



## New distribution of rolls

These are turbulent times for the pulp and paper industry. DB Schenker Rail and the sector's top figures are becoming logistics partners.

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the UAE in the Gulf**

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“We’re using rail transport to improve our carbon footprint.”  
THOMAS HERMANN, SUPPLY CHAIN DIRECTOR EVIAN VOLVIC WORLD



## Tackling change together

*In recent months we have reached out to you and asked: “How can we improve together?” We have met you at the transport logistic exhibition in Munich and received many suggestions there. We have also held intensive exchanges at our industry-specific events, such as the Pulp & Paper Summit in April, which brought together the most important decision-makers from the pulp and paper industry.*

*We have picked up three messages. First, logistics is important to you for cutting costs and becoming more competitive. Second, you are ready for change when the aim is to carry out economically worthwhile transport operations. Third, you are looking for a logistics partner who understands your business. Our conclusion is this: We want to be that partner. We want to combine our network and our know-how with new ideas, so as to work with you to devise intelligent and sustainable transport and logistics solutions. In this magazine you will find a variety of successful instances already in action.*

*I hope they will inspire you and I, of course, wish you an entertaining read.*



Axel Marschall

Member of the Management Board  
DB Schenker Rail



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## Liquid loads

**W**ater doesn't flow, it rolls – on block trains on 700 kilometres from the volcanic soils of France's Auvergne region to Germany. “Every week, DB Schenker Rail together with its French subsidiary ECR run an average of four block trains for Danone from Volvic to the central German warehouses in Hockenheim or Worms,” says Karsten Rotter, Key Account Manager Consumer Goods at DB Schenker Rail.

This enables the customer to be kinder to the environment by saving almost 40 truckloads per train. And that's one of the reasons why Danone has opted for DB Schenker Rail. “We're using rail transport to improve our carbon footprint,” explains Thomas Hermann, Supply Chain Director Evian Volvic World. In 2011 Danone transported 80 per cent of its total volumes to its central warehouses in Germany by rail. **an** ■

Cover photo: Michael Neuhaus; Photos: fotolia, Andreas Reeg, Oliver Tjaden



# 08 Focus: Pulp & paper

In April DB Schenker invited guests to the Pulp & Paper Summit in Potsdam. Around 70 customers and staff came to discuss the difficult situation in the market. *Railways* offers impressions and results from this, probably the most important industry-specific gathering.

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Sustainability also includes noise control. For this reason, DB Schenker Rail is converting its stock and equipping its wagons with low-noise, low-friction LL brake blocks. Lots of VIPs came to witness the historic first step.

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# 14

JOINT FREIGHT TRANSPORT IN ARABIA



# 20

CROSSING EUROPE QUIETLY

Photos: Etihad Rail, Pablo Castagnola





**MAINZ/GERMANY  
CUTTING DAMAGE TO FREIGHT  
WAGONS DURING LOADING**

Freight wagons are subjected to a lot of wear and tear, especially in the loading and unloading of scrap metal. In order to reduce loading damage, DB Schenker Rail is holding information events for customers' crane and excavator drivers. "The participants then receive a certificate and a brochure with tips on moving and shunting freight wagons and information on vulnerable wagon parts and the consequences of overloading," explains Siegfried Schmidt from Operational Management, who has been involved in organising the project. So far, 96 crane drivers have received this training. "This cuts costs for both the customer and DB Schenker Rail and helps to increase wagon availability," says Hans-Joachim Oerschkes, a specialist in loading damage at DB Schenker Rail. *an*



**MAINZ/GERMANY  
NEW HEAD OF REGIONAL SALES**

Maarten de Ridder becomes Head of Regional Sales at DB Schenker Rail, Region Central, with effect from 1 September 2013. Regional Sales offers local support to DB Schenker Rail's small and medium-sized customers and is the point of contact across the company's divisions for logistics partners and interest groups. *an*



**MAINZ/GERMANY  
NEW EIS/STEEL & COAL  
DIVISION SALES MANAGER**

Dr Jörg Hilker becomes Sales Manager of the European Industry Sector Metals & Coal and the Steel & Coal division in the DB Schenker Rail Business Unit as of 1 September 2013. Dr Jörg Hilker remains responsible for managing the Chemicals/Mineral Oil/Fertilisers division and stays on as Managing Director of DB Schenker BTT GmbH until a successor has been appointed. *an*

Photos: Oliver Tjaden, DB AG (2), Mauritius Images (2); LG Cargo



**COPENHAGEN/DENMARK  
LEGENDARY CROSSING OF  
THE ØRESUND STRAIT**

In mid-April, DB Schenker helped the Orient Express, probably the most famous train in the world, on its way. Instead of starting in Paris, as in the past, the train got under way in the Danish capital behind a DB Schenker locomotive and traveled over the Øresund Bridge to Malmö in Sweden. Eager fans lined the tracks as the train set off from Copenhagen. The tour operator had sent the train on an eight-day tourist route from Italy to the Far North. The whole journey from Venice to Stockholm via Copenhagen cost around €3,400. The carriages covered 2,541 kilometres in all. DB Schenker also took charge of pulling the train over the Øresund again on the return leg from Sweden. *an*



Mainz

Copenhagen

Šeštokai

**ŠEŠTOKAI/LITHUANIA  
NETWORK REACHES THE BALTICS**

DB Schenker Rail has become the first foreign rail company to acquire all the necessary EU permits enabling it to function as a rail freight operator on Lithuanian soil. Since the beginning of the year, a new combined-transport train has been running once a week from Poland to the Lithuanian transshipment terminal in Šeštokai. From there it hands over to the Lithuanian rail operator, which transports the wagons and containers to the surrounding area. There are plans to expand rail freight operations to the Baltic region even further in the future. DB Schenker Rail and the Lithuanian rail freight operator Lietuvos geležinkeliai (LG) signed a Memorandum of Understanding to this effect in May. "We have thus extended our network in Eastern Europe into the Baltics," declared Dr Alexander Hedderich, CEO of DB Schenker Rail. *mh*



Istanbul



**ISTANBUL/TURKEY  
BRIDGE TO THE BOSPORUS**

More freight will travel by rail between Western Europe and Turkey in the future. From September, DB Schenker Rail will be deploying several pairs of trains per week between Turkey and Germany under the name "DB SCHENKER Bosphorus Shuttle". It is planned later to increase the frequency to five pairs of trains per week. The train system will be able to transport both containers and conventional wagonloads. The trains will need five days in all to cover the 2,300 kilometres between Nuremberg and Çerkezköy. At the Bulgarian-Turkish border, DB Schenker Rail Bulgaria will hand the trains directly to Turkish State Railways (TCDD), which will deliver them to the destination of Çerkezköy. "We are able to provide this offering to our customers thanks to our effective European network at DB Schenker Rail," explains Dr Alexander Hedderich, CEO of DB Schenker Rail. *mh*





## Strategic exchange

“Would you like to join us in shaping the future of pulp and paper logistics?” This was the motto used in April to invite guests to the first DB SCHENKER Pulp & Paper Summit in Potsdam. Around 70 DB Schenker customers and staff met at the former Kaiserbahnhof.



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**EYE TO EYE:** The event centred on an exchange between DB Schenker customers and staff. The dispatch and transportation of large paper rolls present particular challenges to logistics providers.

And there is a lot to talk about in the case of the paper industry. Customers, sales staff and other business partners spent a whole day exchanging views on the current situation in the pulp and paper sector. Many customers take a sceptical view of the present situation. The industry is facing huge challenges. People are buying too few paper products, such as books, daily newspapers and magazines. The euro zone crisis is making itself felt: The number of newspapers being sold is down by almost 30 per cent in Greece, by a quarter in France and by around nine per cent in Germany. The media revolution and the abundance of online offerings mean more and more often that people are doing without printed prod-

ucts. However, there is another side to the Internet boom: Because Europeans are doing more and more shopping online, there is growth in the packaging market, at least. Nevertheless, continuing consolidation and far-reaching structural change in procurement and sales markets mean that the pulp and paper industry is still facing huge problems.

DB Schenker, one of the sector's most important logistics partners, is not unaffected by the difficulties that are currently shaking the whole market. This is because supply chains are changing radically, cost pressures are growing, and simple transport services are giving way to complete logistics solutions. Furthermore, this industry - which is, after all, more





sustainable than almost any other – is focusing more intently on green logistics. However, the problem of cost remains. “Competition in single-wagon transport is something special, and price is what really matters here,” said Axel Marschall, Head of Sales at DB Schenker Rail.

**European solutions for each industry**

“The future is European,” Marschall noted, going on to present DB Schenker Rail’s focus on the continent in detail. The industry thinks internationally, he said, and DB Schenker Rail naturally does the same. DB Schenker Rail currently transports some eight million tonnes of pulp and paper across Europe every year. “By introducing our European Industry Sectors, we intend in future to develop European solutions for each industry and to offer each customer one single point of contact. We are concentrating our know-how about individual industries and combining our knowledge of regional markets with specific understanding of processes,” Marschall said.

Dr Alexander Hedderich, CEO of DB Schenker Rail, went into the subject of single-wagon transport in Europe. Since the paper industry uses mainly this form of transport to move its freight around, Hedderich was especially concerned to express DB’s commitment to these highly complex transport operations. “We stand behind single-wagon transport and are expanding our offering across Europe,” Hedderich said.

The customers likewise made their requirements

clear. China and the whole Asia-Pacific region are seen as markets of the future, but so too are the emerging economies of Latin America. However, even if those areas offer great opportunities for growth, Europe remains the paper industry’s major core market.

**Looking for partnerships**

This is because – and the participants in the discussion were agreed on this – even in Europe there is still a need for more intensive cooperation between the industry and service providers. The weak state of the market means that the relationship between the two is changing. This is an opportunity for a service provider such as DB Schenker Rail to score by providing outstanding offerings. “Traditional relations between customers and suppliers are developing into partnerships,” Dr Alexander Hedderich said. Joachim Thonagel, Director Logistics Distribution at UPM Sales GmbH – UPM is one of the world’s leading forestry and paper companies – supported this explicitly by saying: “Listen to your customers! Make use of the synergies between DB Schenker Rail and Logistics!”



**WE NEED TO TALK:**

In various workshops the participants held in-depth discussions on the key topics of “Multimodal transport chains”, “Logistics throughout the supply chain” and “Green logistics”.



**PLATFORM FOR THE INDUSTRY:**

The DB SCHENKER Pulp & Paper Summit brought together representatives of the whole sector. The industry and logistics service providers came and exchanged views.

Often cost pressures result in customers changing their service providers more quickly and more frequently. This applies not only to the logistics provider and his client, but also to the client and his own customers. It is especially in such situations that long-term business relationships prove their worth. “We are not merely a supplier any more – rather, we need a partnership with our customers,” said Thomas Kappen of SIG Combibloc. However, he said the greatest challenge for his company was transporting raw materials flexibly and safely from Scandinavia. Modern supply concepts require maximum reliability, he noted, adding that the fact that stocks were being reduced meant it was particularly important that deliveries should arrive in accordance with requirements and on schedule.

Logistics chains extending across a variety of transport modes were also discussed. “Intermodal transport operations are becoming more and more important,” said Mats Erkén of ScandFibre Logistics, a joint subsidiary of four Swedish paper producers. “Rail operators have to cooperate more strongly and better across Europe and offer intermodal transport options incorporating lorries, trains and ships.” Much more could be transported by rail, he said, but this would require rail operators to raise their game.

**Tailored solutions**

Stephan Strauss, Head of the Building Materials, In-



**Three questions for Stephan Strauss**

**1.** Mr Strauss, the pulp and paper industry is currently in a difficult market. What is DB Schenker Rail doing to help its customers?

Building up international networks and making progress in extending railports and hubs across Europe are just some of the major avenues that we are pursuing. We are putting efforts into an international sales team and investing increasingly in our customer service. In collaboration with our customers, we are developing multimodal door-to-door solutions as part of our full-load strategy. We are also close to our market with regard to equipment: We have special wagons for transporting jumbo rolls and are investing in 450 sliding-wall wagons.

**2.** At the DB SCHENKER Pulp & Paper Summit in Potsdam in April, many customers raised the topic of partnership. Is this relevant to relations between you and your customers?

It certainly is. Following the Pulp & Paper Summit, we drew up a seven-point plan and are working with our customers on developing improved solutions. We intend to grow from a service provider into a strategic partner.

**3.** You said that the industry will be unrecognisable by 2020. How do you, personally, see the market in less than ten years from now?

We expect that in five to ten years’ time there will be only a small number of big players in the market. Producers will improve their supply streams further. In the pulp sector, the shift towards South America will continue. Even now, they are building mega-factories there with an annual production capacity of one to three million tonnes. The big players are currently securing land in South America in order to have capacity for further increases in production. *an* ■





**PARTNERSHIP:** Long-term business relationships were maintained on the Pulp & Paper Summit, new insights were gained.

dustrial and Consumer Goods division at DB Schenker Rail, knows the solution that rail operators can use to respond to these challenge: individually tailored logistics concepts based on high standards of quality and performance. "Paper logistics is a core competency for us," says Strauss. The DB SCHENKERpaper-solution, a product designed for this industry, represents expertise in this field and brings together the most important national and international production sites and their recipients. "Our goal is to extend this high quality to the main European paper centres," Strauss adds.

On this basis, for example, DB Schenker Rail very recently won a major order from ScandFibre Logistics for the Rail 11 transport system. Since March this year, the logistics provider has been running seven trains per week, each with 1,500 tonnes of paper, from Swe-

den to Central Europe. Meanwhile, DB Schenker is constantly investing in its fleet of wagons in order to meet the pulp and paper industry's needs. In 2013 alone, the company is putting some €5 million into its fleet of sliding-wall wagons, which are used specifically for the paper industry.

DB Schenker Rail thus believes it is well prepared for the requirements of the future - even if, in this market, there is nothing more permanent than change. "The restructuring of the pulp and paper industry is still in progress," said Strauss. "By 2020, the industry will not look the same as it does to us today." All the participants agreed with that. an ■

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**COMPREHENSIVE STRUCTURAL CHANGE**

**Production:** The paper industry is in the middle of far-reaching structural change. Consumption of graphic paper is falling, while sales of packaging and tissue paper products are rising. Last year, the industry in Germany produced a total of 22.6 million tonnes of paper, cardboard and paperboard, a drop of about 0.5 per cent on the previous year, according to the German Pulp and Paper Association. Sales were down by 4.8 percent, to €14.7 billion.

**Market:** While online media are booming, print runs for daily newspapers and magazines are on a consistent downward curve. Even rising sales of packaging paper and technical and speciality paper (up 2.9 per cent and 1.9 per cent, respectively) have not been able to make up for this. While the German paper industry's domestic sales fell by 2.2 per cent, its foreign sales rose by 1.6 per cent. Overseas exports are the main factor responsible for this. an ■

"Our customers expect us to provide tailored, flexible, multimodal transport logistics solutions; we are gearing up to offer these with our rail-freight-forwarding full-load setup in the BIC division."



**THORSTEN WARTENPFUHL, DB SCHENKER, HEAD OF RAILPORT AND LOGISTICS SERVICES**

**Customer statements**

Around 70 participants came together in Potsdam in April. *Railways* asked some of them afterwards for their impressions.



"I am very excited to see how the many ideas and suggestions are now being put into practice. If greater emphasis is placed in future on joint action, it should be possible to use a great range of reserves for our mutual benefit!"

**DR SIEGHARD RENNERT, HEAD OF LOGISTICS, ZELLSTOFF- UND PAPIERFABRIK ROSENTHAL GMBH**

"The basic principle should be to use each transport mode when it really makes sense to do so. Our company is making increased use of intermodal transport. Therefore, I am hoping for more capacity, better capacities management and more proactive information."

**MATS ERKÉN, CEO, SCANDFIBRE LOGISTICS**



"I enjoyed the event in Potsdam: DB Schenker Rail listened, and there was space for discussions with various colleagues. I am glad that we are planning to meet regularly in future. I would advise DB Schenker Rail not to think that it always has to do everything by itself. Europe is too complicated."

**PETER STUDER, CEO, TRANSWAGGON**



"The meeting showed that DB Schenker Rail is really interested in its customers. I appreciate DB's open information policy. There is no other similar event in this country that brings together so many top-class representatives of the industry."

**HARTMUT WOLBERG, MANAGING DIRECTOR/CEO, J. MÜLLER BREAKBULK TERMINAL GMBH & CO. KG**



Photos: Sebastian Pfitze (11), Michael Neuhaus, Plainpicture, private



# Joint freight transport in Arabia

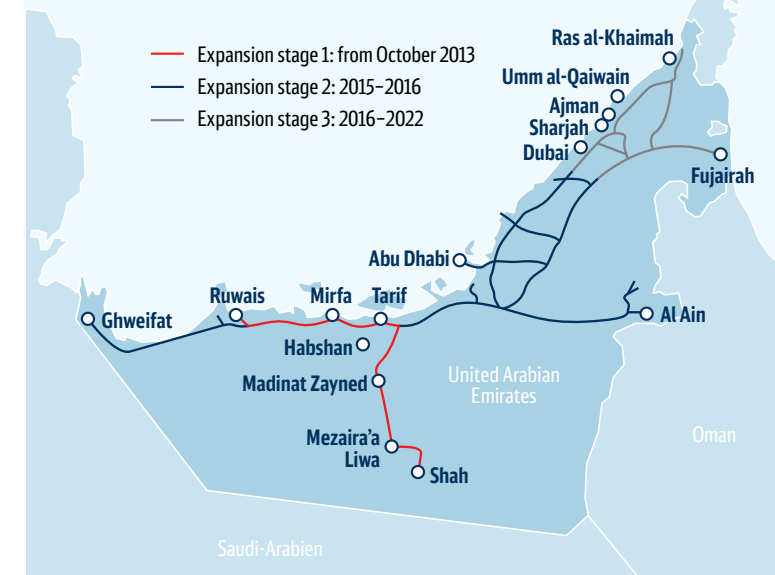
DB Schenker Rail takes part in joint venture in United Arab Emirates.

**CLIMATE CHALLENGE:** Building a desert railway is far from simple. The first trains are due to run in just a few months.



Photos: Etihad Rail

## UAE RAILWAY NETWORK



### First line into the interior

The Etihad Rail DB Operations LLC joint venture plans to launch freight transport on a 264-kilometre-long route as early as the fourth quarter of 2013. The line runs from the coastal port town of Ruwais in the interior of the Emirate, where one of the world's largest extraction areas for sulphurous gas is currently being developed. A by-product of the gas-extraction process is granulated sulphur, which is to be transported from the site by train.

**DB** Schenker Rail has won a tender to run rail freight transport in the United Arab Emirates (UAE). Dr Alexander Hedderich, CEO of DB Schenker Rail, and Mattar Mohammed Al Tayer, Vice Chairman of Etihad Rail, signed an agreement to this effect in mid-June.

The Etihad Rail DB Operations LLC joint venture is due to start rail operations on the Arabian peninsula as early as the fourth quarter of 2013.

"As the leading rail freight transport company in Europe, we have the expertise and know-how for this new task," said Alexander Hedderich. "We believe in the growth of rail freight transport in Germany and Europe and on the Arabian peninsula – and we intend to play an active part in it."

The contract covers a ten-year term. The partner is the rail company Etihad Rail, which belongs to the Emirate of Abu Dhabi. Etihad Rail is currently developing and building a national rail network in the Emirates. Specialists from DB International have also been actively involved in this work as advisers. "Deutsche Bahn AG and its engineers and technicians enjoy an outstanding reputation on the Arabian peninsula. This was a great help during the negotiations," said Niko Warbanoff, Chairman of the Board of Managing Directors at DB International GmbH and Head of International Business Development (non-EU) at DB AG.

It is planned to extend the network gradually in the coming years, so that it will cover a total of 1,200 kilometres by 2022 – extending from Ghweifat on the Saudi Arabian border to Fujairah on the Gulf of Oman. The lines will thus form the basis of the rail network being planned by the Cooperation Council for the Arab States of the Gulf. "We view this region as an important growth market in rail freight transport. In the medium term, we expect a network to develop there that will one day be linked up with the European rail network," Hedderich says.

In parallel, DB Schenker Rail is recruiting staff for the Arabian joint venture. "The whole infrastructure – tracks, locomotives and wagons – is being provided by Etihad Rail. We are supplying our know-how," said Hedderich.

By the end of this year, around 180 DB Schenker Rail staff are expected to be on board – mainly from DB Schenker Rail UK, because of the need for a good knowledge of English. Specialists from various disciplines and management levels are required. They will work in the small coastal town of Mirfa and in Abu Dhabi, the capital of the United Arab Emirates.

an ■

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**CELEBRATING:** Alain Thauvette (Transfesa President and Head of Region West, DB Schenker Rail), Manuel Simón (customer), Abraham Peralta (Member of the Transfesa Managing Board) and Bernd Hüllerum (Transfesa CEO). Above and to the left: Transfesa freight wagons from the past in model and original size. The site of the Fuencarral logistics centre offered attractions for the whole family.



## Diversity for Europe

One of the major players in the industry, the Spanish logistics specialist Transfesa, has reached a milestone – its 70th anniversary. At a ceremony held on 30th May in Madrid, the internationally operating transport and logistics provider – a subsidiary of DB Schenker Rail since 2009 – provided an insight into its varied history, from a cattle hauler to a multimodal logistics provider.

**A**round 250 visitors gathered to congratulate Transfesa on its 70th anniversary at the Fuencarral logistics centre in north Madrid, where they had the opportunity to marvel at railway technology spanning several decades. Alongside modern Megacombi and Megacar flatbed wagons there stood a transport wagon dating back to 1946, locomotives and lorries.

Transfesa employees, customers, suppliers and representatives of the Ministry of Transport were joined at the ceremony, as well as some members of Spanish rail operator RENFE and the CEOs of Spain's major automotive companies. DB Schenker Rail's Senior Management also made the trip from Germany. Even the former President of Transfesa, Emilio Fernández, was present, and with him long-serving employees from the company's pioneering days.

An exhibition featured high-class photographs covering Transfesa's 70-year history. From the 30 models also on display visitors gained an impression of the wide range of transport wagons used by Transfesa through changing times.

Transportes Ferroviarios Especiales, as the company is officially known, was founded in Badajoz in 1943. The company performed its first freight contract with four timber wagons used to transport some 4,500 cattle. Initially specialising in the transport of livestock, the Spanish company quickly grew into one of Spain's key logistics providers.

Shortly after the Second World War, Transfesa began to transport tonnes of fruit from Spain to Central Europe in its own refrigerator wagons. To avoid lengthy waiting times on the Spanish border during the transshipment of these perishable goods, equipment for the change-over from the Iberian broad gauge to the European standard gauge was installed.

Further transport services between Spain and the rest of Europe followed, and the company's fields of

activity expanded. In July 2007, Deutsche Bahn acquired a majority stake in the company responsible – among other things – for the Spanish freight railway. In 2009, Transfesa became a subsidiary of DB Schenker Rail.

Over the past six years, Transfesa has invested more than €70 million in expanding its leading role in the logistics sector. Now with over 1,170 employees, the firm is Spain's biggest private railway company and one of the country's most important logistics specialists for intermodal transport operations, which are executed by both rail and road. Transfesa boasts the largest fleet of wagons which can be changed over at the border with France from the standard gauge to the Iberian broad-gauge network. The automotive industry in particular appreciates the reliable and professional transport operations offered by Transfesa in its modern Megacar wagons: In 2011, Transfesa expanded its market share for passenger car shipments in Spain to 27.5 per cent. Together with DB Schenker Rail Automotive GmbH, Transfesa is the leading European provider of transport and logistics services by rail for the car industry.

Indeed, the birthday celebrations demonstrated that diversity is firmly embedded in Transfesa's corporate culture. With the official ceremony over, the scene at the Fuencarral logistics centre changed. By evening, the site was given over to Transfesa's employees and their families. Fuencarral soon turned into an adventure playground for children, their parents and grandparents. The children had their faces painted or released balloons. And for those who wanted more, there was a chance to tour the vast site of the logistics centre in a trade fair train. mb ■

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Photos: DB Schenker Rail





## European quality network growing stronger

Xrail implements capacity booking and extends its network to Northern Italy.

European single-wagon transport is growing stronger: From 2015, Xrail, the European alliance for wagonload traffic, will enable seamless capacity booking for international single-wagon transports. This will boost efficiency and improve reliable transports all across the partners' network. In addition, during the course of 2013 the alliance will extend the Xrail quality network to Northern Italy in collaboration with its members' Italian companies.

The Xrail Alliance is only three years old. However, the introduction of the international capacity booking system from 2015 is already raising its allround cooperation to the next level: Capacity-managed networks and their international connection are seen as an fundamental change in single-wagon transport. "We believe that customers will strongly benefit from the international capacity booking system, which will provide them with guaranteed allocated capacity and a reliable Estimated Time of Arrival (ETA). Customers

can thus benefit from a higher standard in terms of quality, transparency and commitment in international wagonload traffic", says Ferdinand Schmidt, Chairman of Xrail. "The renewed and reinforced commitment to Xrail and to single-wagon transport is essential for our partners and customers in developing a sustainable model of European single-wagon transports for the future and in enabling us to offer customers reliable services throughout the alliance members' networks." The Xrail Alliance is made up of seven rail freight operators: ČD Cargo, CFL cargo, DB Schenker Rail, Green Cargo, Rail Cargo Austria, SNCB Logistics and SBB Cargo. They came together in February 2010 to form a unique alliance to make international wagon-load traffic more competitive. For this purpose, Xrail has developed new international production standards, supporting IT tools and further quality improvement measures. Many customers are already benefiting from the high Xrail standards: a






target of at least 90% reliability on the Xrail network as measured against the ETA communicated at the start. The international transport schedules apply from customer siding to customer siding, and proactive information systems give customers transport information to enable them to follow their consignments' progress. The alliance is also working on an improved process for handling offers. The target is to process standard enquiries for wagonload transport operations among the alliance partners within three working days. Another important step on the way to a stronger alliance is the network extension to Northern Italy. NordCargo, a subsidiary of DB Schenker Rail, will start to offer the Xrail standards for single-wagon transport stations during the course of this year. Rail Cargo Italia, part of the Rail Cargo Group, will follow from early 2014. In total, about 30 further stations will benefit from the international Xrail service features.

**STRONG ALLIANCE:** Seven rail freight operators have come together in the Xrail Alliance. By working together, the competitiveness of single-wagon transport throughout Europe will be enhanced.

mb ■

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Photos: ÖBB/RCA, PR





**HIGH-TECH BRAKE:** The composite block – LL stands for “low noise, low friction” – leaves the wheel smooth. This reduces running and braking sounds and halves freight wagons’ noise emissions.

# Crossing Europe quietly

Rail freight transport is a noisy business. Deutsche Bahn is equipping its wagons with high-tech brakes to reduce the din.



Deutsche Bahn is making its freight trains quieter and quieter: With the ceremonial conversion of the first DB Schenker Rail freight wagon to the newly approved LL brake block in Berlin in mid-June, German Transport Minister Dr Peter Ramsauer, Deutsche Bahn CEO Dr Rüdiger Grube and Jean-Pierre Loubinoux, Director-General of the International Union of Railways (UIC), fired the starting gun for the conversion of DB’s freight wagons. The LL block – the abbreviation stands for “low noise, low friction” – makes sure that the wheel tread is smooth. As a result, it is not only the braking process that becomes quieter – the sound made by passing freight trains also drops by around ten decibels. The human ear perceives this as a halving of the noise level.

“We – Deutsche Bahn and the Ministry of Transport – have set a target to halve the rail noise level that we had in 2000 by 2020. The approval of the LL block marks the start of the gradual conversion of DB’s freight wagons to noise-reducing brakes,” declared Dr Rüdiger Grube, Chairman of the Management Board of Deutsche Bahn. German Transport Minister Dr Peter Ramsauer said, “We are providing state subsidies to encourage the conversion of freight wagons by 2020. After that date, noisy trains will no longer be allowed on the German network.” Now that the LL block has finally been approved throughout Europe, he added, there is no longer any excuse for wagon owners to fail to equip their fleets promptly with these whisper brakes.

DB Schenker Rail plans now to convert 5,000 wagons to the LL block by the end of next year. Then the company will have more than 14,000 quiet freight wagons in total. This means a continuation of the adaptation of rail to turn it into a quieter and, thus, more sustainable transport mode. As part of this, DB Netz AG brought in a noise-based track access pricing system from 1 June this year, which envisages a supplementary charge for a train that is loud and a bonus for one that is quiet. “This is the only way that we can

make rail freight transport attractive for the future and ensure that it will be accepted by people in Europe,” said UIC Director-General Loubinoux.

The quieter K block, as it is known, which is likewise a composite brake block, has been standard on all DB Schenker Rail’s new freight wagons since 2001. However, if existing wagons are to be equipped with the K block, this will require an extensive conversion of the vehicle’s brake system, which will then have to undergo re-approval.

For conversion to the LL block, meanwhile, only the brake shoes need to be replaced. In addition, at around €1,700 per wagon, the cost of converting to the LL block is only about one third of the sum required to convert a freight wagon to a K block. The conversion of all DB Schenker Rail’s wagons will cost around €300 million in total. This expense is being borne jointly by the federal government – through subsidies – and the wagon owners.

At the same time, however, there are much higher follow-up costs. For example, the new brakes will need to be inspected more frequently. They also wear out the wheels more quickly. In order for the new brake blocks to be effective on a wide scale, many more freight wagons will have to be converted. According to experts, audible progress will be evident only when at least 80 per cent of all the wagons on a train have the new blocks fitted. For Germany, this means that around 180,000 wagons will have to be converted. About 60,000 of those wagons belong to DB Schenker Rail. A further 60,000 freight wagons are operated by private German wagon owners. In addition, Germany’s track network is used by some 60,000 wagons belonging to foreign rail operators and private foreign wagon owners. an ■

**WORKING AS ONE:** The first wagon was equipped with the new brakes in the presence of German Transport Minister Dr Peter Ramsauer (middle) and DB chief Dr Rüdiger Grube.

Photos: Pablo Castagnola

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## Giants in container transport

DB Intermodal Services receives its 60th Kalmar stacker.

The handover of the 60th Kalmar stacker to DB Intermodal Services (DB IS) was sealed with the symbolic presentation of a key. This vehicle, a DRF 100-54S6 empty container reachstacker, is used for container handling and will be deployed in future at the Regensburg container depot. It can lift a weight of ten tonnes to a height of more than 18 metres. It means that DB IS – a wholly owned DB Schenker Rail subsidiary – has the largest number of Kalmar stackers in Germany outside the major seaports.

Michael Heinemann, Managing Director of DB IS, was impressed by the new Kalmar stacker as he received it from Thomas Koskimaa, his counterpart at the manufacturer, Cargotec, stressing: “We shall continue to invest in the expansion of our fleet.” This is because combined transport is projected to experience further growth in the future, which means that the Kalmar vehicles will have still more to do. Even today, they are in full use. These giant pieces of equipment complete around 12,000 operating hours, and then they are replaced. Some 600,000 handling operations

are carried out each year, and maintenance and repair periods are kept to a minimum.

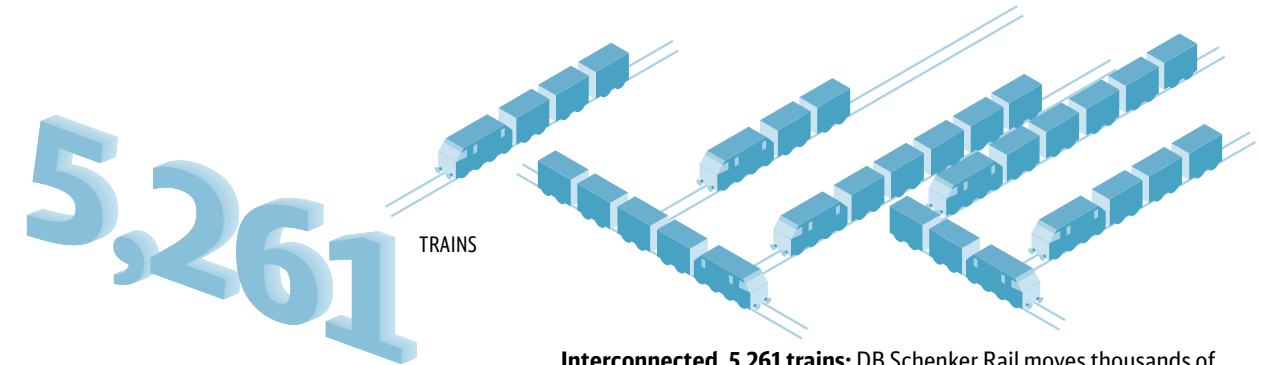
DB Intermodal Services (DB IS) is the largest operator of container depots in inland Germany. “With ten container depots and stakes in eleven terminal companies, we have a comprehensive hinterland traffic network,” Heinemann declares. As a specialist in services such as transshipment, storage and repair of containers along the whole maritime intermodal transport chain, DB IS operates two transshipment stations and ten container depots in Germany. In addition, DB IS has stakes in eleven terminal operators in Germany and abroad and manages DB Schenker Rail’s 11,000 combined transport freight wagons. The company, with a staff of 350, moves more than 900,000 standard containers every year. *mb* ■

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**REGENSBURG CONTAINER DEPOT:** Kalmar empty container reachstackers lift a weight of up to ten tonnes to a height of more than 18 metres. Below: Michael Heinemann, Managing Director of DB IS (left), receives the symbolic key from Cargotec Managing Director Thomas Koskimaa.

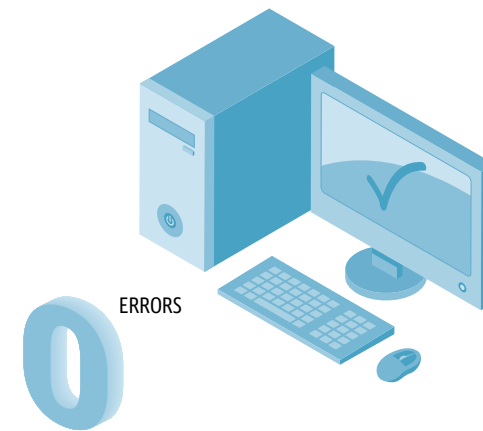
# Fax – over and out!

DB Schenker Rail says goodbye to the fax and switches order placement to electronic media.

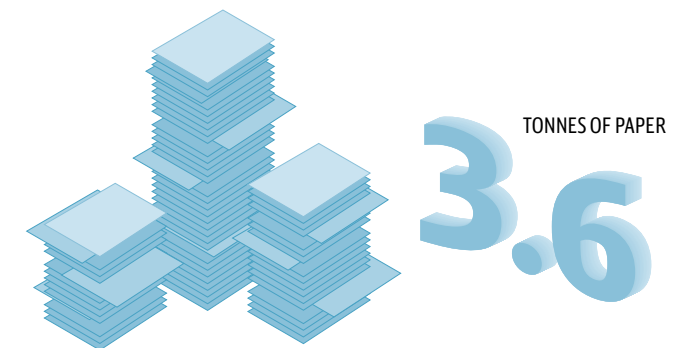


**Interconnected, 5,261 trains:** DB Schenker Rail moves thousands of trains across Europe every day. To ensure that customers in Europe’s biggest network are able to call on reliable transport services even more quickly and simply we are switching order placement by fax completely over to electronic media. With immediate effect customers can place shipping orders via EDI (electronic data interchange) or the online portal RailServiceOnline (RSO). Modernisation of these processes means that more information is made available to customers more quickly. For example, customers can check the actual status of their shipment in Germany in real time. *an* ■

[www.dbschenker.com/rso](http://www.dbschenker.com/rso)



**Precise, error-free:** The electronic processing and automated checking of entries reduces errors. The customer has two options: If the order is placed via an EDI interface, the customer’s materials management system is interlinked with DB Schenker Rail’s IT systems. The data exchange then automates the processes. RSO, on the other hand, is DB Schenker Rail’s free-of-charge internet site whose functions display the whole service chain: Not only can the system be used to place an order but it also supports the processes from order placing via shipment tracking to billing. This speeds up the process and makes it more transparent, resulting in improved quality and reliability for the customer and for DB Schenker Rail. DB Schenker Rail’s experts will support customers in the change-over from fax to RSO with training and provide guidance and assistance where required. *an* ■



**Eco-friendly, 3.6 tonnes of paper:** This is the amount of paper that will be saved every year at DB Schenker Rail alone. With customer data being recorded and processed only in digital form in future, the around 730,000 faxes currently received annually will no longer have to be printed out. By taking this step DB Schenker Rail is proving to be an innovative partner. The change-over from fax to electronic order placement is due to be completed by the start of next year. *an* ■

Photos: PR



**HEAVYWEIGHT:**  
The two gantry cranes tower over the large open area. They lift their heavy loads using magnets.

Translog ... Schiene und Straße, mit uns immer eine gute Kombination!

## Push for modernisation in Schweinfurt

Translog boosts transshipment capacities for steel and coils.

**T**ranslog, the operator of the Schweinfurt Railport, has pulled off two new construction projects. Back in autumn last year, a new general storage area for crude steel was opened at the Schweinfurt rail freight station. Two gantry cranes, running in parallel and boasting state-of-the-art magnetic lifting equipment, were installed on an open area of 12,000 square metres. Here is the background: Schweinfurt receives more than 200,000 tonnes of crude steel by rail every year. The steel is then transhipped. A part goes by road to a company's production facility, where it is turned into parts for the automotive industry, mechanical engineering and the aviation and space industry.

The second push for steel logistics in Schweinfurt came with the storage depot for coils, which

Translog opened in April this year. These rolls of strip steel or wire can be stored and transhipped here on an area of 3,700 square metres, and there is also a direct rail connection.

All together, Translog has put around €7.5 million into the Railport. "This investment guarantees both crude steel supplies for industry at the Schweinfurt location and, in the long term, rail transport operations and thus jobs," says Wolfgang Rebhan, Head of Regional Sales Nuremberg at DB Schenker Rail. mb ■

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## To Russia with heavyweights

A transport operation for special rolls clearly showed the benefits of rail.

**CHALLENGE:**  
Special rolls travelling via Russia Express.



**T**his type of order does not come along every day: Two huge special rolls, each seven metres long and weighing 33 tonnes, needed to be transported from Sedan in Northern France to Brest on the border with Belarus. As the French manufacturer does not have a rail connection, DB Schenker decided

first to drive the rolls by flatbed trailer to Moerdijk in the Netherlands. There, the heavyweights were transhipped onto wagons and moved by rail to the Seddin freight station near Berlin. From that point, the cargo was taken on by the Russia express. The direct train from Seddin to Brest took the rolls smoothly by rail through Poland to the border with Belarus. This operation shows once more that rail has the advantage in transporting heavy and bulky freight. It can carry objects up to 3.15 metres wide, 4.65 metres high and 24.5 metres long without any trouble. This covers the likes of transformers, excavators or even whole subway trains. A further advantage is that it dispenses with the need to apply for permission to transport abnormal loads by road, which has to be done afresh in each country. mh ■

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## Champions Cup for Bayer trains

Uerdingen-Brunsbüttel logistics project receives award for chemical shipments switch.

**F**or a year now, shipments of chemicals from Krefeld-Uerdingen to Brunsbüttel have been transported on trains operated by DB Schenker Rail and no longer by ship via Rotterdam. The coveted internal Bayer Champions Cup award has now gone to the company-wide team involved in the Uerdingen-Brunsbüttel logistics project to develop an efficient solution for switching over the transport operation from ship to rail.

Dr Klaus Schäfer, Head of Production and Technology in the Polyurethanes business unit at Bayer MaterialScience and project team leader, stressed the smooth collaboration between the project participants: "This project has been made possible by the very good, interdisciplinary and cross-site cooperation between all those involved. That includes the logistics specialists at Chemion Logistik GmbH and at DB Schenker Rail, who proved to be terrific partners in this project."

To date, nitrobenzene and formalin have been transported from CHEMPARK Krefeld-Uerdingen by

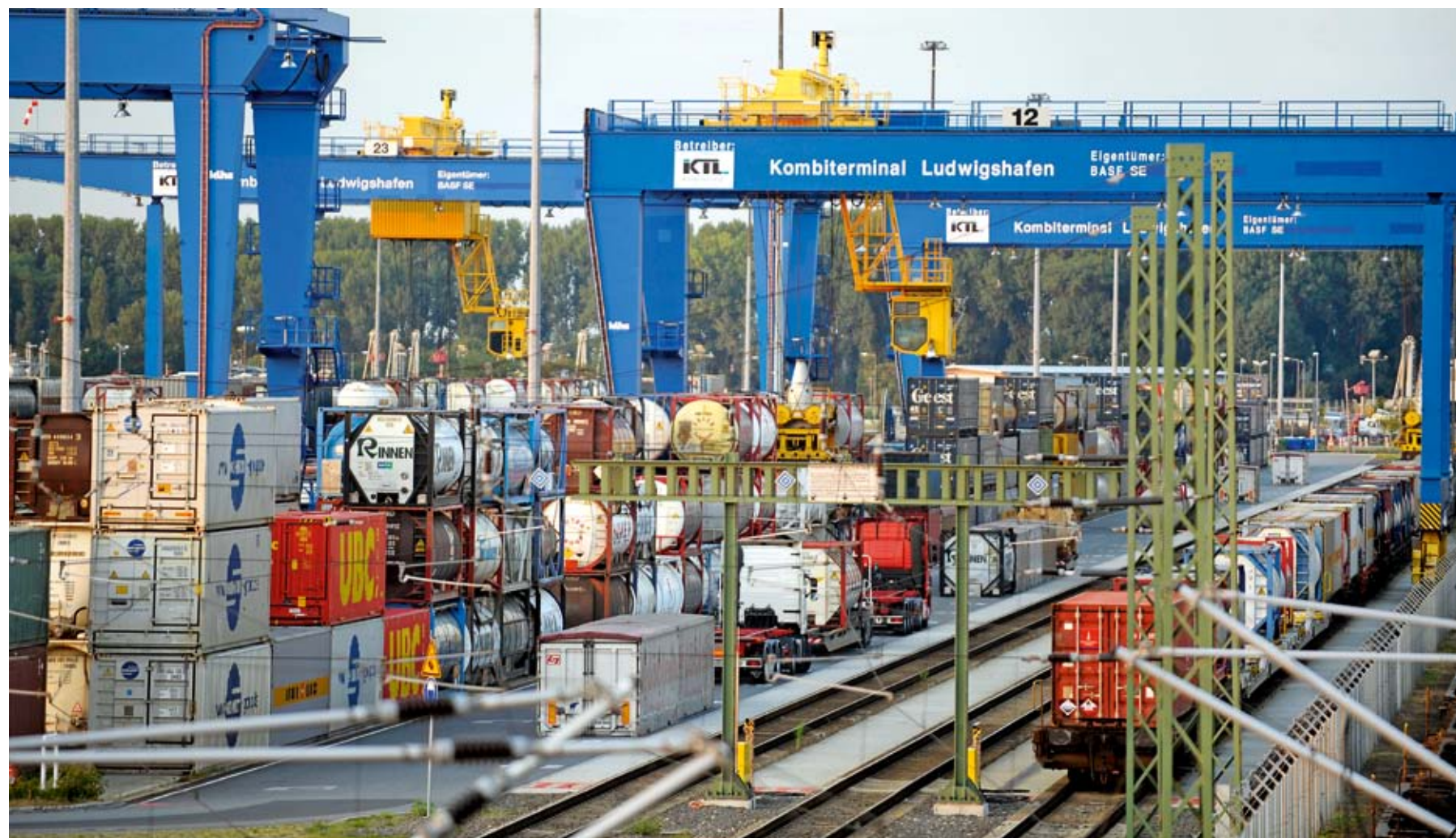
ship to Rotterdam and reloaded there onto coastal vessels for delivery to Brunsbüttel. The products are now sealed into rail tank wagons in Uerdingen and transported directly to Brunsbüttel, almost 500 kilometres away. "Our solution is safer, more eco-friendly and also much cheaper," explained Dr Schäfer. "We have worked out that the costs can be almost halved to just under €7 million per year. A simple solution which pays off."

Environmental performance has also improved markedly since then: CO2 emissions have been cut by some 2,500 tonnes. This is equivalent to the CO2 output from over 1,000 cars with an annual driving performance of 15,000 kilometres. In addition, the transport operations can be planned even more reliably because the Rhine's water level – and thus usability of this waterway – no longer matters. mh ■

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Photos: Hein Vedder, Eut van Berkum





## Ludwigshafen flies by Albatros

A new connection to Hamburg means products can now get even more quickly from the Rhine-Main area to the high seas.

The Rhine-Main region has enjoyed an even better connection to Germany's seaports since June. TFG Transfracht has launched a weekly rail link between the Kombi-Terminal Ludwigshafen (KTL) and the seaport of Hamburg. Exports leave Ludwigshafen on Thursday and arrive at the Container Terminal Burchardkai in Hamburg on Friday. Freight from Hamburg leaves the Eurokombi Terminal in Hamburg by AlbatrosExpress on Wednesday and reaches the KTL on Thursday. The transport operations concentrate on containers for the chemical, automotive, industrial goods and hazardous freight sectors.

The Rhine-Neckar metropolitan region is one of Germany's most important business locations and is notable especially for its healthy, future-oriented mix of sectors. It is home to both global players and medium-sized world market leaders. In this high-performing region, the Ludwigshafen connection

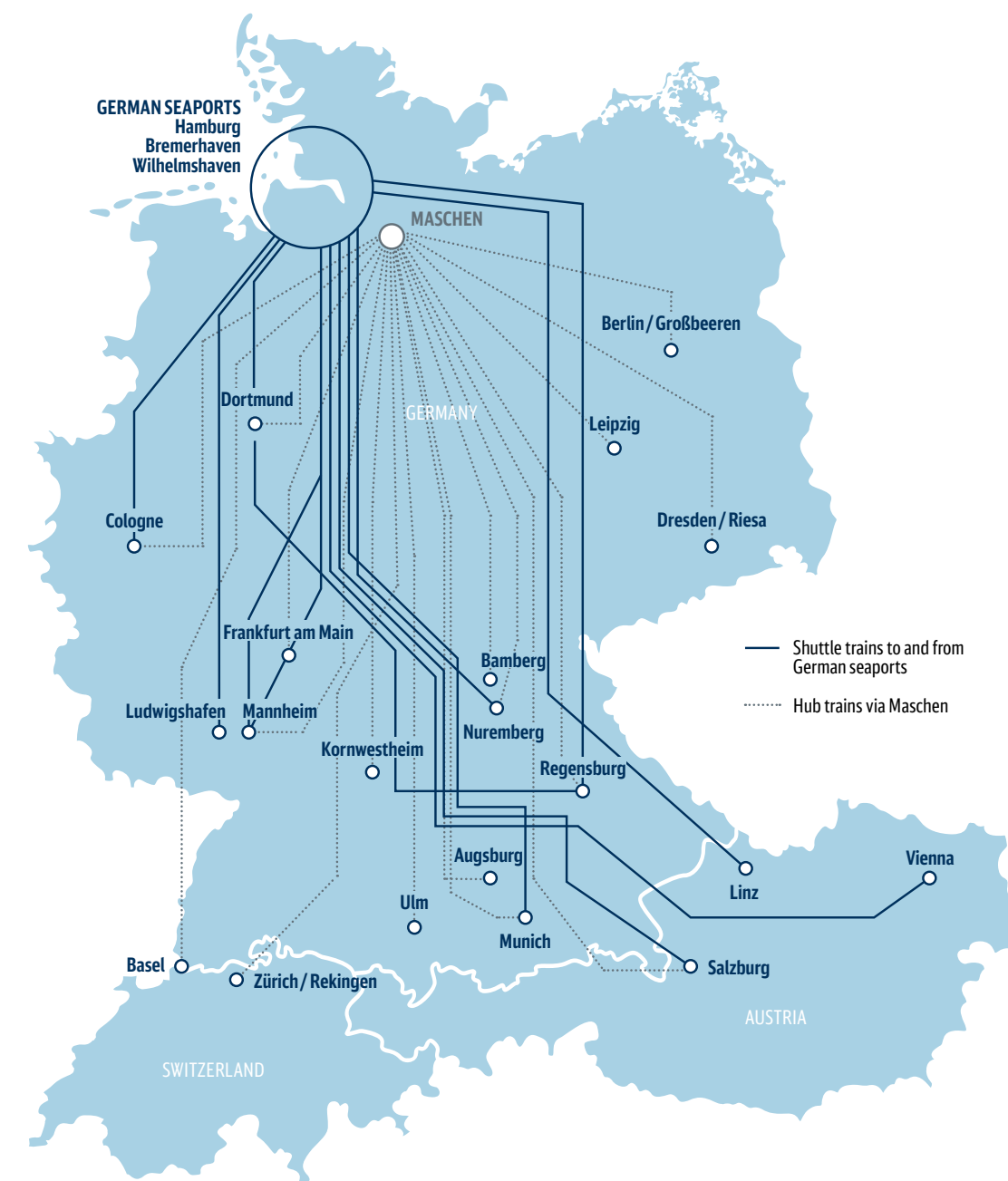
supplements the high-frequency AlbatrosExpress terminal at Mannheim, which currently operates eleven round trips every week.

If necessary, the frequency of transport operations to the Ludwigshafen terminal can be increased at any time. The KTL can also be used to connect foreign markets with hub transport operations. "By adding Ludwigshafen to our network, we are meeting regional needs. The KTL is an ideal hinterland hub, enabling us to offer our customers gateway transport operations to Italy, Spain or France in the future," comments Sebastian Kolb, Regional Director West at TFG. It would also be possible to add further loading sites in Germany's seaports at short notice if growth in volume required it. Experts predict that the region will experience continued growth because new manufacturing facilities and distribution centres are being created.

The new connection is also a response to the con-

**KTL LUDWIGSHAFEN:** The new hub in the Albatros network opens new opportunities in hinterland transport.

Photos: dpa picture-alliance



stant increase in competition among the ports. The Ludwigshafen connection enables TFG to expand what it currently offers to the German seaports of Hamburg, Bremerhaven and Wilhelmshafen; at present, the bulk of the freight passes through the western ports of Antwerp and Rotterdam. One more aspect, which is far from insignificant, is that the new connection means more transport operations are being switched from road to rail. First, this should lead to a substantial reduction in traffic on the region's heavily used road network. Second, transporting freight by rail saves 80 per cent of carbon dioxide emissions compared with sending it by lorry. On request, TFG Transfracht can even offer "Eco Plus" transport operations. In this way, freight is moved completely CO2-free: the necessary traction energy comes exclusively from renewable sources. Yet another aspect is improved road

safety. In future, more hazardous freight containers will be transported safely by rail.

TFG Transfracht's customers are international shipping companies and freight forwarders. As Europe's market leader in containerised seaport-hinterland transport from the ports of Hamburg, Bremerhaven and Wilhelmshafen to locations in Germany, Austria and Switzerland, Transfracht has the most effective rail network in this field in Europe. Around 12,000 connections are handled every year in more than 20 terminals. Transfracht makes transport capacity of 4,000 TEU available daily. mb ■

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**THE TFG TRANSFRACHT NETWORK:** Around 12,000 connections are handled here every year.





## Investing in the future

Intermodal division procures new wagons for continental combined transport in collaboration with DB Intermodal Services.

**A** celebration for close family: In early July, DB Schenker Rail's Intermodal division took delivery of the first of 163 new pocket wagons. "This year, and in the years to come, we shall expand our wagon fleet for the continental segment. In this way, we are giving a clear sign of our intentions. We believe in strong growth in combined transport (CT)," says Andreas Schulz, Head of the Intermodal division. The new equipment is to be managed by the DB Intermodal Services (DB IS) subsidiary.

The background to this comes from current trends in the combined transport market. Multimodal transport chains are a logistics segment with a promising future. A variety of trends are making a decisive contribution to this development. The share of loaded containers in overall general freight handling volumes

is continuing to increase. The amount carried by CT will more than treble by 2030, making it the strongest segment in rail freight transport with a share of about 50 per cent. At the same time, more and more customers in continental combined transport are using trailers to carry their freight, whereas swap bodies are increasingly losing in importance in this segment. However, the trend in equipment is coming up against its limits: In order for DB Schenker Rail, as the European market leader in CT, to be able to offer the transport of semi-trailers by rail on the main leg of journeys, too, it has until now been obliged increasingly to rent rolling stock. The problem here is that there is an insufficient number of the wagons that are required for this purpose - known as pocket wagons - on the market. These special freight wagons for transporting

**NEW ARRIVAL:** DB Schenker Rail takes delivery of the first of 163 pocket wagons. Thanks to the support frame (right page, picture bottom left), as it is known, various types of semi-trailer can be locked in place on the wagon.



Photos: Georg Knoll

semi-trailers have what are known as pockets between the solebars, in which the semi-trailers' wheels rest.

"The market's needs cannot be covered by the rental market alone," observes Ralf-Günter Kloß, Managing Director of DB Intermodal Services. For this reason, this division and DB IS have drawn up an investment programme, under which DB Schenker Rail will significantly boost its wagon fleet by obtaining more equipment that is suitable for trailer transport. In the next twelve months, 163 T3000 pocket wagons will be delivered to DB Schenker Rail, and these are to be followed by up to 340 more double-pocket wagons by the end of 2015.

Acting on its ambition to operate in the market as Europe's No 1 in combined transport, the division is developing growth prospects stemming from an un-

derstanding of the sectors that it serves. The focus here is on an intensive dialogue with customers and partners. "With these increased wagon resources, we are continuing to boost our commitment to the durability of our customer relationships and business development," says Schulz. "By adjusting the ratio of our own equipment to rented wagon capacity, we are improving the development of transport-operation costs in the medium term and thus also investing in competitiveness."

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**CLOSE CONTACT:** DB Schenker Rail employees in the pocket wagon (bottom right). Ralf-Günter Kloß (left in the right picture, top), Managing Director of DB Intermodal Services, and Head of Division Andreas Schulz (right, beside him) are pleased with the new acquisition.







## Laundry centre for Sochi

The 2014 Winter Olympics are already making their presence felt. Specialists from three DB Schenker companies have worked closely with their Russian counterparts to transport a fully equipped laundry centre from Minden to the Black Sea.

It's late May in Minden, and there are dark rain clouds in the sky. The Russian railway containers are reflected in the puddles as the Mindener Kreisbahn locomotive hooks up the last containers in the siding of Minden's Osthafen. The special train, almost 600 metres long, with a DB locomotive pulling more than forty 40-foot high-cube containers, leaves the port in Minden on time on its way to Brest on the border between Poland and Belarus.

This marks the start of a logistical megaproject: All the equipment for a laundry centre has to be transported from Minden in North Rhine-Westphalia to Sochi on the Black Sea. This centre, costing around €10 million, is to be used for the Winter Olympics in February 2014. DB Schenker won the order from Herbert Kannegiesser GmbH in Vlotho, a world market leader in industrial laundry technology.

"For major sporting events, the principle that the period following one competition is simultaneously the run-up to the next also applies to us in the logistics sector. Long before the event actually opens, our specialists are already at work to ensure that everything – including the washing machines – is in place in time

for the opening ceremony," says Christian Schultze, Head of DB SCHENKERsportsevents at Schenker Deutschland AG.

The specialists in major sporting events collaborated closely on this project with the railway logistics experts of DB SCHENKERrailog, as well as counterparts from TRANSA Spedition GmbH and OOO Railion Russija Services, both of which are DB Schenker subsidiaries.

After arrival at the Belarusian frontier in Brest, the high-cube containers are transferred onto broad-gauge wagons. They are accompanied on the second leg of their journey by wash pipes and wash presses more than 13 metres long. Because of their great size, these have already gone on ahead to Brest by road by megatrailer truck. There, this sensitive machinery is transferred onto flat wagons and put together with the high-cube containers to form a special "Kannegiesser train". It leaves Brest on schedule on its way to the Black Sea.

In order to ensure that the transport operation passes off without any trouble, a team of security guards has also joined the train at Brest. The "Kannegiesser

**KANNEGIESSER TRAIN:** Loading the sensitive laundry technology is a particular challenge for the logistics experts.

train" is also overseen by the traffic management staff of the Belarusian and Russian state railway companies in Moscow. This transport operation, with its precisely calculated schedule and short allocated timeframe, has been given high priority.

On 10 June, twelve days after departure from Minden, the 3,500-kilometre journey ends in the Olympic city of Sochi. Multilingual specialists from DB SCHENKERsportsevents are there, on the spot, to help the Kannegiesser staff responsible for the project with everything relating to logistics. After the laundry centre has been assembled in the specially erected building measuring around 7,000 square metres, the logistics experts get on with ensuring that all the laundry components are delivered in a professional manner.

While athletes will be competing next February in front of an international audience in ski jumping, the biathlon or the luge, the laundry system in the background will wash, dry, mangle, fold and sort around 100 tonnes of laundry each day – enough washing power for some 25,000 hotel guests. After the games, the Russian state railways, RZD, will take over the laundry centre. And on the machinery in Sochi, there will always be a label to recall the top-class logistical performance that did its bit to ensure the smooth running of the Olympic Games: "Made in Germany". *mh* ■

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## Sochi - a city of firsts

By choosing Sochi, the International Olympic Committee decided for the first time to hold the Winter Games in Russia – and it will also be the first time that they take place in a subtropical city. Finally, the logo of the XXII Olympic Winter Games 2014 contains an Internet address for the first time in the IOC's history.

Because of its climatic peculiarities, there will be two centres in Sochi. The Sochi Olympic Park, as it is known, is being built in the coastal region, right by the Black Sea. It will contain five ice rinks and the Olympic stadium, where the games' opening and closing ceremonies will take place. The skiing, bobsleigh and luge competitions will be held in the area near the mountain village of Krasnaya Polyana, located around 70 kilometres east of Sochi at a height of about 600 metres, which has some 4,000 inhabitants.

Under the official slogan, "Hot. Cool. Yours", the games will depict the diversity of Russia, the passion of sport, the season and Russia's image in the world, as well as the idea that the Olympic Games are for everyone. In total, Russia is investing around €35 billion in its transport infrastructure. *mh* ■



Photos: Michael Neuhaus



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**CORPORATE CULTURE:** More coordinated processes help to improve the quality for the customer still further.

# Improved quality for our customers

The new corporate culture - a joint step-by-step approach to improvements.

Exchanging ideas, communicating with one another and shaping the future together - and in this way strengthening and improving one's own performance: Especially in a long-established company such as DB Schenker Rail, a vibrant corporate culture offers incredible opportunities. The Step-by-Step initiative seeks to seize these opportunities.

The strategic goals that Deutsche Bahn has set itself for 2020 can be achieved only one step at a time and together with employees and managers. To bring about a sustained change towards a genuine culture of improvement, DB Schenker Rail launched a nationwide initiative entitled "Step-by-Step - working together for improved service and quality" in September 2012. The aim is to enhance quality across all units and organisational levels and to improve communication especially between managers and employees.

It is not just DB Schenker Rail that benefits. Our customers benefit, too. "We can respond to customer requirements better if we communicate with one another better," explains Roman Noack, head of the Step-by-Step programme.

Step-by-Step has been launched among the employees at DB Schenker Rail's locations and service points across Germany and will be gradually introduced at other units as well. "We are seeking to build a momentum among all managers and employees and to harness their efforts to implement the company's strategic goals," Noack adds.

## Fundamental change of culture

This requires a complete change of culture. The employees jointly work out solutions to topics related to our role as a top employer, the customer and quality, and our position as an environmental pioneer and profitable market leader. The methods within the Step-by-Step initiative, such as workshops, help participants to look more closely at their workplace, their own team and the specific requirements of internal and external customers.

Step-by-Step is now in place at all production centres. Almost 3,000 employees have attended around 110 workshops lasting several days. "There is a tremendous upbeat mood emerging," notes Noack. The



**EYE TO EYE:** Employees and managers work out what is coming up and what can be done more efficiently on a step-by-step basis.

remarkable success of the workshops is based on this step-by-step approach: Instead of conjuring up flowery visions, the initiative focuses on the impetus of small steps in achieving improvements on the spot and resolving problems rapidly. One Step-by-Step method is the "photo safari". Colleagues jointly go in search of shortcomings in their places of work, eliminating them directly if possible.

The "Board on site", a new cooperative method for discussing the current operational situation jointly, is also designed to help colleagues with their problems. The principle is simple: Those involved in a process exchange views at daily meetings using a specially prepared whiteboard. The advantage is that employees have the opportunity to discuss the situation openly without a chain of command. Each participant, whether a manager or shunter, is on an equal footing. Specially trained moderators steer the discussion and ensure a creative atmosphere and constructive output.

## Measurable improvements

In rail freight services, the processes at the production centres lend themselves to further optimisation. Better coordinated workflows are very likely to improve the quality for the customer still further: Departure times and manpower and shift planning are crucial leverage factors in optimising the punctuality of arrival at the customer's premises. Typical issues which are addressed before the "Board on site" include: Are all of today's shifts manned? Did we meet yesterday's

targets? If not, what went wrong? What measures can we agree on to make improvements?

In this way each group improves the key performance indicators over which it has control on its own and on a daily basis. "One result is higher locomotive availability if the processes between those involved are improved," notes Noack, adding: "At some locations this can already be measured in punctuality and availability."

Following its resounding success in Germany the programme is now to be gradually rolled out across Europe. International experience is already flowing into the initiative: The Board idea, for example, came from DB Schenker Rail UK. Those in charge of the programme are already exchanging ideas with their colleagues in the Netherlands, Poland and the UK. Colleagues from other European countries are also keen to find out more. Demand for Step-by-Step is growing. In Roman Noack's eyes, this development demonstrates that the corporate culture at DB Schenker Rail is undergoing a favorable change. *an* ■

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Photos: DB Schenker Rail



## Safely protected from rain and moisture

DB Schenker Rail transports fertiliser in special wagons in Romania.



**A** trial with two trains began in 2012, but now it's official: DB Schenker Rail Romania is running regular fertiliser transports for the Romanian company Azomures, part of Ameropa Group. Azomures is the biggest fertiliser manufacturer in Romania. The products are transported from Târgu Mureş, where the manufacturer is based, over more than 500 kilometres to the Black Sea port of Constanţa.

DB Schenker is using 38 of its own modernised Tals class bulk wagons for the job. "The customer was very impressed by the freshly refurbished Tals wagons," reported Eduard Iancu, CEO of DB Schenker Rail Romania. The wagons with folding roofs are ideal for the

transport of moisture-sensitive bulk goods. "The success of this new route has been made possible through excellent cooperation between Asset, Production and Sales," explained Iancu. If the expansion of these transports proceeds as planned, a further batch of wagons will soon be brought into use. The intended next step is to sign a long-term contract with Azomures for additional single-wagon transports. *mb* ■

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**UNLOADING:**  
Tals class bulk wagons at the port of Constanţa.

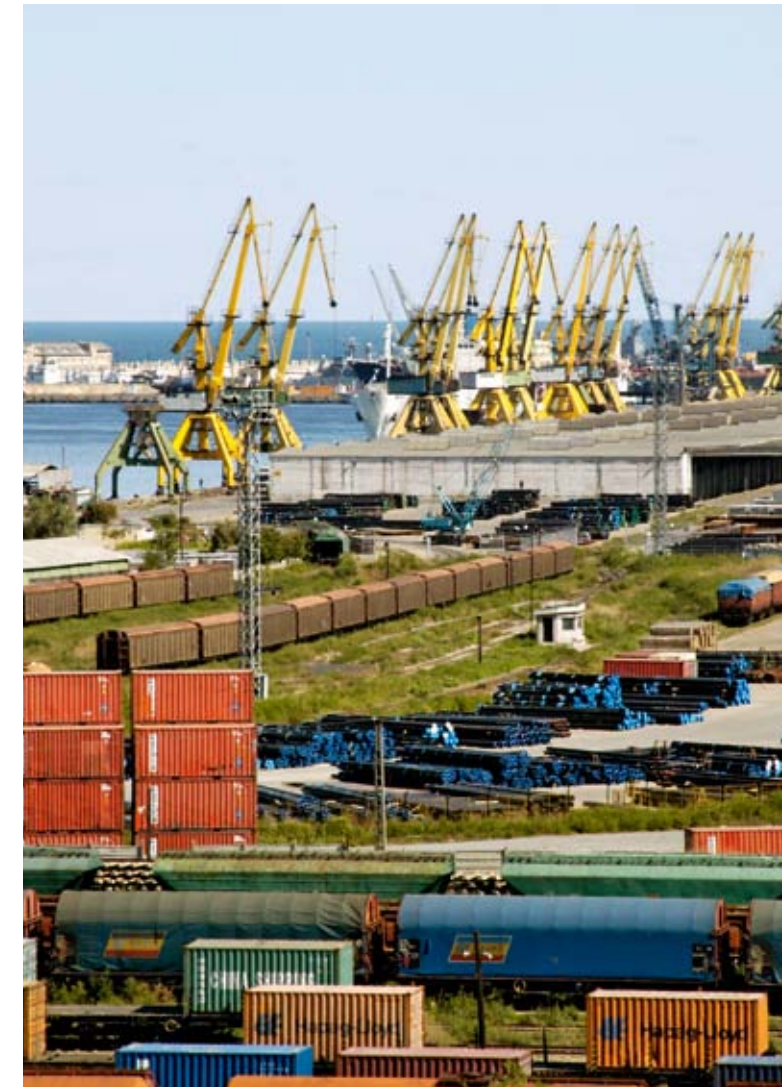


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## New soda transports in Romania

A new fixed-term contract has reinforced the presence of DB Schenker Rail Romania in the intermodal transport market.



strongly in Romania," said Eduard Iancu, CEO of DB Schenker Rail Romania.

Raw materials are transported from Valea Seacă to the Băile Govora chemical plant. Further transports take the finished soda from Băile Govora to the Bulgarian border at Tovarna. However, the majority of the soda transports run to the port of Constanţa, where the mineral is packed into flexible bulk containers known as "big bags" for onward transport by ship. In Constanţa, the DP World container terminal is used for sending soda containers by ship, while the DB Romtrans terminal is used for shipping the freight in big bags. The goods are shipped to destinations including Egypt, Korea, the United Arab Emirates and China. In the port, DB Schenker Rail Romania works closely with colleagues from the local DB Schenker Logistics and, as well as handling the transport of soda to the terminal, also takes care of the reloading of the big bags and transport to warehouses if the ship is not yet ready for loading.

"These transports are a good example of the successful cooperation between DB Schenker Rail and DB Schenker Logi-

stics. We must make better use of this advantage and offer our customers in south-eastern Europe more combined services from one point of contact in the future," said Hans-Georg Werner, Head of Region East on the DB Schenker Rail Management Board. *mb* ■

**T**he one-year contract that DB Schenker Rail Romania has signed with the chemical group US Govora Ciech covers a transport volume of at least 175,000 tonnes. Since January, the Romanian subsidiary of DB Schenker Rail has been transporting soda and the raw materials required for its manufacture. "The new route is of great strategic importance to us. It strengthens our presence in the Black Sea port of Constanţa, and we're also involved in the intermodal transport market segment, which is developing

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**CONSTANŢA:**  
In the Romanian port on the Black Sea, DB Schenker Rail Romania works closely with colleagues from DB Schenker Logistics.



## Sand protects heritage site

The historic Wieliczka salt mine is in danger. Salvation is coming by rail.



**DB** Schenker Rail Polska has now taken over sand transports to the Wieliczka salt mine. The mine will use DB Schenker Rail Polska's sand to fill the tunnels left after salt excavation. The DB Schenker subsidiary won the two-year contract in a tender process.

Salt evaporation has been carried out in the area around Wieliczka in southern Poland for more than 5,000 years. A deposit of rock salt was discovered here in the thirteenth century. The foundation of the Wieliczka salt mine can be traced back to that time. The mine, closed in 1993, is now a UNESCO World Heritage Site. Here, visitors can experience a breathtaking glimpse into the history of salt production. However,

this cultural heritage is endangered: There is a risk of collapse in many parts of the salt works.

To stabilise the salt mine, sand is pumped into unused cavities. This filling reduces the risk of slides or collapse. The sand is mixed with saturated brine. Since April this year, DB Schenker Rail Polska has been transporting sand from the Polish sand works at Szczakowa, one of the largest producers of quartz sand and dolomite stone for use in the mining industry, casting technology and construction in Poland. mb ■

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**WIELICZKA:**  
In the historic salt mine, visitors can follow in the footsteps of miners from as far back as the Middle Ages.



In the *railways* app: select another language here.



## Major contract

DB Schenker Rail Polska provides three Warsaw power stations with coal.

**D**B Schenker Rail Polska has landed a major contract – and did so despite competing offers from three other suppliers. The contract runs to the end of the year and covers a transport volume of 600,000 tonnes of hard coal. The subsidiary of DB Schenker Rail has already been transporting hard coal from the mining areas in southern Poland to Warsaw since March. The transports start in the Silesian coal mines of Jastrzębska Spółka Węglowa S.A. and Kompania Węglowa S.A. and end in the three Warsaw coal-fired power stations operated by PGNiG Termika at Siekierki, Żerań and Kawęczyn.

There is a historic background to this contract. Back in 2003, the former owner of the three Warsaw coal-fired power stations, Vattenfall Heat Poland S.A., concluded a long-term contract with the private rail freight company Coaltran, which made that company the main supplier for hard coal from Silesia. Since 2009, Coaltran has been owned by DB Schenker Rail Polska.

“We are pleased that we will once again be able to provide coal transport for PGNiG Termika. I am con-

vinced that our many years of co-operation have given us the necessary experience,” explained Christian Schreyer, Managing Director of DB Schenker Rail Polska. “Despite the difficult market situation, we have managed to land a large order. For us, this is confirmation that what we offer is valued by our customers.” mb ■



**COAL TRAIN:**  
DB Schenker Rail Polska ensures supplies to Warsaw coal-fired power stations.

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## Ready in record time

DB Schenker Rail Polska has modernised the main warehouse in Rybnik, Poland, to improve the maintenance of its wagon fleet.



**VISITING RYBNIK:**  
Bernd Habicht (left) shows members of the Management Board of DB Schenker Rail Polska the newly renovated main warehouse

pleted the modernisation of its main warehouse in Rybnik, Silesia, in a record time of only ten months.

At the beginning of May, Bernd Habicht welcomed the Supervisory Board of DB Schenker Rail Polska to the newly renovated building. Habicht was responsible for the improvement of purchasing, logistics and warehousing as part of the DB Schenker Rail Polska optimisation initiative, Focus Polska. “I am pleased that the modernisation funds were invested so well and would like to thank all those who have helped to

**N**etwork and efficiency – these are the keywords under which DB Schenker Rail Polska intends to consolidate its position in Europe. And they were experienced from a new angle when the company com-

implement this project,” said Hans-Georg Werner, Head of the Region East at the Board of Management of DB Schenker Rail. Axel Marschall, sales director at DB Schenker Rail and Matthias Reichel, member of the Management Board for Finance/controlling (CFO) at DB Schenker Rail, were also impressed by the achievement.

At the beginning of 2012, a joint project team from DB AG, DB Regio, DB Schenker Rail and DB Schenker Logistics was commissioned to develop a strategy concept for the storage and sale of spare parts for southern Poland. Work started on the warehouse in July 2012 under the leadership of Katarzyna Pacuła Rybacka. As far as Bernd Habicht is concerned, the joint project is a great example of how a project can be successfully implemented in best sense of “We are family”. mb ■

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IN DEMAND

# Euro pallets from WORLD

Marcus Falkenhahn is Business Manager of Falkenhahn AG. This firm in Thuringia was founded 80 years ago as a carpentry business. The company has been producing Euro pallets since 1992. [www.falkenhahn.eu](http://www.falkenhahn.eu)



block of the pallet during the fully automated production process. There, they are in a protected place, which is in little danger even in rough operating conditions.

**To us, pallets are wooden frames for heavy goods. How do you see them?**

Standardised wooden pallets are definitely a well-conceived product. However, what I find particularly delightful is our fully automated manufacturing facility, which delivers an item in large-scale production with extremely tight tolerance. Modern production processes set very high standards here. We offer a 100-per-cent quality guarantee – something that is unprecedented in our market. We thus guarantee maximum operational reliability in existing fully automated production processes – for example, in loading and unloading, in high-bay warehouses and in material handling equipment.

**But can your pallets do even more than that?**

We are the first pallet manufacturer to be able to equip a Euro pallet with RFID technology in serial production. The RFID transponders are integrated into the centre

The endurance of the RFID pallet and the transponder has been tested in practical trials – and the result was that the chip is resistant even to extreme strains, such as cold, humidity and jolts. As long as the dispatching, transporting and receiving companies have the appropriate readers, they can ascertain the freight's whereabouts electronically at any time. There is no longer any need for delivery notes, stocktaking can be done at the push of a button, and loading errors are a thing of the past.

**The symbol branded onto your pallets is not EUR, but WORLD. What is the difference?**

There is no difference for the user – it is merely a matter of licensing. Pallets with the brand name WORLD are exchangeable, reusable pallets, known as Euro pallets. We have held the exclusive producer's rights for the European market since 2008. On request, we also offer the WORLD pallet as an export pal-

NUMBERS, PLEASE!

# 216

publications won accolades at this year's BCP Awards, Europe's biggest corporate publishing competition, including our *railways* customer magazine. For the third successive year, *railways* was awarded the sought-after Silver prize. The mixture of customer feedback, business analysis and striking visual design seems to be a winning formula.

let meeting the IPPC standard ISPM 15. For this, all parasites and insects found in wood, especially the Sirex woodwasp, are killed off. This is attractive, in particular, to the food and pharmaceuticals industries.

**Where does the wood come from?**

The wood for Euro pallets with the brand name WORLD comes from sustainable forestry. We reject wood from illegal logging as a matter of principle. Our wood comes from certified European suppliers. We give preference to local sawmills with high and consistent quality standards for raw materials and processing.

**Have you ever found any of your pallets in unexpected places?**

In June 2013, we found a WORLD pallet at an RFID provider's stand at the transport logistic trade fair in Munich. The exhibitor had unwittingly put an RFID transponder on the outside, even though a transponder had already been integrated invisibly into the pallet in serial production. We certainly saw the funny side of that.

Interview: Mirko Heinemann

# Save the Date

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

23-25  
OCTOBER

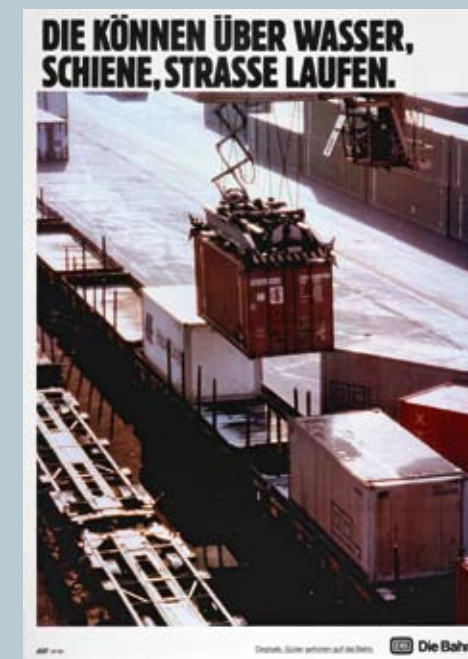
in Berlin (Germany)  
The **International Supply Chain Conference** of the **Bundesvereinigung Logistik (BVL)** is Europe's most important annual logistics event, also for DB Schenker.  
[www.bvl.de](http://www.bvl.de)

28-31  
OCTOBER

in Baltimore (USA)  
The **PPI Transport Symposium** is one of the key meeting places for the global timber industry. This year it is being held in the conveniently located city of Baltimore.  
[www.risiinfo.com](http://www.risiinfo.com)

06-09  
NOVEMBER

in Rimini (Italy)  
The **17th International Trade Fair of Material & Energy Recovery and Sustainable Development (Ecomondo)** is a major forum for technical solutions to environmental problems.  
[www.ecomondo.com](http://www.ecomondo.com)



Poster from 1981 in the DB Museum in Nuremberg

SIGN OF THE TIMES

# Alluding to the Bible

The Werbeamt für den Güterverkehr (Advertising Office for Freight Transport) – which really did exist at the Deutsche Bundesbahn – published more than 1,500 different motifs for advertisements and posters between 1967 and 1982. The longest-lasting campaign, which included this poster, ran under the unforgotten and still topical slogan, “Güter gehören auf die Bahn” (“Freight belongs on rail”). Experts will notice immediately that the Bundesbahn did have modern container wagons in 1981 (left), but they still loaded the steel boxes on conventional flat cars. This motif, the headline of which alludes to St Matthew's Gospel (it reads, “They travel on water, rail and road”), came from the well-known US advertising agency McCann Erickson, which also produced the first ever German TV advert in 1956, for Persil. The Bundesbahn worked for a very long time with McCann Erickson, whose advertisers were also responsible for the (in)famous 1966 slogan, “Alle reden vom Wetter. Wir nicht.” (“Everybody is talking about the weather. Except us.”) **ok ■**

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