railways

THE DB SCHENKER RAIL CUSTOMER MAGAZINE

DB SCHENKER

NR. 01 | 15

Innovations for the future

DB Schenker Rail is building the rail freight company of the 21st century

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GREEN RAIL

CO_2-free transportation in the Netherlands

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CLOSE PARTNERSHIP

Trailblazer Thyssen-Krupp Steel Europe

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“The DB Schenker North Rail Express delivers the fresh fish from Narvik to Oslo, 2,000 kilometres away, within 26 hours. That would be impossible by lorry.”

ULRICH SONTHEIM, HEAD OF CONTINENTAL ACCOUNTS, DB SCHENKER RAIL INTERMODAL

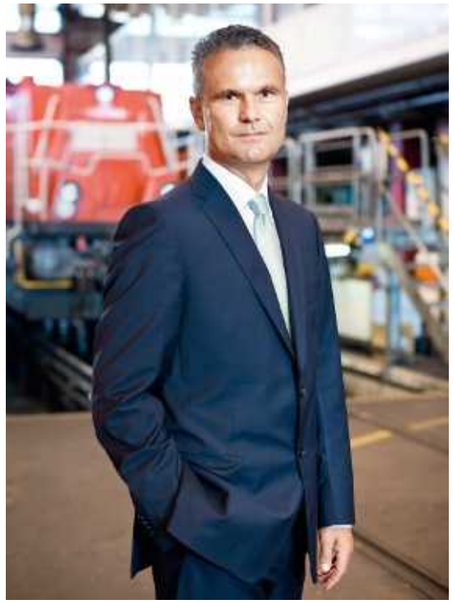
Salmon from the Far North

Norway is a fish-lover’s paradise. Large numbers of salmon farms off the coast and on the Lofoten archipelago breed fish sustainably and supply Europe with fresh fish. It is transhipped in Narvik in north-western Norway, where it is loaded onto the DB Schenker North Rail Express. This freight train connects Narvik with the Norwegian capital, Oslo. On its southbound journey, around three-quarters of its load consists of fresh fish: Baltic and Atlantic cod and – especially – salmon.

The crucial advantage of this freight train is its speed: “The DB Schenker North Rail Express delivers the fresh fish from Narvik to Oslo, 2,000 kilometres away, within 26 hours. Nothing can compete with that,” explains Ulrich Sontheim, Head of Continental Accounts, DB Schenker Rail Intermodal. “Fresh fish is particularly sensitive as a form of freight.” It is transported chilled in polystyrene boxes. It cannot be allowed either to freeze or to get too warm. It is also important to stow the delicate transport boxes safely. They must not slip or fall down.

In Oslo, some of the fish is transhipped in a dedicated terminal in the district of Alnabru. In less than two days, it reaches Paris or the airports in Frankfurt or London Heathrow. From there, it is flown on to countries such as the USA. The fastest transport link, however, is from Oslo to Japan, either on specially chartered cargo planes or as “belly cargo” in the hold of passenger jets. There, much of it is turned into the national dish: sushi. *mh*

We are living in exciting times!



Shaping the future – this is what drives us forward in our quest to become a European rail freight operator. We are actively pursuing this together with our customers. Anticipating future trends – for us at DB Schenker Rail this means we are embracing trends and staying innovative. One thing is essential here: an intensive exchange between the business and academic worlds, and between customers and service providers – in short, between partners. At the same time, we are investing in the future – in vehicles, technology and software.

What is decisive for us and for the future of rail freight transport is whether we together can succeed in getting to grips with new trends and developing them further. I am very confident that we can, because we bring not only our Europe-wide network and our individual-wagon transport system, but also a wealth of sector-specific know-how.

In this issue, you can find out how we are making plans and shaping the future together with you, our customers. I wish you an exciting read.

Axel Marschall

Member of the Management Board
DB Schenker Rail

Online – digitally or via WiFi – or in traditional hard copy, we communicate with our customers through many channels. You can download railways to take away for smartphones and tablet computers at the Apple AppStore and Google Play. Simply download and install the app – and then you will always have the very latest issue ready and waiting.

Cover Photo: Nils Kasiske **Photos:** GPlainpicture, DB Schenker Rail, Oliver Tjaden

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IN LEIPZIG, DB SCHENKER WORKERS ORGANISE PRODUCTION FOR BMW'S PLANTS IN SOUTH AFRICA AND CHINA.

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PARTNERSHIP: WHY THYSSEN-KRUPP STEEL EUROPE IS BECOMING A TRAILBLAZING CUSTOMER FOR THE RAIL FREIGHT OPERATOR'S NEW BUSINESS MODEL.

Photos: Oliver Lang/DB AG, Michael Neuhaus

DONCASTER/UK

SUCCESSFUL PORT SERVICES PROVIDER

DB Schenker Rail UK can point to great success in British ports: from September 2013 to September 2014 the company moved more than 4,000 containers in the ports of Felixstowe, Southampton and London Gateway. Many new customers, such as MOL, Evergreen, Hamburg Süd, Hapag Lloyd, OOCL, Hyundai and Deutsche Afrika-Linien, concluded service contracts with DB Schenker Rail UK. The rail freight operator provides a complete range of services for customers, including terminal management, loading and unloading and delivery. The customers benefit from this top-class service and have access to the leading tracking software Anubis. "We are pleased that customers are acknowledging the improvements to our services," said Neil McDonald, Head of Sales at DB Schenker Rail UK. "We endeavour to build long-term relationships with our customers and offer services tailored to their individual needs." *mh*

MAINZ/GERMANY

RAIL WAYS – THE GREAT RAIL FREIGHT GAME AS AN APP

Can railways make a great game? Gamification is a concept whereby advertisers lead unsuspecting customers towards their products by using elements and processes derived from games in a completely different context. In other words, these are games with a business background, something that has existed for many decades. Rail Ways shows that a business game can really be fun, too. This game is available on the internet in the App Store or via iTunes and invites users to control increasingly complex transport operations for themselves on a virtual rail network. The game was first launched two years ago as a gadget for DB Schenker Rail customers. It has become such a runaway success that so far 14,300 users have downloaded Rail Ways, instead of the envisaged figure of 2,000. Are you one of them? *an*

Rail Ways is available in the Apple App Store.

LONDON/UK

AWARD FOR NOVELIS TRANSPORT OPERATIONS

DB Schenker Rail UK has received a prize at the National RAIL Awards in London for the second year in a row. The Freight & Logistics Achievement of the Year Award went to transport operations for the aluminium producer Novelis, which DB Schenker Rail has switched from road to environmentally friendly rail. Aluminium ingots are transported from the UK to Germany by rail, and aluminium coil goes in the opposite direction. Lorries are used by DB Schenker only for the short road hauls at either end of the route. Geoff Spencer, CEO of DB Schenker Rail UK, says: "We are all very proud that this service has been recognised for its contribution to the excellence and the evolution of rail freight transport." *mh*

MADRID/SPAIN

STRONG GROWTH AT TRANSFESA

Transfesa, the Spanish subsidiary of DB Schenker Rail, saw its rail transport operations grow considerably in 2014. The volumes conveyed rose by 67 per cent in the first ten months of the year, exceeding the forecast by 17 per cent. This huge rise was chiefly thanks to new contracts with the customers Repsol Petroleum and Repsol Chemicals. In addition to its chemicals expertise, Transportes Ferroviarios Especiales, the DB Schenker Rail subsidiary's full name, specialises in automotive, dry bulk products and general cargo. A key partner for cross-border transport operations, Transfesa is the only private transport company in Europe to own wagons with exchangeable axles, allowing it to operate on both the European standard-gauge and the Iberian broad-gauge networks. *mh*

TRAKISZKI/POLAND

CONTRACT WITH LITHUANIAN RAILWAYS

In early September 2014 DB Schenker Rail Polska S.A. signed a new contract with Lithuanian Railways, thus opening the door to the development of further services related to every aspect of rail freight transport. DB Schenker Rail Polska can now offer rail transport logistics services under one roof. DB Schenker Rail Polska S.A. has been running trains across the Polish-Lithuanian border since 2011. Under the new agreement between DB Schenker Rail's Polish subsidiary and Lithuanian Railways, cross-border documents are completed and trains handed over to their Lithuanian colleagues. Lithuanian Railways is the state-owned railway company and operates most of the railway lines in the country. *an*

ENNS/AUSTRIA

ENNS BECOMES INTERMODAL HUB FOR DB

Enns, Upper Austria: Kaindl Invest of Salzburg and Deutsche Bahn AG are extending and modernising the Container Terminal Enns (CTE) on the Danube in Upper Austria. The two partners are investing tens of millions of euros to expand the intermodal transport business in the container terminal and the Port of Enns with regular rail connections to the seaports and to European business centres in the north, south and west of the continent. The infrastructure is currently being upgraded both technically and logistically: five new platforms, each 700 metres long, and two additional gantry cranes will boost the transhipment capacity to 320,000 TEU annually – around 30 per cent more than at present. The facilities are also being upgraded technically – for example, through the electrification of the access line. The new operating company, made up of Kaindl Invest (51 per cent) and DB Mobility Logistics AG (49 per cent), is due to start work in the coming spring. "The CTE will meet all the conditions to function in the future as a hub for seaport hinterland transport operations and continental traffic flows in Austria," says Michael Heinemann at DB Intermodal Services. He is one of the two directors of the CTE, alongside Otto Hawlicek (Kaindl). *an*

Doncaster

London

Madrid

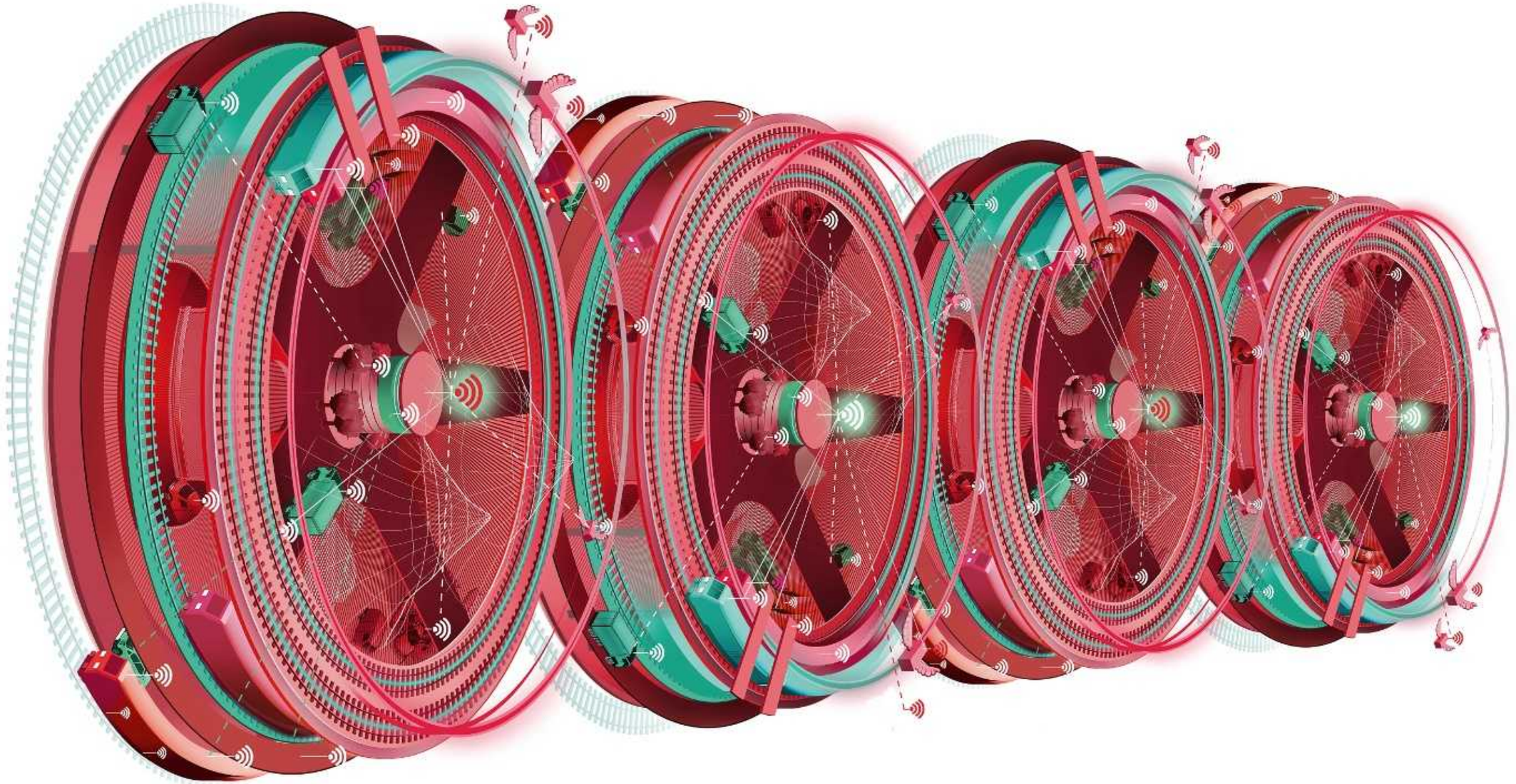
Mainz

Enns

Trakiszki

Photos: dpa picture-alliance, G+J Corporate Editors GmbH, Privat, Transfesa, fotolia, LOOK-Foto

FOCUS



RAIL FREIGHT OPERATOR WITH A CLAIM TO LEADERSHIP: Digitalisation is changing the entire economy. An international service provider such as DB Schenker Rail welcomes this trend together with its customers.

Illustration: Nils Kasiske **Photos:** Bernd Roselieb

Time for innovation

The focus of the first DB Schenker Science Day was on the digital age

If you do not understand digitalisation, you will not live to see the future." This was the simple summary of the situation offered by one participant at DB Schenker's first Science Day. DB Schenker had invited guests to attend this event on "Logistics 4.0: digitalisation and networking" at its new House of Logistics and Mobility (HOLM) building in the Frankfurt district of Gateway Gardens. "We want to maintain our leading position in our markets in the future, and to do that we have to continue to innovate," says Karl-Friedrich Rausch, Member of the Management Board of DB Mobility Logistics responsible for transportation and logistics. "This is an area where interaction between the business and academic worlds is crucial." More than 100 guests accepted the invitation and attended the exciting talks and discussions. They came from a variety of universities and research institutions, as well as from companies such as Lufthansa, Fraport, Airbus and Telekom.

Peter Sander, an engineer at the aircraft manufacturer Airbus, made a particularly strong impression. He is heavily involved in new technologies, such as 3D printing. Airbus is aiming to use 3D-printed parts in their aircraft by early 2016. This will save on weight and fuel. There will also be less need to transport components, and the quantity of materials used to make them will fall.

Professor Boris Otto from the Technical University of Dortmund gave a talk on the impact of digitalisation on logistics service providers. He enumerated the many benefits of this new technology. For instance, digitalisation makes customer requirements the first link in supply chains, and small order quantities and intelligent systems improve planning in logistics. Digitalisation also makes for intelligent supply chains – for example, with maritime real-time

SMART
Containers and goods will communicate with each other in the future.

applications: in the future, containers and goods will be able to communicate "intelligently" with each other. Bananas out at sea will be able to report their current level of ripeness, and digital processes will then automatically optimise speed, route and fuel consumption, so as to ensure that the tropical fruit has the perfect ripeness on arrival.

Improved planning

Digital technology also offers scope for improving the integration of supply chains – for example, with intelligent loading equipment and data services for managing the data in the loading equipment. To make the most of these developments, a DB Schenker Enterprise Lab for Logistics and Digitization has been set up at the Fraunhofer Institute for Material Flow and Logistics (IML) in Dortmund.

Herbert Kurek, Head of the Counter-espionage Section, Economic Security, at the Federal Office for the Protection of the Constitution gave a talk on the risks of digitalisation. "As the home of a large number of high-tech companies and world-class research institutions, Germany arouses envy both from rivals and among foreign states and their intelligence services," Kurek said. He pointed out the need for high levels of security: "Many states regard economic espionage as a legitimate part of their own economic policy master plan," he added.

In three workshops after the talks, the participants discussed the opportunities and threats posed by digitalisation and, in particular, the question of "How much digitalisation does logistics need?" The results of the workshops were then presented in a concluding discussion with the speakers.

Intelligent rack racer

Between the talks and the workshops, there was also a small exhibition where the participants could experiment with some of the innovations, such as the Fraunhofer IML's rack racer, a shuttle that works automatically in small-parts warehouses, moving independently in the racks and steered by signals from the "intelligent" goods on the shelves. There was also a simulator for them to try their hand as drone pilots.

The participants then had another opportunity to exchange views and discuss their impressions in small groups at a reception in the evening. Michael Kadow, Head of Business Excellence at DB Schenker, was pleased with the event's success: "The first DB Schenker Science Day aroused a very high level of interest. This shows we are touching on the right topics. That's why we are certain that this will not be the last event of its kind, but rather that it has marked the start of a series of forums on topical issues in logistics." *an* ■

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INNOVATIVE
"We want to maintain our leading position in our markets in the future, and to do that we have to continue to innovate," says Karl-Friedrich Rausch (above, right), Member of the Management Board of DB Mobility Logistics responsible for transportation and logistics, at the first DB Schenker Science Day in Frankfurt am Main.

FOCUS

“Digitalisation? We’re already well into it!”

Industry and Production 4.0 by rail – DB Schenker Rail is engaged right now in overhauling its vehicle fleet to make it fit for the future. Dr Miroslav Obrenovic, Head of Asset Strategy & Programs in the European Asset Management & Technology Division at DB Schenker Rail AG, explains how.

Interview conducted by Axel Novak

DR MIROSLAV OBRENOVIC
Head of Asset Strategy & Programs in the European Asset Management & Technology Division, DB Schenker Rail AG

Photo: Angelika Stehle

How do you manage to modernise the DB Schenker Rail fleet in such a way that you meet present demand for efficient, highly available vehicles and at the same time the need for “intelligent” locomotives and freight wagons that fit into state-of-the-art production concepts for the future?
Above all, we need to perform the following balancing act: deploying our existing vehicle fleet efficiently, with a high degree of reliability and within competitive cost structures and, at the same time, pushing forward its transformation to meet future requirements in rail freight transport. This goes hand-in-hand with procuring new, modern assets. We will achieve that by upgrading and modernising our existing fleet. More than two-thirds of the freight wagons currently in use and about 50 per cent of the locomotives will still form the backbone of our fleet in 2030. We need to take account here both of the locomotives that we are updating with the “TechLok” programme and of the sensor technology and telematics in our wagons, so that they can be used Europe-wide in our increasingly intelligent network. Digitalisation is a central aspect of this, and we are well into it! Intelligent locomotives and wagons already exist, and we have experience operating them, which we now plan to implement while the wheels keep turning.

What is this conversion process costing?
The portion of DB Schenker Rail’s total capital expenditure generally spent on investment in the “TechLok” programme and in intelligent vehicles is some €200 million on IT and more than €1 billion on assets. This investment should result in significant savings in our vehicle costs at a double-digit percentage rate over the next few years.

How is this conversion effort progressing?
At present, we have around 30 intelligent locomotives in operation, by the end of the year we aim to be at about 200, and by 2020 we are planning to have some 2,000 out of a total of 3,300 – throughout Europe and across all types. We have already been running five prototypes for a year to test the effectiveness of the concept in day-to-day operations. Once we’ve analysed the data we have gathered, we’ll see if the concept brings us real benefits. This pilot programme has shown clearly that the technology does work. For example, pattern recognition has already been used to avoid errors and breakdowns before they happen. We are seeking to move away from fixed maintenance schedules and towards the monitoring and analysis of condition. The objective is condition-based maintenance: the volume of data transmitted will allow automated predictions of possible damage to be made. If the parameters for one locomotive exceed certain threshold values, for example, the locomotive must then be serviced. This brings benefits in both quality and availability. The technical requirements are very high, of course. The data must be compatible with the units analysed, and the appropriate algorithms need to be developed! For condition-based maintenance and modern management of assets, we require a Europe-wide control model. This task will be performed by the “European Asset Control Tower”, which collects all the data in real time. We are currently rolling out this system.

Isn’t such an intelligent network a European task? Is it not also necessary for the wagon operators and railways in the other European countries to upgrade to intelligent systems for the whole scheme to make sense?
In the case of freight wagons, we certainly have to define European standards or apply existing data standards, because wagons are exchanged and used in other systems. We need to achieve consistency and we are working, for example, with the Swiss company SBB Cargo or wagon-keepers’ associations such as the UIP on relevant approaches that can apply Europe-wide. We hope that, as Europe’s biggest rail freight operator, we will be able, together with our partners, to achieve a kind of “critical mass” and to push implementation forward in Europe. The situation with locomotives is slightly different. DB Schenker Rail locomotives are already operating in our European network. With regard to our own assets, our primary concern is to optimise production processes.

Programmes such as TechLok also exist in the USA – what is different about your model?
In the USA the locomotive makers offer to monitor their vehicles and, especially, important components such as engines on behalf of the rail operators. However, we do this across all manufacturers. The reason for this is that, firstly, we maintain our independence from locomotive suppliers and their specific standards. Another reason is that we have a very heterogeneous asset environment. We also have to include older locomotives in the intelligent network, the makers of which have long since disappeared from the market. We are succeeding in this by using open interfaces and technology that is independent of individual locomotive manufacturers.

Are there customers with whom you are working especially closely in this regard?
Especially with freight wagons, we are interacting via our divisions with the customers, who have very specific requirements, such as a set of sensors for a particular sector. That can be an interior monitor for the automotive industry, a sensor for monitoring charging pressure for the chemical industry or location sensors for the coal and steel industries. But TechLok will also benefit our customers in all sectors. A productive and reliable fleet, which is controlled on the basis of knowledge and maintained according to condition, will lead to the sustainable and necessary continued development of rail as a transport mode. ■

Window to the customer

DB Schenker Rail now has a uniform online presence Europe-wide

One family, one website, one service from a single source – this could be the motto under which DB Schenker Rail shapes the uniform internet presence of all its European national subsidiaries, organising the flow of news more efficiently.

"We are seeking to achieve a uniform online market presence for DB Schenker worldwide. That also means putting an end to the proliferation of internet sites across Europe. These websites run by the national subsidiaries, some of which are outdated, no longer meet current user requirements and lack topicality," explains Ole Constantinescu, who is managing the DB Schenker Online Presence project together with his colleague Ciprian Cioiulescu. "We want to become not only more customer-friendly and more up-to-date, but also more sales-oriented. There are now 82 websites worldwide that comply with common standards governing design and structure, as well as corporate topics, such as jobs and careers. Users can now find the products and services they need on all the websites much more easily and in a recognisable form," notes Ciprian Cioiulescu.

Consistent communications

For the rail freight operator it is about transforming websites that varied greatly at the outset into a consistent product, so that the visitor can find their way easily on all 14 of the country websites of the future. "We started planning for a uniform web presence two years ago," says Marc Förster, who is responsible at DB Schenker Rail for the company's internet presence. "In the first few weeks of 2015 we plan to launch the new look right across Europe." The reasons why this roll-out is extending over several months are, firstly, the high quality standards which all the national subsidiaries concerned must adhere to, secondly, the differing content in each case and, of course, the security needs of the companies and customers who access the content of www.rail.dbschenker.xx – with the respective country code.

DB Schenker Rail's websites are based on the concept that was drawn up two years ago for both units of DB Schenker. The eye-catcher is the "stage" in the site header. It contains the visually powerful news and communications with which the company is draws attention to current events or topics in the respective countries. "This allows the countries sufficient scope to shape their own individual websites with their specific online communications requirements," explains Förster. Site navigation has a user-friendly structure and is now identical in all countries. The new addition on all websites is the company's own Careers section, which is designed to provide more information to potential applicants. Certain topics and online tools crop up repeatedly across the individual navigation items – so the user can find them quickly.

Up-to-date information

Förster and his team have worked hard to accomplish this update. Several team members are setting up the European websites in both English and the language of the country concerned in the rail freight company's own internet editing system. Regular "jours fixes" have been arranged to get all the participants across Europe on board. This has been supplemented by the regular pooling of experience with the colleagues who have repositioned DB Schenker Logistics globally.

The next task is to ensure that the new websites are kept up to date. "We are planning to establish a new editing process so that the sites can be updated as often as possible and remain appealing to users," concludes Förster. This is to be a Europe-wide process in order to spread the top topics from the countries as widely as possible. *an* ■

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Illustration: Nils Kasiske

Anubis leads in rail logistics

DB Schenker Rail UK boosts transparency in intermodal transport

Transparency in intermodal supply chains is essential in the digital age. The Anubis order-management system is enabling DB Schenker Rail UK to position itself as an innovation leader for intermodal services. The company is investing around £6 million (about €7.8 million) in the Anubis system, which simplifies the process of integrating rail freight transport into logistics supply chains.

The long-standing lack of such a system slowed the growth of rail in the intermodal sector. Freight forwarders, freight agents, shipping companies or ports were often more advanced in terms of IT.

Anubis is linked directly to the rail operator's production system and follows DB Schenker Rail UK's logistic activities electronically, both in terminals and ports and on the roads and the railways. What is more, the EDI connection to customers, suppliers and partners offers total transparency across the entire supply chain.

The fact that the system makes bookings so transparent enables DB Schenker Rail UK to optimise its utilisation management and, at the same time, to ensure that containers arrive on schedule. The rail operator's partners, in turn, are able to improve their own processes, and customers can book their transport operations for rail, road or terminal services electronically and follow their progress online.

Anubis has been implemented across DB Schenker Rail's entire maritime intermodal network. There are now plans to introduce it throughout Europe. "In the past, rail freight operators were not at the forefront of technological innovation," says Steve Pryce, Head of Marketing & Wagon Management at DB Schenker Rail UK. "With Anubis, we are changing this." *an* ■

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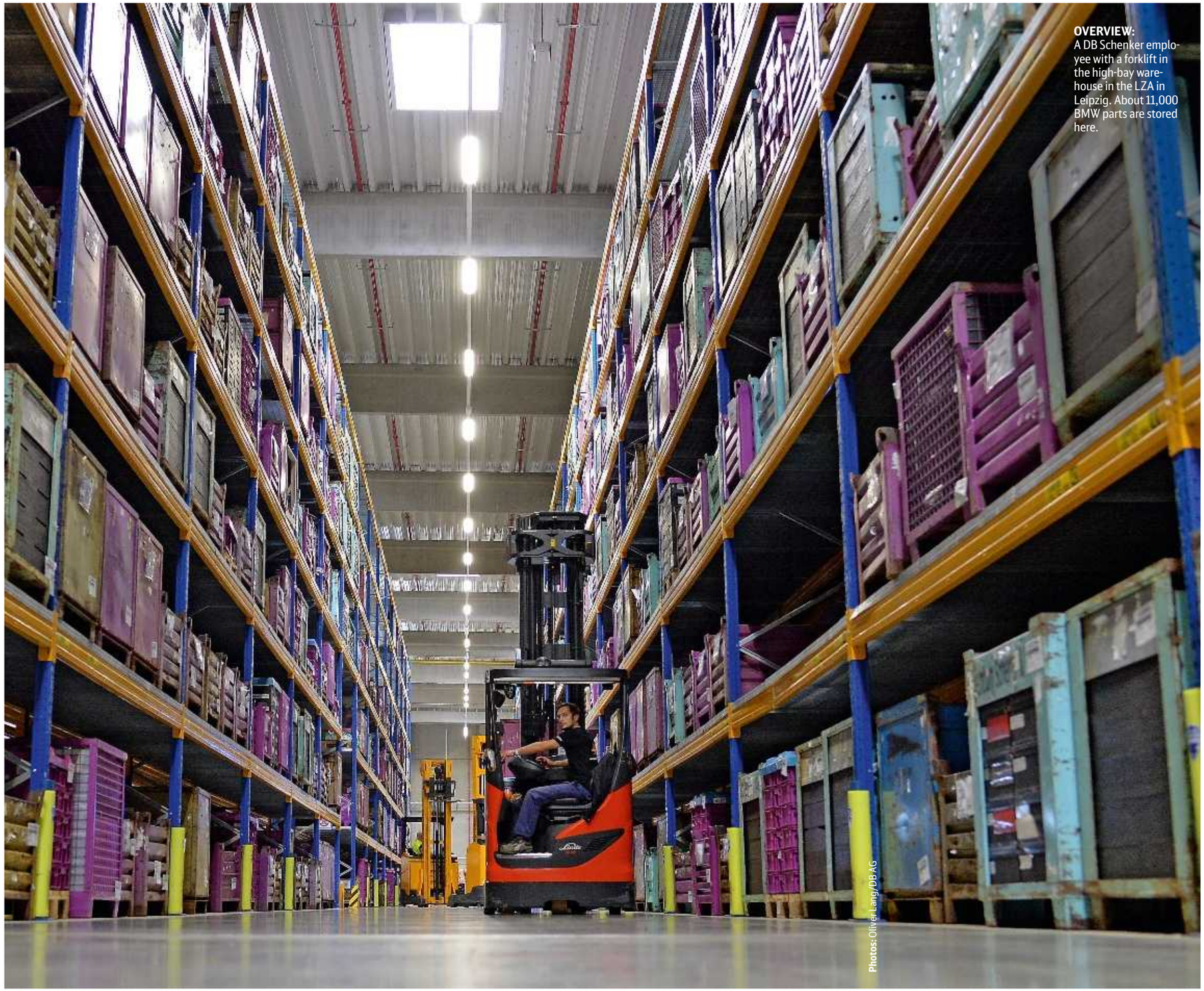
INNOVATIVE
Anubis follows DB Schenker Rail's logistic activities electronically.

MARKETS & INNOVATIONS



OVERVIEW: A DB Schenker employee with a forklift in the high-bay warehouse in the LZA in Leipzig. About 11,000 BMW parts are stored here.

Photos: Oliver Lang/DB AG

Into the box it goes

The automotive industry is one of DB Schenker's most important customers. The Automotive Cluster in Leipzig is home to Schenker Deutschland AG's biggest site in Germany. This is where DB Schenker workers organise production for BMW's plants in South Africa and China, for example – in close cooperation with DB Schenker Logistics and Rail.

You need a little imagination to guess the identity of the vehicles lying in the halls and kilometre-long corridors at DB Schenker in Leipzig: the BMW 3 and BMW X1 – all neatly taken apart, labelled, coded and sorted into the metre-high high-bay storage racks at the Logistikzentrum Auslandswerkversorgung (logistics centre for supplying foreign plants, LZA). This is one huge jigsaw box containing 11,000 different automotive components and serving one single purpose: to receive automotive components from BMW and then to store, pack and dispatch them – to BMW's plants in China and South Africa, where the parts of the puzzle are put together to make new vehicles. "What we do here is really state-of-the-art logistics," says Alfred Endörfer, the head of this site.

The automotive industry is a long-standing and important customer for DB Schenker. Each year, DB Schenker provides contract logistics solutions for the production of six million vehicles. Every day, 250 trains run on the Automotive RailNet through 20 countries via 18 hubs all over Europe. Schenker Germany has been active in Leipzig in this top-class business for more than four years – with great success. In December 2010, DB Schenker was awarded the contract for a new logistics centre measuring 63,000 square metres; it started operating eight months later; and not long after that, it doubled its capacity. Today, Leipzig is the biggest site in the logistics company's automotive operation. Here, BMW and Porsche alone have some 7,700 workers making almost 300,000 vehicles each year. In addition, there are around 170 component suppliers that have set up business in this region.

DB Schenker supplies some parts of Porsche's production, delivers around 100,000 new vehicles a year to the seaports, handles procurement across Europe

INTRICATE WORK:
DB Schenker workers measure a BMW component. The packaged parts are then transhipped onto rail for the plants in China.

COMPETENCE:
Jennifer Thierbach, Head of the DB Schenker Automotive & Business Development Competence Centre, pools the expertise of DB Schenker's segments for its customer BMW.

for the component supplier ThyssenKrupp Automotive's axle production and takes care of the provision of spare parts for the VW Group, Ford, Volvo and BMW.

BMW is a very special customer. In Leipzig, DB Schenker manages the transport of finished vehicles to Spain – together with vehicles from other plants – and is responsible for supplying components to the company's overseas plants in South Africa and China. This concept alone requires sophisticated logistics: up to 110 lorries converge on the logistics centre every day, and the components that they bring are held in the 35,400 storage slots: everything, from airbags to shock absorbers, has its designated place.

The activity of organising BMW's components dictates the whole flow of material – from the orders placed by the plants and their suppliers to the receipt of goods and inventories in Leipzig. In accordance with demand from its plants in South Africa and China, BMW generates orders with fixed deadlines and sends them to DB Schenker in Leipzig. At the LZA, 1,200 workers pack the components for those orders and stow them in containers for the journey by rail and sea to South Africa and China. The workers handle a packaging volume of up to 4,000 cubic metres per day: about 80 containers for rail and sea transport, plus up to three lorries containing air freight. "What we do for BMW in Leipzig is a true example of cooperation across business segments," says Jennifer Thierbach, Head of the DB Schenker Automotive Competence Centre in Kelsterbach.

The 600-metre-long trains transport up to 50 containers. With a journey time of 23 days, they are almost twice as fast as ships. Initially, the trains ran daily, but now they go only once or twice a week, because BMW is handling its production and procurement locally. On the other hand, the rail operator is now also running journeys to China and back for other customers.

Whether they travel by sea or rail, it takes up to seven weeks for the components to reach the overseas plants. The demands placed on the packaging are correspondingly high: DB Schenker has set up a specialist section to handle this, to make sure it meets the latest standards. Anna Förster and her 30 colleagues are veritable masters of the art of packaging.

The long arm of DB Schenker extends all the way to China: in Shenyang, DB Schenker Logistics is the local partner of BMW Brilliance Automotive. DB Schenker is now planning to set up its own logistics centre in Shenyang for China's automotive industry, in collaboration with a Chinese partner – a new delivery address for the consignments dispatched from Leipzig. *an*

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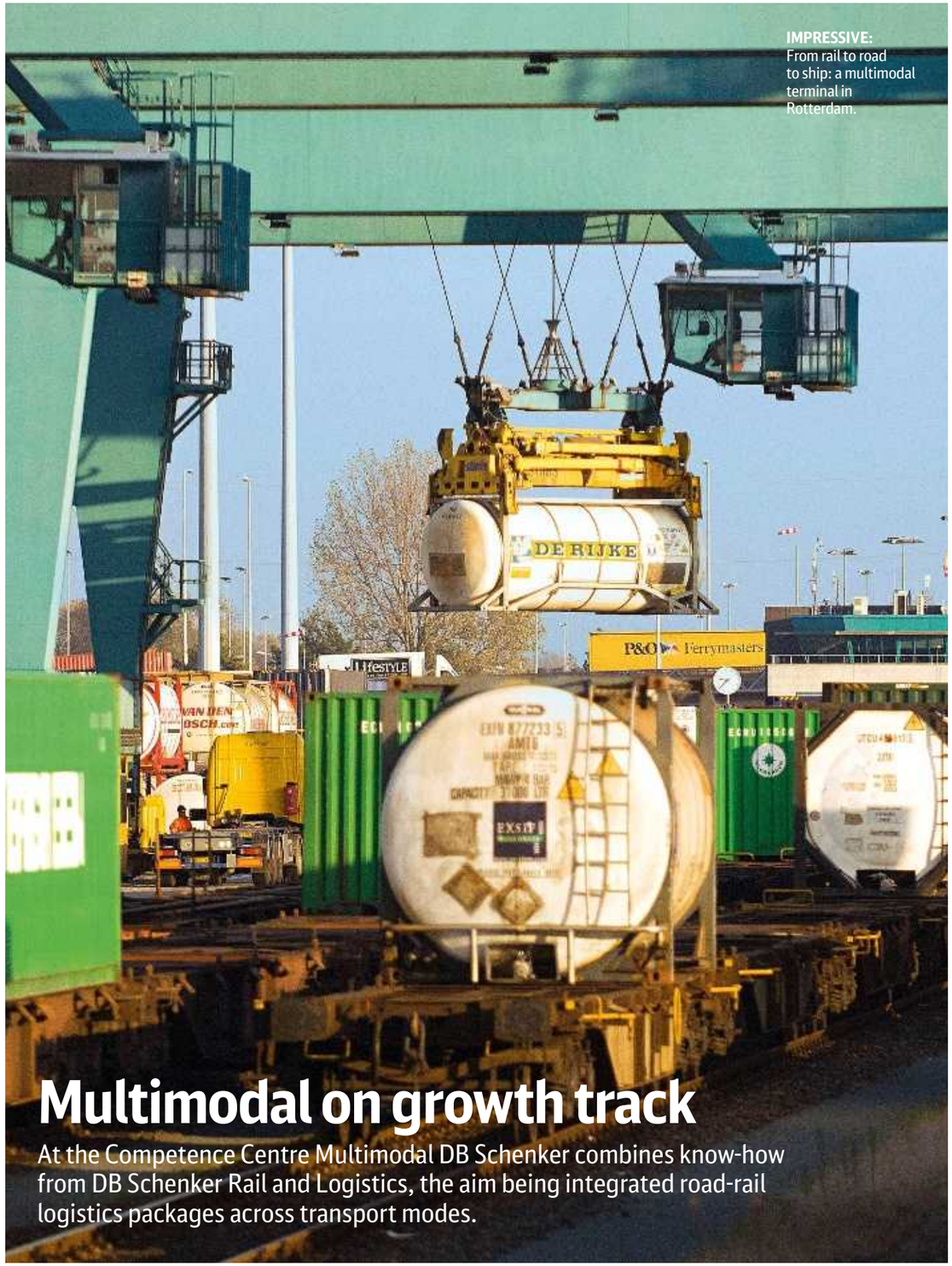

IMPRESSIVE: From rail to road to ship: a multimodal terminal in Rotterdam.

Multimodal on growth track

At the Competence Centre Multimodal DB Schenker combines know-how from DB Schenker Rail and Logistics, the aim being integrated road-rail logistics packages across transport modes.

LOOKING AHEAD: Carsten Helwig, head of the CCMM team, wishes to expand multimodal solutions for customers.

Barely six months old – and there's already a lot to do: in October 2014 DB Schenker established a new Competence Centre Multimodal (CCMM). Its employees are already full of drive. The aim of the unit, based in Frankfurt am Main, is to help promote joint multimodal transport projects across the Logistics and Rail segments with a focus on road and rail. At the same time, the CCMM is to co-develop new products in this area.

"At present we are primarily active in the general cargo/consumer goods area," explains Carsten Helwig, head of the CCMM team. "There are several shippers that move large volumes in European corridors. DB Schenker already transports a lot of these customers' consignments, and they would like to expand to a multimodal basis."

Indeed, globalisation and increasing flexibility have resulted in major shippers placing more and more orders that involve more than one mode of transport. Many customers are now demanding environmentally friendly, rail-based multimodal solutions – and DB Schenker is seeking to meet this demand.

DB Schenker can point to existing facilities of this kind, notes Axel Marschall, Head of Sales at DBSR and responsible for the CCMM: "In the automotive field in particular (see page 38) we have been successfully active in the market for some time with joint concepts from the company's two business segments." The competence centres help to win and develop orders further or to tap potential – for the customer and, of course, in the interests of the service provider. "Whether DB Schenker Rail or Logistics – we often handle similar customers, even if we do not necessarily know what the other offers or has available as solutions," says Helwig, who comes from DB Schenker Logistics himself. "We want to tap this potential!"

In addition, the unit operates as a kind of think tank, developing new, integrated products. The joint process used to date will be maintained: a project-related tandem of employees from Schenker Rail and DB Schenker Logistics. The CCMM makes sure that the right contacts from the other units that are required for a specific project are brought together. "We have navigators from the business units for this purpose, a team that is also made up of staff from the two segments and works closely with the respective units," explains Helwig. "We have a range of projects that we are now looking after." The CCMM took some time to be established. It does not have a lot of time to get going, and that is why we're starting so fast. *an*

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Competence Center concentrates expert knowledge

DB Schenker has a lot of industry expertise across the whole company. The purpose of the competence centre is to pool this expertise and make it available to the customer and to develop innovative solutions.
The automotive industry is one example. By establishing its Competence Centre Automotive, DB Schenker is creating a new think tank with the aim of pooling the skills and activities within the Group more effectively than before and tapping the potential for synergies. The Competence Centre Automotive aims to develop integrated solutions for the automotive industry with the participation of all units – rail freight transport, land transport, air and sea freight and contract logistics/SCM.
In the chemical industry DB Schenker also brings together experience not only for the chemical industry and chemicals trade, but also for goods in transit from the pharmaceutical, healthcare, metalworking, automotive or electronics sectors. In this area DB Schenker Logistics and DB Schenker Rail have created a Competence Centre Chemicals aimed at pooling the chemical-logistics skills and benefits of all transport modes.
Finally, DB Schenker offers internationally operating industries a global Competence Centre for Supply Chain Solutions based in Singapore. It develops supplier-controlled tools for inventory management in the electronics and production sectors (Production Vendor Managed Inventory – PVMI) and has become the basis of their customer contacts for many supply chain experts.

Fotos: ddp-images, DB Schenker Rail

Working together for better utilisation rates

The DB Schenker Rail subsidiaries Transfesa and ECR are joining forces in oil transport between France and Spain

Backloading is essential in rail freight transport, in order to improve the economic performance of transport operations by boosting the utilisation rate. DB Schenker Rail's Spanish and French subsidiaries, Transfesa and ECR, have been working closely together in this area – and they have had particular success with one new transport operation: since last year, the two partners have developed a new route running from Escombreras near Cartagena on Spain's Mediterranean coast to La Rochelle on the Atlantic. Escombreras is a small industrial town and home to the Spanish oil company Repsol (Refineria de Petroleo de Escombreras Oil). It is also now a centre for the bioethanol industry. La Rochelle is located about 1,300 kilometres away in France and is a major base for the chemical industry.

Wagons leave Escombreras under Transfesa's control, fully laden with lubricating oil for a Spanish petroleum company in La Rochelle. Good cooperation with the French ECR has made it possible to load the wagons again for the return journey to Escombreras, this time with vegetable oil from Chalandray in France, which is transported to the Port of Barcelona.

"In the chemical industry, it is often the case that traditional wagons set off fully laden and come back empty," says Jordi Ortuño, who is responsible for these transport operations at Transfesa. "This transport operation is different: the successful backloading is the result of close cooperation between Transfesa and ECR and illustrates DB Schenker Rail's unique advantage in Europe – a dense, Europe-wide rail network."

The first test train pulling 18 tank wagons set off from Escombreras for France in early July 2014. It was switched from the Spanish broad-gauge network to the French standard gauge at Transfesa's own facility in Cerbère on the French-Spanish border. Trains are now running regularly once a month. *an*

IMPRESSIVE: The route from Escombreras to La Rochelle runs through spectacular countryside.

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Rail access for all

The Swabia Rail Freight Transport Forum demonstrates multimodal logistics solutions for the region

DB Schenker Rail is continuing to strengthen regional freight transport: in collaboration with the Augsburger Localbahn (AL) company, DB Schenker Rail hosted the first Swabia Rail Freight Transport Forum at the Swabia Chamber of Commerce and Industry on 16 October 2014 under the slogan, "Rail freight transport works!". The event was attended by around 50 customers and representatives of the Swabia Chamber of Commerce and Industry in Augsburg, the local business development association, the City of Augsburg and the Swabia logistics cluster, as well as two members of the Bavarian State Parliament. With their hosts, they discussed how rail freight transport in the region can be expanded in both individual-wagon and block-train operations and how it can thus boost the regional economy further.

One of the aims was to inform interested companies about multimodal transport solutions and to encourage them to use the railways. "There are many companies in the Swabian region that we want to attract as freight transport customers, some of which still possess a siding or could alternatively be connected to the railways by means of a railport," says Christian Suess, Head of Regional Sales, Munich. "This is why we also invited companies from the region that are potential customers."

Successful multimodal transport concepts

All parties benefit from increased rail transport. For rail operators, higher transport volumes mean a more stable individual-wagon network with a greater regional utilisation rate and, consequently, improved sustainability for rail as a mode of transport in the particular region. For existing and potential customers, this creates an improved network with wider logistics options and more flexibility – not only for customers of DB Schenker Rail but also for those of AL. That company offers local services on its own network within the city and on DB tracks around Augsburg and has been working with DB in freight transport for 125 years.

For this reason, Jan-Uwe Nissen, Head of Logistics, MAN Diesel & Turbo SE, said afterwards that "an information event like this is extremely exciting. For a company such as ours, it is important to know that the railways are a mode of transport where we can find the necessary flexibility that we need for our logistics."

The forum aroused particular interest in the sort of multimodal transport concepts that DB Schenker Rail has developed and is implementing very successfully for companies such as Unilever (see railways issue 04/14, page 44). They offer access to rail as a mode of transport even to customers that do not have their own rail infrastructure. In parallel, Joachim Thonagel from the Finnish paper company UPM, as a long-standing user of and expert on the railways, gave a presentation on the advantages and disadvantages of rail transport from the forwarder's perspective. UPM is the biggest rail customer in the region and, at the same time, a shareholder in Augsburger Localbahn. *an*

LIVELY INTEREST: Around 50 participants discussed the economic opportunities that rail freight transport offers for companies.

MAN seeks for flexible solutions for ist heavy components (below).

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AUGSBURGER LOCALBAHN – A UNIQUE COMPANY WITH A LONG HISTORY

A look into the future: Augsburger Localbahn (AL) is unparalleled in Germany. This independent private rail freight operator has its own 41-kilometre rail network within the city and transported around 1.1 million tonnes of freight in 2013.
Proud of the past: AL has been transporting freight through the city for more than 125 years. Businessmen in Augsburg came together to set up this railway company in 1889, because horse-drawn wagons full of coal tended to get stuck in jams between the station and their factories.

For more information, see: www.augsburger-localbahn.de *an*

Photos: DB AG

Stop and go!

In the UK DB Schenker Rail is equipping its locomotives with environmentally friendly stop-start technology

SUCCESSFULLY TESTED
A class-66 locomotive has been operating with stop-start technology in Cornwall in the UK for a year.

DB Schenker Rail UK tested the Auto Engine Stop-Start (AESS) system in a long-term trial last year. Since February 2014 one of these systems has been installed on a class-66 locomotive that is being used in Cornwall to convey the minerals extracted there by the French mining company Imerys. The trial corroborated the forecast that the stop-start technology reduces fuel consumption significantly – and thus also the impact on the environment.

"Even though rail freight transport is a more environmentally friendly mode of transport than road haulage, we are constantly seeking ways of further reducing the effects of freight transport on the environment," says Andrew Byrne, Head of Maintenance and Infrastructure at DB Schenker Rail UK. "The Auto Engine Stop-Start system offers this opportunity: it will further enhance the environmental acceptability of rail freight transport."

The technique was developed under the "Smart-Start" brand of the US company ZTR Control Systems, a leading manufacturer of control systems for locomotives. It functions in a similar way to the stop-start technology in a car: when a vehicle stops at traffic lights and is put into neutral, the engine is automatically switched off. When the clutch is disengaged, the vehicle starts up again.

A lcomotive that is put into neutral also stops consuming diesel. The trial showed that the total period when the locomotive engine was running was reduced by about a third, meaning that more than 50 tonnes of CO2 emissions were saved through this system's use on a locomotive. When applied across the 90 class-66 locomotives that are due to be fitted with this system in 2015, the resulting savings are more than 4,500 tonnes of CO2, equivalent to around ten per cent of emissions. DB Schenker Rail UK plans to equip all 174 of its class-66 locomotives with the new technology by the end of 2016. "We want to be a pioneer in environmental protection and this project forms a key part of this strategy," notes Andrew Byrne.

Furthermore, the British rail freight operator expects the new technology to provide greater service reliability for customers. The tests also showed that use of the stop-start system had a favourable impact on the locomotive's batteries: they are in better condition, freeze up less often and are less likely to go flat altogether. All the relevant safety checks were also carried out. *mh*

Photos: Mauritius Images, DB AG

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SUSTAINABLE SHUNTING

The stop-start technology is also being installed on the DB Schenker Rail locomotives operating in Germany. Shunting locomotives of the BR 294 series are being fitted with the start-stop system – which will reduce fuel consumption by some ten per cent and cut annual fuel costs by around €1.5 million. The first prototype was converted to the new system in mid-July, and all 300 locomotives are scheduled to be modified as soon as possible.
DB Schenker Rail is relying on the technology developed by systems provider ZTR Control Systems, having agreed to purchase 300 of the Auto Engine Start-Stop (AESS) systems at the 2014 InnoTrans fair in Munich. The system can be installed regardless of producer, model, age or use, according to Matthew Scott, General Manager of ZTR Control Systems.
DB Schenker Rail is currently taking a whole raft of measures aimed at reducing CO_2 emissions: older diesel locomotives used primarily for shunting operations have been fitted with new, lower-emission engines, and new hybrid locomotives have been put into operation. In addition, all engine drivers receive training in energy-saving driving, which involves cruising for long distances. By comparison with the traditional driving style, this means that electric locomotives can save five per cent – and the diesel variety four per cent – of their energy and reduce CO_2 emissions by the same proportion.
The aim is to reduce specific energy consumption in rail freight transport by 19 per cent – that is the objective of Deutsche Bahn's DB2020 sustainability strategy. Specific CO_2 emissions are to be reduced by 20 per cent by the year 2020 compared with the 2006 level – worldwide and across all transport modes. By road, air, water – and by rail. *mh*

The green route

All the traction current used in the Netherlands is expected to come from renewable sources by 2018. DB Schenker Rail's customers are already running CO_2-free on the German-Dutch Betuwe Route.

Photos: Colourbox, Getty Images

RAIL LEADS THE WAY:
By 2020, the share of renewable energies in the Netherlands is set to reach 16 per cent.

Out on the North Sea and in the lowlands, the wind blows constantly and reliably. It is also planned that this wind will – literally – move the economy in the future. This strategy could be described as a "green deal" for the Netherlands. Holland is backing renewables – specifically, in the form of wind turbines and offshore wind farms. All rail transport operations that are carried out with electric power are due to be converted completely to renewable energy by 2018.

This means transport operations by rail will become more and more sustainable. DB Schenker Rail is one of the drivers of this development. The European rail freight operator has committed itself firmly to environmental protection as part of Deutsche Bahn's DB2020 sustainability strategy. Rail is the most environmentally friendly transport mode for freight: whenever transport operations are switched from road to rail, that saves CO_2. The rail freight operator is also planning to reduce its CO_2 emissions even further through high energy efficiency and the use of renewables. It's target is to reduce its specific CO_2 emissions by 20 per cent by 2020, compared with the 2006 level – worldwide and across all transport modes by rail, road, air and water.

The new policy in the Netherlands is bringing this target even more quickly within reach. The plan there is for 50 per cent of all electric rail journeys in 2015 to use exclusively green power. In 2016, this figure is intended to reach 70 per cent, and in 2017 the proportion of renewables in the traction current mix will rise to 95 per cent. Finally, from 2018 onwards, all electric rail transport in the Netherlands will be powered entirely by renewable sources of energy. This amounts to 1.4 terawatts of energy each year in all, or 1,000 million kilowatt hours, which is about two per cent of the Netherlands' total energy consumption.

100-PER-CENT GREEN POWER

With the Eco Plus product, more and more DB Schenker Rail customers are running environmentally friendly services.

For rail, the most eco-friendly mode of transport, DB Schenker Rail offers its customers Eco Plus, the premium product that is both 100-per-cent CO_2-free and free of nuclear-generated electricity. For customers who opt for the Eco Plus product, the required quantity of traction current is obtained completely from renewable sources of energy. The current consumed by the transport operations depends on the route and the goods to be conveyed, based on which an individual quotation showing the CO_2 savings is drawn up. For the transport operations commissioned, DB Energie procures the necessary quantity of renewable electricity and feeds this into the traction network, replacing an equivalent amount of conventionally generated traction current.

The necessary quantity of energy, as calculated by Eco-TransIT World, the generation of electricity, its feeding into the network and billing are verified by TÜV SÜD. Every year customers receive an individual certificate that is also certified by TÜV SÜD and confirms the CO_2 savings achieved. Apart from the direct avoidance of climate-damaging air pollutants such as carbon dioxide, the bonus for the building of new plants for generating renewable energy, an integral part of Eco Plus, is used to strongly promote renewable sources of energy in Germany. DB Schenker Rail invests 10 per cent of Eco Plus revenues in the construction of new plants. The Eco Plus service has very recently been extended and can now also be booked on all Austrian routes. For all other countries DB Schenker Rail offers its customers the Eco Neutral product option, which offsets emissions that are not (yet) avoidable.

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The contract covering this was signed by Eneco, a leading Dutch energy supplier, and the relevant rail operators on 1 July. Eneco won a tender to become the partner for the new energy supply contract for all electric rail transport for the period 2015–2025. One precondition was that this process should result in verifiably new green energy projects. The fact that these projects have come about in the rail sector is related to the railways' predictable and reliable consumption of electricity.

On the Betuwe Route, one of the most modern freight transport connections in Europe and part of the important Rhine-Alpine Corridor, they have already gone one step further. All the power for supplying electric locomotives on the freight transport route between the Port of Rotterdam and the German-Dutch border at Zevenaar/Emmerich has been coming from sustainable, renewable sources since 2014.

As the Betuwe Route is a fixed connection and used solely for rail freight transport, it is managed as a separate segment of the Dutch rail infrastructure – which includes having the electricity for its power supply procured independently. All the Betuwe Route's electricity is generated by wind turbines. The good news for customers is this: if you use DB Schenker as your carrier to and from the Port of Rotterdam, you will thus be moving CO_2-free between Emmerich and the Port of Rotterdam. *mh*

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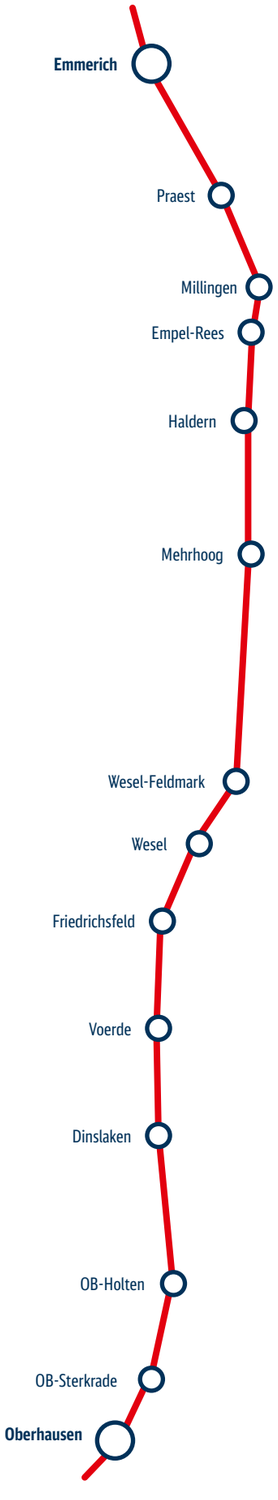
BETUWE ROUTE

The Betuwe Route accounts for 80 per cent of the Netherlands' rail freight transport to and from Germany. For its cross-border transport operations, DB Schenker Rail uses a fleet of 58 locomotives of the 189 series, which run on the Betuwe Route solely on electricity from renewable sources. The Betuwe Route is regarded as one of the most modern freight transport lines in Europe. It came into operation in 2007 and links the Port of Rotterdam and its Maasvlakte extension with Oberhausen in the Ruhr district. There it enters the Rhine-Alpine Corridor, which extends as far as Genoa and connects Europe's major industrial centres. The route's name comes from the Dutch area of Betuwe, through which part of the line passes. It eases the traffic load on the A15 and A1 motorways, which used to be heavily overburdened by lorries, and thus switches more freight onto the railways.



Corridor for the future

Work to add a third track to the Emmerich-Oberhausen line is going to restrict the Betuwe Route's capacity. A package of measures is intended to ensure that transport operations continue without interruption.

CHALLENGE
Rail transport between Germany and the Netherlands will operate without interruption during the upgrade.

The Port of Rotterdam will soon be even better connected by rail to the European hinterland. An additional track for rail freight transport is going to be built in the next few years along this route between Emmerich on the German-Dutch border and Oberhausen in the Ruhr district. It is due to go into operation in 2022. Then, even more freight will be able to complete its journey from Europe's biggest seaport to its ultimate destinations on the continent using the environmentally friendly rail option. The decision to expand the line was taken because the volume of transport operations on this route has progressively increased in recent years. This upward curve is expected to continue in the years to come.

A major factor in this is the expansion of the Port of Rotterdam through the construction of the new Maasvlakte 2 port area. Outside the original port, the reclamation of sand in recent years has created an additional area of 2,000 hectares, which increases the size of the Port of Rotterdam on the water by about 20 per cent of its previous dimensions. This expansion and the new port are expected to result in a tripling of the transhipment capacity for containers. The first rail connections to Maasvlakte 2 were established as early as last year. The route extends from Maasvlakte to the Kijfhoek marshalling yard and, from there, through the Betuwe region along the Dutch A15 motorway as far as Zevenaar.

The capacity of the Betuwe Route in the Netherlands will be reduced at certain times during the construction work. "The expansion means that freight-transport capacity will almost double. We will ensure that adequate capacity is made available during the construction phase – by providing alternative routes, for example," says Dr Jörg Sandvoss, Board Member for Sales and Timetabling at Deutsche Bahn Netz AG. "What is more, at the same time we will make substantial improvements to protect against noise pollution along the route, so as to minimise the inconvenience to local residents."

OVERVIEW OF UPGRADING MEASURES

- Construction of a new electronic signal box
- Conversion of the current system at the border with the Netherlands
- Triple-track upgrade
- Measures at the Oberhausen hub
- Implementation of signal blocks (as part of the triple-track upgrade)
- Installation of the new European Train Control System (ETCS)

Background
RHINE-ALPINE CORRIDOR

The Rhine-Alpine Corridor, also known as Corridor 1, stretches from the seaports of Rotterdam, Zeebrugge and Antwerp to the Port of Genoa, straight through the heart of the EU, along what is known as the "Blue Banana". This is the most heavily industrialised north-south route in Central Europe, and it links the most important economic regions of Europe. The "Blue Banana" extends through the Netherlands, Belgium, Germany, Switzerland and Italy, and connects economic centres such as Rotterdam, Amsterdam, Duisburg, Cologne, Frankfurt, Mannheim, Basel, Zurich, Milan and Genoa. The corridor also links all these centres indirectly with London and Brussels. The Rhine-Alpine Corridor is part of the European Commission's plan for improving the use of rail freight transport and, by encouraging the switch of transport from road to rail, for ensuring sustainable and efficient transport for the long term.

DB has worked with a large number of partners to put together a package of measures to reduce the impact on rail freight transport, the port and business activity in the Netherlands. Alternative routes are being discussed with the Dutch Ministry of Infrastructure and the Environment. Some cross-border transport operations will be diverted via Venlo and Oldenzaal, once the Dutch government has made a special amendment to a law, which will raise the capacity of the Brabant Route and the Deventer-Oldenzaal Route. As an alternative, talks are also in progress on capacity-boosting measures on the Venlo-Viersen-Hamm link.

DB Schenker Rail is also working hard to maintain an uninterrupted rail transport service between Germany and the Netherlands during this period. Dr Alexander Hedderich, CEO of DB Schenker Rail, puts it like this: "The European rail freight operator DB Schenker Rail supports the growing significance of the Port of Rotterdam. During the expansion of the Betuwe Route we will do all we can to ensure that our customers experience no cutback in our rail transport service."

In addition to the construction of the third track, comprehensive expansion work on the line from Emmerich to Oberhausen is due to begin in 2016. A fourth track is to be laid on a three-kilometre stretch, and sound-control walls are going to be erected along a distance of 74 kilometres. Eleven stations are to be converted, 47 overpasses and bridges will be adapted, and 55 railway crossings with 38 overpasses or crossing points will be modified. The work will be completed by 2022.

This line, some 73 kilometres long, is directly connected to the Betuwe Route and provides a link between the Dutch North Sea ports and the western Ruhr district. At the same time, it is part of the Trans-European Transport Network, it provides a local connection linking the northern part of the Lower Rhine area with the major cities along the Rhine and the Ruhr district, and it forms part of the important Rhine-Alpine Corridor, the European freight transport corridor between Rotterdam and Genoa. *mb*

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One name, one family

Nordcargo becomes DB Schenker Rail Italia – with an expanded network

The full integration of NORDCARGO, DB Schenker Rail's Italian subsidiary, into the DB Schenker Rail family has been reflected in its name since the start of the year. "On 1 January we renamed ourselves DB Schenker Rail Italia. We wanted a new name that identifies us within the DB Schenker Rail Group," explains Enrico Bellavita, the company's Managing Director. Like its predecessor, DB Schenker Rail Italia will continue to deal with production, with DB Schenker Rail Italia Services responsible for sales.

Meanwhile, the Italian subsidiary keeps expanding. In September the company incorporated the Maddaloni Marcianise station into its network. The station in Campania, some 30 kilometres north of Naples, is directly linked to the Chiasso hub and now forms (for the time being) the most southerly point in the network. "Through this move we are opening a door to the market in southern Italy by allowing potential customers a direct connection to the European individual-wagon network operated by DB Schenker Rail," says Pieralberto Vecchi, Head of Sales for Italy. This is possible because the rail freight operator conveys large quantities of sugar from Germany to the Campania Interport ISE Terminal (Interport Southern Europe) in the north of Naples. At present, services operate to Maddaloni Marcianise twice a week.

IMPORTANT FOR INDIVIDUAL WAGONS

DB Schenker Rail Italia is the only rail freight company in Italy offering transport services in individual wagons. Rail-Net Italy allows the country's small and medium-sized companies access to the European rail network and to environmentally friendly rail transport. DB Schenker Rail Italia employs some 300 people and operates nine railports across the country, offering customers without a rail siding the ideal opportunity to integrate carriage by rail into their logistics, to store goods or to tranship from rail to road. All in all, the company moves more than 100,000 wagons in individual-wagon transport in Italy per year and operates some 12,000 trains.

New stop at Monfalcone

In addition, DB Schenker Rail Italia added Monfalcone to its network in November with one service per week. Monfalcone, a railway station and port near the Italian-Slovenian border, is also connected via a direct service to the hub in Chiasso. It currently forms the eastern point of DB Schenker Rail's Italian operations, connecting east European consignments to the DB Schenker Rail network. Timber and paper shipments bound for a major customer in northern Italy played an important role in this regard, with timber-laden trains also carrying a number of empty wagons travelling from the north to Italy. There the timber wagons are unloaded and the trains pick up paper for the south–north journey.

"Thanks to a new wagon management system we have improved reloading, especially of trains to Germany," says Vecchi. "That means we are integrated into the individual-wagon transport system – the only rail freight operator in Italy to be so – even more effectively!" *an*

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Photos: Simone Casetta/Anzenberger

THE DB SCHENKER RAIL INDIVIDUAL-WAGON NETWORK IN ITALY

COMPANY & PEOPLE

NEW SERIES (IV):

WoMen at Work

Gatekeepers to Europe

The team at Rail Services Stockholm organises European rail freight transport operations for Scandinavian and Finnish customers.

What really matters in the world of railways is the network. “Our Swedish customers now know that DB Schenker Rail operates a big, effective European network. For this reason, Rail Services Stockholm is the first point of contact for all Scandinavian and Finnish customers who are transporting freight by rail with DB Schenker Rail or who are looking to do so,” says Katja Janschersky, Head of Rail Services Schenker AB in the Swedish capital. “For everybody here – whether key account managers, project managers, small-customer advisers or customer service staff – everything revolves around sales and distribution.”

After all, the axis to and from Scandinavia is heavily used: DB Schenker Rail transports 2.3 million tonnes of steel, paper and chemical freight out of Sweden, and the rail freight operator carries around 2.0 million tonnes of steel, automotive components and white goods into the country. This means there is great potential for the Rail Services team to develop, implement and improve Europe-wide rail transport concepts for customers.

In addition, time-sensitive questions have to be answered – for example, information in the event of delays or rescheduling. To do this, the team work on the trackside with Green Cargo in Sweden, and on logistics-related matters they collaborate with their colleagues in DB Schenker Logistics.

The team are also the point of contact for other colleagues in the rest of Europe for organising transport operations to Scandinavia or Finland. “This works very well, and we now have many standard procedures here,” Janschersky says.

Rail Services was set up in 2010 from the former DB Schenker Rail representative office in Sweden. It now employs seven staff plus one permanent student or trainee in the centre of Stockholm. “We live and breathe Europe. We are an international team, we all speak fluent German, English and Swedish, and a few of us have been living in Sweden for some time,” says Janschersky, who herself arrived from Germany more than six years ago. “We are very performance-focused, but we also greatly value the informal atmosphere in which we work. Despite the reserved Swedish manner, there is a lot of spirit below the surface in this team, and good cheer is guaranteed,” Janschersky explains.

an

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GREAT TEAM:
Claudia Geissler – Coal and Steel, Stephanie Reinert – White Goods, Sabine Bernhardtz – customer service and office organisation, Daniel Schroefel – Timber and Paper, Katja Janschersky – Steel, Fabian Hirschmann – student, Michaela Blomqvist – Chemicals and Industrial & Consumer goods, Guido Schaefer – Paper (from left to right).

Photo: Oliver Jaden

Highest honour

DB Schenker Rail has again been entrusted with recovery services by the Dutch railway network operator ProRail

Trains rarely break down. But if it does happen, a red alert is sent out: trains further down the track must be warned, stopped or rerouted. The defective train must be moved out of the way as quickly as possible. Companies that are entrusted with emergency services have to meet the most stringent quality criteria and offer the best possible service. For DB Schenker Rail it is therefore the highest honour to be awarded a five-month contract for recovery services by the Dutch railway network operator ProRail. As the biggest rail infrastructure company in the Netherlands, ProRail looks after some 7,000 kilometres of railway lines.

Over the winter period DB Schenker Rail will keep two diesel-powered DE 6400 locomotives constantly available for recovery tasks in the Rotterdam and Utrecht regions. The locomotives will be manned seven days a week from 5 am to 11 pm. Three additional DE 6400 locomotives can be made available at short notice. The contract stipulates that the recovery locomotives have to leave the depot within five minutes of the emergency notification. In order to guarantee this, the drivers keep their locomotives on standby. Whilst in waiting mode the locomotives are connected to the depot's electrical supply.

RELIABLE
The DE 6400 rescue locomotive in action.

Photos: DB Schenker Rail

A permanently installed GPS tracking system ensures that the customer ProRail is informed at all times of where the locomotives are located. They also possess a height-adjustable automatic coupling system so that they can be coupled up to any train type. In addition to the mechanical link the brake connection between the rescuing and rescued vehicle is usually also established through the main air pipe coupling. The DE 6400 locomotives are equipped for this.

In an emergency the full glare of public scrutiny can swiftly focus on the recovery effort. The public, business community and policy-makers closely monitor how quickly and carefully this work is carried out. This applies in particular, of course, if passenger trains break down or as trains further down the track are affected by the consequences of a breakdown.

DB Schenker Rail regards fulfilment of the contract, which runs until mid-March, as a top-priority task. For the European rail freight operator it is not least about showing that it can meet the highest requirements so as to be prepared for the future. *mh* ■

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Safety is paramount

DB Schenker Rail NL possesses the most up-to-date information system for hazardous materials

DB Schenker Rail Nederland N.V. is the biggest rail freight company in the Netherlands and can point to outstanding expertise in the safe transport of goods. It boasts many years' experience of conveying agricultural and forestry products, industrial and consumer goods and chemicals, including petrochemical and mineral products such as liquids, gases or granulates. DB Schenker Rail NL is particularly well positioned in the transport of ore, coal and steel.

DB Schenker Rail NL possesses the most up-to-date information system for hazardous materials, the Information System for Hazardous Substances (known as IGS). The IGS information system was jointly developed by the members of KNV Spoorgoederenvervoer (the Royal Dutch Transport Federation), Keyrail and ProRail. In the event of an emergency, the emergency services gain immediate insight into the location and content of all wagons at all freight stations. Other steps to improve the safety of rail freight transport have already been taken: for example, ProRail has developed the OVGS (Online Transport of Hazardous Substances) system, which provides information about freight wagons containing hazardous substances on the main lines. With the IGS system marshalling yards are now also covered.

Emergency services can use the information from the IGS system to find the best access routes and develop the most effective rescue plan. With just one click the new IGS system offers information about the location and content of the wagons. The IGS system obtains its data in real time through modern tools such as the mobile app for engine drivers and shunters, the Digital Shunting Assistant (known as DRA). *mh* ■

CUSTOMERS & PROJECTS

The best of friends

The French food group Cooperl Arc Atlantique is so happy with ECR that it has entrusted it with all its rail freight operations – overnight

LONGER TRAINS: Cooperl relies on rail for its transport operations.

What a porker!

Pork is undoubtedly the favourite meat of the French. Each French person consumes some 34 kilos of it per year – three-quarters of which is in processed form. By comparison, Germans eat 37.9 kilos of pork.

Pork plays a key role in regional French cuisine. More than 400 different products are made from it: ranging from a wide variety of sausages to ham to salted pork, the famous “petit salé”. They all form an important and integral part of France’s cultural heritage, declares the industry’s website leporc.fr with pride. ■

DB Schenker Rail’s French subsidiary ECR is delighted to conclude a new contract based on an existing one: in future the food group Cooperl Arc Atlantique will be entrusting all its railway operations to the existing provider ECR. “This new contract is a wonderful confirmation of the commitment shown by our company and its employees,” says Madeleine Coursault, Customer Portfolio Manager at ECR, with satisfaction. The number of trains for Cooperl Arc Atlantique thus rises from 19 to 400 this year – ECR has been operating services for the customer since November 2011.

The company specialises in the processing of pork – around 5.7 million pigs are reared every year. Some five million are then slaughtered and processed into various products. According to Cooperl, the company currently employs 4,800 people and generates sales of €2.1 billion.

In organising its production activities Cooperl relies to a large extent on rail. In recent months the company had already increased the number of weekly round trips from three to eleven. The contract then became due for extension.

Having submitted a new transport concept, ECR was able to convince the customer of its ability to provide more extensive services. At a meeting with Cooperl, Mathieu Morvan, ECR’s Regional Officer for Brittany, proposed double-traction train units and thus longer trains. This would reduce personnel and routes, whilst the higher weight would result in increased productivity.

Photo: etty Images

Well-organised supply chain

There are also advantages for ECR: first, this concept is a more effective response to the customer’s need for higher transport volumes and, second, it stabilises transport planning at ECR while reducing fuel consumption. The trains with double traction transport 3,600 tonnes in weight and are 683 metres long – trains up to a length of 850 metres are permitted in France.

The customer was quickly won over by the new concept. “Cooperl attaches great importance to a well-organised supply chain and accepted the proposal immediately,” says Coursault. Thanks to close cooperation between train planning, sales, scheduling and the team in northwest France the new concept was swiftly incorporated into the new contract. “Our whole company was committed to this great project from the outset,” notes Coursault enthusiastically. ECR now intends to present the concept to other customers from the food industry. *an* ■

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Certified sustainable with Eco Plus

PVC manufacturer Vinnolit slashes its transport operations' CO_2 emissions

Since 2012 Vinnolit GmbH & Co. KG has had its rock salt shipments transported between Heilbronn and Munich by trains whose traction energy is renewable. As a result, Vinnolit is reducing its CO_2 emissions compared with road haulage by some 5,900 tonnes and compared with rail without Eco Plus by around 1,000 tonnes per year.

Vinnolit is one of the leading manufacturers of PVC raw materials in Europe and a global market and technology leader for PVC specialities. A key raw material in the production of the plastic PVC – polyvinyl chloride – is rock salt, from which chlorine is extracted by electrolysis. Chlorine makes up 57 per cent of PVC. Through the use of rock salt, a virtually inexhaustible domestic raw component, PVC consumes comparatively few non-renewable fossil fuels in its manufacture. PVC is used primarily for durable products in the construction sector, as well as being a key material in the automotive, medical and packaging industries.

Vinnolit produces and markets a broad range of PVC products, including PVC for flooring, wallpaper, window profiles, pipes, rigid film, industrial coatings, automotive sealants, cable sheathing and infusion bags. Vinnolit attaches high priority to environmental protection: the company, which belongs to the Westlake Group, participates in the chemical industry's Responsible Care programme, aimed at continuously improving safety, health and environmental protection. It also supports VinylPlus, a voluntary commitment to sustainable development on the part of the European PVC industry.

DB Schenker Rail has acknowledged Vinnolit's commitment to reducing CO_2 emissions with the Eco-Solution certificate, which was formally presented by Jan Elfenhorst, Managing Director Sales & Logistics / Vice-President Sales & Logistics Chemicals, and Franz Dobler, Key Account Manager at DB Schenker BTT, to Boerries Bruder and Francesco Talarico of Vinnolit. Dr Carsten Hinne, Head of DB Schenker Rail's Chemicals, Mineral Oil and Fertilisers Division, stated: "We are particularly pleased that our long-standing partner Vinnolit has opted for CO_2-neutral transport operations. This represents a further milestone in our successful collaboration."

Francesco Talarico, Procurement Director at Vinnolit, added: "With its Eco Plus offering, DB Schenker Rail is demonstrating the importance that it attaches to sustainability. DBSR stands out from other railway companies as a result." Eco Plus offers all of DB Schenker Rail's logistics partners the opportunity to carry out their transport operations on a CO_2-neutral basis. *mb*

ECO-FRIENDLY: The EcoSolution certificate is formally presented by Jan Elfenhorst, Managing Director Sales & Logistics / Vice-President Sales & Logistics Chemicals, and Franz Dobler, Key Account Manager at DB Schenker BTT, to Boerries Bruder and Francesco Talarico of Vinnolit (from left to right).

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No hazards

To achieve maximum safety and reliability, the OCI Nitrogen company has its ammonia transported by DB Schenker BTT

Many years' experience in transporting hazardous freight has proven decisive: the OCI Nitrogen company has concluded a contract with DB Schenker BTT covering both transport operations for ammonia and the management of those operations for another three years.

The consignments leave the Europoort in Rotterdam and OCI's plants in the Dutch town of Geleen for destinations all over Europe. The recipients are industrial customers, including many coal-fired power stations, which require ammonia for their flue-gas desulphurisation. DB Schenker transported more than 150,000 tonnes of ammonia for OCI during 2014.

"DB Schenker BTT offers us a reliable service and high safety standards. These were the crucial factors in our decision to renew the contract. Also, our transport operations benefit from its European network," explains Álvaro Torres, Purchasing Manager at OCI Nitrogen.

OCI Nitrogen produces 1.1 million tonnes of ammonia in Geleen near Maastricht on the German-Dutch border. The chemicals company also has an ammonia terminal at the Europoort in Rotterdam. This ammonia is used for the annual production of more than two million tonnes of fertilisers and 120,000 tonnes of melamine, also produced in Geleen. OCI Nitrogen has been part of Orascom Construction Industries since 2010, and it operates in Europe, North and South America, the Middle East and North Africa.

OCI is a good example of the growing demand in industry for lead logistics providers (LLPs). The management of integrated value chains is seen as a model for the future, especially in the chemicals industry, and is a DB Schenker BTT speciality. In combined transport and wagonload traffic, BTT organises the main leg by rail, transhipment in the terminal and pre-carriage and on-carriage by road for all European routes. On request, BTT can take charge of the whole management of the tank wagons, as well as all other activities relating to the transport of hazardous freight.

Erik Koning, Head of Steering Chemical Competence Centre DB Schenker BTT, highlights DB Schenker BTT's technical expertise. "We can offer customers informed advice on all technical matters, such as the specifications of the tank wagons." Torres confirms this: "The service that DB Schenker BTT makes available on the spot in Geleen is proactive, very safe and customer-focused, and it helps us enormously in the safe and efficient operation of the tank wagons."

For this reason, customers such as OCI fit perfectly into DB Schenker BTT's strategy. "We are working intensively together on reducing complexity and becoming better, with regard to both service and safety," Koning says. Only in this way will it also be possible in the future to ensure that even hazardous freight does not present any hazards. *mb*

RELIABLE Rail is the safest option, even for hazardous freight.

Photos: Privat, DB AG

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CUSTOMERS & PROJECTS

CARSTEN LUBAWSKI
…runs domestic logistics management for industry/heavy plate at ThyssenKrupp Steel Europe AG in Duisburg and is responsible for the project enabling conversion to the rail freight operator's new business model. The graduate in business management specialising in production management/logistics has been at ThyssenKrupp for eight years.

"We expect greater transparency so that we can manage supply chains properly"

ThyssenKrupp Steel Europe is one of DB Schenker Rail's biggest customers and from 2015 will be commissioning transport operations in individual wagons within the Netzwerkbahn logic system. The company is a trailblazing customer in the change-over to the rail freight operator's new business model.

Interview conducted by Axel Novak

Mr Lubawski, ThyssenKrupp Steel Europe is joining DB Schenker Rail's new business model this year. How is this move progressing?
In early January 2015 we entered an important phase of the change-over – communicating the handover time and completion, after we conducted various tests starting in February 2014. The next steps involve communicating changes and cancellations. From May we then plan to enter the real world of Netzwerkbahn: this means that from then we will be running all our individual wagons in a capacity-checked network.

Why is the new business model so important for ThyssenKrupp Steel Europe?
This model is hugely important to us because we need transport in individual wagons. We convey the bulk of our consignments – many millions of tonnes – using the railway's block trains. However, we attach prime importance to individual-wagon services for getting products to the customer. Our structures alone pose a great rail engineering challenge: ThyssenKrupp Steel Europe in Duisburg is a huge site covering nine square kilometres, with 300 kilometres of track and 40 rail freight handling terminals in three-shift operation along with the corresponding infrastructure and its own works railway. Everything has to function smoothly. When we talk of our transport operations in individual wagons we mean using up to 100 wagons per day, each carrying 60-70 tonnes of freight – DB Schenker Rail really is an important service provider for us. The same applies in reverse, of course: we are a key customer for DB and therefore important for Netzwerkbahn, enabling it to function as a whole.

Photos: Michael Neuhaus

> "We convey the bulk of our consignments – many millions of tonnes –using the railway's block trains. But we attach prime importance to individual-wagon services for getting products to the customer."
> **CARSTEN LUBAWSKI, THYSSENKRUPP STEEL EUROPE AG**

Company profile
QUALITY FOR CUSTOMERS ACROSS EUROPE

ThyssenKrupp Steel Europe focuses on the attractive and high-growth segment of high-grade flat steel. Its range of services extends from intelligent material solutions to product-related processing to a comprehensive spectrum of services, up to and including finished steel components and assemblies. Together with its subsidiaries ThyssenKrupp Steel Europe AG supplies a broad range of steel-processing sectors. Thyssen has been operating at its main site in Duisburg for 120 years.

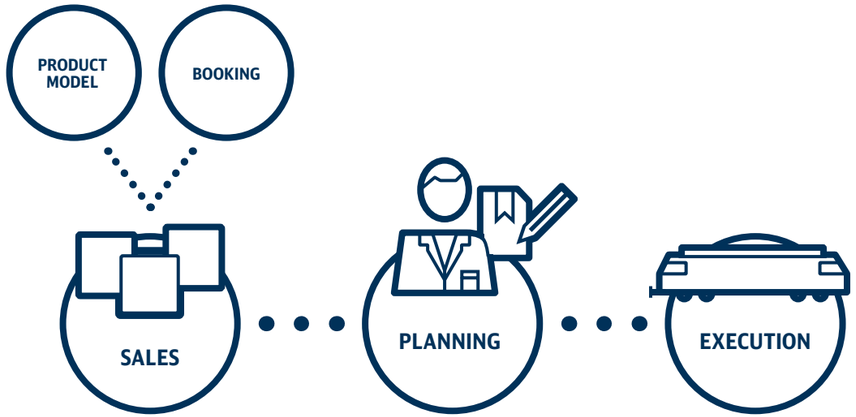
The Steel Europe business area specialises in activities related to every aspect of premium steel flat products, ranging from intelligent material solutions to the finished component. The product range includes intelligent lightweight steels, steel-based composites and steels with innovative, functional coatings. ThyssenKrupp Steel Europe employs 26,231 people at eight German sites: Duisburg, Dortmund, Kreuztal, Bochum, Neuwied, Finnentrop and Ferndorf.

Further information is available at:
www.thyssenkrupp-steel-europe.com

How have you converted your processes and IT systems so that you can place orders in accordance with DB Schenker Rail's new logic system?
Allow me to recap briefly: we understood the problems facing DB with transport in individual wagons early on. We have a long-standing relationship with the railway. We therefore appreciate the economic situation governing these services and their complexity. In this respect, we were excited when in early 2012 DB presented us with the Netzwerkbahn business model.
It was also clear to us that we wanted to be the trailblazers in this project within the industry.
We then set up a project team under my supervision. Selected representatives from all the units involved in the process – including IT – took part. From the outset it was important to fully integrate IT into this project, because it can map the systemic interrelationships that exist with a major shipper like us. There are different systems, some of which have evolved over time, but which also perform different tasks. In our case they were the scheduling and works railway systems and, indirectly, the production control systems.
At its peak there were up to 25 people on the project team, but the situation at working level was different because we came together at selected times.
In addition, we have informed other units involved in the project, including our 80 schedulers. We will, of course, communicate any developments related to the topic to our sales teams and to our customers.

How have you worked with DB Schenker Rail's teams over the past two years?
From the outset it was crucial for us to convey our needs to DB Schenker Rail. At the start this was a very exciting process for us, because we had to examine the process functions of our individual units meticulously and methodically to ascertain how individual process steps are performed: what do we want to achieve and how do we want to get there? This helped us to clarify which unit should take on which task and how it should perform that task.
We then converted these tasks and process steps into requirements of the new business model, which we went through with DB Schenker Rail over the course of a number of workshops in order to work out joint solutions. It did take a little time, however, for DB Schenker Rail to comprehend the complexity of our operation and for the rail freight operator to truly understand what we wanted. We communicated very clearly what we wanted and what our basic requirements were, including those that we regarded as non-negotiable. From these workshops arose

CUSTOMERS & PROJECTS



THE NEW DBSR BUSINESS MODEL

BUILDING BLOCKS FOR GREATER TRANSPARENCY

1. Planning
The basis for the dimensioning of the network is reliable and integrated planning. It makes the network plan possible as the basis for capacity management and customer bookings.

2. Booking
Customers book transport operations by 12 noon on the day before, either online or via EDI. Submission of the time of availability for shipment is an important step for the booking system. Capacity-checking is the basis of the preparation of a binding transport plan showing the time of receipt.

3. Execution
Transport operations are executed in line with the transport plan. There are clear rules governing deviations from the transport plan: the consignment is rebooked on the next available train and the customer is informed promptly of the new time of receipt.

4. Sales
DB Schenker Rail is currently developing new sales processes and products aimed at successfully introducing the business model on the market. It is important to DB Schenker Rail that solutions are developed jointly with customers.

> "We always felt that DB understood us – the response from DB Schenker Rail's staff to our requirements was very good."
>
> **CARSTEN LUBAWSKI, THYSSENKRUPP STEEL EUROPE AG**

the joint operating areas that have now made it possible to dovetail our IT systems with those of DB Schenker Rail. I have to admit, though, that we always felt that DB understood what we were talking about and the response from DB Schenker Rail's staff to our requirements was very good. Conversely, it was very interesting for us to gain a new insight into the complexity of the rail freight company and its everyday operations.

What are the advantages for you and your customers from the capacity-checked network?
We have to look at this from the customer's perspective: if I saw no advantage for the customer, there would be no point in it whatsoever. It makes sense largely because we can tell the customers with some degree of certainty when the wagon is due to arrive on their premises. That may sound trivial, but if the customers can rely on this, they can man their shifts accordingly and schedule their production materials more reliably. They have the material to hand on their premises perhaps two or three days earlier, allowing them to operate more quickly – and at lower cost. We cannot offer customers this level of planning reliability yet, but we should – and that is why we wanted to take part in this project.

In the steel industry, transport in individual wagons often involves shipments at peak periods. Can peaks be prevented?
Peaks could certainly be reduced, but not eliminated altogether. That has nothing to do with Netzwerkbahn, but lies in the nature of steel production. Yet it does help at least if we can plan more reliably thanks to the new business model. Another point is more general in nature: it has always been the role of logistics in the steel industry to act as troubleshooter and to support production. That will remain the case, but greater planning reliability and transparency certainly help to integrate logistics into the production processes at an early stage.

The new DBSR business model also requires you as the customer to provide more predictability – that is, to book within a fixed time frame. Can you do that?
We are restricted in that regard because transport operations cannot be predicted over the whole process chain. However, looking ahead, we hope to see much greater transparency in the supply chain. The new business model affects our future transport control system, of course. This integrated system, when it comes into being, will manage transport operations centrally and, for example, map the capacity of our loading terminals accurately. Our aim is this: we want to know where our shipments are at any given time. And we want to be able to see this for the whole supply chain on our own system.

How have you presented the changes within your own company which your employees will now be facing?
All our employees have been involved from the outset. They have all shown great motivation. One reason for this is certainly that they have recognised that we need to change a lot of things and they knew: Netzwerkbahn is essential and inevitable.

The new business model certainly provides many advantages for DB, but the benefits for us are also considerable. First, we benefit if DB Schenker Rail organises its processes more efficiently. Second, we also gain improvements for ourselves if we develop the DBSR business model further. This increased transparency shows what happens at a particular place and a particular time and why. And it is this "why" that is exciting because it reveals the cause of the problem. Only if I have sufficient transparency along the whole chain right up to the customer can I recognise the reasons for deviations and mistakes and remedy them. I can manage supply chains properly only with adequate transparency.

How do the other sites operated by ThyssenKrupp Steel Europe here in the region see this?
The Duisburg site is playing a kind of pioneering role in relation to our other plants, especially bearing in mind that we carried out a complete assessment of process functions here at this site so as to formulate the requirements for the whole process. The other ThyssenKrupp Steel Europe locations will then follow suit. They are smaller after all, and their processes are similar to those in Duisburg.

What would you recommend that comparable customers undergoing the change-over do differently?
Two things were crucial to us. First, we made our requirements very clear. If we are talking about more than 12,000 wagons at this site alone, our 80 schedulers cannot perform this task using just a few tables. We wanted to incorporate our needs from the new concept from the outset, and some of these requirements were non-negotiable. Second, we planned the process steps to be taken internally very precisely. The integration into the Netzwerkbahn model is a Six Sigma project at our company, following strict methodological principles. These principles enabled us to tackle the project very systematically and to progress step by step without getting lost in vague objectives.

What do you expect from DB Schenker Rail in future and from the business model's further development?
In the medium term we anticipate an improvement in the availability of empty wagons – that is crucial for success, especially for our customers. In order to hand over a loaded wagon, I first need an empty wagon. We are hoping that greater transparency at DB Schenker Rail will improve the provision of empty wagons – up to and including detailed information on sub-categories.
Second, we expect increased transparency from reliable arrival times and an improved exchange of information in day-to-day operations. That is very important to us and our transport planning.

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CARVED
Artur Burzyński spent more than two months working on this locomotive. As a former engine driver, he knew the details exactly.

GO FIGURE!

250

trains run every day on DB Schenker Rail's Automotive RailNet – through 20 countries via 18 hubs all over Europe. The Automotive RailNet industry network is the foundation that enables the rail freight operator to offer the automotive industry tailored transport solutions across all modes of transport and along the entire the supply chain.

IN DEMAND

"I simply look at the world..."

Artur Burzyński is probably the most artistic member of the staff at DB Schenker Rail Polska. He devotes his spare time to making pieces out of carved wood, worked bark or painted leather.

Mr Burzyński, how did you come to be involved in producing such works of art?
I took an interest in art from an early age and started drawing and working with wood when I was still at nursery school. Instead of going to art school, I studied at a railway college and am now a dispatcher at the KWK Szczygłowice coal mine in the Silesian town of Gliwice. However, I never gave up my passion for art.

How did you rediscover your interest in art?
I worked once at a coal mine warehouse with a colleague who made carvings out of coal and wood, and that was where I started working with my chisel too. Since then, I have carved hundreds of different figures: footballers, signalmen, scenes from everyday life, and figures from comics and literature. I have also made special devils' heads, known as beboks, out of lime bark.
My works are now to be found all over the world – in Japan, Canada, the USA, Germany and, of course, Poland. I am often asked to make something when a colleague retires.

How do you go about your work?
I work mainly with lime wood, which I think is the best kind. It is soft and free of branches, and it darkens over time. But I don't know what the figure will to end up looking like until I have actually started working on it. Working with wood is what I like best, and I stop doing that only to paint landscapes and leather or to work on clocks.

Where do you do your work?
I work in the living room in my flat in Gliwice. So the size of my pieces depends on the wood and the space that I have to work on it. But I have still not really found the medium that I like best. I am currently interested in glass painting. Or airbrushing – back in the 1970s, there was an exhibition in Wroclaw with many works produced using that technique. That would be of great interest to me now. I even started making my own airbrush once, but then I ran out of time to finish it. Maybe when I retire?

an

ARTUR BURZYŃSKI
Dispatcher with DB Schenker Rail Polska in Silesia

Photos: Privat, Frank Vincentz

Save the Date

Forthcoming trade fairs and industry events that DB Schenker Rail will be attending. Seize the opportunity for a face-to-face meeting!

21–24 APRIL
Moscow (Russia)
TransRussia TransRussia is one of the most important trade fairs for transport services in Russia, the CIS and the Baltic States
www.transrussia.ru

28–30 APRIL
NEC Birmingham (Great Britain)
Multimodal 2015 DB Schenker Rail presents services and products at the most important logistics fair for the British and Irish markets
www.multimodal.org.uk

05–08 MAY
Munich (Germany)
transport logistic DB Schenker Rail will, of course, have a big stand at the leading trade fair for logistics, mobility, IT and supply chain management
www.transportlogistic.de

DANGER!
The pig iron that flows into the torpedo ladle car is as hot as 1,400°C.

SIGN OF THE TIMES

Hot soup!

A very special type of freight is inside ladle cars, the wagons used to carry liquid pig iron – known as soup – from the blast furnace to the foundry or to the converter for steel production. The background to this is that there is no need to use a large amount of energy to liquefy the iron: the simple act of delivering liquid metal to a foundry's holding and casting furnaces saves energy, expensive additional melting furnaces and a lot of money.
The wagons are known as torpedo ladle cars, because their shape is indeed reminiscent of a torpedo. The expression "ladle" refers to the vessels that stand under the tap hole of the blast furnace to catch the liquid iron. Ladle cars and large torpedo ladles have been in use in Germany since the early 20th century.
To make sure the pig iron does not cool down from its temperature of 1,400 °C while being transported, the vehicles are fitted with an internal double wall made from fireclay bricks. In addition, the ladle cars are tightly sealed with a cover. In modern torpedo ladle cars, this keeps the iron hot for up to 30 hours.
Torpedo ladle cars hold up to 320 tonnes of iron. Trains are composed of four to six of these wagons. For safety reasons, empty flatcars are placed between them, because the transportation of such large volumes of liquid iron requires special safety precautions.
The total number of torpedo ladles in use is limited: worldwide, there are currently around 150 steelworks that rely on torpedo ladles to transport liquid pig iron.

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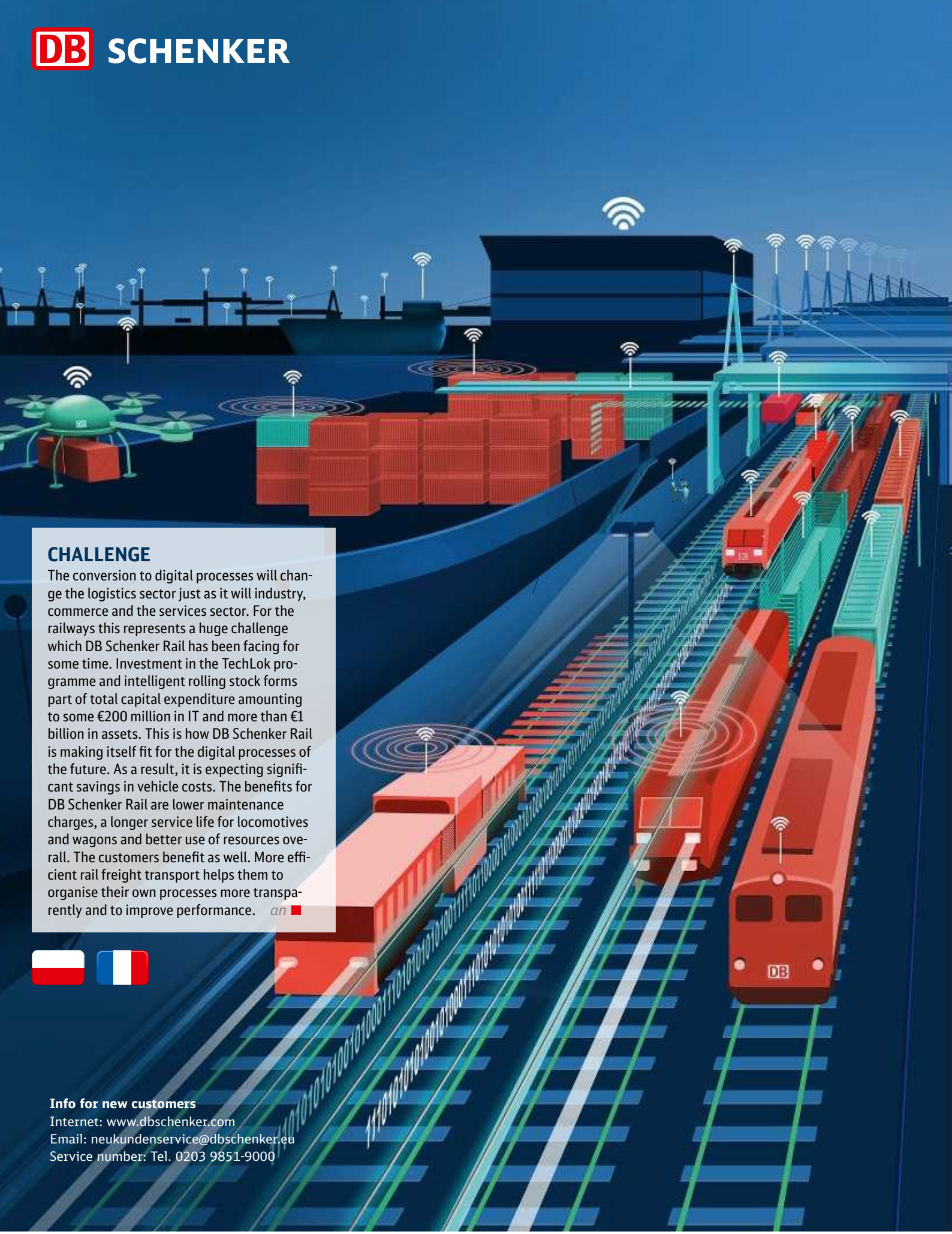
DB SCHENKER



CHALLENGE

The conversion to digital processes will change the logistics sector just as it will industry, commerce and the services sector. For the railways this represents a huge challenge which DB Schenker Rail has been facing for some time. Investment in the TechLok programme and intelligent rolling stock forms part of total capital expenditure amounting to some €200 million in IT and more than €1 billion in assets. This is how DB Schenker Rail is making itself fit for the digital processes of the future. As a result, it is expecting significant savings in vehicle costs. The benefits for DB Schenker Rail are lower maintenance charges, a longer service life for locomotives and wagons and better use of resources overall. The customers benefit as well. More efficient rail freight transport helps them to organise their own processes more transparently and to improve performance. *an*

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