

# railways

THE DB CARGO CUSTOMER MAGAZINE



NO. 03 | 16



## EUROPEAN TRANSHIPMENT CHAMPIONS

In combined transport, DB Cargo manages its customers' supply chains across all transport modes

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## THE CONTAINER CONQUERS THE WORLD

*In a few years, one in three freight tonnes worldwide will be transported in containers, say the experts. The simple steel box is the ideal receptacle for most types of freight, be that palletised goods, cars, bulk goods or even liquids. Let us all join together to seize the opportunities offered by the container! The rail freight company is perfectly suited and equipped for combined transport – by rail, by road and by water. This is the topic that this railway focuses on.*

*This issue also offers you, as readers, the opportunity to adapt railways to meet your needs. We have published a questionnaire that comes both with this magazine and online to gather your opinions. What value do you get from railways? How attractive do you find the magazine? And what could we do to improve? By taking part in the survey, you will also be supporting a good cause because for every questionnaire completed, we'll be donating a certain amount to our "Efficient Ovens" sponsor project in Rwanda – more about this project in this magazine.*

*I look forward to reading your responses and I hope you enjoy the magazine!*

**Andreas Busemann**

Member of the Management Board for Sales & Marketing at DB Cargo AG

We want to know how we could improve *railways*.  
Send us your comments, suggestions and ideas – give us your feedback at  
[www.feedback-railways.de](http://www.feedback-railways.de)



**“This transport operation is always a pleasure for us!”**

GERHARD BARNASCH

## A CIRCUS ON ITS WAY

TRANSA organises a steam train journey with historic Circus Roncalli wagons – pure nostalgia!

Essen's main train station on an April morning: loud huffing and hissing and rattling. The Prussian P8 steam engine from 1918 gets moving slowly, cloaked in a thick cloud of steam. The three 100-year-old passenger carriages are followed by 40 rail wagons carrying 50 equally old circus wagons. The event marks the fortieth birthday of Circus Roncalli, and TRANSA Spedition is using a classic locomotive from the Bochum Railway Museum to commemorate the anniversary. The locomotive pulls the wagons and the 50 invit-

ed guests onwards via Duisburg, Düsseldorf and Leverkusen back to their quarters in Cologne.

“For us, the 40-year anniversary is a very special moment. And thanks to TRANSA Spedition GmbH, we can stay true to our tradition of rail transportation – which fills us with pride,” says Mona Lisa Ivaz, spokesperson at Roncalli. The legendary circus has long been relying on rail when it comes to travelling from one circus ground to another. “The circus is made up to a great extent of classic, antique wagons. They're too

old to transport on the motorways,” explains Gerhard Barnasch, who is responsible for circus transport at TRANSA Spedition. “This transport operation is always a pleasure for us!”

TRANSA has been transporting all the circus wagons – from the clown's wardrobe and the tailor shop to the kitchen and living wagons – across Germany for 15 years.

By now the rail experts have a lot of experience loading the historic circus wagons. Tractors are used to move them carefully onto the waiting train. It's important that

the drawbars of the circus wagons point in the direction they will be unloaded. It's also important to remember that the trailers that will be required first at the destination are loaded last onto the train. *an* ■

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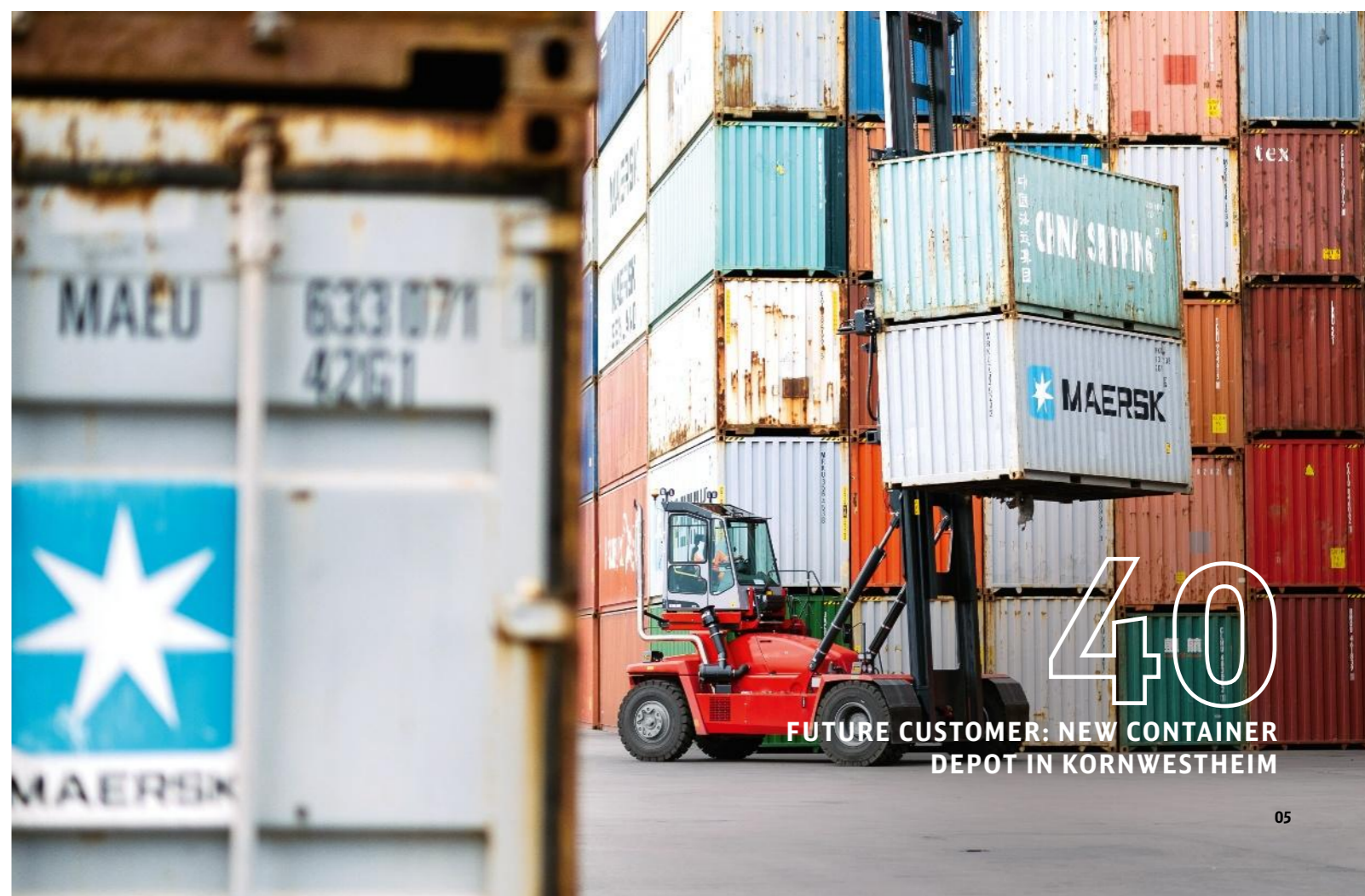


railways is available as an app or in printed form – in German, too.

Photos: Oliver Tjaden, Bernhard Kahrmann

**FUTURE RAIL: WITH SPECIAL TEAMS, DB CARGO REPAIRS WAGONS AND ENGINES ON SITE**

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**FUTURE CUSTOMER: NEW CONTAINER DEPOT IN KORNWESTHEIM**



**GERMANY/ROSTOCK**  
**DB PROFITS FROM CONTINUITY**

DB Cargo and Rostock Port have agreed to continue with their strategic collaboration. The two partners have extended the rental agreement for the 11,000 square metre “Baltic Sea Gate” transshipment centre in Rostock Port until 2024. This gives DB an excellent basis upon which to grow through its multimodal services in the region around Germany’s biggest Baltic Sea port. Over the coming years, Rostock Port plans to expand through logistics services and more combined transport operations. DB is very strong in these segments in Rostock. DB’s logistics subsidiary DB Schenker schedules around 1,300 train arrivals and departures for Scandinavian and local customers via the intermodal terminal each year – to and from Verona (Italy), Karlsruhe, Duisburg and Wels (Austria). In addition to two regular trains each day to Seddin and Hamburg, DB Cargo also operates block trains and a total of 38 weekly trains in combined transport. “We hope that our strong presence here means that we can play a part in the above-average growth of the seaport,” says Thomas Hercher, Head of DB Cargo in Rostock. *an*

Photos: iStock, DB Cargo, DB Cargo Polska/Fotowidzenie.pl, DB/Egbert Schmidt



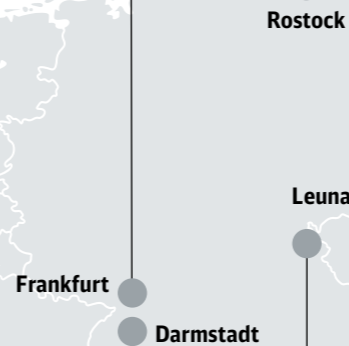
**POLAND/WARSAW**  
**SAFETY FIRST**

Poland’s DB Cargo Spedkol is supporting greater safety on the railways. On 21 April 2016, the company signed a declaration, which states that safety in rail transport operations is part of its corporate culture. The declaration stems from an initiative by Poland’s Office of Rail Transport (UTK), which is backing the sustainable development of rail transport. Its signatories commit themselves to “proactive risk management”. “By signing this document, we wish to confirm that the safety of our employees and of the freight that we transport plays a decisive role for us,” says Tomasz Iwański, CEO of DB Cargo Spedkol. “And for our transport operations with dangerous goods, which we perform daily, safety is the absolute priority.” DB Cargo Polska plans likewise to sign the declaration this autumn. *mh*



**GERMANY/FRANKFURT**  
**OPTIMISING MULTIMODAL RAIL ACCESS**

In recent months, DB Cargo has revised its digital service for customers without their own rail siding. The customers can identify the nearest rail access point simply by entering the location or the exact address on the new interface of the eService tool. The system is now considerably more user-friendly: not only are railports and loading sidings shown as before, the system now also includes CT terminals and ports. The web design is adaptive and can be displayed on all common end devices. In the map view, users can switch between the standard and satellite view in Google Maps, as well as a diagram of the rail network. Users can filter by country and location type. As a solutions partner for multimodal transport concepts, DB Cargo – by revamping its eService – is keen to show its customers the numerous possible access points to the rail network. The service will go live soon and will then be available at [railaccess.dbcargo.com](http://railaccess.dbcargo.com). *mh*



**GERMANY/DARMSTADT**  
**DARMSTADT RAILPORT LAUNCHES REFERENCE PROJECT FOR CONSTRUCTION MATERIALS LOGISTICS**

Darmstadt railport is expanding its portfolio to include construction materials logistics. “We recently set up a disposal concept for DB Netz, which simplifies the processes in construction site logistics,” says Martin Hörnig, Head of Darmstadt railport at DB Cargo. A daily block train to Recklinghausen carrying building rubble for disposal entered operation at the beginning of July. “Thanks to our rail-bound areas, we can offer customers a high degree of flexibility,” says Hörnig. The railport has an area of 19,000 square metres available for the transshipment of old and new building materials by rail. The service has already sparked a lot of interest from customers. The railport is located centrally in Darmstadt and offers direct access to the rail network and to the A5 and A67 motorways. *an*



**GERMANY/LEUNA**  
**ANNIVERSARY: THE CHEMISTRY’S RIGHT!**

DB Cargo has been working with InfraLeuna GmbH, a company based at the Leuna chemicals site, for many years. Leuna is one of the most important locations for the chemicals and mineral oil industry in Germany. InfraLeuna GmbH, which was founded in 1996 and which celebrates its twentieth anniversary this year, is the owner and operator of the infrastructure facilities at the Leuna chemicals site. Its rail connection services cover the hand-off and take-over of freight wagons to and from rail transport companies, such as DB Cargo on the public rail network at the Großkorbetha rail station. DB Cargo and InfraLeuna also work together closely on the organisation and implementation of rail transport operations. DB Cargo transports a total of around 2,200,000 tonnes to and from Leuna. *an*



# GLOBAL NETWORK WITH STRONG RAIL COMPONENT

The TFG Transfracht experts not only manage sea port hinterland transport operations from the first to the last mile. On DB Cargo trains, they also conduct car parts logistics for BMW: the car manufacturer relies on rail to supply its plants abroad and its replacement parts warehouses around the world.

Text: Mirko Heinemann  
Illustrations: Carolin Eitel

**WHERE IT ALL STARTS:**  
Empty container handling at the Regensburg depot.



The logistics machinery begins with the task of empty container allocation for the following day. The premium car manufacturer BMW Group submits its current requirements for empty containers at its plants. “Five containers from the X shipping company, five from the Y shipping company ...,” the BMW Group’s dispatcher rattles off the list. On his signal, up to six heavy reach-stackers fire up their engines at the DB Intermodal Services container depot in Regensburg. They trawl through the container warehouse and hoist the containers, which are sorted according to shipping company, out of the warehouse with astounding speed and place them on the waiting wagons.

As soon as the train is loaded, it travels to one of the nearby BMW Group plants: Dingolfing or Wackersdorf. There, the containers are lifted off the train and loaded in the plant, each according to its final destination. From the sidings of the BMW plant, they then return fully loaded to Regensburg, where the shuttle trains for northern ports such as Hamburg-Eurokombi or Hamburg-Burchardkai are assembled. “This combination of direct and hub trains makes our product adaptable and extremely flexible, both for the BMW Group and the shipping company,” explains Berit Börke, Managing Director of TFG Transfracht.

## BMW IN THE ALBATROSEXPRESS NETWORK

With its fast Albatros trains, the DB Cargo subsidiary TFG Transfracht is an integrated part of the BMW production chain all over the world. Each year, around 75,000 TEUs (TEU = twenty-foot equivalent unit) are transported in this way from the Dingolfing replacement parts centre, from the Wackersdorf supply centre and, starting in October 2016, from the new BMW replacement parts site in Wallersdorf to the ports of Hamburg and Bremerhaven. That is equivalent to 20 trains per week. From there, the containers are shipped to destinations in Central and North America, Brazil, China and South-east Asia. The BMW Group is represented globally with 31 manufacturing sites, including plants in the USA, China and South Africa. The two companies have been working together for 14 years and the collaboration is working so well that the BMW Group recently extended its contract with Transfracht by another six years. “We’re delighted that BMW continues to place its trust in us,” says Berit Börke.

For the BMW Group, there is no doubt whether these transport operations should be carried out by rail. “That is an imperative dictated by reason and sustainability,” says Norbert Dierks, who is responsible at BMW Group for inbound and foreign supply transports within the framework of sustainability and CO<sub>2</sub> management. The CO<sub>2</sub> missions arising from the transport operations are recorded and allocated to each of the BMW Group’s manufacturing plants. Dierks explains: “We can measure and allocate all our transport operations worldwide in terms of their CO<sub>2</sub>

emissions. All inbound transport data is collected in a central data warehouse, where we can analyse the transport-specific data.”

In the current production supply of foreign plants, ships are the most environmentally friendly mode of transport for the main leg, and rail for the initial and final legs. “Where possible, ships travel directly to the destination port without reloading,” says Dierks. “From there, block trains are used to transport the freight to our plants, using electric traction where possible.” According to Dierks, using trains is not only cheaper than road transportation, it also represents an 80 per cent reduction in CO<sub>2</sub> emissions compared to HGV.

## SIGNIFICANT REDUCTION IN CO<sub>2</sub>

Around 400,000 engines and gearboxes are transported to the BMW Group plant in Spartanburg in the USA each year in this way. Supply transport operations from Wackersdorf and Dingolfing will be expanded from October 2016. The newly constructed Wallersdorf warehouse near Dingolfing will supply global locations with replacement parts exclusively by rail, including the initial and final legs of the journey. Dierks believes that European transport operations have some catching up to do. “In Europe, heavy goods vehicles are still used on most routes.” Together with DB Cargo, he is currently analysing how they can move more freight onto rail. “We want to be innovative and future-oriented in all aspects of our work,” says Dierks.

From 2017, all the BMW Group’s block trains to the northern ports will be completely carbon neutral. To achieve this, the car manufacturer is using the “EcoPlus” product, which buys all its power from renewable energy sources. The additional costs are put into perspective by the total annual volume of 75,000 TEUs. In return, the BMW Group improves its CO<sub>2</sub> record: very fitting for a company that, with the BMW i3 and i8 electric vehicles, is driving forward the development of electric road transportation in spectacular fashion. By using the product, the BMW Group

## TFG TRANSFRACHT: EXPERTS IN HINTERLAND TRANSPORT

With its AlbatrosExpress Network, the DB Cargo subsidiary offers daily connections from the various container terminals in the German sea ports and 22 hinterland terminals to 15,000 locations in Germany, Austria and Switzerland. The company transports around 900,000 TEUs every year. Transfracht works as a port-independent operator and offers shipping companies, freight forwarders and customers in industry and trade – in close collaboration with DB Intermodal Services – integrated “port-to-door” solutions including the “last mile” by road. The average container journey covers 600 kilometres by rail, with the “last mile” by HGV averaging 27 kilometres. (mh)

reduces its CO<sub>2</sub> emissions by 23,500 tonnes each year compared to the equivalent emissions of HGV. In comparison to standard electric rail transport operations without “EcoPlus”, the company saves an additional 6,700 tonnes of CO<sub>2</sub>.

**CENTRALISED EMPTY CONTAINER DISPATCH**

Because the BMW parts are all exported, empty containers must be transported from the sea ports or from other hinterland locations via the Transfracht system. For example, one train travels from Dortmund to Regensburg every week. Because a lot of containers are unloaded in Dortmund, a large number of empty containers end up this way in Regensburg. “This allows us to link up and offset imbalances; that’s why TFG successfully established this cross-link in the market years ago,” explains Michael Heinemann, Managing Director of DB Intermodal Services, which is responsible for empty container dispatch. Regensburg has a storage surface area of around 50,000 square metres and a capacity of 6,000 TEUs, i.e. the equivalent of the same number of 20-foot containers.

The condition of the empty containers is checked in the warehouse. The BMW Group insists on very high quality standards. After all, sensitive components for a demanding industry are transported in the boxes. Dirty containers are cleaned using high-pressure spray. Staff also check for damage and damp, and make sure the latches close properly. Only then are the empty containers loaded onto the train that will transport them to the BMW Group plants.

**COMBINED TRANSPORT IS GROWING**

For DB Cargo, this transport operation is a showcase model for the wide range of services with which it can position itself for future transport operations. This is because combined transport (CT) is the growth engine of rail freight transport. Experts expect combined transport’s share of the rail freight market to grow significantly between now and 2030. This will mean growth in the number of containers that must be transported, transhipped and dispatched. And the sea vessels docking in the ports are also getting bigger and bigger. The largest ships today have a loading capacity of around 20,000 TEUs, which means that increasing numbers of containers have to be transhipped in less and less time. They also have to be transported to the hinterland as quickly as possible so as not to cause congestion at the ports. DB Cargo achieves this quickly and in the most environmentally friendly way.

In its 2030 growth strategy, DB Cargo set out plans to expand combined transport and to permanently extend its range of other services. “We offer a number of services, going far beyond just the traction business,” explains Dirk Steffes, Head of the Intermodal Division at DB Cargo AG. “We want to develop a clear, unique profile as a carrier, rail freight forwarder and operator.”

So it’s very convenient that DB Cargo, in DB In-

**ECO PLUS**

DB has set itself the target of 100 per cent CO<sub>2</sub>-free rail transport operations by 2050. As the company works towards this, DB Cargo is already offering its customers CO<sub>2</sub>-free rail freight transport operations in Germany and Austria with the “Eco Plus” product. The electricity used for traction comes exclusively from renewable energy sources. As an additional “new investment bonus”, ten per cent of the extra revenue from “Eco Plus” is channelled into innovative projects aimed at developing renewable energy production. (mh)



termodal Services, has a subsidiary that specialises in the operation of container depots. “With regard to the rising number of containers, we’re working hard to expand capacity,” says Michael Heinemann. “However, we can’t rely exclusively on expanding storage surface area, we have to optimise distribution over the whole transport chain.” That means that all partners involved in the supply chain have to be integrated in it. Otherwise it would be impossible to implement a complex intermodal logistics chain with high numbers of containers such as the one implemented on behalf of the BMW Group.

Berit Börke is convinced that the close collaboration between TFG Transfracht, DB Cargo, DB Intermodal Services and Deutsche Umschlaggesellschaft Schiene/Straße (DUSS), which is responsible for transhipment in the Regensburg terminal, was decisive in the awarding of the BMW Group contract.

mh ■

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Illustrations: Carolin Eitel

**WHERE IT ALL GOES:**

The northern ports are optimally connected to the hinterland by rail.

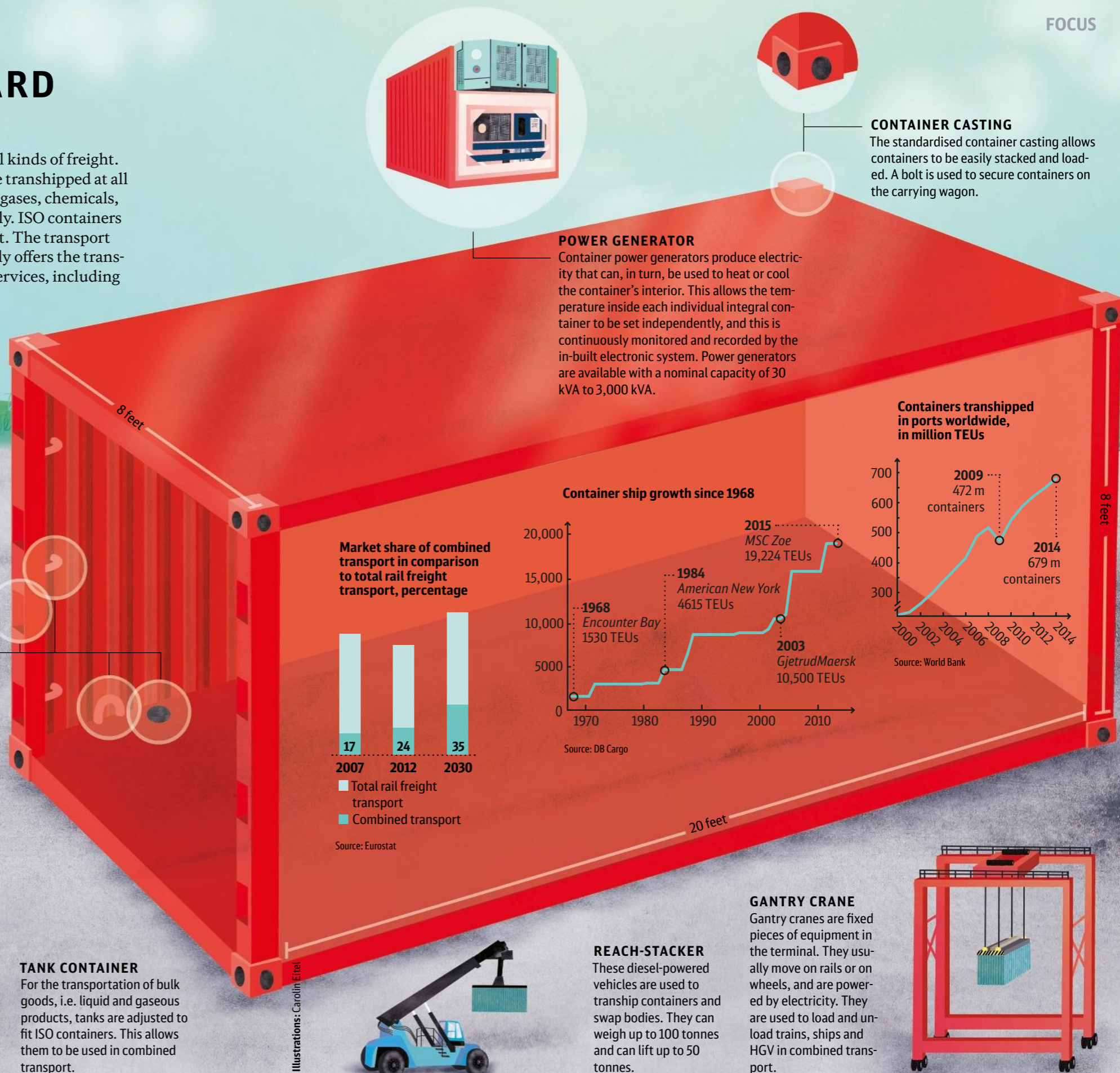
**COMBINED TRANSPORT**

The container is gaining in importance, not only for maritime transports but also in continental transports. The market share of combined transport (CT) is growing year by year by up to four per cent and it is expected to achieve a market share of 35 per cent by 2030. DB Cargo’s Intermodal Division makes it possible to link different transport modes with rail transport. This makes it easier to manage complex flows of goods economically and, most importantly, in an environmentally friendly way. With more than 650 employees in Europe, the market leader in CT is developing integrated logistics solutions from a single source. With more than 1,500 trains per week, the continent’s most important economic regions and ports are linked together. More than 2.7 million loading units are transported by rail in combined transport operations across 30 European countries each year. (mh)

# THE INGENUOUS STANDARD CONTAINER

With just a few variations, containers are well-suited for transporting all kinds of freight. They can be transported on all the appropriate means of travel and can be transhipped at all the corresponding terminals. They are used to get bulky goods, liquids, gases, chemicals, food, sensitive electrical items and engine parts to their destination safely. ISO containers are 2.44 metres wide, 2.60 metres high and 6.10 metres long, i.e. 20 feet. The transport volume is measured in TEUs (20-foot equivalent unit). DB Cargo not only offers the transport of containers by rail, but also a comprehensive range of container services, including the management of intermodal supply chains.

Text: Mirko Heinemann  
Illustration: Carolin Eitel



**CONTAINER CASTING**  
The standardised container casting allows containers to be easily stacked and loaded. A bolt is used to secure containers on the carrying wagon.

**POWER GENERATOR**  
Container power generators produce electricity that can, in turn, be used to heat or cool the container's interior. This allows the temperature inside each individual integral container to be set independently, and this is continuously monitored and recorded by the in-built electronic system. Power generators are available with a nominal capacity of 30 kVA to 3,000 kVA.

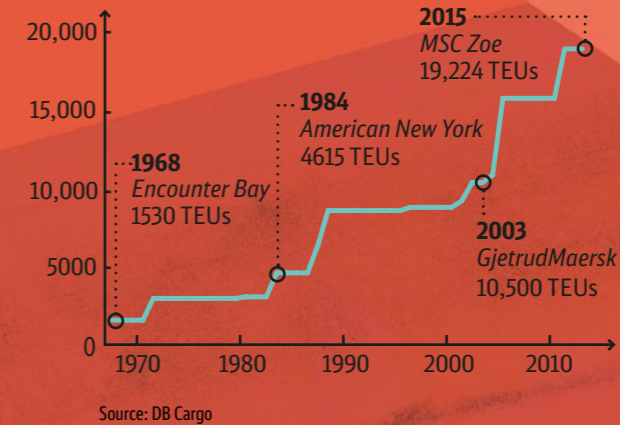
**SECURING LOADS**  
Containers have mechanisms to secure sensitive freight. Belts and straps can be fastened onto lashing bars on the corner posts and side beams or onto lashing rings in the floor. It is also possible to install special securing fittings such as hollows for coils.

**TEMPERATURE AND DOOR SENSORS**  
Additional sensors on the container allow a range of parameters to be monitored. A door sensor can report unauthorised access to the content of the container, while other sensors continuously monitor the temperature inside the container, raising the alarm in case of deviations.

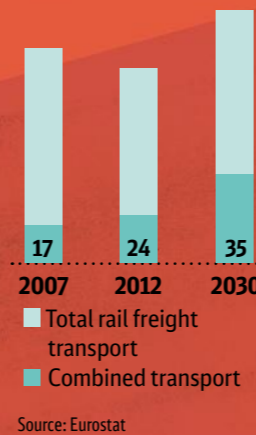
**GPS**  
To track containers, they can be fitted with GPS units that notify customer services of their exact location.

**TANK CONTAINER**  
For the transportation of bulk goods, i.e. liquid and gaseous products, tanks are adjusted to fit ISO containers. This allows them to be used in combined transport.

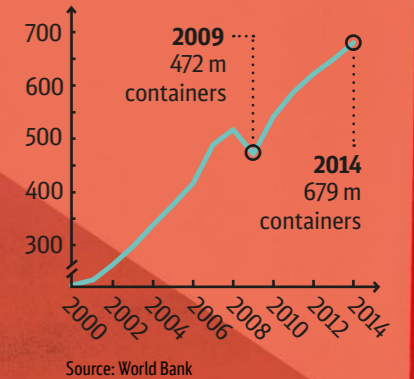
Container ship growth since 1968



Market share of combined transport in comparison to total rail freight transport, percentage



Containers transhipped in ports worldwide, in million TEUs



**REACH-STACKER**  
These diesel-powered vehicles are used to tranship containers and swap bodies. They can weigh up to 100 tonnes and can lift up to 50 tonnes.

**GANTRY CRANE**  
Gantry cranes are fixed pieces of equipment in the terminal. They usually move on rails or on wheels, and are powered by electricity. They are used to load and unload trains, ships and HGV in combined transport.

## “OUR NETWORK IS A UNIQUE SELLING POINT”

How is DB Cargo responding to growth in combined transport? What can customers expect and what added value can DB Cargo offer them? *railways* discusses the future prospects of and strategies for CT with Andreas Busemann, Member of the Management Board for Sales and Marketing at DB Cargo AG, and Dirk Steffes, Head of the Intermodal Division at DB Cargo AG.

**Mr Busemann, with growth of up to four per cent a year, combined transport (CT) is a growing market in the logistics sector, both for maritime and, above all, for continental volume flows. What makes CT such an attractive option?**

*Busemann:* The vast majority of European full-load transport operations continue to use road transport. Moreover, around 85 per cent of semi-trailers are still not cranable. These aspects illustrate the enormous potential of CT in the growth market of freight transport in Europe, a potential we obviously want to tap into. Combined transport makes it possible to intelligently combine the specific advantages of the individual transport modes of road, rail and water in one product – to the advantage of everyone involved along the whole supply chain.

**Mr Steffes, why are more and more customers opting for CT?**

*Steffes:* CT offers the best from each respective transport mode: rail's ability to transport large volumes of freight over long distances and the flexibility of road when distributing on a regional level. CT represents an ideal solution, especially for customers who do not have their own sidings but who want, nevertheless, to transport their freight using the environmentally friendly transport mode of rail. They can access a Europe-wide network of terminals, which links up the roads and the railways, thereby boosting transport on the eco-friendly rail system. Customers now also have the option of choosing transport operations whose main leg is certified 100%-CO<sub>2</sub>-free to protect the environment.

**What levers is DB Cargo using to develop this growth market?**

*Busemann:* To ensure that we can continue to strengthen our position in the growth market of CT, we are focusing on improving quality but also, mainly, on developing an internationally oriented business in our own trans-European network. This network of our own production subsidiaries and partner rail companies is a unique selling point that sets us apart from the competition – it's the only network of its kind in Europe.

**Mr Steffes, what do customers expect from their service provider?**

*Steffes:* Our customers expect one thing above all else from us: reliable, high-quality service provision. As you rightly suggest, we are a service provider and our product is the service we provide to our customers. We don't have the luxury of being able to check our products again after they have been manufactured, as you can in industrial companies. Our service is delivered directly, live to our customers. It is therefore essential, if our service is to retain a good reputation, that we offer our customers the levels of quality they need to be able to plan their transport operations. That freight transport generally has to deal with various kinds of disruptions every day is unavoidable. That's why it's all the more important in cases of problems that we guarantee timely and proactive communication with our customers so that they can still plan their shipments.

**Cross-border rail freight transport is occupying an increasingly important position at DB Cargo. Is the same also true for CT?**

*Busemann:* Yes, of course. Supply chains don't suddenly end at national borders, they link countries, regions and even continents – just think, for example, of our CT trains to and from China or to Turkey. Operating cross-border freight flows effectively over long distances is one of rail's biggest strengths, and we're very competitive here compared to HGV due to fixed cost degression – provided, of course, that we offer our customers the level of quality the market requires.

**What stage has digitalisation reached in CT?**

*Steffes:* We began treading the path of digitalisation in the intermodal area many years ago, and we introduced partially and fully automated processes in transshipment and sea port facilities with our big customers and service partners. As a result, countless processes that were previously manual and paper-based were digitalised. We're attempting to go further along this path. DB Cargo is currently working on the introduction of a uniform commissioning software for the whole group across Europe, which will make communication with customers available through electronic data exchange or over the Internet in standardised form. Our aim here is to offer customers operating across Europe a platform and a uniform electronic communications system.

“Supply chains don't suddenly end at national borders, they link countries, regions and even continents – just think, for example, of our CT trains to and from China or to Turkey.”

**ANDREAS BUSEMANN, MEMBER OF THE MANAGEMENT BOARD FOR SALES AND MARKETING AT DB CARGO AG**





“CT represents an ideal solution, especially for customers who do not have their own sidings but who want, nevertheless, to transport their freight using the environmentally friendly transport mode of rail.”

DIRK STEFFES, HEAD OF THE INTERMODAL DIVISION AT DB CARGO AG



**Mr Steffes, will continental and maritime transport operations be more closely intertwined in future?**

*Steffes:* Continental and maritime freight should be intertwined where that makes sense. In Rotterdam, for example, combining local continental freight, short sea shipments and maritime freight is already standard practice. It's a similar story at locations such as Hamburg, Lübeck, Kiel and Rostock for short sea and local freight. However, maritime transports are largely operated independently due to the geographic locations of the sea ports. Moreover, the large volumes make independent production possible, thereby saving on production costs.

**Are the terminals equipped for growth?**

*Steffes:* At DB Cargo we work closely with the terminal operators and we discuss the predicted volumes of freight with them regularly. The most important terminals in Germany are operated by our sister company and holding DUSS, which has expanded its capacity by 27 per cent since 2010. Surface area will be expanded by a further 25 per cent over the next five years through expansion and new-build measures that have already been announced. Furthermore, the capacity available already can be managed more intelligently through automation and digitalisation, and additional capacity created as a result. Sufficient financing for the expansion of terminals has also been allocated in the Federal Transport Infrastructure Plan.

**Which routes do you expect to become more important and attractive in terms of continental connections in the near future, and how is DB Cargo positioning itself to realise these transport operations?**

*Busemann:* You're right, continental transport is becoming more important both on the well-known main corridors on the north-south axis and on other corridors. On the "circuits", for example to and from Italy, Sweden or Spain, we offer several daily connections from the major economic regions in Germany and Benelux. With strong partners such as Kombiverkehr, we can also integrate products together through gateways. That makes us Europe's biggest supplier of combined transport services.

**What are the success factors?**

*Busemann:* In the existing markets, we're concentrating on offering high-frequency train products with fast transport times and a reliable

service. In new markets, we're trying to bring together the interests of the market to enable market entry with attractive products. To achieve this, we have built up a strong Europe-wide offer with DB Cargo companies and partners such as Lokomotion/RTC. That allows us to operate non-stop transport chains from the Netherlands to Turkey, for example, and all managed from a single source. It goes without saying that we are investing in modern locomotives and wagons as part of that.

**Will closer links be established between wagonload transports and CT?**

*Steffes:* Since the introduction of combined transport, there are now mixed trains with traditional wagonload transport and intermodal transport units. We continue to be open to combinations of both systems, as long as the quality requirements of CT can be guaranteed.

**What role will Kombiverkehr, as a 50 per cent holding, and the DB Cargo subsidiary Transfracht play in future?**

*Steffes:* Kombiverkehr is and will continue to be a strong partner. As Europe's largest operator, Kombiverkehr can offer a unique range of services. Close collaboration with the freight forwarders also offers a number of advantages and makes joint market development possible. Transfracht is also playing an important role for DB in the development of CT because it, as an operator in the maritime segment, combines the system strengths of the rail company with the flexibility of HGV over the last mile. Shipping companies, freight forwarders and end customers have a growing need for integrated "port-to-door" solutions.

**Will the growth in combined transport weaken the single-wagon system in favour of block trains in future?**

*Busemann:* Single-wagon transport offers customers that have direct access to rail a range of options for using the rail system in a profitable way. At loading stations that do not offer direct access to rail, combined transport with access via terminals represents a viable option and can be seen as an alternative to traditional single-wagon transport.

**What additional services does DB Cargo offer in CT?**

*Steffes:* In CT, DB Cargo not only offers pure rail transport but also a range of additional services. These include operator service with the sale of individual spaces on trains provided by our subsidiaries Transfracht and Kombiverkehr. Through DB Intermodal Services, we offer access to a network of 13 hinterland locations with depot services for storing empty and loaded containers, the repair of containers and loading units, as well as the implementation of the initial and final legs in CT by HGV. In addition, at DB IS, terminal activities with both domestic and foreign involvement are bundled. For rail transport operations, CT wagons and loading units suitable for the specific freight structure can be hired and dispatched. ■

Interview: Mirko Heinemann

**DB CARGO - EUROPE'S MARKET LEADER IN COMBINED TRANSPORT**

DB Cargo's Intermodal Division operates 1,500 trains around Europe each week and is also, through its subsidiary TFG, Europe's biggest sea port hinterland operator. It moves 2.7 million loading units a year and serves 240 destinations all over Europe. As a result, the rail company takes 2.3 million HGV journeys off the roads each year, which is the equivalent of a line of lorries reaching almost all the way around the earth. This reduces CO<sub>2</sub> emissions by 1.2 million tonnes, which is enough to fill 121,212 large hot-air balloons. It also saves 453 million litres of diesel, which would fill 181 Olympic-sized swimming pools. DB Cargo Intermodal also offers completely CO<sub>2</sub>-free transport operations upon request. These are operated using only electricity from renewable sources.

Photos: Ramon Haindl



## FROM VENICE TO GREECE

DB Cargo has been operating intermodal trains to Venice and back since early 2016, establishing a perfect tri-modal offer between Greece and Germany.

Intermodal transports by rail through south-eastern Europe have now become a reality. At present, Kombiverkehr regularly coordinates a rail connection between Frankfurt/Main and Venice for the Thomaidis Transport & Logistic freight forwarding company. Kombiverkehr has been providing logistics services for Thomaidis since 2011, and this Frankfurt-Venice company train was added in late 2015. In Venice, there is a direct connection to the Grimaldi Lines freight ferry to southern Italy and Greece, where trailers are taken over by the freight forwarder's traction engines and the freight is distributed onwards around the country. At the same time, new trailers are put on board for the return journey. "This train offers a number of advantages for everyone involved. Firstly, we can transport far heavier trailers by rail than by road: vehicles that are used in the initial and final legs to the nearest suitable combined transport terminal can weigh up to 44 tonnes, i.e. four more tonnes than vehicles travelling exclusively by road," says Sylke Hußmann, Head of Continental Transports at DB

Cargo. "Secondly, by using rail, the freight forwarder can avoid the ban on night-time HGV journeys, thereby arriving at the destination more quickly."

"DB Cargo is a reliable partner that enables us to carry out regular, high-quality transport operations between northern Italy and Germany by rail," says Georgios Thomaidis, Managing Director of Thomaidis Transport & Logistic. "With this tri-modal offer, first by HGV and ship to Venice and then onwards by rail and HGV, we can offer our customers in Greece planable access to the central European market."

The intermodal train now operates twice a week between Frankfurt/Main and southern Europe: the trains set off on Friday and Saturday mornings, pulled by a DB Cargo locomotive. After booking with Kombiverkehr, they are loaded the previous day under the direction of the DUSS Terminal in Frankfurt am Main/Ost. Thomaidis provides Kombiverkehr with the exact freight data electronically. The consignment note is then printed and given to the engine driver, who takes it with him on the journey.

### DOUBLING UP ON LOCOMOTIVES

The trailers carry a load of several hundred pallets: food, equipment, industrial and consumer goods, products by the aluminium and copper industry, replacement parts and hazardous goods. It's vital that the statutory safety regulations governing the volume of freight are closely adhered to. Every engine driver working for DB Cargo has undergone hazardous goods transportation instruction as part of their training.

There is an engine change in Munich, where the Lokomotion and RTC rail companies take over the train. In Austria, two engines are coupled to the front of the train before they head off towards the Brenner Pass. Enormous volumes of freight make their way through Austria and Italy in this way, with each train consisting of 13 double-axle wagons with a total of 26 loading units.

Twenty-four hours after departure, the trains arrive in Venice. "We are the first rail company to serve the new terminal in Venice with a train product," explains Hußmann. The Italian government, the EU, the municipality of Venice and private investors have built a new port to handle the continuous growth in the flow of goods in the eastern Mediterranean. The Fusina intermodal terminal is located on the Venetian mainland in Venice-Marghera.

Venice offers a complementary alternative to Kombiverkehr KG's offering at the ports of Trieste and Koper. Since those two ports have long been operating at full capacity, experts believe the new "Venice Ro Port" has excellent growth prospects. Four tracks for trains up to 650 metres are available here for rail transshipment. Grimaldi Lines operates from the port, having launched a new route from Venice to Patras last year. It only transports freight, first to the Italian port of Ravenna, then to Bari, and finally onwards to Patras in Greece. The route is part of the EU's "Motorways of the Sea" programme and relieves the burden on roads on the Balkan route.

### THOMAIDIS

The company was founded in 1995 by brothers Georgios and Ioannis Thomaidis, who come from a family of Greek freight forwarders. When they launched, they had one traction engine and one deep-freeze semi-trailer. Their aim when establishing the business was to build and develop their own successful logistics and freight forwarding company. Their main focus was on transport operations to and from Greece.

Since then, Gebr. Thomaidis GmbH has become the market leader in the transport of freight and goods to and from Greece. With its Greek roots and its many years of experience, the company can offer high-quality service in its transport operations between the Benelux countries, Germany and Greece. The transport company currently has a fleet of around 80 traction engines and trailers of various kinds. Because of the extensive range of equipment it has at its disposal, the company covers all transport classifications, from food, refrigerated goods and pharmaceutical products, to high-value IT and electronic articles and special transports for non-standard freight such as aircraft engines.

**TRI-MODAL:** The route from Venice to Patras was launched last year.

### PERFECT COOPERATION

Planning the rail connection was a complex task that involved a number of different DB Cargo companies. The experts at Kombiverkehr and the Italian subsidiary DB Cargo Italia were in contact with the shipping company, the terminal operator and the Venetian port authorities from an early stage to ensure that the project was on the right track. As the service operator, Kombiverkehr was also in direct contact with the customer, Thomaidis. "This train is a good example of a successful cooperation between Kombiverkehr, the DB Cargo companies and the shipping company," explains Peter Dannewitz, Head of Sales at Kombiverkehr. "The train is an excellent model for sustainable, innovative intermodal transport solutions, and it could well serve as inspiration for other freight forwarders."

At the beginning of the following week it's time for the return journey. A large number of temperature-controlled containers are on board the freight ship for the return leg as the train transports Mediterranean specialities to northern Europe: Greek yoghurt, sheep's cheese, small mezze appetisers, Greek olive oil and, of course, the world-famous Greek wines.

an



Illustration: Carolin Eitel

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## NEW DIMENSION

DB Cargo and the aluminium producer Novelis have been working together for several years. The aluminium transports to the UK and back operated by the rail freight company have already won awards. From mid-2016, a completely new production concept is making the round trips even more efficient.

The close partnership between DB Cargo and the aluminium producer Novelis goes back to the 1970s. Novelis is the world's biggest producer of rolled aluminium and it is a global leader in aluminium recycling. A new contract signed in May 2015 now not only covers additional transport operations between the Novelis aluminium rolling mill in Neuss-Norf and the Daventry and Widnes locations in the UK, but also several round trips by a new combined transport train starting in summer 2016. In addition to sliding-hood wagons (Sfins) for weather-sensitive freight, the train also includes a completely new type of special container.

These 40-foot, multifunctional special containers were developed specially to meet Novelis' requirements. Both the roof and the sides can be opened for loading along the whole length of the container. The containers have coil troughs lengthways and perforated strips on the floor to secure loads. A GPS device is also installed so that the wagon's location can be determined by the tracking system at all times. The containers are suitable for transport in tunnels, making it possible to take them through the Eurotunnel across the English Channel. They can be used to transport coils, ingots and sheet metal. With a dead weight of around 6 tons, they can carry freight of up to 30 tons.

### MOVING FREIGHT ONTO RAIL

Transport operations to the UK start from the Norf rolled aluminium plant in Neuss. Located on the banks of the Rhine, it is the world's biggest aluminium smelting and rolling plant. From there, the high-quality aluminium coils are transported to the UK to be processed further for the packaging industry. It is vital that the aluminium products are reliably and punctually transported away from the plant because hold-ups here can quickly lead to problems on the manufacturing side.

Up until 2013, Novelis used ships and HGV to supply the UK market. The coils were transported to the British port of Goole over the Rhine and the North Sea. In Goole, the freight was transhipped onto HGV and taken by road to be further processed in the industrial regions of the Midlands. In the opposite direction, aluminium ingots were transported from the

Novelis recycling plant in Latchford (near Widnes) back to Neuss, also by ship and road. Transit time was around three to four days in each direction, with additional irregularities in the timetable caused by high or low tides.

DB Cargo has now moved these transport operations onto rail. In 2014, the first conventional rail operations for Novelis were launched, reducing transport times between Neuss and Widnes in the west of England to only 40 hours. Since then, sliding-hood wagons have been transporting aluminium coils from Neuss to Calais via Aachen, then through the Eurotunnel to Dollands Moor in Kent, and on to Widnes, from which point the freight is distributed by HGV. Ingots from the Latchford recycling plant are transported to Neuss-Norf on the same route in the opposite direction.

The special Sfins wagons can be used in tunnels and on the UK's railway tracks. The wagon hoods are slidable on both sides and can accommodate six upright coils each ("eye-to-sky"). The Sfins wagons are also well-suited for the return journey: each one can carry two aluminium ingots weighing up to 27 tons.

A multi-system locomotive has been providing traction for the train along the whole route from Neuss-Norf to Calais since September 2014. Because of the special safety regulations in the Eurotunnel, two tunnel locomotives are used to take the train across the Channel to Dollands Moor, where the mainline locomotive takes over again. This new production concept relieves the burden on the motorways and helps the environment at the same time. For these reasons, DB Cargo UK was awarded a prize for its Novelis transport operations at the National Rail Awards in London in summer 2014.

### EFFICIENT RELOADING

The new Novelis train is the icing on the logistical "cake": the special containers loaded with sheets and coils from the Novelis aluminium plant in Nachterstedt (Saxony-Anhalt) are added to the coil transport train in Neuss. The carrying wagons loaded with containers are uncoupled and unloaded in Daventry, England. The coils and sheets are then distributed to British car manufacturing plants. The empty containers unloaded the previous day are added to the train



Illustration: Carolin Eitel

and taken to Widnes. There, the Sfins are unloaded, and both the containers and the Sfins wagons are loaded with aluminium ingots for the return journey. This means that the train returns fully loaded to the Novelis plant in Neuss-Norf, where the ingots are unloaded. The containers unloaded in Neuss are then taken back to Nachterstedt to be reloaded once again.

The rail freight forwarder DB Cargo BTT GmbH has also been involved in the project since 12 June. In close coordination with the customer, it has taken on the whole logistical coordination of multimodal trains, including train tracking in the relevant IT systems of DB Cargo. The European Operation Centre (EOC) in Frankfurt/Main oversees and manages the trains over the whole route from Neuss to Daventry and Widnes. The transport partners' IT systems are compatible, and the approach to communication is based on the "one face to the customer" ethos. In DB Cargo BTT and the EOC, the customer has one fixed point of contact and can check the location of all containers immediately at all times.

"We are very proud that we, together with the Coal and Steel Division, can offer Novelis a comprehensive handling service along the whole supply chain," Dr

Carsten Hinne, CEO DB Cargo BTT GmbH, explains.

"DB Cargo's offer was selected in no small part because of short transit times," explains Dr Jörg Hilker, Head of the Coal and Steel Division at DB Cargo. With the new special containers, there is no need for any handling of the freight after it has been loaded. Loading and unloading times are drastically reduced, and the use of containers improves flexibility. mb ■

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**EFFICIENT:**  
The train journey from the Rhine region to the Midlands takes only 40 hours.

# TERMINALS, COMMUNICATION, GROWTH

As traditional gateways for international container transports, the big seaports are about to experience strong growth. *railways* discusses the challenges for hinterland transport operations by rail with Dr Bernd Pahnke, Vice President Port Development at DB Cargo, and Thorsten Kröger, General Manager at the NYK Line shipping company in Hamburg.

## **Dr Pahnke, for which port connections does DB Cargo offer an intermodal transport service?**

*Dr Pahnke:* In terms of intermodal transports via Baltic Sea ports, the transport operations connect Central Europe with Scandinavia and the Baltic region; the hinterland stretches all the way to Eastern Europe and Italy. Transports via North Sea ports run predominantly through Hamburg and Bremerhaven. From there, freight is shipped abroad as far afield as Asia and America. The hinterland connections are concentrated in Germany, Switzerland and Austria, but they also go as far as Hungary, the Czech Republic and Slovakia. The standard container has been used with great success in overseas transport for more than 50 years. The corresponding transport units for intermodal transports via Baltic Sea ports are semi-trailers and swapbodies.

## **Mr Kröger, how could hinterland transports be optimised?**

*Kröger:* Rail takes a very high share of hinterland transports to and from the German seaports. But rail could attract even more transport operations over short distances – goods currently transported by road. However, we have to concede that road transport is currently extremely good value due to low fuel prices. On top of that, we recently had capacity bottlenecks at some inland terminals. There is still work to be done there.

*Dr Pahnke:* We're very aware of how tough the conditions are in terms of the competition with road transport. In future we will also be creating products for shorter routes to get more goods off the roads. With regard to bottlenecks at terminals: we'll be facing enormous problems in future unless we expand existing facilities or build new ones. We're working closely with operators on that.

## **How is intermodal transport affected by the new alliances between shipping companies?**

*Kröger:* Alliances have always existed between shipping companies because it's impossible for a single company to handle the investment volume needed to guarantee so many departures and to run the kind of fleet that is required. The reason we're currently concentrated on three alliances is due to the tough market competition. We have to continue to optimise – reduce costs, utilise less ship tonnage and obtain more procurement power. In addition, due to expanded structures, we can operate with more loops, i.e. reach more ports, in Poland and Vietnam, for example, and thereby offer our customers an improved network.

## **SEA PORT EXPERTS:**

Dr Bernd Pahnke, DB Cargo (left) and Thorsten Kröger, NYK Line.



**FACE TO FACE:** Thorsten Kröger (left) explains the importance of alliances between shipping companies.



*Dr Pahnke:* In terms of intermodal hinterland transports we have to follow the new formation of alliances very closely because they, via their loops, have a huge influence on port selection. With new alliances you can't rule out the formation of new constellations with regard to the ports used until now. DB Cargo then has to check whether our positioning in the various ports is adequate, or whether certain shifts are required so that we can continue to offer customers the highest level of performance and quality.

## **Are alliances between rail companies also desirable?**

*Dr Pahnke:* Yes, in many cases collaborations between rail logistics experts can offer the potential to improve performance and economic efficiency, and to reduce risks. We have been organising a successful model at the Port of Hamburg since the beginning of the year. Along with DB Cargo, six other shunting service providers have teamed up to take care of all loading and unloading at the container terminal. Through this cooperation it has been possible to significantly reduce the number of empty journeys made by shunting locomotives and to increase the load-load-share to more than 40 per cent of all the assigned slots. This has led to a huge performance improvement in slot handling. At the Altenwerder Container Terminal, especially, this has helped to counteract the impact of extensive construction measures since April 2016 virtually without a hitch.

## **DB Cargo is increasingly expected to take responsibility of the whole logistics chain and beyond. How is the company approaching that?**

*Dr Pahnke:* As market leaders, DB Cargo and Transfracht are keen to further develop the advantages and potential of rail-related hinterland transport operations. DB Cargo is already organising these tasks as a Lead Logistics Provider, making use of the company's strong rail network, of course. As part of this we are able to respond flexibly to peaks and troughs, and to present our customers with appropriate solutions.

## **Are there indications of a shift to western ports?**

*Kröger:* The important factor is the hinterland catchment area that the port covers by rail. Vienna, Munich, Stuttgart, Prague, Budapest – that is Hamburg's traditional catchment area. Duisburg and Cologne really belong to the catchment area of the western ports, using inland waterway connections. Nothing fundamental will change in that regard.

*Dr Pahnke:* Hamburg is the most important railway port on the North Sea coast. 2.3 million TEUs are dispatched by rail there. That's equivalent to the total combined volume processed at Bremerhaven, Antwerp and Rotterdam. What's more, Hamburg has very good hinterland rail connections. That makes the port attractive to numerous shipping companies and that will continue to be the case in future.

## **What about competitors such as JadeWeserPort in Wilhelmshaven?**

*Dr Pahnke:* Competition is always a good thing – it stimulates the business. DB Cargo is also well-positioned in Wilhelmshaven. But the JadeWeserPort is in a difficult situation. The infrastructure is there, but the transshipments are not. However, I expect to see increased use of Wilhelmshaven over the next few years.

*Kröger:* Hamburg and Bremerhaven are still the main transshipment sites at the moment. We are keeping an eye on the alternatives in northern Europe and are obviously also hoping to save on costs as a result of competition between the ports. But a port needs to have a sensible catchment area, and that's what Wilhelmshaven still doesn't have. ■

Interview: Mirko Heinemann

# WoMen AT WORK

## TEAM OF EXPERTS:

Axel Radowsky (Management Production), Armin Wagenknecht (Wagon Technician MBS/Metalworker), Marcel Adam (Wagon Technician MBS/Metalworker), Mario Krüger (Head of Freight Wagon Production Department) and Helmut Adam (Metalworker).

## MOBILE RECOVERY WHATEVER THE WEATHER

DB Cargo's special repair teams get broken-down wagons and locomotives back on the move

Working efficiently whatever the weather: Axel Radowsky, Armin Wagenknecht, Marcel Adam, Helmut Adam and Mario Krüger make up one of four DB Cargo teams based in Seddin in the state of Brandenburg. They are responsible for ensuring that locomotives and wagons are back in action quickly and without complications when they break down. "These mobile teams repair faults on the spot, thereby helping to make sure that more wagons and locomotives are available for deployment," says Katrin Ruschke, Head of Planning and Management at the Seddin plant. In total, 14 of her 180 colleagues are working "in the field" to repair minor and medium-severity problems or to carry out preventative maintenance jobs at the Stendell train station near the PCK Schwedt refinery or in Ziltendorf close to the Arcelor-Mittal Eisenhüttenstadt steelworks. The teams, which are made up of at least two members, are called when a wagon technician discovers a problem during checks at the customer location. He alerts the relevant dispatchers, who then send for a mobile maintenance team. The teams travel around in one of four Sprinter

trucks that carry the most important tools: an emergency generator for welding, a brake testing device and the most commonly needed replacement parts.

These mobile repairs mean that wagons and locomotives do not need to be hauled into the workshop to fix minor problems, which can lead to them being out of action for several days. That saves a lot of time and money – and improves the quality of rail freight transport operations. DB Cargo intends to expand these mobile repairs as part of the Zukunft Bahn programme. Worn brake pads, ripped tarpaulins, jammed wagon door hinges, loose steel coil fasteners and engine malfunctions: 45 per cent of freight wagon repairs carried out by the Seddin plant are now handled by the mobile teams, either out on the open rail tracks or on customer sidings – and that no matter what the weather. an ■

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Photo: Oliver Tjaden

# SAFETY IS KEY

Rail Safety Days are setting a trend: in the Netherlands and Poland, DB Cargo BTT and DB Cargo Polska with representatives of the chemical industry, security units, operators and public authorities is alerting to the importance of safety on the railways. This means accidents can be avoided before they happen – and, in an emergency, everybody knows exactly what they have to do.

At the Dow Chemical site in the Dutch town of Terneuzen in early May, the temperatures were already summery. It is here that DB Cargo BTT and DB Cargo Polska jointly organised their international Rail Safety Days this spring for the second time. This year with the support of Dow Chemical, second largest producer of chemicals in the world and a long-term customer and partner of DB Cargo BTT. The purpose of the three-day event was to impart specific knowledge to everybody involved in the transport of dangerous goods by rail, both employees and customers, and to train them in how to respond safely to possible dangerous situations.

Rail is the safest way to transport dangerous goods – still, risks can never be ruled out. Since safety is the top priority for DB Cargo – within the company, for customers, people living near railway lines and the environment as a whole – the rail freight operator sees itself as having a particular responsibility here. In addition, BTT is visibly assuming a role as lead logistics provider in ensuring safe transport services for customers in the chemical industry. For this reason, one objective of the Rail Safety Days is to replicate the entire transport chain from the plant to the customer.

## STARTING WITH THEORY

The first day at Dow Chemical in Terneuzen was given over to theory. Domestic and international speakers highlighted various aspects of the transport of dangerous goods by rail for the audience, in which executive staff from the chemical industry, the safety sectors, the emergency services and the public authorities were also represented. Dr Carsten Hinne, CEO DB Cargo BTT GmbH/Senior Vice President Industry Sector Chemicals, explained the development of DB since the previous Rail Safety Days 2015 in Geleen. “We are committed to work together for more security on the rail and to push the topic forward with various initiatives in order to do so,” he explained.

Anton van Beek, President of Dow Benelux and Chairman of the “Safety First” national programme, devoted his attention to chains of responsibility and corporate culture. The programme, he said, seeks to improve the safety culture in companies and to raise awareness of it among management and employees. A safety culture cannot be achieved simply by laws and regulations but has to be embedded “in the hearts and minds of everybody involved,” van Beek said.



**EXERCISE:** Firefighters can practise under real-life conditions on the classroom train.

Within the next days, theory was turned into practice. At the training sessions not only operational staff, but also the executive staff showed enthusiasm. Dow’s company fire department and the ProRail emergency service also took part. During this event the different stakeholders were given the opportunity to take part in practical exercises, demonstrations and trainings led by senior adviser Wiel Vrolings of DB Cargo BTT and the safety experts Margreet Oprel and Paul Klouwen from DB Cargo Nederland.

To support the exercises, a classroom train had been sent from Germany to Terneuzen especially for the event. Here, it was possible to simulate nine different types of leakage that could result from damage

**FLAMMABLE:** Things to bear in mind when putting out a fire.



**INTERNATIONAL PROGRAMME:** Speakers talk about safety aspects in companies.

to a tank or valves. The safety expert Klouwen showed how to identify visible defects on wagons and explained the correct markings and specifications for rail wagons and how to handle valves. Other topics covered were safety when loading and the properties of substances transported in tank wagons. Also on view was a tank wagon from DB Cargo Nederland in Terneuzen, and participants were given the opportunity to practise loading it.

Margreet Oprel, safety adviser for dangerous goods and environmental protection, explained how the safety of vehicles could be improved – for example, by what are known as crash buffers, which mitigate the impact of a collision. “It is also possible to equip

tank wagons with safety features to prevent unauthorised people climbing into them,” Oprel said. Both safety experts were impressed by the engagement that the participants showed. “They all displayed great interest,” Paul Klouwen said. “There were many specific questions that we were able to respond to.”

## SAFETY DAYS IN POLAND, TOO

Two weeks earlier, some other employees and customers of DB Cargo Polska had likewise held practical exercises relating to the safe transport of dangerous goods by rail, and these took place a thousand kilometres east of Terneuzen. Here, at the site of the DB

Fotos: DB Cargo (2), DB Cargo Polska/Fotowidzenie.pl



**URGENT ASSIGNMENT:**  
Dealing with a leak in a sulphuric acid tank wagon.

## RAIL SAFETY DAYS

Safety on the railways is always a top priority, especially in the transport of dangerous goods. DB Cargo BTT's Rail Safety Days are making a significant contribution to responsible transport safety. As events extending over one day or several, with active training sessions as an operational part and a conference day, Rail Safety Days also serve as an effective publicity tool. During the Rail Safety Days, a classroom train offers employees and those involved in emergency response every opportunity to gain theoretical knowledge and practical experience. The classroom train can accommodate up to 20 participants. The fittings tank wagon demonstrates how the fittings work and are operated. It provides practical knowledge that is important both for filling tank wagons and in emergencies.

Cargo subsidiary Spedkol in the Polish town of Kędzierzyn Koźle, everything revolved around safety in the chemical industry, too. This Rail Safety Day was scheduled for 28 April 2016, the World Day for Safety and Health at Work. 53 participants, including customers from the chemical industry, the fire brigade and players from the healthcare and safety sectors, took part in training for an emergency with view to minimising the possible effects of accidents on people and the environment.

The practical exercise took place following a corporate presentation and an explanation of safety procedures at DB Cargo Polska. Possible scenarios were rehearsed together with the fire brigade, who had made four fire engines available. The participants tested rescue operations, firefighting and combating a leak in a sulphuric acid tank wagon. Realistic simulations were held for clearing up dangerous goods and sealing leaks, along with other emergency response exercises. Particular attention was paid to seeing which aspects of the exercise were improving cooperation among the parties involved. "Safety is a top priority for us," said Tomasz Iwański, CEO of DB Cargo Spedkol. "I am pleased that we are able to train here together for emergencies. As a result, our employees and the emergency services know what to do in a critical situation."

### POSITIVE CONCLUSION

The event was a complete success for DB Cargo Polska. "General safety, operational safety, top quality and environmental protection are of utmost importance to DB Cargo Polska," said Marek Staszek, CEO of DB

Photos: DB Cargo, DB Cargo Polska/Fotowidzienie.pl

Cargo Polska. "We guarantee high quality and safety in our services, and we aim constantly to improve safety awareness among our employees." DB Cargo's Polish national subsidiary is making good progress here: according to its safety certification from Poland's Office of Rail Transport, the transport operations performed by DB Cargo Polska and its subsidiaries meet the most stringent national and European standards, with the highest safety requirements for customers, employees and the environment. Moreover, DB Cargo Spedkol has signed an Office of Rail Transport declaration that treats safety in rail transport as part of its corporate culture. DB Cargo Polska will also soon sign this declaration (see page 7). The next Rail Safety Days are already being planned on the basis of the positive feedback received from customers.

### TERNEUZEN WAS SUCCESSFUL, TOO

This year's event at Dow Chemical in Terneuzen was initiated by the first international Rail Safety Days last year by DB Cargo BTT and DB Cargo Nederland. After this, interest in other such events was high among all players. "We clearly struck a nerve among all parties: government bodies, emergency services, customers, infrastructure operators, freight forwarders and vehicle owners alike. There is great demand for such events, which include presentations, networking opportunities and practical exercises," says Dr Carsten Hinne. "When Dow Chemical suggested last year that

we organise the next event jointly, we naturally accepted that offer gratefully."

What Hinne finds especially important is that the players are cooperating so closely. "You can make the utmost efforts within your own company to increase safety," Hinne says, "but the simple fact that we have the opportunity to work closely with other organisations and thereby gain insights into their processes means that all of us – customers, infrastructure operators, inspection agencies and DB itself – can always learn even more."

He is especially pleased that all parties here regard the rail freight company as a partner in whom they have great confidence. "I have noticed time and again that our customers are very appreciative of DB Cargo's desire to play a leading part in the transport of dangerous goods by rail."

mb ■

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**GOOD COLLABORATION:**  
All participants gain insight into the working methods of colleagues.

## PRIORITY FOR THE RAIL

For its global exports, Bavarian machine manufacturer Krones relies on sustainable rail freight transport.



**LAUNCH:** Christoph Klenk, Chairman of Krones AG, (right) and the Mayor of Neutraubling Heinz Kiechle cut the symbolic red ribbon.



German machine manufacturers enjoy an excellent reputation and they are successfully exporting their products to the ends of the earth as a result. Rail is often used for the initial leg of the export chain, as is the case with Krones in Neutraubling, Germany. The company has brought sidings that have stood idle since the 1950s back into operation. With the help of TRANSA Spedition, including Heike Kramer who works in the Business Development department, DB Cargo worked out all the details, such as the approval procedures and the development of an operating concept, to get the sidings operational again. The sidings were officially reopened in March 2016.

“With this project, we’re going against the current trend towards more heavy goods vehicles and less rail,” says Roland Sommer, Head of Central Production and Logistics at Krones. By commissioning the sidings, which received support from the Federal Railway Authority, Krones is pursuing three aims:

transporting its products sustainably to international ports by rail in future, relieving the burden on the congested road network around Regensburg, and contributing to better environmental protection in transportation.

### HIGH EXPORT RATE

The Bavarian-based Krones group plans, develops and builds machines and complete facilities in the field of processing, filling and packaging technology. Krones employs more than 13,000 staff around the world and manufactures its products at a number of locations around Germany. 88 per cent of its products are sold abroad.

Logistics plays an important part in ensuring that the goods arrive with the customer on time. With the new sidings, Krones has connected its logistics hub in Hamburg so that products can be loaded directly at Krones’ site in Neutraubling and will not need to be

unloaded until they arrive at the hub in Hamburg, where they are prepared for shipping.

Until now, Krones has been transporting its products by HGV. With the 950 rail wagons, Krones will be saving around 1,600 HGV journeys this year alone. Up to 2,400 wagons could use the sidings annually. “We are serving the customer with five four-axle wagons every weekday,” explains Karsten Rotter, Key Account Manager at DB Cargo’s Building Materials, Industrial and Consumer Goods Division. The flexibility of rail is an additional advantage. Under the direction of TRANSA Spedition, transport operations will be expanded using special wagons with very low loading height. These wagons can be used to transport products that don’t fit into conventional wagons. As a result, it is possible to avoid transporting large components by road as abnormal loads, which can be a difficult and arduous process.

For the rail company, this transport operation also comes with the advantage that the Krones products can be transported on the very busy route to the northern ports. This reduces empty journeys and cuts costs. “These transport operations are also attractive to other customers who are consolidating their exports in the port,” says Rotter.

an ■

**BIG CHALLENGE:** DB Cargo can respond quickly with special wagons when Krones needs to transport heavy and oversized components.

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Photos: Krones AG



## A SIGN OF TRUST

Meeting again in different conditions: customers and DB Cargo's sales team came together at the DB Cargo Pulp & Paper Summit 2016 to discuss current developments.

This was the third time that the Building Materials, Industrial and Consumer Goods Division hosted its gathering for the paper, pulp and packaging industry in Potsdam, and more than 60 customers accepted the invitation to the DB Cargo Pulp & Paper Summit on 24 May 2016 at the DB Akademie at Potsdam's Kaiserbahnhof station. This forum was used both to brief customers on current developments in the Group and to promote and deepen the exchange of views on market trends in the industry. In addition to speeches on DB Cargo's strategic repositioning and the progress of measures agreed at the two previous Pulp & Paper Summits, the participants discussed the megatrend of digitisation, as well as growth opportunities for rail.

"It was a very successful event with many interesting and in-depth discussions," said DB Cargo CEO Dr Jürgen Wilder, who used the gathering to get to know the pulp and paper industry and to hear about customer requirements first-hand. He drew attention to the



**SUMMIT MEETING:** Customers and DB Cargo want to improve quality, productivity and efficiency together.

changed market environment facing the rail freight operator and presented the audience with the "Zukunft Bahn" programme and its concrete effects on the industry. "Zukunft Bahn@DB Cargo is a quality and efficiency programme that will enable us to become a profitable quality leader, as we can deliver on our promises to our customers, hold our own in competition with road transport and can experience growth again at the end of the programme," Wilder said.

As production quality has declined increasingly in recent years, the rail freight operator has lost a huge share of the market and been unable to keep its performance promises, Wilder went on. DB Cargo, he said, will be able to boost quality, productivity and efficiency by, for example, achieving more robust production, optimising its economic performance in local areas and establishing continuous lines of responsibility for transport operations. In order to attain growth at the same time, he continued, DB Cargo is seeking to achieve competitive cost structures and to improve network utilisation through professional utilisation management. "Of course, we are simultaneously strengthening our European network," Wilder asserted. With these measures, the rail freight operator aims to meet its customers' fundamental requirements; the paper industry, in particular, depends on a stable and reliable single-wagon network.

### DEVELOPMENTS ON THE PULP & PAPER ROADMAP

Next, Stephan Sulser, Head of Sales for Industrial and



Photos: Michael Neuhäus



"Zukunft Bahn@DB Cargo is a quality and efficiency programme that will make us a profitable quality leader."

DR JÜRGEN WILDER, CHAIRMAN OF THE MANAGEMENT BOARD, DB CARGO

Consumer Goods, reported on developments on the Pulp & Paper Roadmap, which pulls together the most important areas for action at the interface with DB Cargo's customer customers.

"In the past two years, we have constantly developed our cooperation with our customers under the 'Pulp & Paper Roadmap'," Sulser stressed. Four aspects that are decisive for successful cooperation have been identified in the Pulp & Paper Roadmap: communication, strategy, competitiveness and, naturally, operational collaboration.

Measures have been identified and implemented within these subject areas. For example, customer-specific competence teams have been established, which are engaging in regular exchanges to create a common understanding of customers across departmental boundaries and are leading to faster solution-finding with and for our customers.

On the subject of competitiveness, Sulser, like the previous speaker, dealt with current market trends that are putting the rail freight operator under pressure. "Despite difficult market conditions, we have managed to place competitive products in the market and thus

generate growth," Sulser said. As an example, he cited the "Pulp Sprinter", as a scalable network solution composed of a sensible combination of block trains and single wagons. In addition, DB Cargo is now linking its European network regularly with Turkey in conventional wagonload transport. Sliding-wall wagons are making two round trips weekly between Rosenheim and Cerkezköy. These are fast, reliable and competitive.

Specialist expertise in loading paper rolls, sheet paper or pulp bales has likewise been increased. In addition to a new loading poster as orientation for safe loading, DB Cargo offers targeted training courses at the customer's premises on damage prevention during loading and on optimising wagon utilisation.

The discussion that followed, in the presence of Dr Wilder, dealt mainly with the forthcoming changes at DB, and especially at DB Cargo. The course presented, which is associated with a large number of changes, was supported by customers, although they said the focus on the market and customers must not be lost and the dialogue with customers must be continued to its traditionally high standard. For the Pulp & Paper indus-



**INFORMATION:**  
The DB Cargo customers were given a first-hand account of current trends in the sector.

try team, this was a sign that the paper industry feels a strong connection with the company and its sales team and has a high level of trust in them.

**WORKSHOPS ON DIGITISATION AND GROWTH**

In the second part of the event, the participants held debates in workshops. These were held according to the World Café method, which, following a brief introduction to the topic, offers as much freedom as possible through brainstorming and discussion and can lead to very surprising and creative results. The groups of ten people sitting at eight round tables had two key topics to discuss: digitisation and growth. The DB Cargo employees had a wide range of ideas to take away afterwards.

Under digitisation, the discussion dealt with subjects such as asset intelligence: digital freight wagons that can use GPS and sensors to issue a variety of status messages about location, air humidity or mechanical stress. The participants also discussed equipping wagons with RFID for transferring wagon numbers to the appropriate systems automatically. Another topic

covered under digitisation was big data management. Data generated from the most diverse systems can be administered rationally and used for track & trace applications, right through to ordering systems or direct integration with customer systems.

The topic of growth focused mainly on competitive prices and offer durations, as well as stable, reliable periods of validity. Another important aspect is the availability of wagons and their quality. After all, it will be impossible to attract additional transport operations to the railways without a sufficient, high-quality supply of wagons.

At the end of the event, Stephan Strauss, Head of the Building Materials, Industrial and Consumer Goods Division, thanked the participants for their commitment. "Your participation in the DB Cargo Pulp & Paper Summit is a sign for us of your trust in us," Strauss said. "Without your trust we would lose market share, and that would be fatal on both sides."

an ■

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# CALL ME "MULTIMODAL"

DB Cargo UK used this year's leading UK trade fair to successfully present its services.

**D**B Cargo UK is not only one of the most successful rail freight companies in the UK, it is also the most active. To mark its participation in the most recent Multimodal sector trade fair in April 2016, the rail company christened one of its locomotives Multimodal.

"We're delighted that we were able to take part in the Multimodal trade fair once again this year. Not only did we present one of our locomotives there, we also christened it in honour of the occasion," said Geoff Spencer, CEO of DB Cargo UK. "Giving locomotive 90019 the name Multimodal is our way of showing how we are preparing for the future." The Multimodal trade fair has been held annually in Birmingham for the last ten years and is the leading trade fair for the logistics market in the UK and the Republic of Ireland.

**INTERMODAL GROWTH DRIVER**

DB Cargo UK is currently very active in what is a difficult market. While it was originally companies from the coal and steel industries who relied on rail, today it is the automotive industry, the construction sector and, of course, combined transport that are driving growth on the railways. The rail freight companies have therefore had to work hard to offer customers attractive and economical services - providing flexibility across all transport modes.

DB Cargo UK therefore used the event to present innovations and expansion plans, which are the company's response to the challenges of the marketplace. One example is the "Multimodal London Eurohub", which serves as a hub for imports and exports for the UK's automotive industry. The transshipment station is linked to High Speed One (HS1), the high-speed railway line that connects London with the Eurotun-

nel at speeds of up to 300 km/h. DB Cargo UK has been managing rail freight transport operations on HS1 since 2012.

**SUSTAINABLE RAILWAYS**

DB Cargo UK also presented its activities in the area of sustainability at the event. Rail freight transport is already the most sustainable mode of transport, producing only a quarter of the carbon dioxide emitted by HGV. DB Cargo UK now intends to further improve the sustainability of its transport operations, for example by making use of locomotives fitted with stop-start technology and with the Eco Neutral product. The latter allows customers to offset their CO<sub>2</sub> emissions by supporting sustainable projects across the globe.

"The event at this leading trade fair was a huge success for us," said Geoff Spencer afterwards. "Not only because we were able to present our services as a highly professional and bundled package, but also because we could learn from conversations we had with our customers what they expect from their service providers."

an ■

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**TOP UK PERFORMER**

DB Cargo UK is the UK's biggest rail freight service provider. The company operates more than 5,000 trains across the country each month, transporting all kinds of freight, from grains and biomass to coal and steel. In addition to traditional transport services, the rail freight company offers complete logistics and supply-chain services, including door-to-door deliveries, warehousing and terminal management. The company has the country's biggest rail freight fleet at its disposal, with more than 300 diesel and 30 electric locomotives, as well as more than 7,500 wagons.

**ENGINE CHRISTENING:**  
DB Cargo UK representatives at the ceremony in Birmingham.



Photos: Michael Neuhaus, DB Cargo UK



**SIBERIAN LARCH:**  
Before reaching its destination, it has to negotiate borders, customs barriers, track gauges and the sea.

## TIMBER BY LAND AND SEA

DB Schenker Nieten manages deliveries of timber from Russia for the Italian customer Dal Lago.

Wood is a natural substance, and hardly any other country on Earth has as much of it as Russia. Siberia boasts huge expanses of forest. Since trees there grow only slowly in the adverse climatic conditions, its wood is especially robust, and timber from the depths of Russia is sought after all over Europe.

Each year, the Italian timber merchant Dal Lago, for example, imports Siberian larch wood that has been air-dried for several months on a surface area of 20,000 square metres, then sorted by quality and

stored until it is sold. Dal Lago imports many thousands of cubic metres of timber every year. DB Schenker Nieten makes sure the door-to-door transport of this raw material is carried out reliably.

“We offer our customer Dal Lago the whole logistics chain from Russia under one roof,” says Learco Limontini, who has many years’ experience of the Italian timber market as a customer adviser at DB Schenker Nieten. Dal Lago has been working with the logistics provider for some years now, mainly for its imports

from Russia. The company was established shortly after the Second World War in the northern Italian town of Thiene, near Vicenza, and is now being managed by the fourth generation of the Dal Lago family.

“We are very satisfied with the services offered by DB Schenker Nieten,” says Ettore Dal Lago. “Especially for an operation such as ours, it is essential to be able to rely on our service provider’s expertise.”

The import processes are complex, as there are national borders, customs barriers, track gauges and a sea to be negotiated. This is because the timber is delivered by the Russian supplier to Ust-Luga near St Petersburg. There, DB Schenker Nieten organises its transshipment from the Russian broad gauge to special transport containers, known as MAFI rolltrailers. These rolling platforms are standard for many transport operations by ship and can be pulled across a port’s quay facilities by appropriate towing vehicles. The freight goes by ship to the Ostuferhafen in Kiel, where it is transhipped again onto German wagons for onward transport by rail to Verona. There, the freight goes through customs controls and is delivered to the customer. DB Schenker Nieten transported 52 consignments with around 3,500 cubic metres of timber last year.

### EFFECTIVE SOLUTIONS PROVIDER

Ultimately, the choice of transport mode means these transport operations by rail are also sustainable – an important point, especially in the timber industry.

A good three-quarters of the distance of nearly 8,500 kilometres from the Irkutsk region to Thiene is covered by rail. “Our claim is to be able to present ourselves to our customers as an effective solutions provider. Consequently, our service embraces more than just pure transport,” says Elfriede Balas of DB Schenker Nieten, who has been directing traffic from Freilassing for a good three years via a control tower.

“Alongside customs formalities and the various transshipment operations, as well as ship transport from Ust-Luga to the Ostuferhafen in Kiel, we also take care of certificate management,” she says. This includes, for example, obtaining the phytosanitary certification required for the smooth import of Siberian timber into the EU.

Plants from Siberia have to be registered with the office for plant protection through a phytosanitary certificate indicating their origin and any chemical treatment, and, in the event of doubt, they have to be examined by experts. Particular attention here is paid to the supplier’s declaration that the goods are free of all quarantine pests.

“This is an exercise that has to be performed immediately upon entry into the EU, which in this case means the Ostuferhafen in Kiel,” Balas explains. DB

Schenker Nieten has built up considerable trust and a high level of expertise here over the years.

Communication along the complex supply chain takes place in German, English, Italian and Russian. In carrying out its door-to-door transport operations, DB Schenker Nieten draws on the support of long-standing partners who have both reliable specialist knowledge and relevant linguistic skills.

As a result, any problems in the transport operations can be solved at once and without complications. This, too, is a clear advantage and the mark of a major and effective logistics provider. *an* ■

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**WELL PROTECTED:**  
The wood is transported southwards in closed wagons.

Photos: DalLago, DFDS/Grammerstorf

## “PROUD OF OUR CUSTOMER’S TRUST”

ScandFibre Logistics and DB Cargo jointly launch “Rail17” full speed ahead.

In November 2014, the Swedish logistics service provider ScandFibre Logistics (SFL) distributed an extensive tender for the railway system “Rail17” as the successor system of the current system “Rail11”. In total, the transport volume involves 1.9 million tons per year of Swedish paper and board, of which about 1.2 million tons will be forwarded via Denmark to continental Europe. Those export volumes will be complemented by approx. 12,000 wagon loads as import backloads from the continent to Sweden and Norway.

SFL contacted about 15 European railway operators and railway forwarding companies as well as several railcar providers to make offers for “Rail17”. The requested services have been grouped in transport sections that enabled SFL to combine the different offers and compare them according to a modular principle in order to develop a high-performance and efficient network. “Of course, it was also a matter of comparing between the production systems. Closed block train systems have the advantage of exclusiveness for the user, though they come with considerable utilisation risks. The use of single wagon networks, however, increases flexibility enormously, and synergies with other users of the system arise,” Patrik Leylin, production manager of SFL, points out.

“With DB Cargo, we have entrusted a high-performing provider of European railway services to operate our continental paper flows and backloads south of Malmö. DB Cargo has the necessary network in Europe and the experience to operate and improve single wagon networks with high quality,” explains Mats Erkén, CEO of SFL.

In the new system “Rail17” only one line south of Malmö will be produced within a block train system. In Landshut, the transition between the single wagon and block train system, the production of block trains will be prepared. Wagon groups will be sorted and customised trains will be built for handover to Rail Cargo Logistic (RCL) in Kufstein. RCL provides the further transport through Austria and the distribution in Italy.

“Overall, a successful combination of advantages of the different systems that has proven to be more than competitive against alternative concepts with ship and truck solutions,” says the business director at SFL, Fredrik Öjdemark.

On 29 February, a multi-year contract for 2017–2019 between SFL and DB Cargo was signed in Örebro, Sweden. “A great ending to an extensive tender process,”



says Stephan Strauss, Senior Vice President of the Building Materials, Industrial and Consumer Goods Division at DB Cargo. “Together with SFL, we have harmonised the requirements of the Swedish paper and board producers BillerudKorsnäs, Mondi and Smurfit Kappa with the strengths of DB Cargo in an exemplary way and are proud to have gained the trust of SFL,” Strauss adds. an ■

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**JUST IN TIME:**  
Paper rolls are stored in a railport before being delivered to a customer in the printing industry.

## TOUR DE VOSGES

DB Cargo transports Vittel mineral water from its French source to Germany on behalf of Nestlé Waters.



It takes fifteen long years for a water droplet landing on the surface of the earth to reach the bottom of the Vittel spring. On its journey, the water passes through three layers of rock: Keuper, shell-bearing limestone and coloured sandstone. It seeps slowly through the earth, dissolving calcium and magnesium from the volcanic rock as it moves. Finally, the precious liquid is forced back to the surface as natural, still mineral water – and it is bottled under the Vittel brand. It then takes just one day for the water to be transported from France to Germany. By train.

“We’ve already been transporting Nestlé Waters products to Germany by rail for five years. We operate a service from the spring in Vittel to the German city of Worms every week,” explains Matthias Strobel, DB Cargo Customer Adviser in the Consumer Goods/Freight Forwarders Industry Team at the Building Materials, Industrial and Consumer Goods Division. In Worms, Trans Service Team (TST) has a drinks warehouse with its own sidings. From there, the product is transported onwards to retailers by HGV.

Vittel lies right at the heart of the Vosges area, the low mountain range that rises to the west of the Rhine. For a long time, Vittel was just a sleepy little town: it had a population of just 900 in 1854. In that year, however, Louis Bouloumié purchased a spring in the town and established that it had a medicinal effect. Over the following years the small town rose to regional,

then national fame. The millionth bottle was filled in 1898 and by the 1930s, Vittel had become an established luxury spa resort. A few decades later, in 1968, Vittel was the first mineral water in the world to reach customers in plastic bottles.

Today, much still remains of the town’s golden age flair as a spa resort, not least the commitment to sustainability, both in terms of the natural product – water – and the logistics. At Nestlé Waters – the company acquired Vittel in 1969 – this is reflected in the fact that water exports to Germany are also carried out by rail. Even though the trains are pulled by a diesel locomotive on the French side between Vittel and Metz, rail transport still reduces carbon dioxide emissions by around 50 per cent compared to HGV. Over the last five years, this has resulted in a total of more than 2,000 tonnes in savings. After all, one train is equal to 42 HGV loads. At the same time, this also allows Nestlé Waters to ease the strain on the HGV ramp in Vittel.

### SUSTAINABLE TRANSPORT CONCEPT

Operations run like clockwork: every Thursday morning, the fully loaded wagons in Vittel are coupled to a locomotive belonging to the French company Euro Cargo Rail (ECR). The DB Cargo AG subsidiary is responsible for traction on the French side. 28 Rilns flat wagons with tarpaulin covers form a train.

DB Cargo is responsible for the whole transport operation over the 300+ kilometres to Worms. Production management of the train is handled by the European Operations Centre in Frankfurt/Main. “This means we can manage the whole transport operation in France and in Germany from a single source,” says Strobel. Rhenus Rail, a DB Cargo cooperation partner, takes over for the last mile from Worms to the customer’s sidings.

In the night from Thursday to Friday, the wagons arrive in Worms, and they are unloaded the following day. The empty wagons are transported back to France on Saturday. When required, empty glass bottles, which are mainly used in the hospitality industry, are loaded for the return journey – making the whole transport concept even more sustainable. an ■

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**KORNWESTHEIM  
CONTAINER DEPOT:**  
Staff handled around  
95,000 empty contain-  
ers here in 2015.

## HIGHER PRODUCTIVITY IN KORNWESTHEIM

DB Intermodal Services moves three sites to one new container depot – and is working more efficiently as a result.

Those who dream of sea freight should go to Kornwestheim. Far from the large ports of this world, the little town on the banks of the river Neckar is also a gateway to the world of the oceans. This is where DB Cargo operates a large freight rail station and, via its subsidiary DB Intermodal Services GmbH (DB IS), a container depot that has become indispensable for the big shipping companies because of the services it offers. DB Intermodal Services staff handled around 95,000 empty containers over the past year. A total of 3,400 containers were repaired in the adjacent maintenance hall and that is set to grow over this and the coming years. That's because just a few weeks ago, DB IS moved into its new home.

DB Intermodal Services offers supplementary services in the maritime intermodal transport chain. In Kornwestheim, the company has moved four previously separate locations into one – and can now offer additional, improved bundled services more efficiently. “We have been operating the container depot since the 1980s and have long since reached maximum capacity,” says Michael Heinemann, Managing Director of DB Intermodal Services. “In the past, we always expanded by adding individual sites, but that meant we didn't have non-stop operations. That has now finally changed.”

As a result of merging the sites, DB IS is able to work more efficiently because staff and equipment can be brought together in one place and better deployed.

The new buildings – from the staff rooms to the maintenance hall – have also led to improved working conditions for employees and better staff retention.

“While we used to have three areas with a total surface of around 32,000 square metres with capacity for 2,900 TEU standard containers, we now have around 55,000 square metres with capacity for 4,600 standard containers,” says Site Manager Birgit Meidert. It is now also possible to do more in other services relating to containers. Up to six containers can be repaired in the new hall at the same time: locks are repaired, walls beaten out, and corner fittings and floors renewed. The maintenance hall previously had room for only four containers at a time.

### LONG PLANNING PHASE

Planning work for the new facility on the site has been going on for a long time. During the Federal Railway Authority's approval phase, a number of environmental issues had to be examined and the neighbouring owners consulted.

Along with the Leipzig, Ulm and Regensburg facilities, the Kornwestheim container depot is one of the four largest facilities in the DB Intermodal Services network, which is made up of a total of 13 sites.

Directly next door lies the Kornwestheim rail freight station and the DUSS transshipment station, where an average of ten trains a day are handled. Because the depot has its own sidings, the empty containers from the seaports can be driven directly into the depot – this had previously only been possible in Regensburg. Containers are then transported to or collected from the customer by HGV. Large industrial corporations and small and medium-sized manufacturers in the greater Stuttgart area are all reliant on the regular supply of containers. The first and final stages by HGV, which is also provided by DB Intermodal Services, is reduced to a minimum through intermodal transport.

### DB Intermodal Services in Kornwestheim

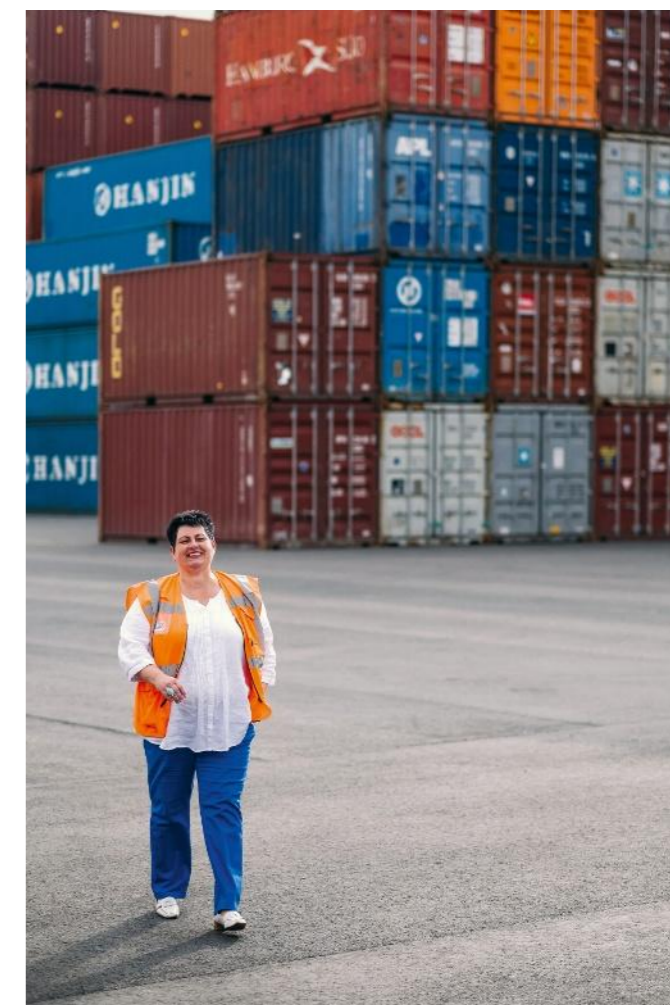
#### THE NEW DEPOT IN FIGURES

**Size:** 55,000 square metres  
**Container storage space:** 4,600 TEU  
**Equipment:** 5 container stackers (2 double-front stackers and 3 reach stackers)  
**Sidings:** 1

### DUSS transshipment station in Kornwestheim

**THE TERMINAL IN FIGURES**  
2 crane runways, each with 4 tracks and 2 gantry cranes = 8 tracks and 4 gantry cranes

Photos: Bernhard Kahrmann



**FACILITATOR:**  
Site Manager  
Birgit Meidert.

The 34 members of staff working at the depot experience the fluctuations in the global economy firsthand through their work. Michael Heinemann talks about one particularly striking annual phenomenon: “Over Chinese New Year, all the companies in China are closed for a week. Six weeks after that, there is a significant drop in imports arriving in Germany – and there is a lot less to do here at the depot.”

### MOVING IN PHASES

DB Intermodal Services has invested a high seven-figure sum in the new facility. One year passed between the start of construction in early summer 2015 and the opening of the facility this summer. The big move began in June and it was completed by the end of July. Rather than carrying out complex transport operations from one of the old sites to the new one, new containers were simply delivered only to the new facility, and old containers were collected from the old facilities. an ■

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# HEAVYWEIGHT LOAD ON THE RAILS

The transport of a 235-tonne transformer demanded precision work. Employees of DB Cargo Polska and Infra Silesia demonstrated tremendous dedication.

The task had long been giving everybody involved a headache. Then, on 31 May, the wait was over: the transformer was delivered to Podbory Skawińskie freight station, the DB Cargo Polska shunting-locomotive driver started up his traction unit and a huge transformer left the Podbory Skawińskie. Its destination, 2.5 kilometres away, was track 35 at Elektrownia Cez Skawina, a transformer station near Kraków belonging to the Polish power utility PSE.

Never before had a load so large and heavy been unloaded at the transformer station. The ANSR3Ha transformer weighs 235 tonnes. A dedicated, special construction wagon with 24 axles, a length of 53.5 metres and a net weight of 208 tonnes was used especially for this transport operation. “Despite the short distance, this operation was a big challenge for all involved in it because of the great weight, dimensions of the transformer and atypical wagon that was used for its transport,” says Kazimierz Chmielarz, manager of the Technical Department at DB Cargo Polska.

The transport operation, which was performed by the Poznań heavy-duty logistics company DAHER, was planned in minute detail far in advance. As this was the heaviest consignment ever transported on a power plant siding track to date, employees at the power plant, colleagues at the freight forwarder and railway com-

pany staff had to coordinate all the planning closely with each other. In addition to the engine driver and staff of the siding branch, the project involved experts from safety management and Infra Silesia, DB Cargo Polska’s infrastructure subsidiary.

For example, in choosing the route for the transport operation, they checked whether the rail infrastructure available would be able to take the strain and whether it could be guaranteed that the operation would pass off safely. After this examination, an extra 60 metres of track had to be rebuilt at a siding, to enable the special wagon to be driven in and the transformer to be unloaded smoothly.

The consignment was also accompanied by employees of the Felbermayr company, which had provided the specialised wagon. The loading experts were moving the load by up to 40 centimetres in relation to the wagon axle in the course of the transport operation. They also successfully lowered the transformer by ten centimetres during the operation so that it could pass under an obstruction. mb ■

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**HEAVY LOAD:**  
A special wagon was used to transport the transformer.



Photos: DB Cargo Polska, DB Schenker Italiana

# PIGGYBACK OVER THE ALPS

The Baden-based Adam freight forwarding company delivers motorhomes to customers by rail



“In this kind of international transport operation, we can really exploit our expertise to the full,” says Joachim Gatzki from Schenker Italiana.

**FUTURE-PROOFING WITH RAIL**

Adam’s customers are mainly dealers who are transporting motorhomes on behalf of their customers. Until recently, Adam had been transporting the freight by HGV and it had a whole fleet at its disposal for this purpose. But with this new rail concept the freight forwarder is taking a significant step towards securing its own future. With the opening of the Gotthard Tunnel, Switzerland is making a renewed attempt to support sustainable transports across the Alps with higher road tolls and lower rail network charges, explains Adam. This is the reason why the company approached DB Cargo.

Preparation work for the project was, however, very complex. Planning and provisioning capacity took some time because staff from DB Cargo’s German and Italian national subsidiaries, as well as from Transwagon, were involved. “Since a few months, however, the transport operations have been running quite smoothly,” says Adam. an ■

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**LONG TRIP:**  
Camper vans manufactured in France reach the customer via rail.

Summertime is travel time – and not just for tourists in all their various modes of transport, but also for motorhomes and camper vans without occupants. During high season they are transported across Europe to end customers, often also by rail.

“We’ve been looking for an environmentally friendly transport option for motorhomes and box-type lorries for a while,” says Christian Adam, Managing Director of Adam Transporte, a freight forwarding company based in south-western Germany. “In rail, we have now found a suitable mode of transport with which to implement sustainable transport solutions, mainly on routes to Italy.”

DB Cargo has been transporting wagons across Europe on behalf of the freight forwarder for a few months now: from an Italian manufacturing plant to customers in the town of Kehl on the banks of the Rhine in Baden-Württemberg, and from a French manufacturing plant on the other side of the Rhine to Tuscany. A perfect trans-Alpine cycle. In both cases, HGVs take over the load at the destination station and transport it over the last few miles to the customer. The various divisions of DB work together on this project: led in Italy, for example, by the Multimodal Solutions department of the national subsidiary there.

**Strong local presence**

Through its regional sales teams, DB Cargo offers personal support for small and medium-sized companies locally. The rail freight company is also happy to offer advice on how to optimise logistics concepts.

- 1.) Networking: regular exchange with associations, chambers of commerce and industry, ports, rail companies and other regional partners.
- 2.) Expertise: comprehensive knowledge of the region and logistics sites acquired over many years.
- 3.) Exchange: appropriate solutions for logistics challenges developed through face-to-face dialogue with customers.
- 4.) Concepts: cross-industry solutions for the whole value chain – reliable and from a single source.
- 5.) Focus on Europe: cross-border support for customers in Germany and Europe.

# ITALIAN JOURNEY

Migros, Switzerland's biggest retail chain, is expanding rail transport operations further. In future, shipments of canned tomatoes will be transported by eco-friendly rail from southern Italy to Switzerland through the recently opened Gotthard Base Tunnel.

The tomatoes from the regions of Tuscany and Apulia, where the sun's rays are particularly intense, have a distinct aroma. They are processed in Scafati, a town with a population of 50,000 that lies right at the foot of Vesuvius. This is where the Longobardi headquarters are located. The family company has been supplying Migros with twenty different products made of tomatoes for more than half a century: whole canned tomatoes, tomato purée and sieved tomatoes, peeled, chopped or as a ready-made sauce.

The journey from Scafati to Migros' central warehouse in Suhr in the Swiss canton of Aargau is 1,200 kilometres. Until now the goods have always been transported by HGV but the company switched to rail at the beginning of May 2016. This solution was made possible by an innovative combination of road and rail. Scafati lacks the necessary rail infrastructure so the 50 kilometres to the nearest rail freight station in Maddaloni is covered by road.

## BLOCK TRAINS FROM ANAGNI

In Maddaloni the pallets are expertly loaded onto freight wagons and secured, before they set off on their 200-kilometre journey to the rail hub of Anagni, where wagons from the southern Italian region are formed into a block train. After a total transport time of five days, the pallets of tomato products arrive at the Migros distribution centre. From there they are transported to the shops, although only stores located nearby are supplied directly. Stores further afield are supplied via regional operations centres. In those cases only the "last mile" is covered by HGV. Migros sells twelve million individual Longobardi products each year, totalling 5,700 tonnes.

Markus Helg, Division Manager International Transports at Migros-Genossenschaftsbund, talks



**ARRIVAL:** The canned tomatoes are unloaded at the Migros distribution centre.



about the positive environmental effect: "This switch means we can save 600 tonnes of carbon dioxide. That's an 80 per cent reduction compared to road transport." The higher weight utilisation of freight wagons also makes an important contribution to this result. "Up to 28.5 tonnes can be loaded onto rail wagons, 4.5 tonnes more than HGV," explains Daniel Knaus, the Migros Key Account Manager at DB Cargo.

## MORE RAIL FREIGHT TRANSPORTS TO COME

Five hundred wagons now travel to Switzerland through the new Gotthard Base Tunnel with their loads of tomato products each year. Each two-axle wagon can carry 38 pallets. HGV transports to the rail freight station are organised by DB Schenker Multimodal in Italy. They also manage the loading of the rail wagons and issue consignment notes. DB Cargo Italia is responsible for traction from Maddaloni to the Swiss border.

The train follows the west coast of Italy and passes through Chiasso on its way to Switzerland. The Swiss Federal Railway subsidiary SBB Cargo takes over the train at the Swiss border. From December 2016, the route through the newly opened Gotthard Base Tunnel will be in regular operation; individual trains are already being routed through the tunnel as part of test operations. The Gotthard Base Tunnel – at 57 kilometres the world's longest tunnel – is a long-term

solution that will take a lot of pressure off the road network.

Markus Helg is in no doubt: more Migros transport operations should be switched to rail. The same concept will soon be implemented in future to transport Garofalo pasta products from Italy to Switzerland. Migros has a tradition of transporting goods from abroad by rail. Each year, 15,000 tonnes of bananas are transported from the Dutch port of Vlissingen in refrigerated rail wagons or in combined transport operations to the Migros ripening facilities in Dierikon, Gossau and Schönbühl. Energy drinks from Austria are also delivered to the distribution centre in Suhr by rail.

mb ■

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**SHELF MAINTENANCE:** Migros sells twelve million Longobardi products every year.



**OPTIMISED:** Each of the two-axle wagons can be loaded with 38 pallets.

Photos: 13Photo/Paolo D'Uitto



**STEFAN ZIMMERMANN:**  
Expert trainer at DB Cargo Schweiz.

## FINAL CALL

## “IT’S SIMPLY MIND-BLOWING!”

The Gotthard Base tunnel – the world’s longest rail tunnel – was opened in Switzerland in June. How does it feel to drive a freight train through a 57-kilometre tunnel? Here’s what Stefan Zimmermann, specialist instructor at DB Cargo Schweiz, had to say.

**Stefan Zimmermann, you’ve been inside the Gotthard Base tunnel. What were your impressions?**

My first impression of this structure was that it’s simply mind-blowing. A 57-kilometre tunnel creates a very different impression to any other construction of this kind. You really get the feeling of being deep inside the rock and you feel an enormous respect for the hard work of those who built it. Having said that, I haven’t even travelled through the whole tunnel, only through parts of it a dozen times as part of training measures.

**It takes freight trains more than half an hour to travel through the tunnel. Any reservations?**

The tunnel is not lit for standard operations so engine drivers are heading straight into a black hole. They are – depending on the speed of the train – underground for up to 40 minutes. That can, of course, be oppressive. That’s why we’re already taking train drivers into the tunnel. They can inspect it, get a feel for the line and familiarise themselves with the safety measures.

**What are those safety measures?**

The safety concept is excellent. The tunnel is formed of two tubes that are connected by cross-passages every 325 metres. In an emer-

gency, you can quickly switch to the other tunnel. If there is any indication of an emergency, train operations are immediately moved to the other tunnel. The tunnel also has two emergency stops, in Sedrun and in Faido, where the trains can stop normally at a platform. At these points, there are access tunnels to the surface, which serve as ventilators in an emergency, as well as cross-passages to the other tunnel.

**The Gotthard Base tunnel is celebrated as the construction project of the century. How does it feel for you personally to be so closely involved?**

Of course, the Gotthard tunnel is a topic of discussion among friends and family. A lot of people ask about the structure and are interested in railway technology. And everyone hopes that the new tunnel will take the pressure off the motorways in the Alps and help make the mountains a little cleaner. The Gotthard tunnel has made the railways an even more popular topic in Switzerland. ■

Interview: Mirko Heinemann

## GO FIGURE!

# 56%

more freight will be able to be transported across the Alps by rail after 2020 thanks to the Gotthard Base Tunnel. The tunnel is part of a rail transport concept that is intended to ease the burden on Switzerland’s Alpine roads. A recent study by the Alpine Initiative forecasts that the transport capacity of the railways will rise from 32 million tonnes in 2017 to around 50 million tonnes after 2020, meaning by 56 per cent, as a result of the new transalpine rail lines. This would give the railways enough capacity to achieve the shift target of 650,000 lorry journeys through the Alps per year.

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## SAVE THE DATE

Upcoming trade fairs and sector events with DB Cargo – come and see us there!

**19-21**  
**OCTOBER**

The annual International **Supply Chain Conference**, the leading industry trade fair in Germany, is held in Berlin. [www.bvl.de/dlk](http://www.bvl.de/dlk)

**08-11**  
**NOVEMBER**

Experts in the field meet up in Rimini, Italy, at the International **Trade Fair for Material and Energy Recovery Ecomondo**. [td.ecomondo.com](http://td.ecomondo.com)

**16-18**  
**NOVEMBER**

The **logitrans** in the Turkish capital Istanbul is one of the most important meeting places for transport and logistics in the region. [www.logitrans.com.tr](http://www.logitrans.com.tr)



## SIGN OF THE TIMES INTO THE BOX!

**GERMANY’S FIRST CONTAINER:**  
On 5 May 1966, the MS Fairland enters Bremen’s overseas port.

It is exactly half a century since the first container arrived in Germany. The US freighter “Fairland” docked in Bremen on 5 May 1966, carrying 99 of the steel boxes developed in the USA a few years earlier by the brilliant logistics expert Malcolm McLean. They now embarked on a veritable triumphal procession through Europe, for the container is more than just a transport box – it has become a true accelerator of world trade, thus making a crucial contribution to our prosperity. The container has fundamentally changed traditional transport chains. Only with the standard container could supply routes be standardised in an uncomplicated way across vastly differing transport modes. Today, containers are used all over the world for transporting freight. Most of them have dimensions of 8x20 or 8x40 feet, hence the designation TEU (twenty-foot equivalent unit). However, we do not know how many containers are in use worldwide today: experts estimate the

number at 8–15 million. The rail operator responded to this new piece of freight-carrying equipment from the outset, setting up the “Transfracht Deutsche Transportgesellschaft mbH” in 1969 to transport containers within the country. It is now known as “TFG Transfracht”, with its AlbatrosExpress system. Its business developed rapidly, from 6,000 TEU in 1970 to around 900,000 units transported by Transfracht today. Experts estimate that within a few years one in three tonnes of freight will reach its customer in a container. There is a wide range of container types available for different varieties of transported freight, extending from the dangerous-goods container to the temperature-controlled box. Containers are very sustainable, because of their recyclability and their use on ships and rail. Thanks to the addition of sensors and tracking tools, they are also ideal for transporting freight in the age of digitisation. ■

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## MARKET LEADER

DB Cargo transports around 2.7 million loading units by rail in around 30 countries each year, making the DB Cargo Intermodal Division the European market leader in combined transport. The rail freight company has established a comprehensive network across the whole of Europe for its customers. Every week, more than 1,500 national and international trains connect Europe's most important transport hubs. With its maritime transport operations, DB Cargo links the northern and western ports with the European hinterland: Hamburg with Eastern Europe, for example, or Rotterdam with Switzerland. Continental transport operations along the main European axes connect Scandinavia with Italy or Germany with Poland, as well as many other countries.

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