction with intermodal transports between Taulov and Hamburg Billwerder and further connections from there to the Kombi network in Europe. As agency for Ökombi – Europe's biggest provider for piggyback truck transport by train (according to its own figures) – Kombi Dan also offers rolling road services via Austria to Italy.

#### Joint expansion of transport services

„Demand for our transport offer to Italy is rising steadily,“ states a satisfied Christensen. While the number of shuttle trains per week before 2006 amounted to three, this figure rose to five in 2007 thanks to the collaboration with Intermodal. Last year a total of about 400 trains made the run between Verona and Taulov. Kombi Dan Railion Scandinavia and Intermodal are working together to achieve a further improvement as well as an expansion of transport services. During the first joint workshop held in Berlin in early May the main agenda points were scheduling improvement and expanding the network in Denmark. Christensen's vision: „Our primary goal is to enter further markets in Denmark by making even more attractive offers based on a broad network.“ ■

## Borderless rail traffic between Germany and Poland

April 28 marked the beginning of a new era in rail freight traffic between Germany and Poland: Now, for the first time, trains travel practically nonstop over the border near Frankfurt an der Oder. This is made possible by multi-system locomotives that are rated for the electrical systems of both countries and can therefore be used across national boundaries. DB Schenker and the Polish company PKP Cargo have signed an agreement for these transports.

**D**uring the pilot phase, 44 trains per week will travel this route. More trains are scheduled to be added next year. The freight trains travel exclusively between the marshaling yard at Seddin, near Berlin, and Poznan, where Poland's largest railway hub is located. The multi-system locomotives used are five EU43 series Polish traction units provided by PKP Cargo.

If the pilot transports go successfully, it is planned that the services offered will be

AG. For instance, this measure alone will reduce the stopping time at the border by 60 minutes. „As the next step, we plan to also assign train drivers to cross the border,“ he adds. The train drivers trained for these assignments will be required to have both German and Polish language skills and be very familiar with the modern multi-system locomotives.

„We plan to work together with PKP Cargo to further optimize the border processes,“ Fricke says, specifying the companies' goal.



Container block train on the Oder Bridge, the border-crossing point in Frankfurt an der Oder

expanded as early as with the next schedule change, in December 2008. At that time, the companies plan to start using multi-system locomotives provided by Deutsche Bahn as well. „We expect using the new traction units to yield a marked improvement in quality and punctuality,“ says Eckart Fricke, Board Member responsible for Production and Single Freight Car Transport at Railion Deutschland

For example, the partners' plans include using IT-supported data transfer to improve communication between the two railways in the future. Poland, the second largest rail freight transport market in Europe, is very important to DB Schenker. The main goods transported by rail in both directions are chemical products, passenger cars, coal, and construction materials. ■



## Győr celebrates 15.000<sup>th</sup> train trip

On April 17<sup>th</sup>, DB Schenker ran its 15,000<sup>th</sup> train for Audi between the Audi plant in Ingolstadt and the Hungarian production site in the city of Győr since the start of the transports in 1997. The site held a fitting celebration to mark the occasion with Hungarian flair.

Axel Marschall, head of Transport and Logistics Strategy at DB AG (centre) thanks Thomas Faustmann (r.) Chairman of the Management Board of Audi Hungaria Motor Kft., and Logistics Manager László Juhász for the good cooperation

„Audi Hungaria acts in an environmentally conscious way and places great value on ensuring that a large portion of the raw materials needed for production and the products manufactured at the plant in Győr are transported by rail,” said László Juhász, Head of Logistics at Audi Hungaria Motor

Kft at the celebrations in Győr, underscoring the importance of this mode of transport. He went on to say that to Audi, working with DB Schenker means that it can count on precision and on-time delivery.

Audi has been operating its site in Hungary since 1993. Alongside the Audi TT and Audi A3 convertible models, the world’s second largest engine plant focuses on producing engines for all of the group’s brands. Before the company signed on with DB Schenker, all of the parts necessary for production reached the site by road. All the more reason for Dr. Klaus Kremper, Chairman of the Management Board of Railion Deutschland AG, to be satisfied with the success the international rail solution has enjoyed: „We put together a service package that is specifically tailored to Audi’s requirements and

provides an optimum connection between the Ingolstadt hub and the Hungarian production site in Győr.“ The state-of-the-art facility has an extensive rail infrastructure that enables direct loading and unloading of freight cars and prompt supplying of the production lines.

### Over ten years of success for shuttle concept

Since the start of the shipments, in 1997, the connection has been expanded on an ongoing basis. At present, three block train pairs travel the 650-kilometer route between Ingolstadt and Győr each day, running every eight hours. The basis is a cleverly planned round-trip train concept with integrated traction: From the hub in Ingolstadt, Győr receives just-in-time deliveries of production parts and auto bodies from the Audi loca-



tions in Ingolstadt and Neckarsulm as well as from suppliers such as ThyssenKrupp, Hallberg Guss, and Eisenwerke Brühl. On the reverse leg, DB Schenker transports finished vehicles and engines back to Ingolstadt. From there, further distribution to Audi and VW locations throughout Germany is organized, most of it also being handled via rail.

The trains consist of 22 to 25 cars together and weigh in at up to 1,400 metric tons. „We only need about 12 hours to travel between Ingolstadt and Győr,“ specifies Kai Birnstein, a lead customer advisor at Schenker Automotive RailNet GmbH, the automotive specialist within the Deutsche Bahn group of companies. Along with Railion, the company’s partner rail operators Rail Cargo Austria, the Hungarian

State Railway, and the Raab-Ödenburg-Ebenfurth Railway are also involved in the traction services. The logistics services provided by Deutsche Bahn also include local factory shunting services at the Audi locations. These services are performed in Ingolstadt by Railion Deutschland and in Győr by its subsidiary LogisticCenter Hungaria.

#### **Fault management boosts dependability**

The service package is rounded out by a cross-border fault management system that also includes participation by the foreign partner railways’ control centers. With information gathered at numerous measuring points along the route, this system enables the Customer Service Center in Duisburg to monitor the transports around the

clock. If there is any discrepancy, the customer is notified proactively right away and appropriate measures are initiated. „This might include, for example, re-routing the train,“ Birnstein explains. „And for larger disruptions, we have other options. In Austria, for example, we can even re-route trains via the Czech Republic and Slovakia.“ And rail transport wins points in the environmental area as well: Overall, the Audi trains running between Ingolstadt and Győr eliminate the burden of 80,000 truck trips on the roads each year. ■

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## **TransRussia:**

# Strong together

At this year’s TransRussia trade fair the products and services of more than 60 logistics companies at a joint stand represented the broad spectrum of services offered by the Transport and Logistics Division. The main emphasis was on container transports from Germany to Russia, as well as the new Trans-Eurasia Express.

In March the 13<sup>th</sup> International Transport and Logistics Trade Fair and Conference took place in the Moscow trade fair center, Krasnay Presnya. A total of 525 companies from 29 countries presented their services on 13,000 square meters of exhibition space. More than 18,000 persons visited the fair to learn more about the latest developments in the logistics market. Among the companies presenting at the DB Schenker stand were ATG Autotransportlogistic GmbH, Schenker Russija, DB Intermodal and TRANSA. The DB Schenker subsidiary has a dense network in Eastern Europe and is a specialist for the transport of complete and partial loads via rail and road. „Transports to and from Russia and Eastern Europe have become an integral part of our range of services,“ emphasized Hans Löffert, Managing Director der TRANSA. „TransRussia is a perfect forum for

us to strengthen our market position and to expand our network.“

The presentation of the DB Schenker Trans-Eurasia Express was the highlight of the show. Plans call for the new train, which already successfully completed its 10,000 kilometers long inauguration run from Peking to Hamburg in early January, to initiate regularly scheduled transports from the middle of the year (See related article on page 25). The primary advantage of the project, which was co-initiated by DB Intermodal, is the shorter transport time required than via ship: only about half as long. The train is being marketed by Trans-Eurasia Logistics (T-EL), a company that was founded by companies including the Deutsche Bahn and the Russian railway, RZD. The goal is to offer a complete range of container transport services between Western Europe and Russia.



T-EL Managing Director Hartmut Albers is certain that the company’s presence at the trade fair was the right decision: „The response we received at the TransRussia clearly showed us that there is a demand for our rail-based transport services to and from Russia and Asia as a supplement to ocean and air freight.“ ■

Augsburg Local Railway:

# A bavarian network operator with a long tradition

Photo: Augsburger Localbahn



**Augsburger Localbahn GmbH (AL) is a company with a long-standing tradition that started running its own freight transports as soon as it was founded, in 1889. Since then, this private railway has been able to expand its network piece by piece, not only near Augsburg but beyond it as well. For more than ten years now, a successful partnership has brought AL and DB Schenker together.**

**A**L was originally founded by eleven companies, most of them from the burgeoning textile industry, along with the firms of Haindl (UPM) and MAN, which still exist today. Right from the start, the rail company held a concession for public freight transport. The reason for this initiative lay in the steadily growing volume of traffic within the city, because traffic in horse-drawn vehicles regularly ground to a standstill between the Royal Bavarian State Railway station and the enterprises located on the outskirts of the city. The very first step was to connect 20 companies to the rail network. In 1893, AL also began its scheduled passenger traffic. From 1941 onward, the steam locomotives that

had been used until then were gradually taken out of service and replaced with modern diesel locomotives.

Along with having its own rail network within Augsburg, AL is also connected to the DB network, via which it serves about 40 companies all over Europe today. The private railway provides its customers with not only simple rail transport, but also numerous service facilities, such as rental of pits and technical material, additional stabling space for freight cars, and a variety of workshop services. Due to a cleverly developed logistics plan that links transportation, idling, and wait times together intelligently, customers are spared unnecessary,

costly transportation trips. Because of its comprehensive offerings, AL has developed from its original status as a regional service provider to a sought-after complete provider in rail freight transport. Today, it is one of the largest private freight railways in Bavaria, with a transport volume of approximately 1.1 million metric tons each year.

### **A strong partnership**

After already having enjoyed an excellent partnership for decades, AL and Deutsche Bahn entered into an additional cooperation agreement in 1998. Since then, AL has served the customers of DB Schenker on the Augsburg-Landsberg-Schongau-Peiting Ost route.

„In addition, the Bavarian private railway, in its role as a traditional non-government-operated railway, continues to handle supplying and picking up not only individual cars, but also whole groups of cars and block trains, on our behalf and taking them to its own freight transport locations at Augsburg-Ring and Augsburg-West,“ says Thomas Hünnewinkel, Team Leader Competition/Cooperation/Infrastructure, sketching out the rest of the company’s service portfolio. „After loading or unloading, AL then returns the cars to us at Augsburg-Ring.“

The two cooperation partners further intensified their work together in 2003, when AL took over serving the track connection for the construction contractor Xaver Riebel in Kaufering for DB Schenker. For this route, AL is now also carrying out its own independent freight transport services, in which it plays the role of the main freight forwarder. The interchange location for the cars is the Augsburg central station in this case as well. From there, DB Schenker transports the cars further on AL’s behalf, and the same applies to the reverse direction.

Since August 2007, the Augsburg Local Railway has had another regular arrival point with DB Schenker: the Radersdorf station, on the single-track DB Augsburg-



Photo: Augsburg Localbahn

Hochzoll-Ingolstadt line (Paartal Bahn), where the company Heggenstaller maintains a rail siding for loading lumber. Here as well, the lumber transports are handled with special logistical services: Both the line’s tonnage rating and the infrastructure at the track connection preclude handling of block trains, making it necessary to divide the cargo into two half-train groups. The additional volume of individual cars demands precise scheduling, with only a few days’ advance notice in each case, and every day of operations requires its own specific sequential schedule.

Within the greater Augsburg area, AL currently serves a total of 20 customers with their own track connections via its own network as well as the Augsburg-Ring and Augsburg-West stations. As a partner to the industrial and service sector companies based in the region, the company knows that high reliability, flexibility, and rapid implementation of transports are critically important to all its activities. Udo Schambeck, Managing Director of AL, emphasizes these factors, using Augsburg-Ring as an example: „The fact that our freight transport station is located directly near our customers enables us to react quickly and provides quality assurance in the face of changing requirements. At full capacity, the volume is currently about 2,500 cars per month – and rising.“

The Augsburg Localbahn headquarters

To many rail companies nowadays, it is impossible to imagine the region without the Augsburg central station serving as the transport platform for AL. That’s because along with its inter-regional network, AL also offers service on the last mile with diesel traction. This means that all of the parties involved benefit from considerable synergies, such as bundling of incoming and outgoing volumes. And all the signals point to a green light for further expansion of the network. ■

## The Augsburg Local Railway in Figures

Year founded	<b>1889</b>
Employees	<b>43</b>
Traction units	<b>8 diesel locomotives, of which 4 are V100.4 line locomotives and 4 are switching engines</b>
Freight cars	<b>tank cars and ACTS system cars for between-plant transports verkehre</b>
Length of own rail network	<b>approx. 40 kilometers</b>
Revenues, 2007	<b>4.2 million euros</b>

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