

railways

THE DB SCHENKER RAIL CUSTOMER MAGAZINE

DB SCHENKER

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Paper

How new logistics concepts are
aiding an industry in flux.

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The right
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“The railway has accompanied German coal mining from the cradle and will do so till its grave, when the last mine in the Ruhr region closes, expected to take place in 2018.”

THOMAS REISER, DB SCHENKER RAIL'S COAL, IRON AND STEEL DIVISION



Bread-and-butter business

DB Schenker Rail and its subsidiaries RBH and MEG still transport some 40 million tonnes of coal per year, three-quarters of which is hard coal and one-quarter lignite. Whereas lignite is conveyed for the most part only over short distances by rail and then combusted in power stations close to the mining sites, hard coal usually covers much greater distances. “With most German coal mines having shut down, we are now moving largely imported coal from the ARA (Antwerp/Rotterdam/Amsterdam) ports in Holland and Belgium,” explains Thomas Reiser, head of lignite and hard coal within the Coal, Iron and Steel Division at DB Schenker Rail in Mainz.

The black cargo is then distributed via a hub in Oberhausen to power stations and the steel industry across the country. Standard trains consist of 44 four-axle wagons, each carrying some 2,800 net tonnes of hard coal, which is much lighter than iron ore. “Hard coal is today classified as hazardous cargo because it can self-ignite if not stored properly,” says Reiser, who looks ahead with a touch of melancholy: “The railway has accompanied German coal mining from the cradle and will do so till its grave, when the last mine in the Ruhr region closes, expected to take place in 2018.”

ok ■

Cover photo: Michael Neuhaus; Photos: Getty Images, DB Schenker Rail, Oliver Tjaden



We continue to be fully committed!

More and more railways across Europe are withdrawing from the complex individual-wagon business. But not us. On the contrary, we continue to bank on flexible and reliable services. In doing so, we are combining our rail expertise with industrial know-how. This is the only way to maintain our position as Europe's leading provider of multimodal transport solutions. Because we know that you count on us.

Kind regards,

Axel Marschall
Member of the Management Board
DB Schenker Rail



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36 NEW SERIES: WoMen at Work

Photos: Michael Neuhaus, Oliver Traden



**UTRECHT/NETHERLANDS
NEW: THE ELECTRONIC CONSIGNMENT NOTE**

The days of the paper consignment note are numbered, even in international freight transport. This is because the process is cumbersome. It has to be printed, stapled, taken to the train and given to the engine driver. Then, at the next train-formation facility, it has to be retrieved from the train, re-sorted for the departing train, taken to the train again – and so on, all the way to the final destination. This all happens more than 7,000 times every day. This was the reason for the creation in 2002 of the Electronic Consignment Note (ECN), initially for domestic transport within Germany. With the linkage to Austria and France, the Electronic Consignment Note went international. And now, DB Schenker Rail Nederland, too, is technologically ready for the ECN. Extension to other rail operators in Europe is in planning. *ok*



Utrecht

Frankfurt

Mainz

**FRANKFURT(MAIN)/GERMANY
HINNE HEADS CHEMICALS DIVISION**

Carsten Hinne became head of the Chemicals/Mineral Oil/Fertilisers Division at DB Schenker Rail at the start of this year and is also Chairman of the Management Board of DB Schenker BTT. Hinne takes on these positions from Jörg Hilker, who also heads the Coal, Iron and Steel Division and can now concentrate on this role. Carsten Hinne was most recently Managing Director of DB Schenker Rail UK, where he was responsible for business in the intermodal/automotive and military sectors in the UK. New appointments to the Management Board of BTT are Bertold Jesse, responsible for finance and controlling, and Jan Elfenhorst, who takes complete charge of sales across all sectors. *ok*



**MAINZ/GERMANY
ANSLINGER NEW GERMANY CEO**

Michael Anslinger took on the post as CEO of DB Schenker Rail Germany at the start of the year. Alexander Hedderich's dual role has thus come to an end and he can now concentrate on his tasks as CEO of DB Schenker Rail. Anslinger, 50, also becomes a member of the management board of DB Schenker Rail AG responsible for the Central/Germany region. "As a proven expert on German rail freight transport, he is assuming even greater responsibility," said Hedderich. On the management board of DB Schenker Rail Deutschland AG, Anslinger was responsible to date for finance/controlling and in a dual role for production in Germany. Matthias Reichel took over responsibility for finance/controlling at DB Schenker Rail Deutschland AG and DB Schenker Rail AG in January. *ok*



**DRESDEN/GERMANY
COOPERATION WITH UNIVERSITY OF TECHNOLOGY**

DB Schenker and the Dresden University of Technology (TU Dresden) have agreed to collaborate on research into solutions in the field of rail-based logistics chains and their development. The two partners are seeking to open up rail freight transport in Germany and Europe to trend-setting ideas for production improvements and innovative business models. The DB Schenker & TU Dresden Centre for Rail Logistics will be based at the chair of Professor Rainer König at the Friedrich List Faculty of Transportation and Transport Sciences. The collaboration, to which a fixed amount will be assigned every year, is intended to last for five years initially. "We are very pleased to fund these highly promising research topics and thus to add a significant component to our DB Schenker research network," says Alexander Hedderich, CEO of DB Schenker Rail, on the right in the photo. On the left is Professor Gerhard Rödel, Vice-Rector for Research at TU Dresden. *ok*



**SOCHI/RUSSIA
TO THE WINTER GAMES BY FREIGHT TRAIN**

As the official co-partner of the German Olympic team, logistics service provider of the International Paralympic Committee (IPC) as well as the exclusive logistics partner of the German Headquarters, Schenker Deutschland AG conveyed quite a few tonnes of luggage and equipment to and from the just concluded Winter Games in Sochi. Because of the costs involved and Russia's size, much of this material was transported by rail on the more than 3,000-kilometre journey to the Black Sea. The block trains to Sochi contained, among other things, two complete alpine huts, parquet flooring and carpets, media equipment plus all the furniture for the German headquarters. They were coordinated by the Moscow-based DB agency Railion Russia Services in cooperation with DB SCHENKER *sportsevents*. *ok*

Dresden

**TIMIȘOARA/ROMANIA
UNIFORM IT PROCESSES
ACROSS EUROPE**

Timișoara

DB Schenker Rail is unifying the customer service processes and IT standards at its national subsidiaries across Europe. The national subsidiaries in Romania, Bulgaria and Italy led the way for DB Schenker Rail's European network in 2013. The rollout is being accompanied by joint analysis phases, process and system workshops and a number of activities related to change management. This process will be continuing this year. For instance, DB Schenker Rail plans to continue developing its European network with the introduction of the European standard at DB Schenker Rail Polska, ECR France and DB Schenker Rail Scandinavia. The aim of an accompanying road show is to create a common understanding of the future new European business model at the individual national subsidiaries. *ok*



Sochi

Photos: Fotolia, DB Schenker Rail, action-press, Getty Images



Photo taken at Stora Enso Hagen

TRANSHIPMENT ON TRACK: rail logistics for customers without a siding are made possible by the railports run by DB Schenker Rail. Some 800,000 tonnes of paper are handled at such railports by the logistics expert every year.



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



Pulp and paper - an industry gets back on its feet

Many companies from the paper and pulp industry are seeking new customers for their products. Intelligent logistics solutions can help to lower costs, increase competitiveness and make a whole sector even more sustainable.

The structural change under way is presenting the paper and pulp industry with huge challenges. Overcapacity in paper production, declining demand and changed trade flows: with the major producers having to restructure their business, the logistics are also evolving. Pure transport services are giving way to complete logistics solutions.

A shining example of reliable rail-based supplies of wood pulp to the paper industry is the Rosenthal pulp and paper mill (ZPR) in Blankenstein. The Mercer International subsidiary has developed in recent years into one of Europe's most modern pulp mills. Sustainability is a key issue for ZPR - in the production as well as in the logistics: the aim was therefore to increase rail transport's modal share in the logistics from 19 per cent in 2000 to at least 80 per cent. "In 2013, in close cooperation with DB Schenker Rail, ZPR achieved a record 84.3 per cent," notes DB Schenker Rail Key Account Manager Jürgen Röher with pride.

Winning combination of block trains and flexible individual-wagon network

Cooperation with ScandFibre Logistics (SFL) began ten years ago; a new contract in 2013 led to deeper business relations. An intelligent reloading concept that transforms single routes into circles, reduces empty wagons and simplifies the wagon disposition. For ScandFibre Logistics (SFL), for example: the cooperation with ScandFibre Logistics (SFL) began ten years ago, but a new contract in 2013 led to deeper business relations. SFL uses block trains in Sweden to transport nearly two million tonnes of paper products from ten plants belonging to four paper producers. In the Swedish city of Malmö, a part of these volumes are then handed over by SFL to DB Schenker Rail in block trains. DB Schenker Rail runs these trains to the hub at Maschen, feeding them from there into the European individual-wagon network. At present, some 550,000 tonnes are handed over to DB Schenker Rail per year and then conveyed to customers in Germany, Austria, the Czech Republic, Hungary and Serbia.

The steady flows from the Swedish plants to Maschen in complete trains coupled with distribution of the fluctuating volumes to their final destinations via DB Schenker Rail's flexible individual-wagon network make an efficient and powerful combination for SFL.

Since March 2013, the collaboration between SFL and DB Schenker Rail has been further expanded, which is marked by mutual trust and added value. The focus is set on competitiveness costs and value added services. Following its successful start, the system is now to be extended. SFL and DB Schenker Rail are jointly looking for new routes for the customer network. Additional return loads in the direction of Sweden are also intended to optimise the system. By matching up empty wagons with other business operations being undertaken by partners TWA and DB Schenker Rail, the aim is to make the customer network even more flexible and efficient.

A communicative challenge

International transport operations depend on good communication. "The more parties are involved, the more complex daily business becomes," says Ines Schneider, Key Account Manager at DB Schenker Rail in Mainz, who knows only too well what she is talking about. This is quickly demonstrated by customer CNG's transport operations: Central National-Gottesman (CNG) is one of the world's leading paper and pulp distributors with a presence in more than 75 countries. It has commissioned DB Schenker Rail to transport newsprint from the Papresa S.A. paper mill in Errenteria, Spain, to Germany. The recipients are a number of printing plants working for major daily newspapers. Since neither the paper mill nor the printing plants have their own rail sidings, terminals take charge of handling the paper rolls.

RAILPORT - INTELLIGENT CUSTOMER LINK

Having your own rail siding guarantees a link to the international rail network. But for customers without their own access to the rail network, DB Schenker Rail operates railports in Germany and across Europe. These railports offer transshipment and storage facilities - more than 800,000 tonnes of paper are now handled via DB Schenker's railports. For example, since 2002 the railport in Darmstadt has been serving as a paper logistics centre because very few printing and publishing companies have their own railway siding. Every day, some 100 paper rolls from northern Europe, weighing several tonnes, are conveyed to printing plants in exactly the right order. ■

STACKABLE PACKS: with its services geared to the different products of the pulp and paper industry DB Schenker Rail can offer sophisticated logistics concepts.



Photo taken at UPM

Whereas Ines Schneider is the contact for planning and fundamental issues, day-to-day operations are in the hands of Markus Wik and his team at TRANSA Spedition (a Schenker AG subsidiary) in Singen. This includes, alongside empty wagon ordering, transport order management and monitoring, coordination of prioritised loading, handling of damage reports and the provision of regular status reports with inventory reports to CNG. “What distinguishes this transport operation is the number of contacts,” explains Markus Wik. Apart from the paper producer, the contacts from six terminals in Germany – from Düsseldorf to Augsburg – and one in Spain need to be included. “Communication has to be good so that the whole supply chain works!”

Transporting raw materials for Palm

The example of the Palm paper mill, a leading German producer of fluting and testliner paper, demonstrates that experience and longstanding efficiency are paying off for the customer and DB Schenker Rail. DB Schenker Rail has already broken new ground in safeguarding Palm’s production through innovative transport solutions. DB Schenker Rail has been operating special residual materials services for Palm for over ten years. To make itself less dependent on rising electricity

prices as a paper producer, Palm has built a new power plant at its Wörth site that uses residual materials from waste paper processing, among other things, as a source of energy. DB Schenker Rail transports more than 140,000 tonnes of these materials from the Palm sites in Aalen and Etmann to its power plant in Wörth and is therefore directly integrated into the Palm production process organisationally. Both companies have continuously improved the concepts so as to further increase the volumes conveyed by rail and thus to cut CO₂ emissions.

“Our customers need to realign their product range with growth markets,” says Frank Wolter, Key Account Manager from the disposal team in the Building Materials, Industrial and Consumer Goods Division. “As logistics service providers we must support the paper industry in its effort to meet these challenges with cost-effective transport solutions.”

DB Schenker Rail now transports some six million tonnes of pulp and paper throughout Europe. At the same time, this strong position requires us to develop new and better concepts with the customer on a partnership basis. “We intend to expand our network and to maintain and build on our position in European freight transport – and we plan to put forward the best logistics concepts for the companies in this industry,” says Wolter. an ■



FROM RAW MATERIAL TO COMMODITY: pulp is suited to rail transport. It can be used to make many things other than just paper.

“Mastering the challenges together”

Flexibility, innovation and reliability – with these elements DB Schenker Rail is seeking to help the pulp and paper industry to become even more competitive.

Mr Sulser, what is the importance of the paper industry to DB Schenker Rail?

For us, the pulp and paper industry includes the graphic paper, packaging paper, hygiene paper and pulp segments. Pulp and paper is a key industry for DB Schenker Rail – in relation to our European network and our wagon fleet. Our customers are very preoccupied, of course, with the current changes in the paper market, especially the drastic decline in newsprint and magazine paper – and as logistics service providers, these issues are also of concern to us. Our customers have to reorganise their product portfolio in line with growth markets, such as the packaging segment and in part also pulp. As logistics service providers, we must support the paper industry in its efforts to master these challenges with innovative, reliable and cost-effective transport solutions – hand in hand with our customers on a partnership basis.

How is DB Schenker Rail responding to changes in the paper market?

We have introduced and implemented various measures. First, we are focusing increasingly on the market and on the customer by merging the previously separate sales teams for pulp and paper. Second, we have strengthened our European presence by, for example, now looking after our Swedish customers directly from Sweden. We have also integrated our sales colleagues in such countries as Italy and the Netherlands more fully into our team. Finally, for our key customers we have set up expert teams, in which representatives from sales, product management and customer service jointly develop solutions for specific requirements – and are available to our customers as fixed contacts.

In what ways are you responding to your customers’ needs?

We drew up some of these measures with our customers at our Pulp & Paper Summit held in Potsdam in April 2013 (see also *railways* 03/13, page 8). We seized the opportunity for intensive dialogue and listened closely to our customers. We are now implementing the identified measures with our customers. Incidentally, the first Pulp & Paper Summit was such a success that we intend to hold the second such summit in Potsdam on 8 May 2014.

What strategies are you pursuing?

We are consistently following our Europe strategy by further expanding our production network. With a Euro-

COMPLEX MARKET:

Stephan Sulser is Head of the Industrial and Consumer Goods Sales Team within the Building Materials, Industrial and Consumer Goods Division at DB Schenker Rail.



pean sales organisation in the form of the European Industry Sector Building Materials, Industrial and Consumer Goods, we will follow our international customers. In addition, we will increasingly implement cross-transport mode logistics concepts jointly with our strong rail backbone. To this end, we are strengthening the intermodal expertise in our unit while exploiting the know-how and synergies of our colleagues across DB Schenker. In our division, we consolidate our full-load activities at DB Schenker Nieten.

Where does DB Schenker Rail need to improve further?

We would like to continue on a successful path with our customers, of course. In a difficult and much more volatile market environment this is a great challenge. The essential thing for sustained joint success is, however, that we have control over our core business – this includes in particular reliable transport operations on competitive terms. That was not always the case in recent months and we are aware of this. We are working at full stretch to remedy this. The new “Netzwerkbahn” business model will also make progress in this regard clearly visible. After all, we want to and intend to win over our customers with reliability, market focus and environmentally sustainable products.

Interview: Axel Novak

Photos: Michael Neuhaus, fotolia, DB Schenker Rail

Europe's pulp and paper industry in figures*

Sustainability is playing an ever greater role in the global market for pulp and paper. Many service providers in the industry are therefore offering eco-friendly services. This includes DB Schenker Rail with rail freight transport, probably the most sustainable mode of transport of our time.

185,000
PEOPLE WORK DIRECTLY IN THE INDUSTRY.

DB Schenker Rail currently transports Europe-wide some **6** MILLION TONNES OF PULP AND PAPER.

In 1991, there were still 1,032 companies in the industry, but twenty years on there were just

659

MORE THAN **800,000**

tonnes of paper are currently handled by DB Schenker Rail in Europe via railports.

92.1

MILLION TONNES OF PAPER - EQUIVALENT TO 23 PER CENT OF GLOBAL PRODUCTION - WERE PRODUCED IN EUROPE IN 2012.

63.4

PER CENT OF THEIR OUTPUT WAS EXPORTED BY EUROPE'S PAPER PRODUCERS IN 2012, ALMOST HALF OF WHICH WENT TO ASIA.

THE INDUSTRY'S CO₂ EMISSIONS IN MEGATONNES:

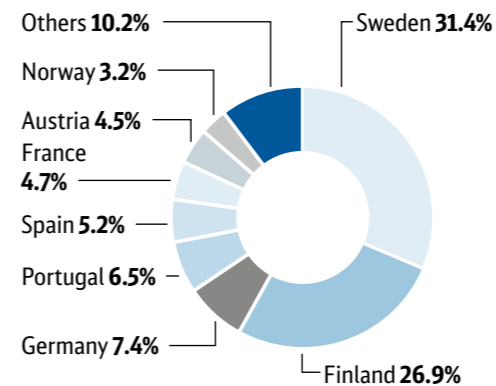
35.98

55

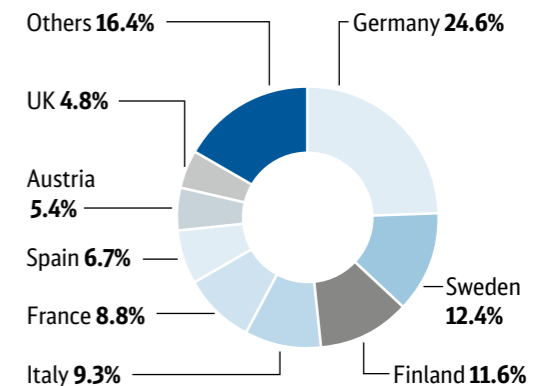
per cent of the energy used in the industry comes from biomass.

Source: CEPI**, DB, own calculation * All data as at 2011, unless otherwise stated

PULP PRODUCTION BY COUNTRY





PAPER PRODUCTION BY COUNTRY





**CEPI is the Confederation of European Paper Industries. In 2013, the following countries belonged to it: Austria, Belgium, the Czech Republic, Finland, France, Germany, Hungary, Italy, the Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and the United Kingdom.

BREMEN



Jürgen Röher Karin Brandt

LÜNEBURG

Sabine Böhm Martin Reiser


LÜBECK

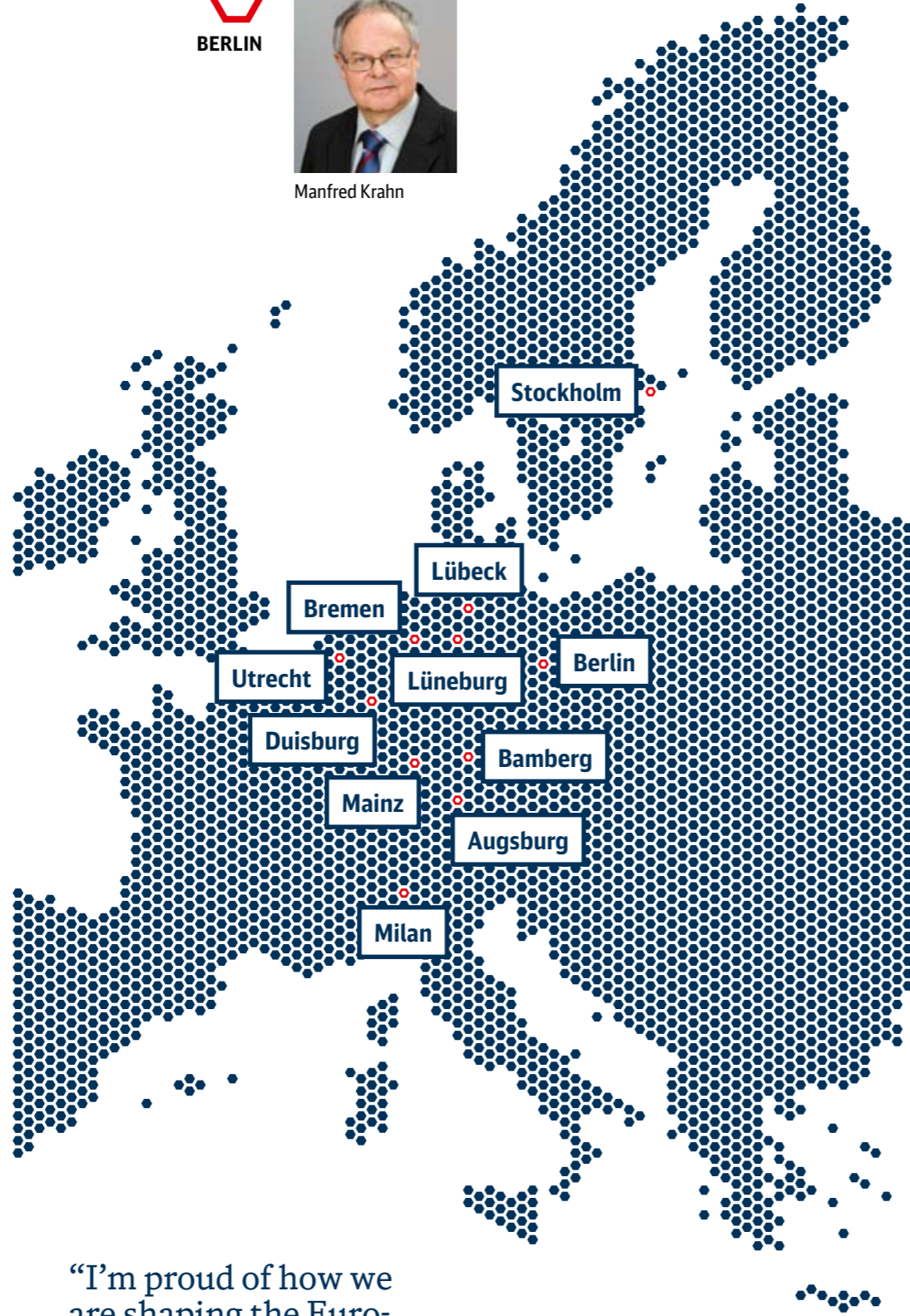
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BERLIN



Manfred Krahn



“I’m proud of how we are shaping the European development of the pulp & paper sector in rail freight services.”
ANDREW KELLY

Close to our customers across Europe

“It is important to me that we have a local presence, enabling us to respond to the customer’s needs even more fully.”
JÜRGEN RÖHER

DUISBURG






Stefan Kaufmann




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“As members of the customer service team for the pulp and paper industry, we see ourselves as the operational interface between the customer, sales and production.”
STEFAN KAUFMANN




MAINZ

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BAMBERG



Hubert Müller

AUGSBURG



Max Kelz

“Far-reaching change in the industry”

Jörn Grage from SCA Logistics explains the logistical challenges that the pulp and paper industry faces.

Mr Grage, how have the logistics challenges facing your company changed in recent years?

Our Group is undergoing radical changes as we evolve from a purely Scandinavian forestry products group into a globally operating company for hygiene and forestry products: SCA is now represented in 100 countries across the world and generates sales of just under €10 billion with a workforce of 36,000 people. The industry had been confronted with decreasing tonnages worldwide – although SCA Logistics did manage to record slight gains. Since the second quarter of 2013 transport volumes have been rising again. In parallel, demand is growing for northbound logistics services using our Ro-Ro and container vessels via the Baltic Sea.

At the same time, the degree of containerisation is rising substantially, batch sizes for print products are tending to get smaller, whilst the share of packaging paper is on the increase. Finally, our customers' requirements in relation to logistics quality and experience are becoming ever greater.

Why did you opt for DB Schenker Rail as your partner?

As a logistics service provider accepting semi-finished goods in large volumes from our ships, we must ensure that these goods flow from our warehouses both rapidly and smoothly. Our distribution area extends from Lübeck and Germany to Switzerland and Italy, to well into the East, into the CIS states as well as to southeast Europe as far as Greece and to Turkey. Our supply structures can also be very varied – ranging from palletised mixed cargo to complete truckloads and containers, up to and including rail transport in modern freight stock in the form of individual wagons, wagon groups or block trains. We need reliable partners for this and DB Schenker Rail is a perfect choice. DB Schenker Rail's special strength lies in its individual-wagon network coupled with efficient terminals for customers without rail sidings. For me, a reliable individual-wagon network is the backbone of European rail freight transport!

From our point of view, a multi-layered modal split is also important. We must be able to respond flexibly to our customers' needs. Focusing on just one mode of transport leads to dependence and reduced flexibility. That is why we need rail. A professional relationship based on trust between service provider and contractor is important.



What could strengthen rail freight transport in European overland transport?

There are still only a few rail operators that think in terms of cross-border services and implement them. An example of this would be the expansion of the regions that are connected to the high-quality Xrail individual-wagon network. European wagon management and close cooperation with other rail operators could prevent empty wagon flows and thus not only improve the results of rail operators but also increase their sustainability. This also includes equal treatment and assessment of all freight wagons in pricing, regardless of ownership.

Interview: Axel Novak

JÖRN GRAGE,
Managing Director of
SCA Logistics GmbH.

Empty wagons for Burgo

With a new concept, DB Schenker Rail has streamlined the transport operations for the north Italian customer.



It is all well and good when lots of trains are running – but you need to have the wagons available to take the goods to be transported. Thanks to a new re-loading concept for empty wagons in northern Italy, DB Schenker Rail managed to place rail freight services for the Italian Burgo Group on a completely new footing last year. The international paper producer based in Italy is currently one of Europe's leading manufacturers of coated paper, offering alongside a wide range of paper products complete product systems around the world – from production and sales, to paper recycling and processing of forestry products, to the design and development of industrial paper plants, including factoring and energy supply. One of Burgo's key facilities is its parent plant in Verzuolo in the northern Italian region of Piedmont, where up to 540,000 tonnes of paper can be produced annually. Thanks to its own station, the plant is even connected to the international rail network. Using its empty wagon concept, DB Schenker Rail has now streamlined the transport operations for paper from Verzuolo to Germany, France and Poland and for timber to northern Italy.

“Whilst the pulp and paper industry is encountering major difficulties, thanks to our logistics solution, Burgo can maintain its import and exports at a steady level,” explains Karl Peer of DB Schenker Rail Italia, adding: “Through our Nordcargo individual-wagon network we have been able to significantly improve timber imports and paper exports and make them more sustainable.”

This involved combining empty DB Schenker Rail Hb-type wagons from various Italian railway stations

and railports in Chiasso. Further wagons were sent by Nordcargo on the Italian individual-wagon network via the hub in Turin to Verzuolo. In addition, DB Schenker Rail agreed with private wagon operator Transwaggon to use further Hab wagons at the Turin hub for transport operations. Finally, DB Schenker Rail used its own two-axle Hb-type wagons, which had not yet been used for paper shipments but arrived empty from Fossano station near Turin. The results have been impressive: thanks to the new plan, exports of paper have risen, more than matching imports of timber – some 1,300 tonnes of paper are transported by rail every week from the plant to the customer.

At the same time, CO₂ emissions from the transport operations have fallen by 75 per cent compared with haulage by lorry. This is a hugely important issue for Burgo, because the company is committed to sustainable production. Last year, Burgo had its Verzuolo plant certified in accordance with the EMAS sustainability standard, having already done so for its plants in Toscolano Maderno (Brescia) and Mantua.

Burgo also started using DB Schenker's railport in Survilliers for deliveries to the Paris region in 2012 and the volumes should stabilise at around 12,000 tonnes in 2014. As the French market is a highly interesting market to serve sustainable logistics solutions, two weekly shuttle trains run to Survilliers every week. an ■

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SCHEDULING:
in Northern Italy, DB Schenker Rail bundles all its resources in order to guarantee reliable transports for Burgo. This increases the share of rail transports in the modal split and lowers the output of carbon dioxide.

Top-class rail operations at London Gateway

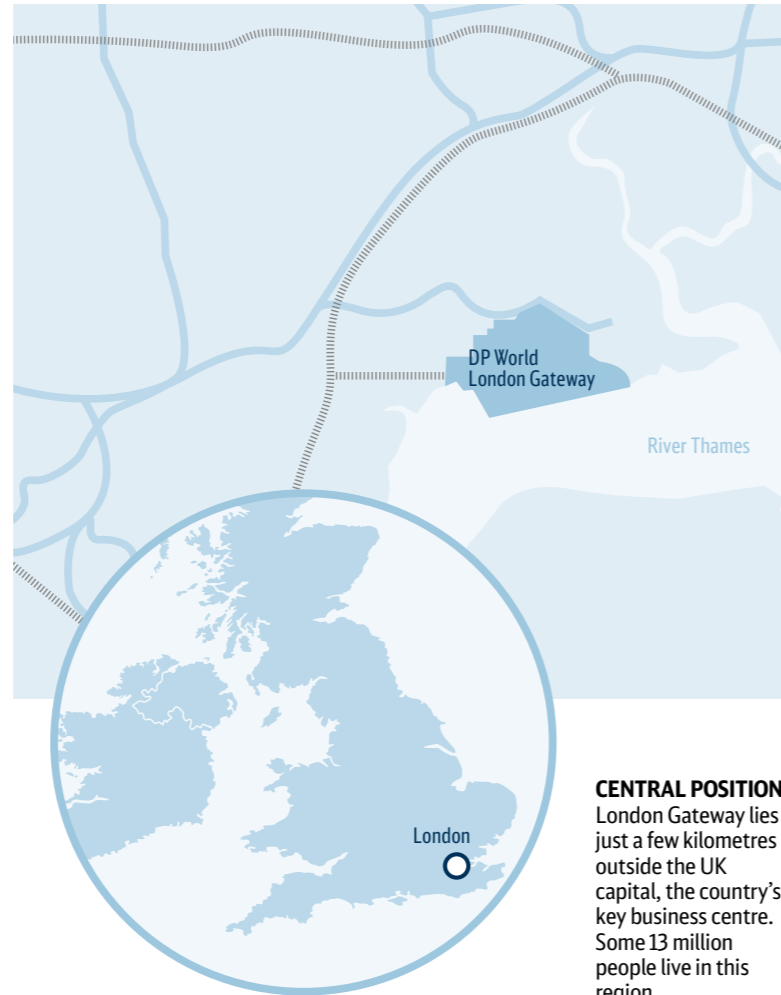
DB Schenker Rail UK is offering top-class rail freight services to and from London Gateway, the UK's largest deep sea container port which opened in November 2013.

Competition! This buzzword really sums up the brand-new London Gateway terminal. Following the official opening in November 2013, it is on this site on the River Thames, some 40 kilometres east of London, that the UK's most efficient freight transport terminal and what will become Europe's largest logistics park has commenced operations.

Steve Pryce, Head of Marketing and Wagon Management at DB Schenker Rail UK Ltd says: "London Gateway is a huge investment which will boost the country's economy and revolutionise maritime intermodal supply chains. For the first time, shipping companies have a real choice between rail freight operators."

Some £1.5 billion, equivalent to almost €1.8 billion, has been invested by DP World, the terminal's Dubai-based operator. With a planned capacity of over 3.5 million TEUs, London Gateway has the potential to become the UK's largest deep sea container port. At the same time, the port is connected to the road and rail network via state-of-the-art infrastructure – thus allowing genuine competition among rail freight operators when it comes to moving the freight from large container ships into the hinterland.

And DB Schenker Rail UK is right at the heart of the action. "We believe that the rail link from London Gateway is more competitive than from any other location in the UK. The commitment on part of DB Schenker Rail UK to offer our customers transport



CENTRAL POSITION: London Gateway lies just a few kilometres outside the UK capital, the country's key business centre. Some 13 million people live in this region.

services ensures that we are offering world-class connections from day one," says Simon Moore, CEO of DP World London Gateway.

Close cooperation

DB Schenker Rail UK is working closely with London Gateway: as well as operating regular train services for UK and international customers, the rail freight operator provides track maintenance and rail operations services at the new rail terminal.



OPENING CEREMONY: DB Schenker Rail UK unveiled a locomotive named after the London Gateway terminal operator, DP World (left). State-of-the-art cranes speed up the transhipment.



DB Schenker Rail UK already connects the new port with the Midlands and the North-West of England, running trains of up to 700 metres in length. This makes London Gateway an integral part of DB Schenker Rail's intermodal network, which links all major UK ports with all major UK cities. And the number of scheduled services from London Gateway is set to increase strongly in coming years as the port grows. "We are currently investing heavily in converting wagons so that they can accommodate larger-capacity high-cube containers. These containers are being used more and more," Pryce continues.

In addition, DB Schenker Rail UK has the ability to operate rail freight services from London Gateway to mainland Europe using the Channel Tunnel. "Lon-

don Gateway is the most significant logistics project in the intermodal sector," notes Neil McDonald, Head of Sales at DB Schenker Rail UK. "The transport operations we are setting up there represent the launch pad for further services for our customers in the UK and in continental Europe."

The rail freight operator also boasts the most up-to-date and efficient IT system on the market. Its software – called Anubis – was developed by DB Schenker Rail subsidiary Transfesa and offers tracking along the whole supply chain across all modes of transport. *an* ■

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Photos: Courtesy www.nickstrugnell.com and DB Schenker Rail UK



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New Mazovia liner train

DB Schenker Rail is expanding its eastern network. New connections are reaching central and northern Poland several times a week.



comments Andreas Lipka, Head of European Service Design Eastern Corridors at DB Schenker Rail. Since the beginning of this year, the Mazovia liner train has been reaching 14 new freight transport stations in central and northern Poland. DB Schenker Rail Polska is collaborating with its own subsidiary, Spedkol, and the Lotos Kolej partner to serve these and other customer sidings. This cooperation is producing synergies and delivering a higher utilisation rate for both companies' individual-wagon transport. *ok* ■

DISTRIBUTION: individual wagons from the Silesia liner train being shunted (photos, left). Dedicated workers lay the foundations for DB Schenker Rail Polska's success.

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DB Schenker Rail's European network for individual wagons and sets of wagons is continuing to grow. The new Mazovia liner train, which started running in early January, is providing industry and commerce with effective connections from Germany and the Czech Republic to central Poland. These links are also extending to the north of the country, with its major port of Gdansk, via the hub at Poznań. The Mazovia liner train runs three times a week from Seddin near Berlin via Frankfurt/Oder to Poznań. From there, there are two connections a week to Kutno, west of Warsaw. The liner train takes its title, Mazovia, from the voivodship of that name that surrounds the Polish capital.

The new service links major Polish chemical-industry centres with Germany and many other countries in western, southern and northern Europe that are integrated into DB Schenker Rail's individual-wagon network. However, the Mazovia liner train is also benefiting manufacturers of white goods (large household appliances), as well as the steel industry. It is reducing wagon turnaround times by up to 50 per cent compared with existing services. "What's more, we offer our customers stable schedules, as well as freight rates that are guaranteed long-term," says Christian Schreyer, CEO of DB Schenker Rail Polska. This under-one-roof guarantees customers short transport times and cost benefits.

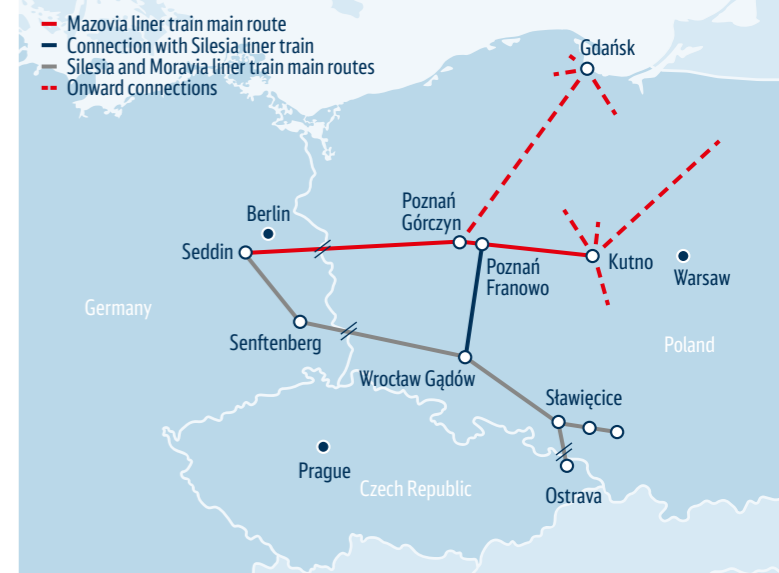
PULLING POWER: as well as operating liner trains, DB Schenker Rail Polska mainly moves coal (see also page 23). This photo shows one of 23 new Siemens Vectron locomotives now running in Poland for DB.

A new network for Poland

The Mazovia liner train expands DB Schenker Rail's individual-wagon offering in Poland and turns it into a unique network. This is because it is linked up to the Silesia liner train between Germany and south-western Poland, which was introduced four years ago, and its extension to the Czech Republic in the form of the Moravia liner train. These three liner trains are brought together by a weekly pair of trains running between Poznań and Wrocław (see map). This means that the individual-wagon network in Poland is connected to both the German and Czech individual-wagon networks. "In this way, we are also responding to the increased demand from our customers for alternative individual-wagon transport services in Poland,"

Photos: DB Schenker Rail

OVERVIEW OF LINER TRAINS TO POLAND



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“At last, an alternative”

A *railways* interview with Hans-Georg Werner, Member of the Management Board for Region East at DB Schenker Rail, on the new Mazovia liner train connection in Poland and a positive outlook for eastern Europe.

“We have to get away from the idea that individual wagons and containers will not fit onto one train.”

HANS-GEORG WERNER, HEAD OF REGION EAST AT DB SCHENKER RAIL



HANS-GEORG WERNER

is head of DB Schenker Rail's Region East and has been employed by the DB Group since 1978, with one interruption. From 2003 until May 2009, Werner, now 54, was in charge of the Chemicals/Mineral Oil/Fertilisers Division and simultaneously Chairman of the Management Board of DB Schenker BTT. From October 2008, Werner was Member of the Board responsible for Intermodal, and since 1 January 2010, he has been responsible for Region East as General Manager on the Management Board at DB Schenker. In addition, Hans-Georg Werner has been Chairman of the Supervisory Board of DB Schenker Rail Polska since 1 July 2012. ■

Mr Werner, the extension of our liner train service to Poland is giving a fresh boost to individual-wagon transport there. What do you expect from this new offer?

We are, at last, providing an alternative to the state rail operator PKP Cargo. We have had our Silesia liner train for some years, but we were missing something to connect it to central and northern Poland. We have now closed that gap.

On this new liner train service, you are working with the partner Lotos Kolej. Why did you choose them, and what tasks have you assigned to Lotos Kolej?

If you want to build up an efficient individual-wagon system outside your home market, you need a partner, and we have found one in Lotos Kolej. They are a petroleum firm with their own rail freight company to supply their own refineries. While our own volumes are not very large, we can attach our individual wagons to Lotos Kolej's oil trains. In return, our partner can take advantage of our strength in southern Poland. Both parties benefit from this partnership.

Coal galore

By 2018, DB Schenker Rail Polska is set to transport nearly 20 million tonnes of coal for the EDF Polska power company.

DB Schenker Rail Polska has had a good start to 2014: since the beginning of the year, the Polish national subsidiary has been transporting coal for the EDF Polska power company, as well as performing shunting services at the EDF facility at Rybnik in Upper Silesia. Just before Christmas, the two partners came together in Krakow to sign a five-year contract, which all Poland's major rail operators had been keen to secure.

The transport volume will be substantial: between now and the end of 2018, DB Schenker Rail Polska (DBSR Polska) is to carry 19.2 million tonnes of coal from the mines of the companies Kompania Węglowa, Katowicki Holding Węglowy, Jastrzebska Spółka Węglowa, PG Silesia and LG Bogdanka to EDF Polska power stations. DBSR Polska has likewise secured a five-year contract for

the shunting services at the Rybnik power station, which generates 1,775 megawatts, or around seven per cent of Poland's electricity. The transport volume comes to a total of 23 million tonnes.

“By winning this contract, we have confirmed our reliability and the competitiveness of our offer,” says Christian Schreyer, CEO of DBSR Polska. “For the first time, we are responsible for the whole logistics chain here, all the way from planning to production and unloading.” ■

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Which industries or customers are you targeting with this new liner train connection?

The chemical industry is benefiting greatly from our new services. The new liner train connection is also attractive to the coal and steel sector, especially for scrap metal transport. I can also imagine this service being used for large household appliances, or white goods – they are still currently being transported by road. Last but not least, containers are another possibility. We have to get away from the idea that individual wagons and containers will not fit onto one train. The focus has to be on transporting the consignment for the customer and combining production systems sensibly.

Does this mean that if neither containers nor individual wagons on their own will fill a train, you want to combine them?

Precisely – the important thing is to make full use of a train system. What it contains is irrelevant. We are already doing this with our Moscovite train to Russia.

How does cross-border collaboration on this project work within DB Schenker Rail?

The success of our Silesia liner train shows that it is working well and fruitfully. That train is now running six times a week, with very good utilisation rates. It is also a very

good example of how we are using our European network. For example, our European Service Design (ESD) department coordinates the schedules and routes. Our divisions are fully involved, and in Poland so is our own subsidiary DB Schenker Rail Spedkol, which secures domestic Polish and westward-bound consignments, because we also have to think about transport in the opposite direction.

What are you expecting from the whole Region East this year? What are you focusing on?

I am optimistic about Region East's prospects for 2014. We won some major tenders in Poland at the end of 2013, and we already have well-filled order books. Nevertheless, we still need to work hard to secure new transport contracts. Also, many of our new Vectron locomotives are already in operation. This is a quantum leap in reliability and is also boosting the confidence that our customers and staff have in us. In south-eastern Europe, we have been growing continuously for three years in volume, turnover and market share. This is a trend that we want to continue.

Interview: Olaf Krohn

THINK BIG:
the BASF plant in Ludwigshafen covers an area of ten square kilometres and is one of Europe's largest industrial facilities. Almost equally impressive are the freight station and the 230-kilometre-long rail network on the plant's premises.



The right chemistry

BASF is entrusting its European transport in individual wagons to DB Schenker Rail for five years. The Ludwigshafen-Antwerp “pipeline train” is also staying with DB.



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Europe's market leaders in the chemical industry and in rail freight transport are moving forward into the future together. BASF and DB Schenker Rail have signed a contract until the end of 2018 on all transport operations in individual wagons across Europe. The five-year contract, which came into force in January, has a volume of some 600,000 tonnes per annum, equivalent to around 30,000 tank wagon loads.

“This is a milestone in the strategic and operational cooperation between our two companies and covers cooperation in all national and international transport operations involving individual wagons,” notes Jörg Hilker, Head of the Chemicals Division at DB Schenker Rail until December 2013, adding, “With this contract, BASF is sending a clear signal of continued collaboration with DB.” Stefan Bartens, Head of Logistics Procurement Europe at BASF, acknowledged DB Schenker Rail's sustained commitment to wagon-load traffic in Germany and Europe (see also interview on pages 26/27).

In addition, the two partners agreed to continue working together on the pipeline train between the BASF sites at Ludwigshafen and Antwerp. This is a daily service with a volume of some 500,000 tonnes per annum.

The BASF parent plant in Ludwigshafen is the linchpin of Europe-wide individual-wagon transport operations. Some of these involve inter-plant services, including to other Group production sites such as Düsseldorf or Schwarzheide in Brandenburg and Lampertheim in Hesse, all of which have their own works sidings. All in all, DB Schenker Rail serves just under 150 destinations for BASF.

“With this five-year contract we are also sending a clear signal about how to compete,” says Dieter Baierle, Key Account Manager at DB Schenker Rail, adding,

“Much higher quality standards can be implemented on the basis of mutual streamlining and upstream planning. The 30 top traffic routes are monitored daily, for example. Monthly feedback enables the partners to keep a constant eye on the stability of transport operations.” Together with BASF, DB Schenker Rail is therefore pursuing a global strategic approach so as to meet the requirements of logistics both now and in future. Baierle also stresses the importance of the Benelux region. “Only together can we master and overcome the increasing changes to transport flows as forwarders and carriers.” The focus is on early joint detection of the changing traffic flows beyond the ARA (Amsterdam, Rotterdam and Antwerp) ports, on hinterland transport operations and on the provision of suitable logistics concepts.

DB Schenker Rail and BASF had negotiated the details of their long-term collaboration beforehand at management board project level. Particular attention was paid to the general contract and pricing area: “It was in our joint interest to create transparency and clarity concerning the costs involved,” explains Baierle. During the contract period up to the end of 2018, the partners intend to pool their ideas on the potential for synergies and streamlining at the start of each year.

Moreover, DB continues to strengthen its One Face to the Customer strategy – the activities of all Group subsidiaries are to be further and also increasingly centralised in order to guarantee the best possible support for BASF across the DB Group. Baierle sees further potential for growth, particularly in intermodal transport, which is not part of the new five-year contract, with premium customer BASF. ok ■

AGREEMENT:
in Ludwigshafen, BASF and DB Schenker Rail signed the new contract for the chemical group's individual-wagon transport operations. From left: Andreas Schneider, Head of Logistics Procurement Bulk & Rail Transportation Germany at BASF, Stefan Bartens, Head of Logistics Procurement Europe at BASF, Jörg Hilker, until recently Head of the Chemicals Division, and Key Account Manager Dieter Baierle, both from DB Schenker Rail.

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“A proven pillar of strength”

Stefan Bartens, Head of Logistics Procurement Europe at BASF, on future collaboration with DB Schenker Rail.



STEFAN BARTENS: the 44-year-old has been Head of Logistics Procurement Europe at BASF since November 2011.

“Rail freight transport plays a large role at BASF both in supplying our sites with raw products and process materials and in delivering finished products to our customers. But I do not see any point in ranking the different modes of transport. We need them all!”

STEFAN BARTENS, BASF

What was the decisive factor in concluding this long-term contract with DB Schenker Rail?

Maintaining long-term business relationships with key suppliers at competitive rates is of fundamental interest to BASF. Conventional rail freight transport plays an important role in the purchasing of logistics services. This mode of transport in particular involves high investment in infrastructure. We attach great importance to high delivery reliability as well as the sustainable and manageable movement of prices. Following our good working relationship with DB Schenker Rail in recent years, we decided to conclude a long-term contract that takes these very aspects into account. We will thus be able to work together even better in future on sustainable logistics solutions.

What are you expecting in terms of quality and price over the coming five years?

From our perspective DB Schenker Rail's competitiveness and the quality of services offered have risen in recent years, although that is not to say there is no room

for improvement. For example, we expect a further improvement in delivery reliability and prompt notification if something should go wrong with deliveries to our customers. This has been standard practice with deliveries by truck for many years. We are informed the very minute the consignment arrives at the customer's premises. We have to move towards that goal for rail freight transport as well. Our contract therefore includes the development of an incentive system so that we can work together on further improving quality. To ensure that rail freight transport remains competitive, including in pricing, BASF is working constantly on further raising productivity. We also expect this of DB Schenker Rail. Joint workshops are in planning to support these efforts.

What are the current trends in chemicals logistics? Keyword containerisation, globalisation, etc.

We can only speak for BASF, of course. In Europe, we expect intermodal transport to continue to grow strongly. BASF, with its large sites, some of which have their own container terminals, is very well integrated into the European network; we regard this as a clear competitive edge. The other transport modes will continue to play an important role for us, though. At a global level we are anticipating above-average growth in the emerging economies of Asia. BASF is represented on all continents with integrated sites and still endeavours to produce predominantly in those regions where there is customer demand for our products. For chemicals logistics it is especially important that logistics services are based on the same quality standards worldwide.

What role does rail play for BASF in the mode of transport mix? What are rail transport's strengths and weaknesses?

Rail freight transport plays a large role for BASF both in supplying our sites with raw products and process materials and in delivering finished products to our customers. But I do not see any point in ranking the different modes of transport. We need them all! The choice of the right mode of transport is dependent on the specific situation.

The necessary service requirements, sustainability aspects and, of course, the costs play a key role here. Rail transport needs to be more flexible overall, and that would make it easier to shift consignments to rail.

Which products does BASF transport in individual wagons with DB Schenker Rail?

BASF conveys a broad range of products in individual wagons with DB Schenker Rail. They are mostly liquid chemicals transported in tank wagons. These can be raw materials on their way to the various BASF sites or sales products being transported to our customers.

What kind of rail infrastructure does BASF have at its sites?

BASF has its own rail infrastructure at all major sites. For instance, our largest site in Ludwigshafen has a 230-km track, a hump yard, its own workshop and its own tank wagon cleaning facility. BASF has just invested €40 million in 22 new locomotives in order to increase the efficiency of the works railway further. The new locomotives will be used primarily for shunting operations, but also for external transport operations carried out by BASF in the local area. This investment makes rail more competitive as a mode of transport overall, because the costs of the last mile decrease.

What are you looking for at DB Schenker Rail?

We are following the developments in rail freight transport in some neighbouring European countries with concern. DB Schenker Rail has been a proven pillar of strength to date and has made strenuous efforts to improve the competitiveness of transport in individual wagons. We would like DB Schenker Rail to keep its eye on the ball, including in its efforts to improve information and quality management, as already mentioned. In addition, there is an issue of special interest to BASF: during periods when water levels on the Rhine are low, rail transport represents an important alternative to inland shipping for us. In this regard, I would like DB Schenker Rail to continue to be as flexible as possible and to guarantee the supply of raw materials to our sites.

Everything rail can do

1,544 kilometres was the distance covered by this special load as it moved by rail through half of Europe, even crossing the Alps.



PROJECT NR. 159447 BRB
 UREA REACTOR
 ITEM NUMBER DC-101
 PACKAGE 1 OF 1
 GROSS WEIGHT 149.460 KG
 NET WEIGHT 146.700KG
 DIMENSIONS 4370X290X322
 MADE IN ITALY



BOGIE: over the distance, which the reactor bridged between its two flat cars, it had to be pivoted.

Photos: DB Schenker Rail

At 50 km/h, its speed was on the modest side, but bearing in mind this special load's substantial dimensions this was understandable. The reactor conveyed by Italian freight forwarder Lo.Tra.Fer for 1,544 kilometres from Venice to Brunsbüttel in Schleswig-Holstein was 43.5 metres long and weighed in at 150 tonnes. Lo.Tra.Fer (Logistica Trasporti Ferroviari) based in Bergamo specialises in heavy haulage by railway and with this order once again combined its expertise with DB Schenker Rail's know-how.

The transport operations usually involve machines or machine parts, such as process components for the chemical industry, reactors, tanks, heat exchangers and transformers. The reactor in this haulage oper-

ation was produced by the Italian engineering company Riva Calzoni in Marghera near Venice for Yara. The world's biggest producer of mineral fertilisers (formerly part of Norsk Hydro) operates an ammonia and urea plant in Brunsbüttel on the Elbe estuary.

In the coming months, DB Schenker Rail will be carrying out further heavy haulage operations in cooperation with Lo.Tra.Fer from northern Italy to the ports of Antwerp and Rotterdam, with some shipments bound for the UK. ok ■

HOOKED UP: at the destination in Brunsbüttel, experts fasten the reactor to a crane for its unloading.

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Comeback in Miltenberg

Following a long break, a medium-sized family company from the Odenwald and DB Schenker Rail have reunited and are pleased with the results so far.

With its 250-strong workforce, the family company JOSERA, based in Miltenberg in the Odenwald region, produces and sells high-quality animal feed in the agricultural and domestic pet sectors. To produce mineral feed in its agricultural division, the company needs raw materials such as magnesium oxide, sodium bicarbonate and phosphate. Not least for reasons of environmental sustainability, JOSERA relies on rail for these deliveries and expanded its siding at the Kleinheubach/Miltenberg plant a few years ago.

"In 2002, DB no longer wanted to supply this customer with a quotation," explains Bernd Hartmann, DB Schenker Rail's Head of Regional Sales in Frankfurt am Main, adding, "But since the start of 2013, we have been operating for JOSERA again, transporting 17,000 tonnes per year from Bremen, Brake (Lower Saxony) and Stassfurt (Saxony-Anhalt) to Kleinheubach (Miltenberg)." 13 special Taoos-type wagons, which JOSERA leases on a long-term basis and has painted in its striking yellow company colours and logo, are available and ensure supplies of raw materials in weekly round trips. Conventional transport in individual wagons is involved. Every

Saturday, five to six loaded wagons arrive in a group at the plant and are collected again, now empty, on Thursdays.

The efficient service concept devised by Frankfurt regional sales coupled with the Frankfurt production centre's supply planning have convinced JOSERA's management. Purchasing manager Florian Weis is pleased with the results so far: "The transport operations are running very steadily and we are happy with that." Overall the cooperation saves some 1,500 truck journeys per year, and that figure could rise even further in future. Having built a second production plant in Poland, JOSERA is currently examining whether it would be economically feasible to have its own siding on the site there, making further transport operations for the Polish site and inter-plant operations possible. Apart from additional services for the Polish site, inter-plant operations could also be implemented. ok ■

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ADVERTISING VEHICLES: the freight wagons bearing producer JOSERA's colour and logo.



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A whole train full of energy

The Dutch company Ovet builds a rail siding at the dry bulk port in Vlissingen. DB Schenker Rail transports coal for its customer E.ON to Germany.

Germany's switch to renewable energies is opening up new and previously unimagined opportunities for rail freight transport. With Germany now expanding its renewable energy sector, and relying increasingly on coal-fired power stations for base load, many companies are anticipating good business through greater coal imports. The Dutch company Ovet is one such example. The company stores dry bulk products from overseas at its Terneuzen and Vlissingen terminals in the Netherlands. From there, coal has so far been transported to power stations by inland barge. In July 2013, however, Ovet opened a new rail terminal in Vlissingen for hard coal. The company has invested some €3.5 million in its new rail infrastructure. Up to 1,500 tonnes of coal can be transhipped onto a train in an hour.

"The rail link is necessary in order to meet the growing demand for coal," explained Johan Martin, General Manager of Ovet, last year, when he made the plans public. "Demand is growing particularly in Germany, because nuclear power stations and coal mines have been shut down there."

Imported coal is indeed becoming ever more important to German power stations and steel mills. Germany's power stations purchase only a small proportion of the supplies needed from Germany or neighbouring Poland. A third of the power station



and coking coal consumed in Germany comes from Russia, a quarter from the USA, and the rest from South Africa, Australia and other countries, according to the German Association of Coal Importers.

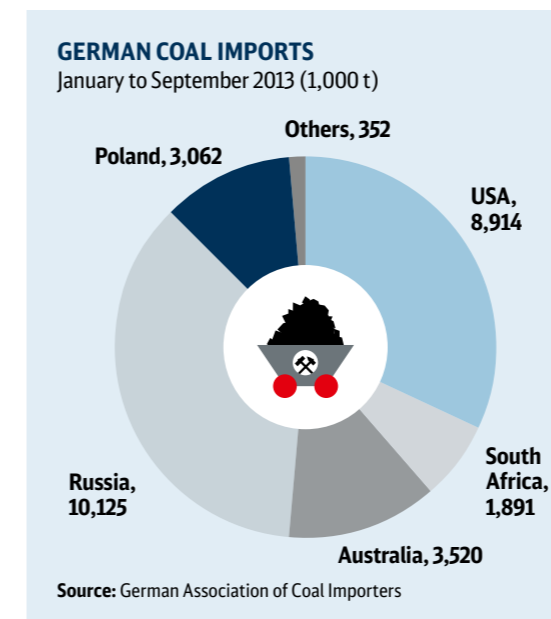
DB Schenker Rail offered the new Ovet terminal the opportunity to demonstrate its expertise and reliability with two test trains. DB Schenker Rail is the biggest transporter of power station coal in Germany, carrying almost 30 million tonnes of hard coal and 10 million tonnes of lignite by rail every year.

In early August, the first Falns-type wagons were loaded with 2,812 tonnes of coal at the newly opened siding in Vlissingen. The loading process took just three hours. The train then passed through Kijfhoek and reached the Scholven power station in Gladbeck the following day. That power plant can cover some three per cent of Germany's energy needs and with a net output of around 2,200 megawatt is one of Europe's biggest hard coal power stations, with just under 40 per cent of the burnt coal coming from the immediate vicinity.

"For OVET, E.ON and, of course, for us this was a very satisfying haulage exercise," says Remco Vermaas of the Coal, Iron and Steel Division at DB Schenker Rail Nederland N.V. "The test runs have shown that a 24-hour round trip to the Ruhr region is possible." an ■

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LOADING TECHNOLOGY: up to 1,500 tonnes of coal per hour can be loaded onto a train at Ovet's new siding – to the precise kilogram.



Photos: PR

Through Europe for harvesting

CLAAS is selling combines to Turkmenistan. DB Schenker Rail is delivering them promptly to the customer – benefiting in the process from close collaboration among its European subsidiaries.

As everyone knows, and not just farmers, harvest time is over. In Turkmenistan, the bread basket of Asia, scythes and other cutting tools are being sharpened for the new season – or fresh ones are being bought in: CLAAS, one of the longest-established agricultural machinery groups and a world leader, with its headquarters in Harsewinkel in eastern Westphalia, has sold combines to Turkmenistan. With cutter bars up to nine metres wide, they are ideally suited for use in the vast fields of this state in the Asian steppe. DB Schenker Rail has transported them by rail to various destinations in Turkmenistan.

The background to this transport operation is the growing importance of grain exports for Turkmenistan. Its farmers have achieved huge increases in the volume of the wheat harvest in the past 20 years. In order to be better equipped in the coming years, the country now plans to further modernise its stock of machinery – and it has chosen combines from CLAAS.

The combines, complete with cutter bars, were dispatched to Turkmenistan on Transwaggon flat cars. There is a long tradition of cooperation between CLAAS and DB. Back in the 1960s, CLAAS, which celebrated its centenary last year, built a siding at its main plant in Harsewinkel to deliver its ever-increasing output to customers.

Part of the overall transport order by train was won by the DB Schenker subsidiary TRANSA Spedition GmbH. The block train's route, in turn, requires a lot of planning. The various national subsidiaries in DB Schenker Rail's Europe-wide network engage seamlessly with each other to handle this.

What is more, the trains have to stop and be unloaded at various places in Turkmenistan. "The first train contained combines for all five receiving

points in Turkmenistan: Serdar, Daşoguz, Türkmenabat, Mary and Ashgabat. Especially for such a long-running transport operation with such a high-value cargo, it is vital that the participants cooperate perfectly with each other," said TRANSA Spedition's Jelena Hübner, who is responsible for organising the train. "It naturally helps that we and DB Schenker Rail are already pulling together."

The wagons were loaded at the CLAAS siding in Harsewinkel and put together in Gütersloh to form a block train. The trains were driven as far as the Polish border by DB Schenker Rail Deutschland, and then from the Polish border by DB Schenker Rail Polska. Then the trainload reached Brest on the border with

Belarus and was transhipped onto Russian wide-gauge wagons. From here, the train was overseen by Railion Russija Services. This small but effective Russian subsidiary of DB Schenker Rail, based in Moscow, has an eleven-strong staff offering all services relating to rail freight transport in the CIS states. For this CLAAS transport operation, it organised the wagons and oversaw the transshipment in Brest, including load-securing, as well as the onward transport to Turkmenistan, including complete handling.

Russian Railways provides a precise status message on the train's location twice a day, which means that the customer and client are always up to date. After 5,500 kilometres through Germany, Poland, Belarus, Russia and Kazakhstan and a journey time of about three weeks, accompanied by security guards, the first train reached its destination.

an ■

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GIANT OF THE FIELDS: the CLAAS Tucano combine. Turkmenistan has acquired a large number of these agricultural machines for its domestic farm sector.



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German clay for Italian tiles

Building Materials, Industrial and Consumer Goods Division expands its raw materials shipments from the Westerwald to Emilia-Romagna to almost one million tonnes.

For many years, DB Schenker Rail has been supplying high-quality clay from mining sites around Siershahn in the Westerwald to the centre of the Italian tile industry in Emilia-Romagna. “Last year, we sent more than 750,000 tonnes, and this year it will be approaching one million tonnes,” says a satisfied Jürgen Eisner, Key Account Manager for clay and tiles at DB Schenker Rail’s Building Materials, Industrial and Consumer Goods Division. The sharp increase is due to new contracts with the freight forwarders Schenker Italiana, Cargo Clay Logistics and GL&T Cargo, through which volumes carried by a competitor have been regained.

“We have won back volumes that a rival operator transported last year,” explains Eisner. A new transshipment point in Lugo in the Ravenna province was also added this year. A block train comprising 34 wagons and 3,060 gross tonnes leaves Limburg seven

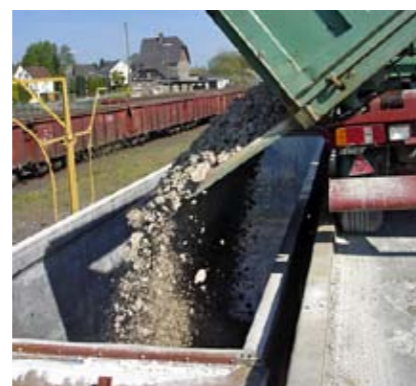


Italian subsidiary NORDCARGO and the Italian freight forwarders,” he adds.

Another element in the clay shipments success story has been the division’s ability to increase the backloading rate from five per cent ten years ago to around 40 per cent now. Many of the returning Tamms wagons carry palletised tiles from Italy back to Siershahn in the Westerwald, from where they are distributed by freight forwarder Schröder to DIY stores and other customers in Germany and across western Europe. “A certain degree of experience is required for these transport operations so that nothing gets broken,” says Dirk Jonas, Head of Building Materials Sales in the Building Materials, Industrial and Consumer Goods Division. “But backloading ensures that we can provide our customers with an economical and value-for-money service in a highly competitive market.”

ok ■

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CLAY ON THE WAY: a truck in Siershahn tips clay from a high ramp into a freight wagon bound for Italy.



times a week, which on its journey is split up in the Swiss town of Brig and dispatched from there in two half trains to Reggio nell’Emilia. The destinations for the block trains include Dinazzano and Rubiera. The new destination Lugo is served from the Westerwald via the individual-wagon system with shuttle trains equivalent in size to three half trains. Lugo Terminal is thus also integrated as a railport into NORDCARGO’s northern Italian individual-wagon network.

At first glance, the clay transported may appear to be bulk cargo like coal or iron ore. In actual fact, the clay producers supply their raw material in greatly varying quality, colours and grain sizes. “We carry up to 30 different clay types on a train,” says Eisner. “We now operate like clockwork, making just-in-time deliveries to the Italian tile industry. This is made possible not least through the close cooperation with DB’s



Domestic waste transport contracts defended

In eastern Bavaria, DB Schenker Rail will continue to transport 2.8 million people’s waste to the Schwandorf and Burgkirchen waste-fuelled power plants in the coming years.

By again winning the Europe-wide tender of the Waste Management Southeast Bavaria (ZAS) and Waste Utilisation Schwandorf (ZMS) special-purpose associations, DB Schenker Rail has secured important existing business up to the end of 2016, with the option of annually extending up to 2023. This involves:

- the transport of waste to the Burgkirchen waste-fuelled power station from seven administrative districts in southeast Bavaria (ZAS).
- the transport of waste to the Schwandorf waste-fired power station from 17 districts and independent cities with a catchment area ranging from Hof in Upper Franconia to Landshut in Lower Bavaria (ZMS).

The ZAS and ZMS special-purpose associations dispose of the waste from about 30 per cent of Bavaria’s total area.

“Thanks to exemplary cooperation between sales and production, we have succeeded in regaining this dual tender in the face of stiff competition,” says Angela West-

fahl, Key Account Manager in the Building Materials, Industrial and Consumer Goods Division.

DB Schenker Rail achieves synergy effects especially in the Bavarian chemical triangle around Burghausen, where through closer cooperation between the Building Materials, Industrial and Consumer Goods and Chemicals Divisions it has proved possible to combine waste and chemicals shipments and thus to make use of under-utilised train lengths. The two defended contracts are important both in securing jobs in the region and in strengthening transport in individual wagons to the tune of 700,000 tonnes.

“We are safeguarding the profitability of this business by optimising production and utilising the pricing lever successfully,” says Marc van der Las, Head of the Waste Logistics and Projects team.

ok ■

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WASTE TO ENERGY: the Burgkirchen waste-fuelled power station in southeast Bavaria is supplied with domestic waste from seven administrative districts by DB Schenker Rail.

Photos: iStockphoto, PR, www.zas-burgkirchen.de



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Vítejte v Praze!

Welcome to Prague: the DB Rail Services Czech Republic team looks after customers both big and small.

“We have a youthful and fresh outlook, we think internationally and we work well together,” says Isabel Biedermann, outlining the strengths of her small DB Rail Services Czech Republic team in Prague. The Czech Republic may be one of the countries where DB Schenker Rail does not operate its own railway, but the customers of Europe’s leading rail freight operator do not miss out here. Cooperative agreements with the state-owned railway CD Cargo and with private rail operators ensure this – as do Isabel Biedermann and her colleagues.

The 27-year-old manager, who was born in Magdeburg and lives in Prague and Dresden, is the youngest member of her team. “Usually we speak German here among ourselves, but I am learning Czech and my co-workers are pleased with the progress I’m making,” says Biedermann. A short time ago DB Schenker started sharing its Prague office with the three colleagues from the rail carrier DB Schenker Rail, Logistics and Forwarding. DB Rail Services emerged in 2011 from DB’s former Prague General Agency and has been carving out a new role since then as a flexible, responsive agency. Its key customers include steel producers US Steel and Moravia Steel, the chemicals group Spolchemie and car manufacturer Skoda, which is, however, looked after by their colleague Juraj Klein in Slovakia. ok ■

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NEW SERIES (I):

WoMen at Work

How does DB Schenker Rail’s European network actually function in practice? Each future edition of *railways* will feature an international team that keeps the huge network moving.

THE PRAGUE TRIO:

Isabel Biedermann, Head of DB Rail Services Czech Republic, with her colleagues Michal Vavák, customer consultant at BIK/Coal, Iron and Steel Division, and Tomas Nemecek, Key Account Manager, Coal, Iron and Steel Division.

Photo: Oliver Tjaden



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Meat to the Far East

For the Westfleisch cooperative, TFG Transfracht is now conveying up to 40 reefer containers per day from Dortmund to Germany's seaports.

High-quality meat from Germany is highly sought-after in some East and Southeast Asian countries. That is why the Westfleisch cooperative, one of Europe's biggest meat-processing companies, exports deep-frozen German beef, veal and pork to China and Malaysia. Since last September Wetralog, the logistics subsidiary of Westfleisch, has been deploying TFG Transfracht to transport some 40 containers per day from Dortmund by rail to German seaports.

"We are pleased to have won this new customer," says Sebastian Kolb, Head of Region West in Duisburg, and responsible for the operation. "Our scheduling team from Duisburg manages the seaport-hinterland logistics on the round trip to the German seaports in close cooperation with Wetralog and the Container Terminal Dortmund (CTD)." These transport operations involve the use of 40-foot refrigerated containers, also known as reefer containers, weighing up to 34 tonnes, which TFG also supplies as empty containers via the AlbatrosExpress network from the German seaports to the Dortmund terminal.

"This new collaboration depended on the installation of further refrigerating stations at our CTD facility, where the inner chambers remain deep-frozen at a temperature of minus 18 and minus 21 °C," explains Torsten Schütte, CTD Managing Director. TFG may not be able to refrigerate the reefers on the trains, but the containers are so well insulated that the temperature increases by only one degree in 24 hours. TFG also ensures that adherence to the cold chain is fully documented for Wetralog. Once the reefers arrive at the seaports they are immediately reconnected to the power supply.

Wetralog's Managing Director Jürgen Wemhoff is highly satisfied with the collaboration: "The transport operations got off to a good start last autumn and are due to be expanded using the same logistics concept to further countries in the Far East." ok ■

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ICE-COLD: reefer containers are giant deep-freezers. There may be no power supply for them on conventional freight wagons, but the cold chain is guaranteed nonetheless in the transport operation from Dortmund to the North Sea ports.

WESTFLEISCH

was established in 1928 as a livestock marketing cooperative and is now one of the leading meat marketing companies in Germany and across Europe. More than 40 per cent of the volumes produced are exported to over 30 countries. Over 3,500 cooperating farmers produce pork, beef and veal. Westfleisch is therefore able to guarantee the meat's origin, safety and quality across the whole process chain. The head office of the group of companies, which employs some 1,900 people, is in Münster, Westphalia, with slaughtering and processing being carried out at seven production sites. ok ■

And the winner is ...

TFG Transfracht secures itself a big slice of the cake at the online auction held by shipping company Maersk.



THE BIGGEST CONTAINER SHIPPING LINES

| COMPANY | COUNTRY | VESSELS | CAPACITY (in TEUs) |
|------------------|-------------|---------|--------------------|
| 1 Maersk Line | Denmark | 572 | 2.6 million |
| 2 MSC | Switzerland | 471 | 2.4 million |
| 3 CMA CGM | France | 427 | 1.5 million |
| 4 Evergreen Line | Taiwan | 205 | 0.9 million |
| 5 COSCO | China | 163 | 0.8 million |
| 6 Hapag-Lloyd | Germany | 151 | 0.7 million |

Source: Alphaliner, as of January 2014

The world's largest container shipping line has auctioned online a significant share of its store-door transport operations from German seaports into the hinterland. At the e-auction organised by the Danish Maersk Line in December, TFG Transfracht secured the contract for 18 routes. As a result, the DB subsidiary specialising in intermodal transport between the German seaports and the hinterland will increase its transport volume with the world market leader in container shipping by 20 per cent compared with 2013.

Europe's leading service provider in seaport-hinterland traffic will convey some 1,600 boxes (TEUs) in total per week on the AlbatrosExpress network for Maersk Line this year. For the first time, TFG has been tasked with transport operations via the Austrian terminals at Salzburg and Linz. TFG is to provide additional services even on the highly competitive southern German routes to Munich, Nuremberg and

Kornwestheim. The focus in the seaports lies on the link to the North Sea Terminal Bremerhaven (NTB), at which Maersk concentrates its volumes.

Andreas Kellner, Head of Operations German Cluster Maersk Line, praises the cooperative partnership. "This demonstrates the trust that Maersk places in us. We intend to consolidate and build on this tried-and-tested cooperation in the long term," says Berit Börke, TFG's Head of Sales. "Our success is based on strong connections with daily departures and market-focused empty container logistics, closely integrated processes with the Maersk Operations/Intermodal team and the organisational scope together with DB Schenker Rail for further developing hinterland services in a pan-European context." ok ■

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BLUE GIANTS: two container freighters belonging to the world market leader Maersk.

Photos: TFG Transfracht, www.jonnorddahl.dk/MAERSK



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Etihad Rail: forging a link between East and West

A new rail freight company is emerging in the Persian Gulf. The \$80-billion project that Etihad Rail is pursuing, and in which the DB Group also has a stake, is proceeding on schedule.

It is just a few months since DB Schenker Rail made headlines with the announcement of its involvement in a new railway system in the United Arab Emirates (UAE). Huge progress is being made with the building of infrastructure at present. “We are pleased to be able to confirm that a series of tests has been successfully carried out since September 2013. We are on schedule – while seeking to ensure that every wagon, every locomotive and every element of the infrastructure meets the high safety standards,” reports DB Schenker Rail’s partner, the UAE’s Etihad Rail.

The schedule is indeed tight: the Etihad Rail DB Operations LLC joint venture for rail freight services was established in June 2013. The respective tasks of the two partners have been clearly defined: the locally based Etihad Rail is to supervise the develop-

ment, construction and operation of a rail network for passenger and freight transport services in the seven Emirates. It holds a majority stake in the joint venture’s share capital and will also head the management board.

DB Schenker Rail, on the other hand, is responsible for operating the railway and will contribute its vast experience as an international rail freight operator. “Securing this tender is of great strategic importance for us. In the long term, it allows us to forge a link with the European rail network,” explains Dr Alexander Hedderich, CEO of DB Schenker Rail. It is not just the case that Germany is the Emirates’ key trading partner. In addition, the economic centres and ports in the Emirates will be linked together in future by a rail network of 1,200 kilometres in total.

Etihad Rail’s complete rail network represents an

EXTREME RAIL:

the infrastructure for a new rail network is currently being built in the UAE. Engine driver Christian Jobst of DB Schenker Rail is testing the rolling stock.



Photos: DB Schenker Rail

important element in the transport plans of the Gulf Cooperation Council (GCC) and could connect the UAE with Saudi Arabia and Oman in future. The Emirates alone are investing around \$80 billion in the total project.

By 2014, as many as 216 DB employees are expected to be working on developing freight transport services in the UAE. By the start of the year, almost half the posts had been filled by employees from countries including the UK, Spain, Greece, Poland, Australia, Germany and the USA.

The rail network’s first customer is already certain: the Abu Dhabi National Oil Company (ADNOC). It is having granulated sulphur, a by-product of the gas extraction process, transported from the interior to export harbours.

an ■

Amid camels and scorpions

DB engine driver Christian Jobst on his role in the Emirates.

Mr Jobst, you have been working as an engine driver with the Etihad Rail DB Operations LLC joint venture in the United Arab Emirates since July 2013. What exactly does your job entail?

My task is to start freight transport operations for sulphur on a 140-kilometre section of track. The rail network is set to expand to 260 kilometres by the end of 2014. As more and more kilometres have been completed, we have been carrying out test runs since October. In the process, we have been gradually moving towards the planned train length of 1.6 kilometres. When laden, the trains will weigh some 15,000 tonnes. Once the test phases have been completed, we will be training the local recruits, who are to replace us later on.

How is life in Abu Dhabi for a seasoned railway worker?

One important thing I have realised is that living in the Emirates requires a lot of flexibility, in relation to both time-keeping and culture. This is the case in all aspects of everyday life, including the use of language. Because there are so many people from different countries working here, communication is sometimes difficult. At the same time, the people here are very hospitable.

How do you communicate with your colleagues?

I get on well with my colleagues, most of whom are from the UK. The working language is English. In order to be taken seriously, those of us from Germany or from other countries also need to have mastered a few choice English swear words at the very least!

What is fundamentally different about driving a train in the Emirates?

There is no great difference from a technical point of view. Owing to the proximity to the Persian Gulf and the often high humidity, rust bloom represents a big problem for locomotives and wagons. A new thing for me, however, is also the danger posed by snakes and scorpions. During the summer months temperatures can exceed 45 °C for weeks on end – air-conditioning systems are therefore very important, as is an ample supply of water. The fences designed to keep camels away from the track are often a source of amusement, but in fact essential. Camels are highly prized in these parts and much more expensive than cars.



New railport at Schalke

DB Schenker Rail is operating a new railport on a brownfield site at the historic Schalker Verein smelting works.

Until recently, the heart of the Ruhr region offered few opportunities for transshipment and storage services. This is why the WHEELS Logistics company decided to base itself in a six-hectare section of an old brownfield site used previously by the coal and steel industry. In 2013, this firm not only invested €15 million in an 18,000-square-metre storage depot there, but also reactivated and modernised the siding that was already in existence. In close coordination with the customer, DB Schenker Rail has opened a railport there to meet demand for rail-based logistics.

“There is high demand and a great need for logistics concepts in this region,” says Karin Schmäh, Key Account Manager in DB Schenker Rail’s Building Materials, Industrial & Consumer Goods Division. The new railport has a roofed terminal with 185 metres of loading track and can tranship and store both palletised

goods, such as foodstuffs or paper rolls, and machinery or vehicles. The railport has access to DB Schenker Rail’s complete individual-wagon network and to other European countries by rail, as well as to the A2, A40 and A42 motorways by road.

“DB Schenker Rail operates the siding twice daily,” says Sven Patrias, Area Manager at WHEELS Logistics and the person behind the creation of this storage facility in Gelsenkirchen. “Until now, we have had only outgoing goods, consisting of several billion drinks cans made by the British firm Rexam in Gelsenkirchen and Recklinghausen, which we transport by train and lorry to drinks producers all over Europe.”

The aim is to attract more rail-based transport logistics to this historic site and to increase utilisation of the siding, not least so as to give a boost to the local economy. “For this reason, we are glad that DB Schenker Rail has chosen our site to add one more railport

OLD IRON: little remains of the Schalker Verein smelting works in Gelsenkirchen. The photo above shows the new WHEELS Logistics development with the railport and siding at the front.



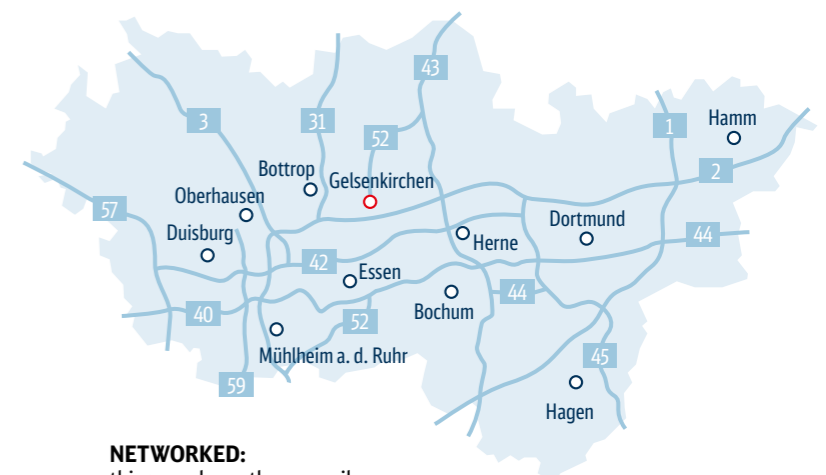
“We are an owner-run company with a preference for the railways. By switching freight onto rail, we are very much in tune with the idea of green logistics.”

SVEN PATRIAS, WHEELS LOGISTICS

to its network. We are an owner-run company with a preference for the railways. By switching freight onto rail, we are very much in tune with the idea of green logistics,” says 36-year-old Patrias.

For about 130 years, up to 7,500 workers produced pig iron, pipes and tanks in five blast furnaces on this site. However, in 1982 an explosion destroyed the last remaining blast furnace, leaving only the spun iron pipe production facility, but this too was shut down in 2004. Schalker Verein has ceased to exist since then, with only its gatehouse and substation remaining on a smelting works site that once covered 100 hectares. The cooperation between DB Schenker Rail and WHEELS Logistics is giving this historic place a new role.

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NETWORKED: this map shows the new railport’s central location in the Ruhr region’s motorway system.

Photos: PR



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LEGEND RELOADED: DB Schenker Rail AG has invested just under €25 million in modernising its locomotive workshops in Nuremberg, the highlight of which is undoubtedly the new turntable. With the end of the steam locomotive era in the 1960s, this type of facility has been gradually phased out. However, the local conditions in Nuremberg favoured a reintroduction of this model.



A network of workshops

DB Schenker Rail is implementing a new maintenance concept under which there are now eight key workshops.

Each maintenance depot works independently on developing solutions, this ties down many skilled workers and technicians on similar tasks. This inefficiency is now a thing of the past. DB Schenker Rail AG has reorganised its maintenance operation. The previous 35 workshop sites have now been replaced by a “knowledge” network consisting of key workshops as well as assigned depots and external depots. The central idea is that each key workshop will continue to repair all locomotives and wagons, but – and this is the new aspect – at each workshop, employees will also specialise in particular locomotive series and wagon types.

For their respective vehicle types, the specialists will test new processes and technologies and seek optimised solutions for recurring problems – and all the other depots will benefit from this. For instance, the key workshop at Nuremberg will pass on its increased know-how as a result of this approach to its colleagues

at other sites. This saves time and money.

In addition, the heads of the key workshops will replace each other on a monthly basis. “That will speed up the processes while creating scope for finding solutions and innovations,” explains Alexander Ketterl, Head of Maintenance at DB Schenker Rail AG. For example, a new laser measuring device for testing wheel sets was piloted in Mannheim and then introduced at all the other key workshops. Ketterl goes on: “With 300 freight wagon types and 30 locomotive series fitted with more and more software, this specialisation simply makes us more efficient. This creates added value for our customers with regard to costs and availability.” In addition to the eight key workshops, the maintenance network also includes five further depots as well as 17 external depots. Some previous service depots were closed in the course of the reorganisation. ok ■



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Bikes for South Africa: how mobility can alleviate poverty

The unlimited mobility of goods and people – this objective of every logistics service provider has a special resonance in South Africa. Sticking points start to emerge even with people’s everyday mobility: going to school or a place of training, reaching your place of work or providing your family with the bare essentials are becoming an almost insurmountable daily obstacle for many.

Stephan Strauss, Senior Vice President Construction Materials, Industrial & Consumer Goods at DB Schenker Rail, and Klaus Schuler, owner of the Tübingen-based Trip13Leader leadership consultancy, want to help change that. “We thought long and hard about how we could do something to help fight poverty in South Africa – a country that fascinates us both,” says Strauss. “We then decided to organise a bicycle-collecting campaign for South Africa to help people in the townships there to get mobile and to combat fi-

DB Schenker took charge of the transport operation. “DB Schenker Rail and DB Schenker Logistics worked hand in hand,” says Strauss. DB Schenker Intermodal Services provided the containers and organised their movement to the collection point in Stuttgart, as well as their loading onto the train and the onward journey to Hamburg’s seaport. DB Schenker Logistics conveyed the bikes from Düsseldorf by truck to Stuttgart and oversaw the sea freight operation, including customs clearance and logistics management to the distribution point in South Africa.

Strauss was especially surprised at how smoothly the whole operation went after he had contacted the right people.



“I thought the logistics would be challenging. But everything suddenly became easy once I received the support of Dr. Thomas Lieb and Thomas Hauck from DB Schenker Logistics and of Andreas Schulz from DB Intermodal Services.”

The bikes arrived in South Africa at the end of December. Partner organisations are

now distributing them to people in need in selected townships: the Bicycling Empowerment Network (BEN) (www.benbikes.org.zan), which promotes bike-related projects from Cape Town, and the Born in Africa organisation (www.borninafrica.org). “These bicycles are making many people more mobile and no longer reliant on the relatively expensive minibuses or taxis,” Strauss explains. Some South Africans at least have moved closer to the vision of unlimited mobility. an ■

Photos: DB Schenker Rail, Getty Images

financial and social poverty through the associated bicycle-related services.”

Strauss and Schuler encouraged members of the two Rotary Clubs to which they belong in Stuttgart and Düsseldorf to support this idea. Within a few months the project was up and running: in total 188 children’s, teenager and adult bikes in good working order were donated within a week in October 2013. They then embarked on their journey to South Africa from Hamburg in early November.



IN DEMAND

Harald Rekort on setting the course

Harald Rekort runs DB Netz AG's northern operations centre in Hanover, where some 270 employees switch the points and signals and manage the movement of trains in Lower Saxony, Schleswig-Holstein, Hamburg and Bremen.

Mr Rekort, you manage the operation of services on some 5,600 kilometres of track. How do you keep control of all that? DB Netz AG boasts seven operations centres nationwide as well as the network control centre in Frankfurt/Main. Here in Hanover, there are about 15 dispatchers and 40 rail traffic managers on duty on any single shift, who switch the points and signals at several electronic signal boxes right up to Kiel.

And we thought the operations were controlled by the rail traffic managers in the signal boxes directly on the track?

In addition to the electronic signal boxes in the operations centre, there are also several regionally manned signal boxes. Together with the route and sector dispatchers, we ensure safe operations, preferably punctual, in the northern region. A route dispatcher

managing the whole section from Hamburg to Hanover, for example, tells the traffic manager in the signal box if he has to "side-track" a freight train travelling at slow speed so as to prevent a high-speed ICE train following behind from arriving late. It is our aim and our task to maintain the system's overall punctuality free from discrimination for all rail operators using our railway network.

When you look out of your window can you actually see the trains in operation?

If we look out of the window we occasionally see the local trams. We observe the trains that we manage and dispatch in abstract form on our monitors. It takes a while for rail traffic managers who have been working in the field for years to get used to the new working environment in the ultramodern control rooms of the operations centre; they miss the tangible

GO FIGURE!

1,800

long-distance freight trains are managed daily by DB Schenker Rail's cargo control centre in Frankfurt am Main. Its employees also lay down the sequence in which the trains are to run vis-à-vis the infrastructure operator DB Netz (see also the interview on this page).

contact with traditional rail operations.

There are red and blue dots moving around on your screens. It all looks rather confusing. Some 6,700 trains operate on our network every day. The blue lines and train numbers denote the freight trains, whereas the passenger trains are shown in red. Each of these train numbers stores all the relevant train data: in addition to the departure and arrival station, the traction, weight, length and maximum speed are displayed.

Have any of them ever lost their way?

As we see it, a train can never lose its way, though it can be misdirected. This happens very rarely, but when it does, it's corrected promptly.

Interview: Olaf Krohn

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!



In Paris (France)

DB Schenker Rail and DB Schenker Logistics will be making a joint appearance at **SITL Europe** in the French capital. www.sitl.eu



In Moscow (Russia)

Transussia is one of the most important marketplaces for the logistics sector in eastern Europe. DB Schenker will be part of the line-up! www.transussia.ru



In Birmingham (UK)

Multimodal is the leading specialist fair for transport and logistics in the United Kingdom and Ireland. www.multimodal.org.uk



BRAKEMAN'S CAB: the photograph dating back to the early 20th century shows two freight wagons with brakeman's cabs (left in picture).

SIGN OF THE TIMES

In any wind and weather

Up to the 1920s, the German railways often needed more than ten men to set a single freight train in motion – and to stop it again. Indeed, before the compressed air brake was invented by the American George Westinghouse, trains could be brought to a halt only through the manual activation of brakes on the individual axles. As a result, every freight train featured several wagons with brakeman's cabs (photo). When the train horn sounded, the brakemen positioned in the cabs had to tighten or loosen their brake using a crank handle. Along steep sections of track with heavy freight traffic in particular, whole colonies emerged in which the

brakemen lived with their families, because here all the wagons on the trains had to be manned with brakemen. The brakemen worked in difficult and, especially in winter, dangerous conditions, their unheated cabs offering inadequate protection against the wind, frost and snow. The compressed air brake made this role redundant as early as the late 19th century in the USA and from 1925 in Germany. A compressed-air pipe now connects the locomotive with the last wagon on the train, with which the brakes can be applied to all axles synchronously and automatically by the engine driver. This technology is still used today. **ok** ■

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EXPERIENCE AND EFFICIENCY

Companies in the pulp and paper industry are operating in a challenging environment at present. Rising costs and changed markets are creating difficulties for many of them. Logistics experts can come to their aid with innovative and efficient solutions. As Europe's largest rail freight operator, DB Schenker Rail runs an international network for transport in individual wagons. Railport terminals offer customers an extensive range of services, from storage to doorstep delivery – even without a rail siding. an ■