

# railways

THE DB SCHENKER RAIL CUSTOMER MAGAZINE

**DB** SCHENKER

NO. 05 | 11

## Always on duty

Wojciech Witkowski, welder at DB Schenker Rail Polska's  
Pyskowice maintenance plant

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**6A** Locomotives of DB  
**DRG CLASS E94, DB CLASS 194, DR CLASS 254**

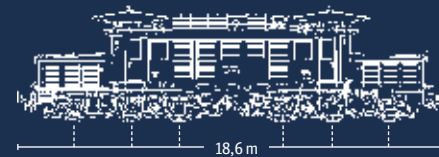


Launch:	1940-1956	Total Fleet (DB):	124
Power:	3,240 kW	Manufacturer:	diverse
Speed:	100 km/h	Tractive effort:	363 kN
Weight:	121 t	Length:	18.6 m
Special features:	Withdrawn from service between 1991 and 1995		
Countries of Operation:	Germany, Austria		

**BUILT TO LAST:** The Class 194s were extremely sturdy, with some staying in service for as long as 50 years. Several are still operable to this day thanks to various museums and clubs.

## The “German Crocodile”

The distinctive Class 194 got its nickname from the even more famous (and even older) “Swiss Crocodile”. In the East German Reichsbahn, it was also known as the “Iron Pig” (Eisenschwein). It had six axles, could pull 1,000-tonne freight trains up 1.6% gradients at 50 km/h, and was also frequently used as a bank engine on the steep lines of southern Germany. Modern



freight train locomotives are 30 per cent lighter than the legendary 194, and deliver twice as much power.



**W**elding is hard work and it demands responsibility. But when you look at the result of your work, it fills you with pride and pleasure.” Those are the words of our colleague Wojciech Witkowski, a welder at the Pyskowice maintenance works operated by DB Schenker Rail Polska. The fact that the railway service was a “rough, hard, man’s job”, as the Bundesbahn officially stated in 1954, didn’t put Julia Bader off: The young shunting engine driver from Ludwigshafen was initially met with scepticism from her male colleagues, who wondered “whether I could do it too. I’ve convinced them all since then that I can.” This is the mould from which the people of DB Schenker Rail are made.

After the themes that the first four issues of railways this year have focused on, our title story for the end of the year intentionally centres on the people who keep the massive wheels of rail freight transport turning: thousands of people who will even work through the coming holiday period.

Today, DB Schenker Rail has a market share of 26.5 per cent, making it far and away Europe’s market leader. However, we won’t be resting and will be making every effort in 2012 to improve service and quality and to remain a reliable partner for trade and industry.

THANK YOU to our customers for placing your trust in your partner, DB Schenker Rail!  
 THANK YOU to our readers for your interest and diverse feedback!  
 THANK YOU to our colleagues for their professional hard work for our customers!

Happy New Year for 2012!

Best regards,  
 Your railways Editorial Team

**Title photo:** Lukasz Koch / **Photos:** Hans-Peter Scholz, Wiki05/Wikipedia



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Photos: Thomas Straub, Andreas Reeg





**OFFENBACH/GERMANY**  
**TRANSA IS BECOMING A FULL-LOAD SPECIALIST**

DB Schenker Logistics is to combine its rail-oriented full-load activities in Germany under the umbrella of its subsidiary, TRANSA Spedition GmbH. In addition, the products DB SCHENKERhangartner and DB SCHENKERraillog have been transferred to the Offenbach-based TRANSA. "We are thus strengthening TRANSA's position within the DB Schenker group structure," explains Hansjörg Rodi, Chairman of the Board of Management of Schenker Deutschland AG. "TRANSA is positioning itself in the German-speaking market as a specialist in large-volume full-load solutions. It promotes itself as an operator capable of organising the shipment of goods in large volumes, which lends itself to transportation by rail." TRANSA employs a 500-strong workforce and offers Europe-wide tailor-made solutions extending well beyond transport operations from A to B, and well beyond Germany's borders. [www.transa.de](http://www.transa.de) ok

**MAINZ/GERMANY**  
**SACHSENRÖDER LEAVES DB SCHENKER RAIL**

Karsten Sachsenröder, Head of Sales Europe and Region Central at DB Schenker Rail, left the company voluntarily at the start of November. "In Karsten Sachsenröder we are losing a proven specialist and industry expert, who has made a substantial contribution to the development of our European sales," said Dr Alexander Hedderich, CEO of DB Schenker Rail. "I regret his decision, but I thank Karsten for his efforts and his professionalism and I wish him every success for the future." Until the appointment of a successor, Axel Marschall, Head of Automotive Rail at DB Schenker (photo on right), has taken on Sachsenröder's responsibilities on a temporary basis. dv



**MILAN/ITALY**  
**TEN YEARS OF LIBERALISATION IN ITALY**

Autumn 2001 saw the first Italian private freight train run from Melzo in northern Italy to Zeebrugge in Belgium. This 10th anniversary of liberalised rail freight transport in Italy was celebrated at the end of October in Senago, Lombardy by some 130 business partners, employees and managers of NORDCARGO, the Italian subsidiary of DB Schenker Rail. The photo on the left shows the former Managing Director of NORDCARGO, Luigi Legnani, next to the current Managing Director, Giorgio Spadi. The first train that ran in 2001 belonged to what was then FNME Divisione Cargo, which later became NORDCARGO. DB Schenker Rail has held a stake in NORDCARGO since 2009 and has been the majority owner since 2010. The company is the second-largest rail freight operator in Italy, one of the most important overseas markets for DB Schenker Rail. dv



**THORNABY/UNITED KINGDOM**  
**SECURE SALT SUPPLIES**

With the shifting of transport operations from road to rail, the distribution of supplies of road salt is set to become more reliable and environmentally friendly in the UK. In cooperation with British salt and grit distributor Nationwide Gritting and Salt Supplies, and port operator Associated British Ports, DB Schenker Rail carried out the first long-distance salt transport operations by rail in September. The trains, each laden with 1,200 tonnes of road salt, set off from the port of Southampton in the South of England bound for Thornaby in the North-East. The project partners expect to be able to launch regular road salt services by rail in the near future. ok



**PHILIPPSTHAL/GERMANY**  
**THE SALT OF THE EARTH**

Representatives of K+S KALI GmbH, K+S Aktiengesellschaft and DB Schenker Rail Deutschland (DBSR) met in August at K+S KALI GmbH's Werra plant for talks about the role of DBSR in the group's distribution processes. The background to this was the logistics problems during the first six months of the year, which for K+S resulted in difficulties with the provision of supplies to some customers. Owing to a train accident in Italy and the associated prescribed checks on the wheel sets of freight wagons, not all wagons intended for transporting fertilisers could be used, which resulted in delays. Another aim of the meeting was to find solutions for optimising stability in rail operations and wagon availability. The photo shows the participants at the meeting in Philippsthal before the tour of the Werra plant. ok

Photos: DB AG/DB Schenker, DB AG, Nordcargo, DB Schenker Rail (UK), K+S KALI GmbH





# Always on duty

**Rail freight traffic is not only a massive job for the wheels – it's also and above all a job for people. Committed and well-qualified professionals with diverse qualifications work day after day and night after night to ensure that trains roll, signals turn green, furnaces don't go out and the supermarkets don't run out of Spanish sparkling wine. In the last issue of railways for 2011, the men and women without whom the wheels would stand still take centre stage.**

**WOJCIECH WITKOWSKI, WELDER FOR DB SCHENKER RAIL POLSKA AT THE PYSKOWICE MAINTENANCE WORKS IN POLAND**

## The island welder

Wojciech Witkowski works on an island in Upper Silesia. What? An island in landlocked Upper Silesia? Yes, it's true. Witkowski is a welder at the Pyskowice maintenance works belonging to the Polish DB subsidiary DB Schenker Rail Polska. It is the company's second-biggest repair facility, and it is situated on a long, narrow island between the Gliwice Canal and the manmade lake Dzierżno Duże – an old open-cast mine that was flooded many decades ago.

"If you count my time with PTK ZNiUT – who operated the facility before DB – I've been working here for a quarter of a century," says Witkowski, who lives in nearby Pyskowice. He started out as a lathe operator and worked his way up the career ladder to become a

welder, crane driver and foreman. "Welding is hard work and it demands responsibility. But when you look at the result of your work, it fills you with pride and pleasure." Witkowski, 44, is part of a 14-strong team of workers. "We've known each other for many years, which is why we make such a good team." With its 190 employees and 140 trainees, the Pyskowice facility repairs 80 freight wagons every month, mainly from DB Schenker Rail in Germany. Pyskowice lies directly north of the city of Gliwice in the Upper Silesian industrial region. Coal was exploited in this region long before it was first mined in Germany's Ruhr district.

It takes many strong arms and clever heads to run a shunting yard efficiently and safely. Maschen, for example, Europe's largest marshalling yard on the southern edge of Hamburg, employs 250 people who handle some 4000 wagons in a 24-hour period. They work as dispatchers or inspectors, engine drivers and shunters, or hump operators and checkers. As an established team, they breathe life into an extremely complex technical organism. As an interested layman, it is only possible to gain an overview and understand the processes in this shunting yard, which stretches for more than four kilometres, from a helicopter.

Anyone who works here must be able to cope with wind and weather, to be as fit for work at night as others are in the day and must agree to work shifts on Sundays and public holidays. After all, freight trains run round the clock, 365 days a year. That is a cast iron rule in this tough business. Railway workers have therefore always been bound by a strong team spirit, which can partly be explained by the risks and difficulties of the job. Furthermore, they must be able to rely unconditionally on every one of their colleagues in these teamwork-reliant processes.

Today, almost 33,000 people work for Europe's leading rail freight company, DB Schenker Rail (DBSR). Since the turn of the millennium, the liberalisation of EU rail freight traffic has brought this business sector of the DB group from the national to the international stage, with the result that today 44 per cent of all DBSR employees work outside Germany. Poland (5,300 employees), the UK (3,400) and Spain (1,100) have become important new "home markets" for DB Schenker Rail in the last few years.

"Each individual national company, however, also has its own identity and traditions," says Dr Rudolf Müller, Member of the Management Board for Human Resources at DB Schenker Rail. "Forming bonds

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JOHANN FENN, CRANE OPERATOR  
AT THE DUSS TERMINAL IN REGENSBURG, GERMANY:

## “It rocks up here”

Johann Fenn has the best possible view from his place of work. As a crane operator at the DUSS Terminal Regensburg East, the 42-year-old has to watch over things from the glass cabin of his monumental gantry crane. Fenn loads or unloads around 100 containers and swap bodies onto freight wagons or lorries during each shift, with fingertip accuracy and centimetre precision. “I use a joystick to move the containers around.” The information about which containers Fenn has to load and unload and where he should put them is delivered to a computer screen in his cabin. He covers four transshipment platforms with his 40-metre-wide and 16-metre-high crane, which runs on rails itself. “My crane rails are only 490 metres long, though.” Fenn’s job demands a sharp eye and a good head for

heights, “because my cabin rocks not only in high winds, but even when I lift or lower a load.” With the exception of weekends, the DUSS Terminal Regensburg East is open around the clock – for Fenn, this means he is continually changing between early, late and night shifts. The crane operator is very attached to his home in the Upper Palatinate. He spent 18 years commuting from Regensburg to Munich, where he worked as a fitter for DB Regio until 2008. “I had a five-hour commute every day,” he remembers – until he came across a job offer from DB subsidiary DUSS in his home town: “I didn’t have to think about it for long, and I signed up for re-training as a crane operator.”



between these corporate cultures is one of the long-term aims of our personnel strategy.”

In the world of rail freight, the era of national railways is coming to an end – with many new opportunities and challenges for employees. Language skills, which weren't important in the past, open up new career opportunities across borders, and not only for engine drivers. In the business sphere DB Schenker Rail can also offer employees with ambition and dreams prospects throughout Europe (see also page 46).

The railways are a male domain – this historical formula has been proven correct since railways were introduced in Germany in 1835. To be an engine driver has long been a dream job – but only for boys. From 1898, female clerks were allowed in a few specific jobs for the first time, as long as they remained unmarried. It was only during the two World Wars that girls and women joined the railways in any great numbers, because they now had to stand in for their husbands, the soldiers who had been called up.

Because “the railway service is a rough, hard, man's job,” as the company magazine Die Bundesbahn described it in 1954, women were not used in operational jobs. The East German Reichsbahn soon threw

**“We want to form bonds between our corporate cultures”**

**DR. RUDOLF MÜLLER**

this doctrine out, because it was a basic tenet of society in the socialist workers' and peasants' state that women and mothers were also workers. As a result, when Germany was reunified in 1990, two largely heterogeneous workforces collided: more than 40 per cent of East German Reichsbahn staff were women, but they counted for only 6 per cent of railway workers in the West. Today, the proportion of women working throughout the DB group is 21 per cent – the aim is set at 25 per cent for the year 2015. At DB Schenker Rail Deutschland, the number of women is also rising, although it is currently just over ten per cent.

Traditionally, DB is one of Germany's biggest training providers. At the beginning of September, the group was employing 3,400 trainees, 280 dual students and 400 participants in the “Chance plus” work experience placement programme throughout Germany.

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**ADELHEID MÜLLER,  
TRAFFIC CONTROLLER FOR  
DB NETZ AG AT THE SEDDIN  
SHUNTING YARD, GERMANY**

## An old hand in the signal box

“Not too much traffic today. DB Schenker Rail hasn't sent us many trains today, so it's a typical Sunday, really,” says Adelheid Müller, who is on a break during a long shift from 6am to 6pm and talking about herself and her work as a traffic controller in her Seddin Shunting Signalling Centre West. “I've been here for 40 years, first with the Reichsbahn, now with DB, but always here in Seddin.” The 57-year-old is an old hand here. Because shunting yards are part of the railway infrastructure, she works for DB Netz AG rather than DB Schenker Rail.

Adelheid Müller has set the points for tens of thousands of freight trains at her traffic control switchboard. The tone she uses to communicate with engine drivers and her colleagues in the two other signal boxes is rough, but warm – and the same Berlin accent comes back at her from the radio. The Seddin shunting yard to the south-west of the capital acts as a huge transport hub for rail freight traffic in north-east Germany. National and international transports all cross paths here. “We're open 24 hours a day, 365 days a year,” says the traffic controller. Adelheid Müller has had to adapt and learn new skills many times in her long career, which includes almost 20 years with the East German Reichsbahn. “I've been lucky in that I was always able to stay at Seddin.” She grew up a couple of villages away, lives 15 minutes by bicycle from work and “can hear the operations of the shunting yard from home.”





**JULIA BADER, SHUNTING ENGINE DRIVER  
IN LUDWIGSHAFEN, GERMANY**

## A woman at the controls

No, it's really not a ghost train that Julia Bader is controlling. However, it is often the case that her red Class 294 diesel locomotive sets off without her or anyone else on the footplate. But you can rest assured that everything is above board if the shunting engine driver is standing on a freight wagon at the other end of her train, controlling the 1100 hp shunting engine from there. "I do it all by remote control," explains Julia. "You can tell that the train is radio-controlled by the lights next to the side windows."

This is how the 24-year-old woman from Ludwigshafen describes her curious-sounding job description as a shunting engine driver: She doesn't just work on the footplate, but often gets off to couple or uncouple wagons

manually. As a result, Julia Bader does not necessarily need a colleague to assist when she takes wagons from the Ludwigshafen goods yard, where she is stationed, to customers in Speyer, Landau or Neustadt (Weinstraße). This is girl power at its best. "Of course, coupling is a physically demanding task. But I've been doing gymnastics for 16 years, and that's a sport that demands strength," says Julia. - She also reveals her favourite piece of apparatus: the asymmetric bars. The fact that she is a woman doing every boy's dream job was only an issue at the beginning: "Most of my colleagues were sceptical of whether a woman could actually do it. I've shown them that I can since then."

**AHMED TAKHYAMTI, EMPLOYEE  
AT THE TRANSFESA AXLE CHANGING FACILITY  
IN CERBÈRE, FRANCE**

## Making change happen

It takes Ahmed Takhyamti between three and six minutes to prepare a European standard gauge freight wagon for use on the Iberian Peninsula. Takhyamti, 61, works at the station of Cerbère on the French border, where the Spanish DB subsidiary Transfesa has an axle changing facility. His workplace is virtually directly on the Mediterranean beach. "I have been responsible for replacing axles and tuning brakes here for 27 years now," says Takhyamti.

Freight trains coming from France enter the spacious facility on 1.435-metre standard gauge axles. Each wagon is then hydraulically lifted, and Takhyamti and his co-workers set about removing the axles and replacing them with wider (1.676 m) Iberian gauge axles - or vice versa for the return journey. "Here in Cerbère we handle between 50 and 400 wagons daily," says Takhyamti, who enjoys hiking in the mountains in his spare time. The axle changing terminal where Takhyamti works, at the break-of-gauge point between the standard and Iberian gauges, saves cross-border freight from needing to be transferred to different wagons.





Photos: Lukasz Koch, Thomas Straub, Max Lautenschläger, Bernd Euring, Cyntille Cadet, OMV Deutschland GmbH

**RAIMUND KAMMERGRUBER, LOADER FOR DB SCHENKER RAIL AT THE FACTORY SHUNTING SERVICE AT OMV IN BURGHAUSEN, GERMANY**

## Safety is the be-all and end-all

The experts at OMV in Burghausen call it C6 – the mineral oil intermediate product that arrives at the refinery in Lower Bavaria in countless tankers from Vienna several times a week. One of the men responsible for receiving this liquid freight is Raimund Kammergruber of DB Schenker Rail: “We fit two nozzles to each tanker in the loading station: through one, the C6 is unloaded in an hour and a half, while nitrogen is pumped back into the tanker through the other. There’s room for six wagons in the loading station at any one time. It takes us roughly one shift to unload a whole 16-wagon train.”

The 30-year-old has been working as a loader in Burghausen since 2008, where 39 DB employees provide a comprehensive factory shunting service for OMV, working in three shifts. The Austrian mineral oil group produc-

es benzene from the C6. “When we’re loading the benzene, we have to wear not only protective glasses, but also a filter mask because of the vapour,” explains Kammergruber. “Safety is the be-all and end-all in my job.” The man with the striking goatee originally trained as a butcher, before a desire for a change of career in 2008 inspired him to apply to the DB Schenker Rail factory shunting service for OMV in Burghausen: “Everything is going well for me now.” Kammergruber lives with his wife and child in Kirchdorf, about 20km away, where the river Inn provides the ideal location for his hobby: “I go fishing there for trout, carp or pike.” However, others have to eat what he catches, because Kammergruber doesn’t like fish. “But I love the peace and quiet of angling.”

DB provides training at more than 20 locations in more than 25 business service oriented, commercial-technical, traffic and IT trades, and offers dual degree programmes in 18 different subject areas. Since 2006, the number of trainees has risen by almost 40 per cent.

For newcomers to the industry, DB is still the employer of choice even once they have completed their training: over 90 per cent of all trainees are then taken on in a permanent role. The fact that they will spend their entire working lives with DB is no longer a given since rail reforms and the privatisation of the DB group. Nevertheless, many railway workers still remain loyal to their company for their whole working lives, even today. It’s therefore no surprise that the average length of service at DB Schenker Rail is over 27 years.

As with most companies in Europe, the average age of the DB workforce is getting older. A good half of all employees today are over 50. “How we counter demographic change also affects the success of the

## “How we counter demographic change also affects the success of the company”

**DR. RUDOLF MÜLLER**

company,” explains Rudolf Müller, Member of the Management Board for Human Resources. “Many issues gain in significance in connection to this: for instance, we have to improve DB Schenker Rail’s positioning in the employment market and intensify our recruitment efforts, while also working to secure the employability of older employees through initiatives such as preventive health management.”

Furthermore, lifelong learning is becoming more important: in a work environment that is changing faster than ever before thanks to the rate of innovation, the acquisition of professional qualifications no longer finishes at the end of a training course or on completion of studies. The lengthening of the working lifetime also plays a role here. For employees with physically demanding roles in particular, it is important to find alternatives for the latter part of their working lives with other tasks within the company – to retain the know-how of this experienced workforce. ok ■



# What has been! What is to come?

The Christmas holidays in 2011 will not be the most peaceful for politicians, managers, bankers, investors and taxpayers alike.

In many countries the euro crisis has stalled economic activity and clouded future prospects. Certainties are shrinking - and uncertainty is growing.

Nevertheless, the real economy can look back on a strong 2011. From January to June, DB Schenker Rail's transport volume in Western Europe rose by 21.6 per cent, in Eastern Europe by 15.7 per cent and in Central Europe by 5.6 per cent.

For railways, three DB Schenker Rail managers and four key customers take stock and try to assess the prospects for 2012.

Photos: Marc Darchingey/Deutsche Bahn AG, Bernd Roselieb, privat, Danone Waters UK & IRL, Pablo Castagnola, Daimler, Oliver Tjaden



## Dr Alexander Hedderich

(46) is CEO of DB Schenker Rail

*We now run our own trains in 15 countries. On the way to becoming a truly European freight railway, we have done well this year and we will continue this work consistently in 2012. We will increase our reliability, because we know that this aspect is most important to our customers. The factor cost does worry me, however: in comparison with 2007, we currently have to spend around 22 per cent more on energy and 20 per cent more on our staff. Even if we continually work to improve our efficiency, price rises are inevitable. Internally, we are developing strategies for demographic change. After all, 50 per cent of our workforce is over 50 today.*





### Alain Thauvette

On the DB Schenker Rail Management Board, the 56-year-old French Canadian is responsible for Region West, including Euro Cargo Rail (ECR) in France, DB Schenker Rail UK in the UK and Transfesa in Spain.

*Our three core markets, the UK, France and Spain, each developed very differently in 2011. In France, where we managed to increase ECR's turnover by 35 per cent, extensive construction works are affecting our operations, and will continue to be a concern in 2012. In the UK, we had a very good year with a turnover increase of 11 per cent, rising market shares and a pleasing profit. In Spain, we are battling against the recession with Transfesa. The commitment and ingenuity of our employees there is a great help in our efforts to maintain profitability. Next year will not be any easier than those that preceded it. However, if the real economy is stagnating we can still grow by being innovative and increasing our market shares in Western Europe.*

### Sławomir Babicz

(42) is the Logistics Director for Lafarge Kruszywa i Beton in Poland.

*2011 was a good year for Lafarge in Poland because we managed to sell more building materials than ever before. But for me as a logistics director it was also a difficult year, marked by the introduction of new safety standards for road haulage. It will be interesting to see how these new law regulations on road haulage operators will affect the market over the coming year. I would like to see the long-term cooperation between Lafarge and DB Schenker Rail Polska continue – but that depends not least on wagon availability and also on DB's readiness to provide the services offered to us.*



### Edward Rakowski

Logistics Manager with Danone Waters UK & IRL, handling the Evian and Volvic brands among others.



*It was a challenging year for Danone Waters UK, not least owing to the worst summer for decades. Yet we are and remain the market leader for bottled mineral water beverages. We see potential for growth in 2012 because health awareness keeps rising and water plays a key role in healthy eating. In addition, we are planning an exciting innovation next year. The reduction of CO<sub>2</sub> emissions is an important goal for Danone Waters UK, and DB Schenker Rail is set to play a leading role in these efforts. In 2012 we intend to transport 85 per cent of our shipments in the UK by rail. This may sound rather ambitious but we aim to get as close as possible to this target.*





## Hans-Georg Werner

(52) is Managing Director on the board of DB Schenker Rail East (Eastern Europe) and CEO of DB Schenker Rail Polska

*In Poland, we have managed to turn things around in 2011 and get into the black, thanks to superb team performance. This shows that our structural changes are taking effect, although not yet to the anticipated extent. In Romania and Bulgaria, we have achieved double-digit growth and are being taken more and more seriously as a competitor to the state railways. Our aim and our image in Eastern Europe are not to be the cheapest, but to be the best. In general, my wish for 2012 is that the liberalisation standards in Western Europe should also stretch to Eastern Europe. For example, we still have major bureaucratic hurdles to overcome with our transports towards Belarus.*

## Dr Holger Scherr

(41) heads the worldwide logistics activities for Daimler AG.

*2011 was a year full of contrasts for us. After a confident start, the earthquake disaster in Japan has left us with a completely new set of challenges. We have established interdisciplinary task forces to secure parts availability, which has been a huge effort for the entire team. We assume that 2012 will be a good year for us. We have a flexible structure and we can react quickly. The current uncertainties in the market have nevertheless taught us that we must continually develop our supply chains to achieve better robustness and flexibility. We expect our long-standing partner to make a reliable contribution to our supply chain in 2012 – whether for production supplies or vehicle distribution. We have significant product ramp-ups on the way, for which we will be counting on the railways.*



## Jacques Koch

(58) is General Manager, Purchasing & Procurement Europe at Arcelor Mittal in Luxembourg.

*Demand-oriented wagon availability was not always sufficient for us this year. However, it should be noted that thanks to a good working relationship, DB Schenker Rail managed to cushion these bottlenecks for the most part, through increased vehicle turnover, for example. As an international group we are hoping that DB will press ahead with the development of the European rail network in 2012. Next year will be characterised by high volatility and will therefore be difficult to plan for. We are hoping for an increased response rate in this regard. The price increase announced concerns me because as a steel producer we are confronted with fiercer global competition than other sectors. Europe has to make sure that it does not harm its own competitiveness.*





# Merry Christmas and a Happy New Year!

DB Schenker Rail would like to wish all its customers, partners and friends a very merry Christmas and health, wealth and happiness for 2012.

**OUR PHOTO SHOWS THE FREIGHT TRAIN 51657** at Grobau on the Saxon-Franconian trunk line en route towards Hof on 29 December 2010. The Class 232 diesel locomotive, made in the USSR, has been given the nickname "Ludmilla" by railway insiders. DB's operations don't take a break for the festive season. On Christmas Eve alone, from 24 to 25 December, some 33,000 DB employees will be working in Germany, including engine drivers, dispatchers, shunters and guards.

Every year, DB makes sure it is well prepared for snow, ice and cold. After two extremely snowy winters, the DB Group has invested more than €70 million extra this year, a figure which will climb to a total of around €300 million by 2015. The aim is a sustainable increase in rolling stock and infrastructure availability – even in extreme weather conditions.



# Trans-Eurasian overland route

DB Schenker Rail Automotive has established a daily rail connection to China for BMW. The new services halve the transport time compared with the sea route.

It is a route which could come straight from an adventure novel: starting in Leipzig, the journey proceeds via Poland and Belarus to Moscow, and from there via the Trans-Siberian Railway further and further eastwards, through the Urals and past the obelisk which marks the dividing line between Europe and Asia. On its way through the vast expanse of Russia, the train passes through the cities of Perm, Yekaterinburg, Omsk and Krasnoyarsk, before crossing the border with China close to the town of Manzhouli. The destination of the almost 11,000-kilometre-long journey is Shenyang, the former capital of historic Manchuria.

Shenyang in China's North-East is bigger than Berlin and a centre of the Chinese automotive industry. BMW operates a plant here in a joint venture with the Chinese company Brilliance. In early 2011, DB Schenker Rail Automotive sent the first trial trains along this overland route on behalf of the Bavarian carmaker. Since the end of November a container train laden with auto parts has now been running to Shenyang on a daily basis. "We see it both as recognition and an incentive that the very demanding automotive industry entrusts us with transporting its consignments over such long distances," comments DB Schenker CEO Dr Karl-Friedrich Rausch. "At DB Schenker we are also working on solutions for how to sensibly combine our various train services to China and thus operate them more efficiently," he adds. Under DB Schenker's supervision, a dozen trains have made the journey between Chongqing and Duisburg this year, on behalf of international electronics groups.

The big advantage of the trans-Eurasian overland route is that the trains cut the journey time almost in half compared with sea-going vessels.

With the new train to China, BMW's shipments reach Shenyang in the Chinese hinterland within 23 days. The wagons leave the Leipzig-Wahren transshipment station with 40 containers. Their contents are complete kits for BMW models, which are then assembled in China into cars for the Chinese market. A vehicle consists of some 8,000 parts, which are packed in Leipzig and stowed in the containers before they embark on the journey to China. DB Schenker Rail Automotive's subcontractor is the Far East Landbridge company, which is chiefly responsible for transport handling within Asia and had already been doing business with BMW.

## Changing worlds

DB Schenker Logistics has been setting up a new 63,000-square-metre logistics centre in the north of Leipzig on behalf of BMW in recent weeks, for the storage and packaging of components. This is where the containers are loaded up and sent to the loading station by truck. BMW's plant in Rosslyn, South Africa, also receives its supplies from Leipzig - albeit not by rail.

DB Schenker Rail Automotive manages the rail transport operations to China as general contractor in cooperation with the railway companies of the transit countries and China. Along the route, handovers need to be organised and customs formalities arranged. The start of the transport service was preceded by months of negotiations so as to ensure a smooth process.

Indeed, the transport operation poses special challenges not only in terms of organisation but also technically. The shipment has to be transferred to wagons with a different gauge twice during the journey. The European standard gauge comes to an end on the border

## 11,000 kilometers in 23 days

Container trains link Leipzig in Germany with Shenyang in China



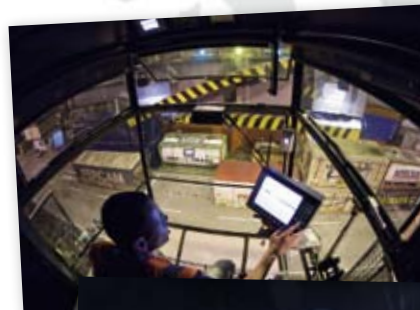
**MOSCOW** The Russian capital is the starting point for the almost 10,000-kilometre-long track of the Trans-Siberian Railway.



**YEKATERINBURG** Close to the city in the Urals, the train passes the dividing line between Europe and Asia.



**BREST** In the Belarusian city all trains travelling eastwards have to be changed over from the European standard to the Russian broad gauge.



**LEIPZIG** The BMW containers are loaded onto freight wagons at Wahren transshipment station.







**TAIGA**  
A large part of the route passes through the forests of Siberia.



**SHENYANG** In this city of close to six million inhabitants, BMWs are assembled for the Chinese market.



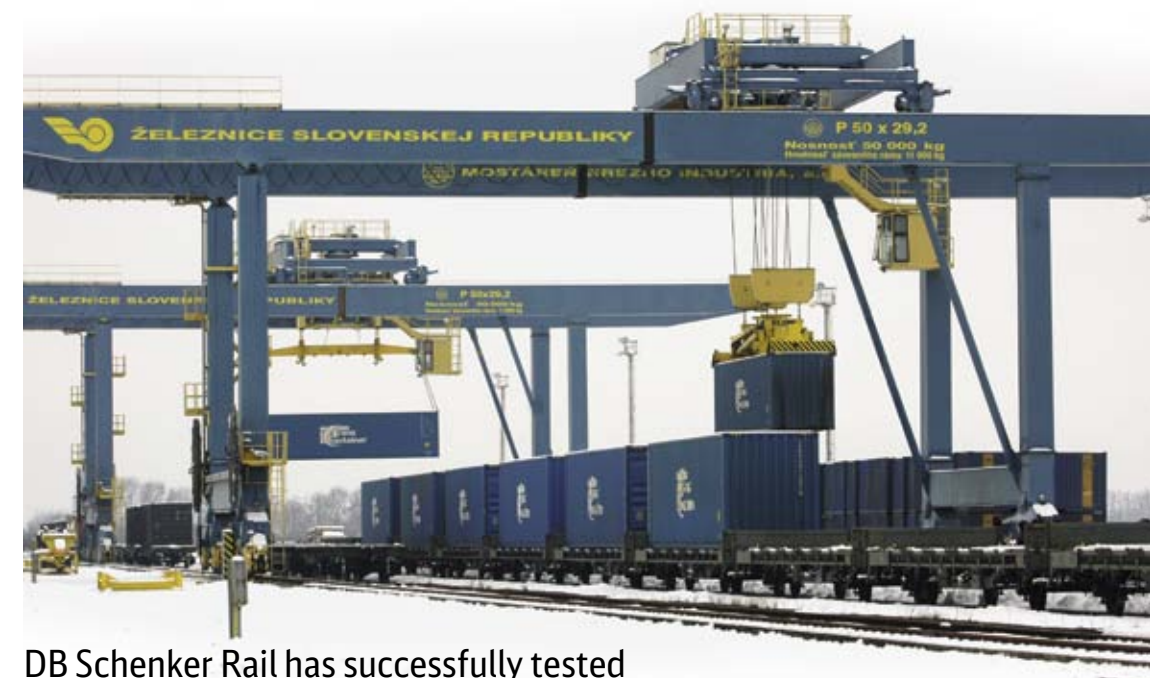
between Poland and Belarus, where the Russian broad-gauge system takes over, extending to Russia's border with China. Here the standard gauge resumes.

"The customer must be able to depend fully on the deliveries and therefore we have to be not only quick but also completely reliable," says Axel Marschall, Head of DB Schenker Rail Automotive. He adds: "To ensure that nothing gets lost or damaged on such a long journey with so many partners involved, packaging and load securing are crucial. And with temperatures falling to as low as -30°C, we also have to protect the freight from frost damage."

The China trains for BMW have been operating daily since November - the supplies to the plant in Shenyang have thus reached their desired long-term frequency. Yet for Marschall, the China train project is just in its early stages. "There is great interest among other car manufacturers," notes the manager, adding, "We have already received specific enquiries from some of them about assisting them with their rail logistics to Asia." The return load is also being worked on. "Various Asian companies have already expressed an interest in using our train for their shipments to Europe," Marschall concludes. **dv** ■

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## Ukrainian alternatives



DB Schenker Rail has successfully tested an alternative route via Ukraine for the shipments of Volkswagen from Slovakia to Russia.

**THE SLOVAKIAN TKD DOBRÁ TERMINAL, CLOSE TO THE UKRAINIAN BORDER:** here, transport operations can be switched to the Russian broad gauge. This makes alternatives to the usual route through Brest in Belarus possible.

In almost no other industry are production logistics as complex as in the automotive industry. For instance, Volkswagen produces its Touareg SUV in Bratislava, Slovakia, with another plant in the Russian motor city of Kaluga, where the model is assembled. Complete vehicles from Bratislava are reduced to individual components again in Slovakia and taken to Kaluga in kit form, where they are finally assembled for the Russian market.

The Touareg parts are loaded into containers and taken by rail to Kaluga under the responsibility of DB Schenker Rail Automotive (DB SRA). In addition to the route used up to now, through Poland and Belarus, DB SRA successfully tested an alternative route via Ukraine in the summer of 2011 at the request of VW. "Even if transport through Poland and Belarus has worked well for years, problems could arise at any time," explained Michael Klaus at Volkswagen Logistics. "Because our Russian plant relies on an absolutely secure supply, we need an alternative route that we can switch to in the event of any problems."

"The establishment of the alternative route has cost us a lot of effort," remembers Natalya Martynova, project manager at DB Schenker Rail Automotive. "In projects like these, there are a lot of technical, legal and bureaucratic hurdles to overcome." For instance, all transports have to be transferred from European standard to Russian broad gauge. For the Touareg transports up to now, this has taken place in Brest, Belarus.

On the test run through Ukraine, containers were switched to wagons with Russian broad gauge in the Terminal TKD Dobrá. This terminal close to the Slovakian-Ukrainian border has been hired by the DB Schenker Rail Automotive Partner JSC TransContainer and has lines of both gauges. DB SRA's partners on this alternative route are the rail companies ZSSK Cargo (Slovakia), ZU (Ukraine) and RZD (Russia).

To make these journeys as cost effective as possible, DB SRA has developed a special transport concept: a broad gauge train carrying empty containers travels south-west from Kaluga at the same time as a standard gauge train travels north-east from Bratislava. Both trains meet in Dobrá, where they swap containers and return to their starting points.

"We have proven that the route via Ukraine works. In case of disruptions on our usual route through Poland and Belarus, Volkswagen and DB SRA are prepared," explains Martynova. "Now we're working out the details to make this route even more commercially attractive - so that it can become a long term alternative." **dv** ■

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Illustrations: ilurteam43  
Photos: Uwe Winkley/Deutsche Bahn AG, Konrad Wothe/LOOKFoto, Andreas Bastian/Canal, Heinz S. Tesarek/Anzenberger.com, Nicholl/Iaif, Wolfgang Kaehler/Corbis, DB Schenker, TransContainer-Slovakia



# Luxury aroma from Berlin

Kraft Foods marked the 50th birthday of its Jacobs coffee roasting plant in Berlin with a leisurely coffee excursion by rail. DB Schenker Rail supplies the plant with green coffee twice a week from the port of Bremen.

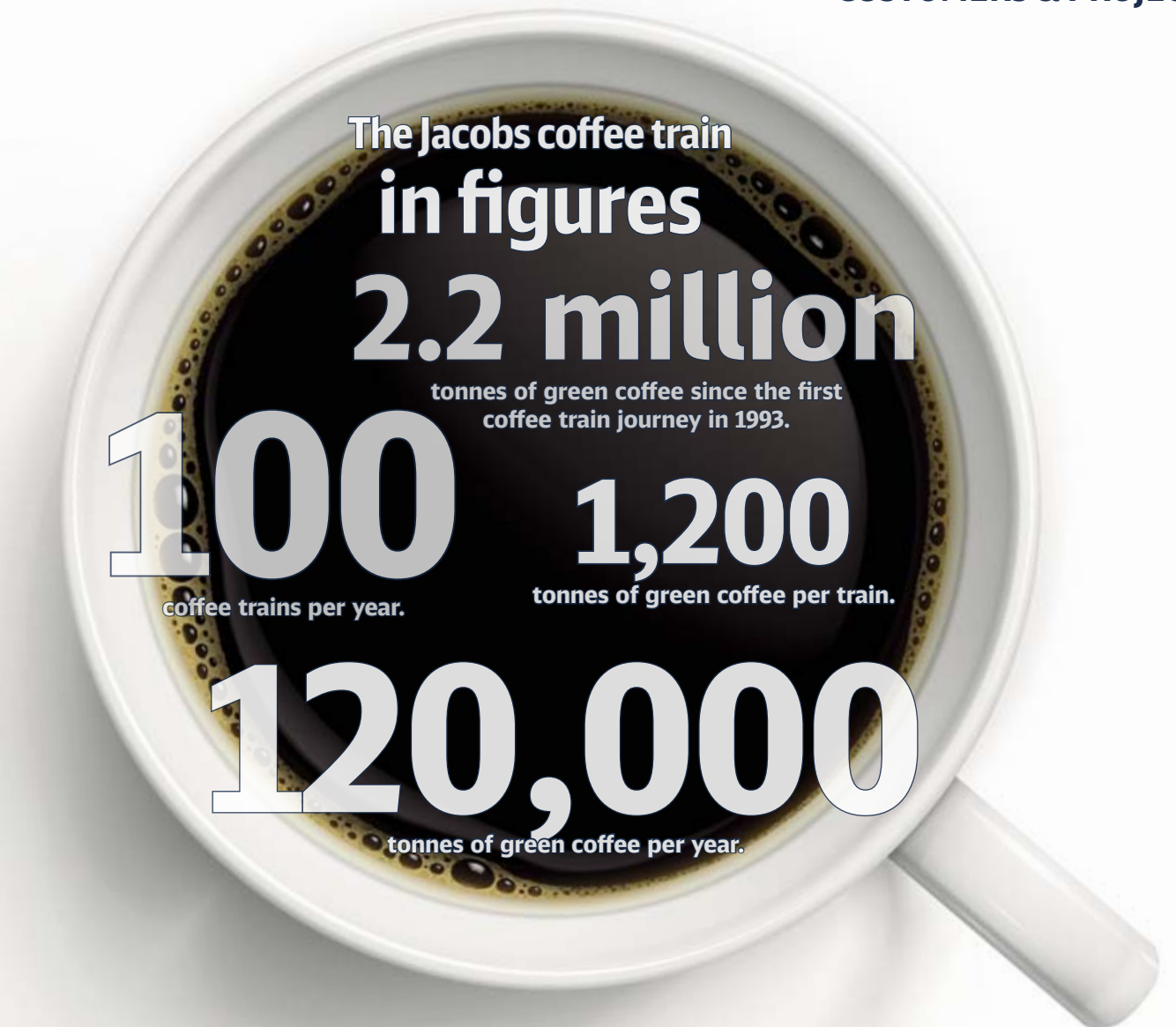
What could be more appropriate than a leisurely coffee excursion when a major coffee roasting plant is celebrating a milestone birthday? This is exactly what the Kraft Foods group decided to do to mark the fact that its well-known Jacobs coffee brand has been produced in Berlin since the autumn of 1961. The company kicked off its anniversary celebrations on "Coffee Day" in a DB buffet car, to which a few freight wagons with bulk containers had, of course, been attached. It is in containers like these, after all, that the green coffee beans arrive at the coffee roasting plant in Berlin in two block trains per week from the Bremen Holzhafen terminal. The company's biggest coffee plant worldwide, located in the district of Neukölln, employs 250 people.

"Coffee consumption and the various methods of preparation have changed greatly over the past five decades. In addition to the classic filter coffee, Jacobs Krönung can now be enjoyed in many different variations," noted Jürgen Leifse, Head of Kraft Foods for the Germany, Austria and Switzerland region, during the one-hour coffee trip. The Group has long since adapted to new trends and now produces its Tassimo products, among others, in Berlin, for easy coffee making at the push of a button.

On its milestone birthday, Kraft Foods chose not only to look back but also to look ahead to the future. Through the expansion of cooperation with organisations such as Rainforest Alliance, Fairtrade and 4C Association, the aim is that the beans for all European coffee brands – including, for example, Kaffee HAG and Onko – will come from sustainable sources by 2015.

Kraft Foods has been supporting the protection of natural resources in coffee-growing countries for over 15 years. It is therefore only natural that this group of companies listed on the Dow Jones Sustainability Indexes should also be relying on environmentally friendly modes of transportation for its

shipments. "The partnership between DB Schenker Rail and Kraft Foods is now entering its 19th year," says Stephan Strauss, Head of the Building Materials, Industrial and Consumer Goods division at DB Schenker Rail. "Kraft Foods thus demonstrated its pioneering role regarding environmentally compatible transport operations long before the current debate about CO2 emissions. We look forward to being able to continue to support Kraft Foods in this way as a partner for sustainable transportation by rail."



**BERLIN-GESUND-BRUNNEN STATION:** At the starting point for the coffee excursion the platform was converted into a café.



Photos: Kraft Foods Europe GmbH, iStockphoto



**BERLIN-NEUKÖLLN:** Containers with green coffee are unloaded on the site of the Jacobs

**ABOUT KRAFT FOODS**

Kraft Foods is the world's second-largest food producer and, since its takeover of Cadbury, the world's largest supplier of confectionery and biscuits. In Central Europe, the US Group is among the leading manufacturers of coffee, chocolate and cheese products. Its most well-known brands in Germany include Toblerone, Philadelphia, Miracoli, Miracel Whip and the Kraft range of fine foods, in addition to the coffee brands Jacobs, Tassimo and Kaffee HAG, Milka.

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**BOTTLED JOY:** Spanish sparkling wine waiting to be unloaded for the festive season in Germany.

# Sparkling wine shuttle

During the peak seasons in the run-up to Christmas and Easter, DB Schenker Rail transports six million bottles of Freixenet sparkling wine from southern France to Darmstadt on behalf of DHL Food Services.

**T**he corks are popping in Germany. More than 270 million bottles of sparkling wine were consumed across the country in 2010. Over 25 million of these come from Freixenet; whilst the market as a whole grew only marginally compared to the preceding year, the Spanish producer increased its sales by almost 13 per cent. The Catalan company supplies not only Cava, the regional sparkling wine speciality produced according to the Champagne method, but also more than six million bottles of wine. DHL Food Services, the food logistics specialist of Deutsche Post AG, is responsible for transporting the shipments from the Freixenet bottling plant in Vilafranca del Penedes near Barcelona to the distribution centres in Germany.

When the sparkling wine market literally foams over before holidays such as Christmas, New Year and Easter, truck capacity regularly runs short. For this reason, DHL Food Services has been utilising the services of DB Schenker Rail for a proportion of its

sparkling wine shipments since December 2010. "We need additional transport capacities for the increasing volumes," says Andreas Imme, Head of the Mannheim branch and Product Manager for German Rail Operations at DHL Food Services. "With DB Schenker Rail we now have the opportunity to shift the transport operations for our customer Freixenet systematically from road to rail."

## Comprehensive door-to-door logistics

DB Schenker Rail performs all the transport services for south-west Germany. Since the Freixenet plant does not have its own rail siding, the first leg to Perpignan in southern France is by truck. "Barcelona was in fact recently connected to the European network, making it possible to transport shipments from there to Germany without a transfer from the Spanish broad gauge to the European standard gauge system," explains Frank Hommel, Customer Advisor at DB Schenker Rail's Building Materials, Industrial and Consumer Goods division, adding: "However, use of the route is not yet competitive, which is why we prefer to use our Railport in Perpignan for these shipments." From there the fizzy cargo travels via the French and German rail networks to Darmstadt, where the pallets are unloaded onto trucks and delivered to the Freixe-

net distribution centre in Bingen am Rhein.

DB Schenker Rail's 'Spain shuttle' guarantees the required speed, reliability and economic efficiency for these transport operations. Wagons travel between Germany and Spain via a direct train between southern France and Germany, which operates six times a week. Lerouville in Lorraine is the connecting station to the German system of transport in individual wagons, and the Darmstadt Railport provides sufficient infrastructure and equipment for the storage and unloading of the freight onto trucks.

The transportation of such sensitive cargo as sparkling wine also poses special challenges for load securing. "To ensure that no bottles get broken during shunting operations, the pallets are carefully wrapped in foil and secured so that they don't slip," says Hommel. "This makes transportation by rail very gentle and secure. There has been no significant damage to report since the Freixenet transport operations began," he adds. DB Schenker Rail is thus helping to ensure that nothing can spoil the German appetite for sparkling wine during the forthcoming festive season. *dv* ■

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**CULT BRAND:** Freixenet's headquarters in the Catalonian Sant Sadurn d'Anoia.

*How much Spanish sparkling wine do you transport to Germany?*

Imme: Sparkling wine is drunk throughout the year but the peak season is of course in December and in the run-up to Easter. Production of the volumes for Christmas and New Year is just getting underway. We estimate that we will transport up to six million bottles in total with DB Schenker Rail in 2011. For next year we are planning an increase; then we would like to use further Railports for transports to the supply stores and central warehouses from which our customers in Germany are in turn supplied.

*Why are the shipments being transferred from road to rail?*

Hommel: During the peak periods in particular it is difficult to find sufficient truck capacity. With our 'Spain shuttle' and our Railport system we can transport the volumes quickly and reliably – even now in December. Economic efficiency also plays a key role for DHL Food Services and Freixenet. Within our network we can ensure a high reloading level, which is reflected in lower prices for our customers.

*Does the environment also play a role?*

Hommel: Yes, the environmental aspect is also important to our customer. By shifting shipments from road to rail, DHL Food Services is making a key contribution to preserving a healthy environment for present and future generations. DB Schenker Rail provides evidence of this in the form of a certificate which shows how much CO<sub>2</sub> emissions have been cut with rail transport compared to truck haulage. DHL Food Services uses this data in its environmental reporting and passes it on to its customer Freixenet.

*How will the cooperation between DHL Food Services and DB Schenker Rail develop further?*

Imme: Now that the transport operations via Perpignan have been successfully implemented, we are starting with the collections from northern Spain via the terminal in Bayonne. With DB Schenker Rail's help we can organise the logistics of our supplies of wine and sparkling wine from wine-growing areas to Germany by rail. Longer distances throughout Europe are also conceivable in the future. ■

**JOINTLY ENSURING A RELIABLE SUPPLY OF SPARKLING WINE:** Andreas Imme (r.) and Frank Hommel.

## Increasing volumes

Questions to Andreas Imme, Product Manager for German Rail Operations at DHL Food Services, and Frank Hommel, Customer Advisor at DB Schenker Rail's Building Materials, Industrial and Consumer Goods division



# Modern DB Schenker Railport expands range of logistics services

Companies can now implement modern and environmentally friendly concepts in Nuremberg. Across Europe, DB Schenker offers its customers the option of door-to-door logistics with over 100 multimodal rail logistics centres.

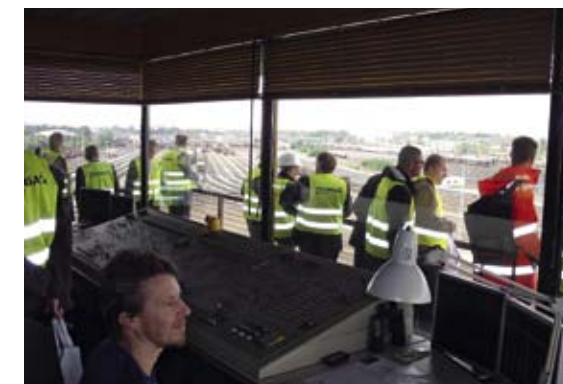
**A** grand reception in Nuremberg: three months before its opening, DB Schenker Rail and DB Schenker subsidiary TRANSA Spedition invited customers to witness the efficiency of the new DB Schenker Railport for themselves. Following a presentation of the concept at the DB Museum, the guests and hosts went on to tour the new warehouse and the Nuremberg marshalling yard.

In the wake of the sale of DB land, the old loading bay was shut down in 2010. For the period up to the commissioning of the new facility, DB Schenker Rail and TRANSA Spedition came up with a temporary solution.

The new Railport offers potential which extends far beyond what has been possible to date. "The location provides ideal conditions for multimodal and cross-sector rail logistics," says Wolfgang Rebhan, Head of Regional Sales Nuremberg with DB Schenker Rail, adding "Our customers have a direct connection to the rail freight transport network and can reach any European economic centre from here."

DB Schenker Rail is the owner of the new facility, which is operated by TRANSA. The 5,000-square-metre warehouse is designed for storing a wide variety of cargo. For example, it provides for the requirements of the paper processing and printing industry, which is a strong sector in the Nuremberg region: with a floor capable of bearing up to 20 tonnes per square metre and a warehouse height of nine metres, the handling of the largest paper rolls produced by European paper mills presents no problems. Even in the coldest of winters the warehouse can be heated to a temperature of 16°C; it is therefore also ideally suited to the storage of many types of palletised cargo and consumer goods. State-of-the-art equipment ensures that the facility is both environment- and climate-friendly: geothermal heating and a photovoltaic system reduce CO<sub>2</sub> emissions by some 200 tonnes every year.

The new DB Schenker Railport's close proximity to the train formation facility in Nuremberg with its numerous long-distance connections across the DB



**DURING THE TOUR** the guests were able to see for themselves the vast extent and effectiveness of the train formation depot at Nuremberg marshalling yard.

Schenker Rail network also has a very favourable impact on the transport times for the goods.

In addition to existing customers at the Nuremberg site, other companies have already expressed an interest in using the new DB Schenker Railport from 2012. "We offer our customers a whole range of services from a single source and the opportunity to implement up-to-date and environmentally friendly transport concepts," notes Andreas Werk, the project manager responsible for implementing the building project within DB Schenker Rail's Railports and Rail Projects unit. "We are confident that we will be able to convince other locally based companies of the benefits of our concept in the coming months," he adds. ■

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### DB SCHENKER RAILPORTS AND RAIL LOGISTICS CENTRES

At over 100 rail logistics centres, DB Schenker offers its customers the opportunity to benefit from the environmental and economic advantages of rail transport. Companies using DB Schenker Railports or DB Schenker Rail Logistic Centres achieve time savings through 24/7 production (no ban on weekend driving) as well as cost and efficiency benefits thanks to savings in their own storage capacities and the bundling of transport operations.

Photos: Andreas Reeg, Freixenet, DB Schenker





## Business is booming

DB Schenker Rail ships vegetable oil and biodiesel for biofuel manufacturer Tecosol between Rotterdam and Ochsenfurt, amongst other routes.

**OIL FOR OCHSENFURT:** Tank wagons bring some 18,000 tonnes of vegetable oil annually to the Tecosol factory, where it is refined to make biodiesel.

In May, fields are ablaze with the yellow flowers of oilseed rape, the main plant used in the production of cooking oil. But that is not all that rape is useful for: it also forms the basis for the environmentally friendly fuel biodiesel. In addition to rapeseed oil, Tecosol GmbH uses other vegetable oils and waste cooking oils for producing biodiesel, a substantial proportion of which comes via the major EU trading port of Rotterdam. Once the oils have arrived in Lower Franconia, the company refines them at its factory in Ochsenfurt to make biodiesel for powering diesel engines.

“Environmental protection is an important part of the corporate philosophy for the relatively young company Tecosol, and for this reason, following a number of successful trials in May 2011, they chose rail traffic by DB Schenker Rail for the transportation of their raw materials and diesel,” explains Annette Wilms-Langer, Customer Advisor at DB Schenker Rail. The raw materials are brought from Rotterdam to the factory in Ochsenfurt in block trains of tank wagons, each carrying 1,000 net tonnes. Some 18,000 tonnes are expected to be shipped in the first 12 months alone.

DB Schenker Rail is also responsible for transporting the resulting biodiesel – totalling some 6,000 tonnes annually – to various warehouses across Germany. In addition to the straight transport operations provided by DB Schenker Rail, Tecosol also uses services from the tank wagon specialist DB Schenker BTT, including supplying the wagons and managing all wagon repairs.

“Our work for Tecosol is logistically challenging,” says Wilms-Langer. “The frequent changes in volumes and deadlines mean we need to be very quick on our feet. We also need to coordinate well with the sugar company Südzucker: the Tecosol factory is located on their premises, and the tank wagons need to be passed over to their factory shunting service.”

Wilms-Langer believes that the age of biofuel has only just begun. “We hope that, as consumption increases, we will be shipping ever greater volumes for Tecosol.” *dv* ■

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Photos: Annette Wilms-Langer/DB Schenker, Hafen Nürnberg-Roth GmbH

## Breaking down boundaries

An innovative production concept makes TFG Transfracht's container transport operations in seaport-hinterland traffic more efficient.



As a leading German operator in seaport-hinterland traffic, TFG Transfracht transports large volumes of goods from the ports of Hamburg and Bremerhaven to various destinations across Germany, Austria and Switzerland on a daily basis. The Maschen marshalling yard near Hamburg usually serves as a hub and train formation depot for transport operations to the south. Many of DB Schenker Rail's container trains operate between Maschen near Hamburg and the 15 German hinterland terminals on behalf of TFG, making the operator a key customer of the Intermodal division.

Thanks to an innovative transport concept, the TFG services between the North Sea coast and southern Germany will be operating even more efficiently from December 2011. To date, five block trains have been running from Maschen to Augsburg or to Bamberg and back again every week. Under the new production concept all trains will terminate in Nuremberg, the terminal there serving as a hub from which the TFG containers will be transported in feeder trains on to Bamberg or Augsburg. “The concept of handling maritime transport operations via hinterland hubs is new,” explains Andreas Schulz, Head of the Intermodal division, adding,

“It shows that we need to adapt production conditions in those areas where it makes sense for the transport services and brings benefits for the customer.”

The advantages for TFG lie in the greater flexibility and efficiency of the whole system. “With the new hub system we can offer our customers more frequent services between the seaports and the Nuremberg terminal in the future,” comments TFG Managing Director Gerhard Oswald. Through the feeder services from Nuremberg, the Bamberg and Augsburg terminals will be served more frequently, and the planning of departures can be improved further. *dv* ■

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**HUB:** From December, all TFG transport operations bound for Augsburg and Bamberg will be distributed via Nuremberg.



# London direct

DB Schenker Rail (UK) and DB Schenker Rail Polska now operate commercial freight traffic from Central Europe, with through trains going all the way to the British capital.

**17** years after the Channel Tunnel first opened, rail freight traffic is providing new impetus for the rail link between France and the UK. In November, DB Schenker Rail UK and DB Schenker Rail Polska started running a weekly pair of freight trains between Wroclaw (Poland) and London – the first time that freight trains with Continental loading gauges have operated in the UK. The new service is being used by customers from the automotive, retail and food industries, and the trains take just under 50 hours to cover the distance of around 2,000 km between Wroclaw and London.

“Our new offering gives a boost to rail freight traffic – a very environmentally friendly mode of transport – between Europe’s economic centres,” says DB Schenker Rail CEO Alexander Hedderich. “If demand is good, we will be extending the service on this line further in 2012.”

Extensive tests and certification procedures were required prior to the launch of the new service. But the fact that DB Schenker Rail has succeeded in making this step means that a major obstacle that has hindered rail freight traffic enormously since the opening of the Channel Tunnel 17 years ago has now been overcome – namely the fact that wagons in European dimensions are not permitted on the conventional British rail network.

Admittedly, nothing is likely to change in this regard in the near future. But European

freight wagons can now run overnight all the way to London on the new High Speed 1 line between the Channel Tunnel and London. The terminal for these trains is in Barking, a suburb to the east of the British capital.

The locomotives for the new service needed to be converted and fitted with new signalling and safety systems to enable them to be used on the 109 km-long High Speed 1, and DB Schenker Rail UK has now received a prize in the UK for its work in this



area (see box on right). Carsten Hinne, Managing Director Logistics at DB Schenker Rail UK, says: “In future we want to demonstrate even more persuasively to our UK customers the potential offered by the High Speed 1 route onto the Continent. Demand is high.”

**BREAKING NEW GROUND:** The first locomotive to be converted was christened “Marco Polo”.

dv/ok ■

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**JUST MADE FOR THE TUNNEL:** A Class 92 locomotive pulling large Continental freight wagons, which can now go all the way to London for the first time.

Photos: Paul Bigland, DB Schenker Rail (UK)

## PRIZES GALORE FOR DB SCHENKER RAIL (UK)

The winners of the British industry association’s coveted Rail Freight Group Awards were announced this September in Oxford. DB Schenker Rail UK received prizes in three different categories: it won the Technical Development Award for adapting the Class 92 locomotives to the demands of High Speed 1 (see main article); in the Business of the Year category, DB came second for its marketing activities surrounding the new High Speed 1 services; and last but not least, Neil Thompson, Production Manager at DB Schenker Rail (UK), was awarded the Outstanding Individual Contribution prize for his customer service work.



**TRIPLE SUCCESS:** Les Bennett (Senior Electrical Engineer), Tim Gabb (Locomotive Fleet Services Engineer), Neil Thompson (Production Manager) with his wife Sarah Thompson, and Graham Young (UK Business Manager Industrial) (from left to right).



## Mortar to the Mediterranean

French building materials manufacturer PRB switches to rail for shipping its finished products.



**E**uro Cargo Rail (ECR) and the building products manufacturer PRB have established a new direct rail freight link between the west and south of France, which PRB is using for the environmentally friendly transportation of growing quantities of industrial mortar. The project is being implemented by ECR, who is DB Schenker Rail's French subsidiary and France's first ever private rail freight company.

Initially, an 18-wagon block train carrying 1,000 net tonnes of palletised products will leave the PRB factory in La Mothe-Achard in the Vendée region each week and head for Rognac on the Côte d'Azur, almost 1,000 kilometres away. This will save 1,600

lorry journeys annually. Not only that, but PRB plans to increase capacity to 30 wagons per week and incorporate further regions of France between now and 2013.

PRB has invested heavily in railway sidings at its factory in order to make these rail operations possible. "We are committed to protecting the environment and obtained ISO 14001 environmental management certification two years ago," explains PRB's CEO Jean-Jacques Laurent. "By switching our transport operations to rail, we are making an active contribution to cutting CO<sub>2</sub> emissions." *dv* ■

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## Rail transport with hydroelectric power

DeuCon becomes the first Kombiverkehr customer to use the Eco Plus service for transporting shipments with zero CO<sub>2</sub> emissions.

**I**n cooperation with the Intermodal division of DB Schenker Rail, Kombiverkehr, Europe's leading intermodal transport operator, is offering shipping companies rail transport with zero CO<sub>2</sub> emissions. For this environmentally friendly product, Kombiverkehr is relying on DB Schenker Rail's Eco Plus service, for which Deutsche Bahn uses renewable energy from German hydroelectric power stations.

In DeuCon Chemielogistik GmbH, Kombiverkehr has secured its first customer for this environmentally friendly product. Since its foundation in 1991, the company has been working in the field of international tank and bulk cargo container transport for the chemical industry. As a well-known supplier to the paper and explosives industries, it also transports explosives which are exclusively used for mining and in the civil explosives industry. Whenever possible, DeuCon relies on combined transport for its consignments. "Reducing traffic on the roads is not only about reducing harm to the environment for us, but also about in-



creasing the safety of our sometimes sensitive consignments," says Lorenz Rödiger, managing director of DeuCon Chemielogistik GmbH. "That's why it's plain common sense for us to use the service from Kombiverkehr and DB Schenker Rail. For many companies, it offers the opportunity to put their frequently mentioned good intentions to protect the environment into practice." DeuCon has booked the environmentally friendly transports for various clients and already uses the offer daily between Hamburg, Munich, Rostock, Leipzig and Duisburg. Based on its predicted annual transport volume, this amounts to a reduction of CO<sub>2</sub> emissions from its transport of 299 tonnes. *dv* ■

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## Capacities increased on the Sound

DB Schenker Rail Danmark has made substantial investments in its intermodal container terminal in Høje-Taastrup, near Copenhagen.

**D**B Schenker Rail Danmark's intermodal container terminal in Høje-Taastrup is in a strategically strong location, close to the Danish capital of Copenhagen. In 2011 the company extended the terminal substantially (see photo below) in response to growing freight volumes. Between March and July the area of the terminal was increased by 25,000 square metres, storage capacity for containers increased eightfold, and 700 metres of new tracks were added. As a result, the terminal is now a major hub for freight traffic between the Capital Region and the Sound. It also plays a key role

in rail freight operations replacing the old ferry links to Sweden over the Kattegat and the Sound. The main customers using the terminal are the beer producer Carlsberg, who send two trains daily to Høje-Taastrup, and the shipping group Maersk (one train daily). *dv* ■

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## Transfesa uses its own wagons

The Spanish DB subsidiary Transfesa converted 28 wagons for a new contract with the cement manufacturer Cemex.



**THE TRANSFESA WAGONS** were converted especially for Cemex.

**S**ince January, Transfesa in Spain has been transporting coal for Cemex, one of the world's leading manufacturers of cement and concrete and employer of more than 50,000 people worldwide. The trains run from the Mediterranean port of Tarragona in Catalonia to Morata de Tajuña, near Madrid. When it first started working with Cemex, Transfesa used rented wagons, but at the same time Transfesa's Transervi workshop started converting 28 of its own freight wagons for use in its Cemex operations. Since June, the Spanish DB subsidiary has been using only its own locomotives and wagons for this purpose. *ok* ■

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Photos: Euro Cargo Rail, DB Schenker, Carsten Andersen, Transfesa



## Bridging the gap

Tank containers arriving by sea to the Port of Rotterdam can now be introduced directly into DB Schenker Rail's single-wagon system.

Through its cooperation with Pernis Combi Terminal (PCT), DB Schenker Rail has been able to eliminate a gap that existed in its tank container transport network between the Port of Rotterdam and its own single-wagon system. This change was implemented in response to growing demand from European customers for intermodal transport services.

PCT at the Port of Rotterdam is a trimodal terminal for transshipment between sea, rail and road. At the terminal there are four tracks with a total length of 1,400 metres, a shunting

engine, and two reach stackers. PCT is suitable for trains of up to 600 metres in length.

At PCT, tank containers arriving at Rotterdam by sea can be loaded onto wagons and introduced directly into DB Schenker Rail's single-wagon system. The terminal has direct connections to two major hubs in the network: Hagen-Vorhalle, and Köln-Gremberg (in Cologne). *dv* ■

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## Beautiful Britain

Powders and lotions from the Italian cosmetics manufacturer Chromavis are now being shipped to England by rail.

Since September 2011, DB Schenker Rail (UK) has been shipping products to the UK for the Italian cosmetics manufacturer Chromavis. Powders and lotions destined for the British cosmetics retailer The Body Shop are transported by rail on pallets from the Chromavis factory in Cremona in northern Italy to the company's distribution warehouse in Littlehampton on the English south coast. Previously, Chromavis exclusively used lorries for this purpose, but DB Schenker was

able to offer a rail transport solution that was both more environmentally friendly and more reliable than the road option. Chromavis is now planning to switch to rail for other routes as well. *dv* ■

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## Concrete success

The building materials manufacturer Plasmor has extended its transport contract to 2020.



**MODEL RAIL COMPANY:** Julian Slater of Plasmor (left) and Mark Barratt of DB Schenker Rail (UK) after signing the contract.

The British building materials manufacturer Plasmor has extended its existing transport contract with DB Schenker Rail (UK) to 2020. Each week DB Schenker Rail (UK) operates six block trains carrying concrete building blocks from Plasmor's main factory in Great Heck in the north of England to the company's sites in Biggleswade in the east and Bow West, which is close to the venue where the 2012 Olympic Games will be held.

In the mid-1980s Plasmor expanded from the north into the east and south of England as well. The decision was taken at that time to make rail the company's main mode of transport for concrete products. "Rail is an essential element of our distribution network," says Plasmor Managing Director Julian Slater, "and DB Schenker Rail offers the high level of reliability that we need for our operations." *dv* ■

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Photos: Victor van Breukelen/DB Schenker, DB Schenker Rail (UK), Oliver Tjaden/laif, Umno Bruns/DB Schenker Rail

# Progress through dialogue

The continental conference and western ports conference dealt with current challenges and prospects for the continental and maritime market sectors for combined transport.

## COMPANY & PEOPLE



**ATTENTIVE EXPERTS:**  
Western ports conference in Antwerpen.



**WORK GROUP FORECASTING:**  
Rob van Dijk (Hyundai Merchant Marine Netherlands, left) and Andreas Schulz (DB Schenker Rail, Intermodal).



In September, representatives from a many companies that work closely together with the intermodal market sector in the continental transport segment were invited to the 2nd continental conference. During the presentations and intensive discussions, the current quality of rail freight transport and the prospects for investment in rolling stock emerged as central topics.

Correspondingly, one of the main focus points of the presentations was on investment during recent months and the prospects for the coming year. In 2011 alone, DB Schenker Rail invested almost €400 million in new locomotives and wagons.

### Impetus for sea port hinterland transport

At the western ports conference, which took place in mid-October in Antwerp, the focus was on intensifying cooperation for container transport in the sea port hinterland areas of Rotterdam, Antwerp, Zeebrugge and Amsterdam throughout the entire transport chain.

The current challenges under the main topic of modal shift covered three areas in particular:

the grouping of containers in view of an increasingly fragmented terminal landscape within the ports, the need for competitive solutions for short journeys, and the increasing demands on the land-based inward and outward transport of containers due to significant growth in ship size.

There was a positive signal for corresponding infrastructure measures from the conference survey: 72 per cent of participants considered future traffic growth to be strong enough to justify appropriate investments despite the volatility of transport volume. *dv* ■

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**CONTAINER SHIPS IN THE PORT OF ANTWERP:** The harbour on the Schelde is the second-largest transshipment location for containers in Europe.



**CAMEL TRAINS IN SOUTHERN TUNISIA:** Man and animal have to be able to rely on each other unconditionally.

## Desert logistics

Considering that camel caravans are also called camel trains, it is no surprise to learn that they often consisted of hundreds of animals. The DB Museum in Nuremberg is now showing a special exhibition devoted to the history of logistics in the deserts of Arabia.

**T**hey conveyed silk and jewellery, spices and incense, and travelled through the Sahara and Arabia and as far afield as India and China. On the Silk Road or Incense Route they brought exotic goods to the Mediterranean for onward transportation to Europe. There are myths and legends surrounding the camel trains which conjure up images of the Arabian Nights – the vastness of the desert, cunning traders and the secrets of an alien world.

The word “caravan” is of Persian origin: kerwan means “trade defence”. This is because the merchants or pilgrims embarked on long overland trips, stuck together for better or worse. These trips often lasted for months and were full of risks: heat, cold, water shortages or attacks. The caravan leaders – kerwanbaschi – had to be very familiar with the nature and topography of the land. Watering holes were sometimes up to 250 kilometres apart and only the stars in the sky guided the way. This knowledge is

among the most significant cultural achievements of the Arab world.

With their camel trains the Arabs were the early pioneers of global trade. At the same time, they created and fostered contacts beyond cultural and religious boundaries. The caravans forged links between Europe and the Arab world as well as beyond, via the Silk Road to China.

A special exhibition, which opens its doors to the public on 6 December at the DB Museum in Nuremberg, examines the myth of the camel trains. Visitors can immerse themselves in the desert world with all their senses and learn how the camel trains were organised in order to transport their goods from Asia to Europe.

“The development of the caravans was very closely linked to the domestication of the camel on the Arabian Peninsula in around 1000 BC,” says Professor Horst Kopp, Chairman of the Arab Museum Association in Nuremberg and co-initiator of the

exhibition. Modern modes of transport such as steamships and lorries sounded their death knell in the 19th and 20th centuries. The only remaining example today is a salt camel train of the Tuareg people in the central Sahara.

Camels are now used mainly for racing, which has developed into a popular sport in the Arab Gulf States, where specially bred racing camels can generate record earnings.

The camel train exhibition deliberately makes a connection with the modern era because Rainer Mertens, head of exhibitions of the DB Museum, did not want “to present the Arabs merely as camel drivers since this is clearly no longer the case.” Plans are currently being developed in the Arab world for the expansion of a multibillion railway network covering thousands of kilometres. The Saudi Landbridge, a 945-kilometre-long railway from the capital Riyadh to Jeddah on the Red Sea, is being built on the Arabian Peninsula, for example. Saudi-Arabia is also seeking to open up the north of the country, which is rich in raw materials, with a railway line for freight transport. Other countries of the region are also pursuing ambitious plans: DB International, for instance, is involved as an expert partner in the planning of a rail system in Qatar. ok ■

Photos: Maja Rommel, Barbara Schumacher, Rolf Syrigos



**TRADITIONAL AND MODERN MODES OF TRANSPORT:** In the desert both car and train drivers might be confronted with camels.

### SPECIAL EXHIBITION ON CAMEL TRAINS AT DB MUSEUM

The DB Museum in Nuremberg is hosting a special exhibition on Camel Trains from 6 December to the end of April 2012. The exhibition has come about in collaboration with the Nuremberg Arab Museum Association. The DB Museum is located at Lessingstraße 6, close to the main railway station, and is open Tuesday to Friday from 9am to 5pm, and weekends from 10am to 6pm. Website: [www.bahn.de/dbmuseum](http://www.bahn.de/dbmuseum)





## En las calles de Madrid

What Sandra Uebel admires about the people of Madrid is their laid-back manner and the way they stand up for their beliefs.

**SANDRA UEBEL** is Head of Rail Services Spain and Portugal at DB Schenker Rail and is based in Madrid with the Group's subsidiary Transfesa. She is responsible for sales support for the divisions and for exchanging information with the head office in Mainz. The 31-year-old, who is originally from Saxony, has been working for the Deutsche Bahn Group since 2003, most recently at the company's headquarters in Berlin and with Railion Italia in Alessandria.

**GREEN LUNG:** Residents of Madrid relaxing in the Parque del Buen Retiro.



As soon as I started my new job in Madrid in the spring of 2011 I thought I had landed in the middle of a revolution. As if out of nowhere, thousands of people converged on the Puerta del Sol on 15 May in order to demonstrate for greater social justice. In the following weeks and months, the "Movimiento 15-M" spread to the whole of Spain and was even copied in other countries.

The movement is in marked contrast to the laid-back manner for which the people of Madrid are normally known. A hectic rush and formality are alien to the people here – including in the office. Notwithstanding their professionalism, they will not fail to start the working day with a little chat in the office kitchen. And even sirens could not disturb their concentrated work: during a fire alarm exercise, which I experienced during my first weeks, it took more than half an hour for all employees to leave the building.

The people of Madrid prefer to be outside – but only during the warm months of the year and preferably after sunset. "Las Calles de Madrid" – the streets of Madrid – only really fill up with strollers from 9pm and even on weekdays the cafés are full until well after midnight. Families with children prefer to spend the mild spring and summer evenings outside rather than in their own flats.

My favourite place in Madrid is the Parque del Buen Retiro, which roughly translates as the "Park of beautiful retreat", although I do have to share it on Sundays with thousands of other walkers, picnickers and street artists. The green oasis offers enough space for everyone: a lake, picturesque buildings and probably the world's only monument to the fallen archangel Lucifer.

The outdoor life comes to an abrupt end in autumn. The temperatures in October can remain in the summery mid-twenties, only to suddenly fall to under ten degrees. Life in the streets then becomes quieter and the people of Madrid transfer their activities to within their own four walls or to the numerous tapas bars, which also change their menus in line with the weather conditions. A winter dish that is regularly served up at this time of year is Callos a la Madrileña – Madrid-style tripe with bacon, black pudding and chorizo. I prefer to choose a less hearty dish and look forward to the spring, when I can once again sample my gazpacho – in the open air, of course. dv ■

Photos: Privat, Schapowalow/FOTOFINDER, Marta Koch/DB Schenker Rail Polska

# Save the Date

This is where you can meet us! These are the forthcoming trade fairs and industry events which DB Schenker Rail will be attending:

**28-01**  
FEB / MAR

**in Hamburg (Germany)**  
DB Schenker and all its divisions will be represented at **Maritime Logistics** at the Hamburg Messe und Congress GmbH. [www.maritimelogistics.org](http://www.maritimelogistics.org)

**28-02**  
FEB / MAR

**in Sofia (Bulgaria)**  
Region East of DB Schenker Rail will be taking part in the trade fair Transport & Logistics. [www.bulgarrekлама.com](http://www.bulgarrekлама.com)

**27-30**  
MARCH

**in Paris (France)**  
DB Schenker Rail and DB Schenker Logistics will have a joint presence at **SITL Europa** in the French capital. [www.SITL.eu](http://www.SITL.eu)

The 01/12 issue of railways will be out in late february.



**CONNECTED:** The stand of DB Schenker Rail at the TRAKO fair in Gdansk/Poland.

## Award at TRAKO

DB Schenker Rail Polska secured a prize for the best fair stand in the over 30 square metres category at TRAKO, Poland's most important railway trade fair, held in Gdańsk. The award was granted to DB Schenker Rail Polska during the trade fair's gala evening held at the Polish-Baltic Philharmonic Hall. An independent jury, made up of architects, artists and journalists, had scrutinised the fair stands and chosen the winners. Some 500 exhibitors from 16 countries attended TRAKO in mid-October. ok ■

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