The locomotive that goes under the sea

The heavy, six-axle class 92 electric locomotive was developed between 1993 and 1996 especially for pulling freight trains through the Channel Tunnel between the UK and France. DB Schenker Rail UK operates 30 locomotives of this type, and trials are currently underway for their use on High Speed 1, the new line between London and the Channel Tunnel terminal in Folkestone. The trusty, heavy-duty class 92s will be used to supplement rail freight traffic between Continental Europe and the UK, an area in which considerable room for expansion exists.
Visions of the future

Where will the economy, rail freight transport and DB Schenker Rail stand in ten or twenty years’ time? The front cover of this railways issue and pages 8 to 19 will give you an idea of how we picture our future. We are seriously and deeply involved with the different aspects of the issue, which our artist has illustrated with a touch of humour.

What does the future hold for us? In the special Future & Innovation section we are looking well into the future. By the year 2025 we expect to be transporting much more freight than at present – and we are already preparing for those times right now. The investment cycles and thus the innovation cycles in rail freight transport are long, after all. A new freight wagon cannot be replaced with its successor after two years as we are used to doing with our smartphones.

The visionaries at DB Schenker are working on the rail freight transport of the future. On the following pages, we would like to introduce some of them and their projects and visions: thanks to Six Sigma we have achieved astounding efficiency gains together with two companies in the steel and coal industry (pages 12/13). We know that the future belongs to the intelligent freight wagon (page 15). Moreover, we engage in constructive cooperation with universities and notable experts such as Professor Jürgen Siegmann from Berlin, who shares his views with us (pages 16/17).

Finally, our railways customer magazine scooped the Silver award in the renowned Best of Corporate Publishing competition (page 39). We are now secretly dreaming of gold. But that is – for now – more of a vision than a reality.

Best regards,

Karsten Sachsenröder
Member of the Management Board
DB Schenker Rail
08 Cover story: Facing the future

How rail freight transport is set to develop up to 2025: opportunities and projects.

FUTURE & INNOVATION

12 Recognising and improving on best practice
How the transport processes at two major steel and coal customers were optimised with Six Sigma

14 Bridges to science
How DB Schenker Laboratories is supporting research and development

15 The intelligent freight wagon
Asset intelligence and the prospects for equipping rolling stock with modern sensors

16 “Innovative power still too timid”
Professor Jürgen Siegmann of TU Berlin (Berlin Institute of Technology) talks to railways about the need for increased efficiency on the railways

18 How to store wind
The world’s first hybrid power station was also financed with DB’s new investment bonus.

CUSTOMERS & PROJECTS

20 Over the Alps to North America
Flexible thanks to DB Schenker Rail – voestalpine Tubulars sends 200,000 tonnes of pipes to the oil fields in North America every year

23 New equipment for faster transport
Together with the tube manufacturer V&M, DB Schenker Rail has developed new loading platforms for steel products

02 Super Heroes
06 News
38 On the Move
39 Save the Date & Imprint

24 Birthday in Leipzig
The Leipzig-Wahren terminal is a successful example of how container shipments can be shifted from road to rail

26 An integral part of plant logistics
At the Burghausen refinery and chemicals site, DB Schenker Rail performs wide-ranging logistics services for OMV

28 A container for 2,800 cars
TRANSa and DB Schenker Rail are delivering supplies for GOLDBECK to the building site of a multi-storey car park at Hanover Airport

29 The crane can now do more
Stahlo has strengthened its handling facility in Haiger and hopes to increase its rail transport operations by 40 percent

COMPANY & PEOPLE

30 Germany’s gateway to the world

32 Shuttle concept replaces shunters
A new concept is making Polzug Intermodal’s container transport operations from Germany’s North Sea ports to Poland more cost-effective and reliable

33 Bits and bytes instead of paper and post
Bayer MaterialScience is the first of DB Schenker Rail’s customers to make use of electronic invoicing

34 News from Poland and the UK
New locomotives for DB Schenker Rail Polska and an award for DB Schenker Rail UK

35 Cooperation with Ukraine
DB Schenker Rail Romania schloss Schnittstellenvertrag mit der Ukrainischen Staatsbahn UZ

36 Future prospects
railways dares to visualise rail freight transport in 2025
MAINZ/GERMANY
CUSTOMER SATISFACTION EXAMINED EUROPE-WIDE FOR FIRST TIME

The consistent European focus of DB Schenker Rail (DBSR) is now also reflected in a regular customer survey. For the first time, the 2011 survey questioned not only decision-makers and schedulers from Germany and the Netherlands but also from the UK, France, Poland and Spain about their satisfaction with DBSR. The overall rating of 4.7 (on the scale of 7 = completely satisfied to 1 = completely dissatisfied) confirmed the positive findings of the 2009 survey, which still focused on the Central region. The highest levels of satisfaction were recorded in Spain (5.1) and Poland (4.9).

DB Schenker Rail would like to thank the around 1,000 business partners who took part in the survey. For DB Schenker Rail, performance assessments and criticism serve both as an incentive and an obligation for continuous progress.

FREILASSING/GERMANY
MARIO CARL SUCEEDS MANFRED EBERHARDT

Mario Carl is the new Director of Marketing and Sales at DB Schenker Nieten GmbH in Freilassing, a wholly owned subsidiary of DB Mobility Logistics AG. The 46-year-old has been working for Deutsche Bahn since 1991 and was most recently Head of Product Management in the Construction Materials, Industrial and Consumer Goods division of DB Schenker Rail. He succeeds Manfred Eberhardt, who retired following seven years as Management Board Spokesman of DB Schenker Nieten GmbH and more than 35 years with the DB Group. Friedrich Limbach remains Director of Commercial Affairs. DB Schenker Nieten specialises in timber logistics and has been part of the DB Group since 2004.

LONDON/UK
GO-AHEAD TO LONDON

The go-ahead has now been given for freight wagons with Continental European dimensions and larger containers to operate to the UK capital. Following extensive tests, the High Speed 1 rail link from the Channel Tunnel to London has been granted approval for freight trains with a European loading gauge. To mark this event Alain Thauvette, Head of DB Schenker Rail UK (left on photo), and Brian Simpson MEP, Chair of the European Parliament Committee on Transport and Tourism (right), took part in an official ceremony to name a DB locomotive Marco Polo. “We have finally reached the stage where we can run freight trains and transport containers with European dimensions all the way to the UK capital,” said Thauvette in Folkestone, adding, “this offers substantial growth opportunities for rail freight transport through the Channel Tunnel.” For now, the new freedom for Continental European freight wagons only reaches as far as London because all other parts of the British rail network have narrower width and height limits for rolling stock.
BERLIN/GERMANY
TRACK ACCESS PRICES TO BECOME NOISE-DEPENDENT FROM 2013

In an effort to reduce railway noise levels significantly and permanently, the Federal Ministry of Transport and DB are planning a noise-dependent track access pricing system in Germany. An agreement to this effect was signed by Transport Minister Dr Peter Ramsauer and DB CEO Dr Rüdiger Grube in early July. DB Netz AG intends to introduce the noise-dependent track access pricing system when the new timetable for 2012/13 takes effect. Until then various determining factors which will influence the economic burden on railway companies and wagon keepers still need to be clarified. It is therefore not yet possible to comment on the additional economic burden which DB Schenker Rail will face. The system provides for higher payments for trains without whisper brakes and a bonus for freight wagons with noise-reducing technology. Through wagon retrofitting, noise pollution can be reduced by up to 10 dB(A).

ROSTOCK/GERMANY
LOGISTICS PRIZE FOR DB SCHENKER

Schenker Deutschland has become the first winner of the Mecklenburg-Western Pomerania Logistics Prize. Premier Erwin Sellering and Transport Minister Volker Schlotmann presented the award to Germany’s leading service provider for integrated logistics in Rostock at the end of June. It was the “Green Logistics in the North-South Corridor” concept, with which Schenker Deutschland links Rostock with Switzerland, Upper Austria and Northern Italy, that secured the prize. Conventional trucks carry out pre- and post-haulage. The intermodal division of DB Schenker Rail Deutschland AG is responsible for the main journey by rail within the whole concept. The specially designed system of block trains, each with 32 fully loaded truck trailers, makes it possible to save at least 30,000 kilometres by road per journey.
In the years ahead, ongoing globalisation and Europe’s continuing economic integration will prompt further growth in the flow of goods. Rail transport will have to absorb an above-average proportion of this growth if the EU is to achieve its ambitious climate protection targets. Alongside the relevant political framework this will require major business initiatives and innovations from rail freight operators. *railways* presents some of these ideas in its focus on “Future & Innovation” on the following pages.
According to the Federal Ministry of Transport, the volume of rail freight transport in Germany will reach some 152 billion tonnes by the year 2025 – 42 per cent more than in 2010. Eight strategic moves which will strengthen the most environmentally friendly means of transport, taken from a study on the future of Germany’s railways up to 2025, are summarised here.

IMPROVEMENTS TO THE OVERALL RANGE OF SERVICES
Rail operators will improve intermodal transport and develop services which far exceed today’s in terms of reliability and transparency. The chief innovations will include online timetables, customer information in real time, higher transportation speeds and improved access to the rail system.

POLITICAL SUPPORT
Both the removal of the double burden on traction current through electricity tax and emissions trading and the rapid reduction in bottlenecks in the rail infrastructure will greatly improve the attractiveness of the rail network and strengthen the role of the most CO₂-friendly mode of transport in the market.

NECESSARY INVESTMENT
By 2025 the necessary funding for urgently required new railway lines and rail upgrading projects will add up to some €29 billion – equivalent to €1.8 billion per year. Without this investment the railways will not be able to meet key German transport and climate protection requirements.

SHIFTING DEMAND
Whereas intermodal transport’s market share keeps growing appreciably, the share of sectors of the economy which have traditionally used the railways, such as the metal-working industry and the natural resources industry, is in decline.

A CALL FOR COOPERATION
New cooperation models for the production of transport operations, such as the international transport of individual wagons, will enable further increases in productivity. The international production alliance Xrail has already conducted the first trials.

GREEN LOGISTICS REMAINS A MEGATREND
By 2025 the majority of the German population should be willing and financially able to pay a premium for climate-friendly products.

MORE FREIGHT MUST GO BY RAIL
If the transport sector wishes to reduce its greenhouse gas emissions by 20 per cent compared with 1990, over 90 per cent of current road haulage operations will have to be shifted to rail. In an environment which is favourable to rail transport, its modal share can increase, provided that the bottlenecks in the infrastructure are removed promptly.

PROGRESS IS NECESSARY
The intermodal transport chain will become quicker and more efficient thanks to railports, whilst new loading systems will reduce wagon standing times. Developments in rolling stock technology will enable the bridging of track sections without overhead wires. Advances in IT will allow scheduling and customer information in real time. Customers will be able to plan their journeys more accurately and transport operators will achieve improved train utilisation.
VISION FROM BRUSSELS
"Rail is sometimes seen as an unattractive mode of transport, especially for freight. However, examples from some Member States prove that it can offer a quality service; the challenge is to ensure structural change to enable rail to compete effectively and to take a significantly greater proportion of medium- and long-distance freight. Considerable investment will be needed to expand or upgrade the capacity of the rail network. New rolling stock with silent brakes and automatic couplings should gradually be introduced."
From the EC Commission Transport White Paper 2011

rail freight transport in 2010
Billions of tonne-kilometres

<table>
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<tr>
<th>Region</th>
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<td>AFRICA</td>
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Recognising and improving on best practice

Six Sigma is a proven method for optimising business processes. DB Schenker Rail is utilising it in cooperation with major customers from the steel and coal industry.

The roots of the cooperation between ThyssenKrupp Steel Europe (TKSE) and Germany’s railways date back to the 19th century. The current transport volume comes to some 20 million tonnes per year: DB Schenker Rail supplies the steel producer’s plants with raw materials, transports the semi-finished products in inter-plant transport or conveys the products to the customer.

In 2008 the two partners initiated a programme aimed at increasing the efficiency of rail freight services. This was about more than just cutting costs: “The decision was pending on who would supply the southern German automotive industry with TKSE products in future,” explains Bernd Toepfer, Head of Sales West at DB Schenker Rail’s Steel and Coal division. “We quickly realised that we had to become more efficient in order to cope with these additional volumes.”

The Six Sigma project identified eight measures, offering potential savings of some €2.6 million. Following a cost-benefit analysis, two especially promising projects were picked out for which the team started pilot projects.

For the transport operations between the TKSE plants in Duisburg and Ferndorf (Siegerland region), the aim was to optimise wagon delivery. The four-axle tarpaulin-covered wagons used previously were replaced by six-axle versions with a rigid cover. “Even though the customer had to invest in new equipment at his rail sidings, many more tonnes can now be transported per train, which more than compensates for the costs involved,” explains Toepfer.

The second pilot project was about saving time. Up to now, a turnaround cycle between the TKSE plants in Duisburg and in Finnentrop in the Sauerland region has taken about 50 hours. The Six Sigma analysis showed that a departure three hours earlier could save 24 hours, resulting in greatly reduced waiting and standing times and thus lower costs. “In order to discover such an apparently simple solution you first have to analyse a lot of data and examine the organisational options for both the railways and the customer,” Toepfer concludes.

The two pilot projects were so successful that the solutions found have now been adopted permanently as standard practice. As a further tangible result of the efficiency programme, TKSE has awarded DB Schenker Rail the contract for transport operations to its automotive customers in southern Germany for three years.

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At its plants in Siegen and Hamm, Salzgitter Mannesmann Line Pipe GmbH (MLP) produces HFI longitudinally welded steel pipe which is used worldwide – for example in gas and oil pipelines, water pipes and for construction purposes. DB Schenker Rail is responsible for transporting a large proportion of the company’s annual output. With most of MLP’s customers based abroad, the transport operations organised by DB Schenker Rail go chiefly to the North Sea ports.

“Last year we launched an efficiency improvement programme together with MLP,” says Thomas Weidner, Head of the Salzgitter Industry Team in DB Schenker Rail’s Steel and Coal division, adding, “We suspected that wagon utilisation offered the greatest potential.”

The “analyse” phase of the Six Sigma project brought to light that there was potential for improvement with more than half of the wagons, for example through the delivery and use of the ideal class of wagon, depending on the pipe dimensions, or through other loading methods. “It was the project’s aim to utilise this potential,” Thomas Weidner goes on. “Firstly because this increases the efficiency of transport operations, freeing up wagons which are then available for other shipments. Secondly, this results in lower transport costs per tonne for the customer, because it largely avoids the risk of falling below the minimum utilisation rate.” This was achieved especially through improved loading of the wagons with 12- to 18-metre-long pipes. The development of the optimum method, however, was a complex task, because the pipes also have varying dimensions relating to diameter and wall thickness.

This measure was supplemented by new pricing: in line with the jointly developed ideal shipment structure, a price structure was developed which envisages several utilisation levels with varying prices per tonne for the customer. “As a result, the customer has an increased incentive to load the wagons more efficiently, with the smaller number of wagons also reducing the customer’s costs,” Thomas Weidner explains.

Through the targeted use of the respective wagon classes, the average utilisation per wagon has also increased significantly since the project started. MLP and DB Schenker Rail have succeeded in lowering transport costs as a result. DB Schenker Rail is also benefiting from the fact that in the first four months of 2011, far fewer wagons had to be used for these transport operations and were thus available for other transport movements.

Good, long-term cooperation can also involve risks,” points out Klaus Wurster, Manager of Business Excellence at DB Schenker Rail. “Especially if the customer and service provider believe that the processes they have been practising for years are working perfectly, there is a risk that any potential for improvement will not be recognised or used.” DB Schenker Rail has therefore launched efficiency improvement programmes with major customers in the steel and coal sector in the past three years. “Such programmes work best if they promise gains for both sides,” explains Wurster, an efficiency expert. “Particularly because they are transparent, follow a specific structure and both sides speak the same language.”

The method and the common language are called Six Sigma – a system aimed at improving business processes that has successfully conquered all branches of the economy over the past 25 years. As a Master Black Belt – as the heads of the improvement programmes are known in the Six Sigma language – Wurster knows all about the method’s advantages. “The results are objective and comprehensible to everyone because Six Sigma is driven by key performance indicators: the situation before and after can be measured so that the success of the project can be quantified and you can check whether the goal has actually been achieved.”

The process has a clear structure: during the “define” stage the project goal is formulated, during the “measure” phase the starting position is determined, whilst the “analyse” phase seeks to establish the differences between targets and performance, and the “improve” phase is about finding and implementing solutions to eliminate deviations. Finally, the “control” phase aims to transfer the newly discovered processes into standard operations and to ensure that the improved process has a lasting impact. Railways describes two successful examples of the use of Six Sigma on this double-page spread.
The logistics industry faces huge challenges: growth in traffic flows and increasing complexity coupled with the highest demands on reliability. As a global player DB Schenker is therefore actively promoting innovations, and in 2007 created the DB Schenker Labs, a platform which builds bridges between science and industry. The small yet productive think tank – part of Division Strategy and DB Schenker Business Excellence – is pursuing the goal of developing today’s ideas into tomorrow’s marketable innovations.

“It is our vision to make our mark throughout the industry with the innovations of DB Schenker Labs. To this end we bring together experts from the industry and the scientific community and develop projects tailored to market needs,” says Michael Kadow, Vice President Business Excellence DB Schenker and Head of DB Schenker Labs. “At DB Schenker we can identify in our research projects a great deal of potential for future solutions aimed at offering our customers the best possible services,” continues Kadow. “For that reason we are working closely with the renowned Technical Universities of Berlin, Darmstadt, Dresden and Dortmund, as well as the Aachen University of Technology and various Fraunhofer institutes, while continually expanding our network.”

In addition, DB Schenker Labs is responsible for coordinating research collaborations and projects of general interest. We are assessing, for instance, the market relevance and technology of innovative handling systems for intermodal transport. A further example is the development of a strategy for asset intelligence: on the basis of extensive interviews and outlines of interesting applications, DB Schenker Rail is now scrutinising the potential of selected solutions (see page 15). As Kadow notes: “At DB Schenker Labs we provide the required expertise from our research network and coordinate the activities with the other divisions. This enables us to achieve a good balance between the requirements of business and the scientific community’s greater interest in general insights. From experience we can say that the forging of links works well and both sides are deriving great benefits from the collaboration.”

MICHAEL KADOW: Vice President Business Excellence DB Schenker and Head of DB Schenker Labs.

INNOVATIVE RAILWAYS
We regularly report on innovations in rail freight transport. In the first three railways editions of this year we have, for example, featured articles on the energy tender (railways 3/11, page 25), the project to develop extra-long freight trains (railways 2/11, page 20), and the first virtually soot particle-free Gravita-type shunting locomotive (railways 1/11, page 35).
As part of innovation management a number of projects are being carried out at DB SR aimed at optimising the efficiency and quality of rail freight transport. The organisational integration within European Technical Management helps in the effort to pursue technically oriented approaches, such as sensors on freight wagons or alternative drive concepts for locomotives, in an appropriate manner.

The intelligent freight wagon provides information about its location at any time – it reveals whether it is loaded or empty and how many kilometres it has covered since its last service. It also measures and reports the temperature in the cargo compartment, whether the consignment has been exposed to undesired jolts in transit and how the sets of wheels are performing.

This intelligent track vehicle equipped with the latest sensor equipment is not yet available on the market. Up to now, it has often not been possible to call up the location and condition of the 100,000 DB wagons in real time, especially when they are abroad or operating on customer’s rail sidings. Under the asset intelligence heading, however, DB Schenker Rail is now intensively gauging the prospects for innovation of this kind and assessing which hurdles need to be overcome before its introduction. “It is obvious that freight wagons equipped with this technology can simplify many processes, ranging from more efficient maintenance to empty wagon scheduling and proactive customer information,” notes Dr Miroslav Obrenovic. However, as the Head of Technology Strategy and Innovation at DB Schenker Rail in Mainz explains, the systems able to fulfil the technical requirements set at an economically acceptable price have been lacking up to now.

“We are pursuing a holistic approach in this regard by examining the positive effects that the new technology can offer, what it costs and how an intelligent migration strategy can be shaped,” notes Obrenovic, adding: “What is required is a standardised solution which other rail operators and wagon keepers can use because we are moving not only our own fleet of vehicles but also 200,000 external wagons every year.”

A further topic which innovation management has been working on intensively is alternative drive concepts. A dual-powered locomotive is equipped both with components for electric traction and a diesel engine. Such a locomotive could operate flexibly and efficiently across the whole rail network. Its implementation as a 4-axle locomotive has foundered to date, however, because of the additional weight of the components for both traction types, as well as the higher purchase costs. But escalating oil prices and advances in rolling stock construction could result in such locomotives becoming the norm in just a few years.

The hybrid locomotive is facing a similar situation: “The battery technology available in the market to date has been suitable only for medium-scale shunting operations,” explains Obrenovic. “But here we also expect technical advances and cost-effective solutions from the industry in the next five to ten years.”
Professor Jürgen Siegmann, you recently put forward the vision that the modal split of rail freight can be doubled in the future. What would have to happen so that this desirable quantum leap in transport and environmental policy can become reality in the not-too-distant future?

Jürgen Siegmann: Rail freight transport customers are calling for increased reliability – meaning greater plannability – so that transport operations can be more effectively integrated into logistics systems. In many industries this requires a shorter transport time, and some sectors would be happy with lower overall costs. As demonstrated by the successes of recent months, high customer satisfaction already exists in the block train segment and in intermodal transport, whereas improvements in this area are still required in individual wagon transport.

In your opinion, based on the status quo, what would be the most significant technical innovations that would drive rail freight transport forward in the future in terms of rolling stock?

In the short term this would be every possible contribution to noise reduction, in particular the retrofitting of freight wagons with silent brake pads such as K or, following their approval, LL pads. In the medium term we need a complete upheaval. The traditional freight wagon must be revolutionised through the integration of intelligent equipment and modern technology such as compatible automatic couplings, which would remove the vexed question of longitudinal forces in the train and thus allow for heavier and longer freight trains. The connection of an electric line would also allow electropneumatic braking, including for independent train rear detection.

And what would have to change in terms of infrastructure?

The state must enable the network to remove the bottlenecks, not only through the building of new tracks but also through a reduction in loading gauge restrictions and restricted-speed areas. Moreover, promises concerning the creation of new freight transport corridors must be fulfilled through concrete actions.

What major political moves are required?

Politicians need to accept that more money per year has to be invested in maintenance and in the removal of bottlenecks in the network. Several studies calculate that the rail network requires an extra €1–2 billion every year; only then would we reach the level at which other European countries have long been investing in their rail systems. Higher network use charges, however, would jeopardise the successes achieved to date. The state should therefore invest in a number of schemes as part of a target concept for the rail network up to 2030.

Why does the implementation of well-known innovations always take so long in rail freight transport?

Many of those involved take the view that every cost increase results in market losses and therefore threatens what has been achieved to date. Since private rail operators tend to concentrate on intermodal transport and block trains, competition in this area has resulted in lower shipping costs. However, this leaves less money in the pot for supporting individual wagon transport, which also takes on services for these segments.

How realistic do you think your vision is, all things considered? Do you trust the participating players to display such innovative powers?
The industry, rail operators and the network do possess this innovative power, as timid examples show time and again. I fear, however, that it will be difficult to make the great leap to a form of rail freight transport which matches the technological level of passenger rail services from the ICE downwards. It is my view that this will be necessary for rail freight transport to survive in the long term.

How is the exchange of ideas between the freight transport sector and the scientific community, which you represent, developing?

We are working intensively on research projects – involving, for example, an automatic coupling, longer trains or a flexible system of transportation in individual wagons – with the industry, rail operators and infrastructure companies, as well as with DB Systemtechnik, with the initiative for such research projects coming mostly from the scientific community.

Research, education and advanced training

Cooperation with universities is becoming increasingly international and interdisciplinary.

DB Schenker’s collaboration with universities at home and abroad interlinks the elements of research, education and advanced training. “In research we maintain all levels of intensity in our collaboration: from the tentative exchange of views between experts up to and including an endowed chair,” notes Michael Kadow, Head of DB Schenker Labs in Berlin (see page 14).

One example of international cooperation is the Centre for International Logistics and Supply Chain Management in St. Petersburg, which has been jointly established by DB and Russian Railways (RZD). “In this unique cooperation we are bringing together skills from the fields of management, logistics and the railways,” explains Dr Armin Günter of DB Schenker Labs. “The increasingly complex transport networks spanning all continents call for an interdisciplinary approach in order to understand key relationships and in order to train the executives of tomorrow,” adds Dr Günter.

At Frankfurt Airport, the House of Logistics and Mobility (HOLM) is being created. The aim of this institution, set up by the state of Hesse and the city of Frankfurt, is to draw up future-oriented solutions through interdisciplinary research collaboration. DB Schenker is involved in this ambitious project as a funding partner as well as setting the direction in terms of content.

PROFESSOR JÜRGEN SIEGMANN
was born in Göttingen in 1952 and has been Head of the Track and Railway Operations Department at TU Berlin since 1997. He is a member of the Scientific Advisory Council on Transport at the Federal Ministry of Transport, co-publisher of ‘Eisenbahntechnische Rundschau’ (ETR) and Vice President of the German Association of Transport Sciences (Deutsche Verkehrswissenschaftliche Gesellschaft – DVWG). The father of two grown-up children, he lives in Berlin and in a small village on the edge of the Deister hills in Lower Saxony and describes himself as a motorcycle enthusiast.
How to store wind

The first hybrid power station, financed by DB’s new investment fund, is going on stream in Prenzlau.

Since 2009, DB Schenker Rail’s customers in Germany have been able to book completely CO2-free rail transport services, with a small premium being charged for Eco Plus. Ten per cent of the revenue from Eco Plus flows directly into the new investment fund and is then used to promote the development of renewable energies. The first results of these efforts can be seen in Brandenburg, where the world’s first hybrid power station is now going on stream in Prenzlau. The plant stores energy from three wind turbines and feeds it into the grid during calm conditions, ensuring a stable supply round the clock. The power station is set to generate 16 gigawatt hours of green electricity per year, which is roughly equivalent to the amount energy consumed by 4,000 families during the same period.

DB has contributed to the financing of the facility, developed by wind farm operator Enertrag, with a mid six-figure sum, as have partners Total Deutschland and Vattenfall Europe. The DB Group is thus keeping its promise to the customers of Eco Plus (and Umwelt Plus in passenger transport) to support the expansion of renewable energies in Germany using the new investment fund. The hybrid power plant in Prenzlau, in which DB does not have a business interest, does not supply traction current, though the Group will benefit from this pilot plant’s know-how.

The hybrid power station works in the following manner: in strong winds, a proportion of the electricity generated is not fed into the national grid but converted by electrolysis into hydrogen, which is then stored in tanks. When needed, this hydrogen can be used directly as fuel or, together with biogas, converted back into electricity in a cogeneration unit. When the wind turbine blades come to standstill in calm conditions, the hybrid plant then feeds this electricity into the grid. Support for the first hybrid power station supplements DB’s activities aimed at promoting the expansion of renewable forms of energy. Website: www.dbschenker.com/umwelt

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**THE ELECTROLYSER** converts the wind power into hydrogen, which is then stored in tanks.

**BIOGAS** is added in the cogeneration unit to aid combustion.

**HYDROGEN** can also be used as fuel.
As the infrastructure operator of the DB Group, DB Netz AG is pursuing the goal of developing growth markets for rail transport – not least through increased network capacity. In addition to the conventional financing models for the maintenance and upgrading of lines, hubs and other installations, DB Netz AG established the so-called network fund this year. By 2015, this scheme plans to invest additional funding of some €130 million in 50 individual projects which enable joint business with customers, remove bottlenecks or create capacity. “Several of these measures, all of which cost less than €10 million, are too small for the federal government’s requirements planning but have a quick and tangible effect,” says Stefan Kirch, Head of Service Concepts and responsible for the network fund at DB Netz AG in Frankfurt am Main. “In carrying out these measures we are purposefully implementing the wishes of our customers in the freight transport sector or those of the Association of German Transport Companies (Verband Deutscher Verkehrsunternehmen – VDV),” he adds. Kirch stresses that the purpose of the network fund is to exclusively carry out projects which also pay off for the operator. This includes, for example, the partial recommissioning of the Bremen marshalling yard which takes account of the steadily rising volumes in seaport-hinterland traffic. In the Rhine corridor, especially around Duisburg, Koblenz and Mainz, up to ten relief tracks are being built or extended to 750 metres. In addition, DB Netz AG plans to reduce the block distances on the Berlin–Szczecin route at its own expense, so as to increase the capacity for rail freight transport to the Polish Baltic Sea port.

The first construction measures are already underway. “As a new and flexible means of financing, the network fund will be updated every year,” assures Kirch. “We intend to gradually expand the portfolio beyond the 50 schemes planned up to 2015 – together with our customers,” he concludes.

"Investment in growth together with our customers"

With its new network fund, DB Netz AG is investing in rail infrastructure in a business-oriented manner. Additional funding of around €130 million is to flow into 50 schemes up to 2015.
TRANSATLANTIC:
Oil field pipes made in Austria are loaded for shipment to North America.
Over the Alps to North America

voestalpine Tubulars sends 200,000 tonnes of pipes to oil fields in the USA and Canada every year. The weather plays a major role in the planning of these shipments.

The North American continent is one of the world’s most important regions for crude oil production. Even though the two countries have already passed their production peak, the USA, which accounts for over 11 percent of the global production volume, is ranked third among the key oil-producing nations, whilst Canada, at four percent, holds sixth place.

In order to pump the black gold from the ground the oil companies require huge volumes of piping for their oil fields. And more and more of these pipes are coming from Austria: from voestalpine Tubulars, one of the leading manufacturers of seamless tubes and pipes. “Through a joint venture with the US company Grant Prideco we started to tap the US market at the end of the 1990s and now, at about 200,000 tonnes, almost half of our output goes to this region”, explains Harald Spreitzhofer, Head of Logistics at voestalpine Tubulars.
“The overseas transport operation is, however, a difficult task with which DB Schenker Rail provides crucial assistance,” he adds.

The shipment of pipes from the plant in Kindberg, Styria, to North America is worthwhile partly thanks to the fact that the cost of shipping has become increasingly affordable in recent years. This, however, places special demands on the first leg of the journey to the North Sea ports. Bad weather in the Atlantic can after all easily delay the arrival of cargo vessels by several days. “Since storage capacity at ports is limited and expensive, voestalpine decides at short notice whether to delay production or to redirect the shipment to another port – for example from Bremen to Antwerp”, notes Thomas Gerstgrasser, Key Account Manager Mining at DB Schenker Rail in Austria. “We then have to ensure at short notice that the relevant resources – that is wagons, locomotives, staff and railway lines – are available.”

A transport operation through the Alps can also often involve surprises which call for a lot of flexibility from the transportation and logistics professionals. “Flooding, landslides or – as at the start of this year – heavy snowfall are our constant companions”, observes Gerstgrasser. “On that occasion we resolved the problem by conveying the pipes to the North Sea in small groups of wagons and on different routes, instead of in block trains.”

“The flexibility of the rail-based feeder service is a basic prerequisite for our overseas shipments”, notes voestalpine’s Spreitzhofer. “The fact that our US business has grown so strongly in recent years is therefore also the result of our excellent collaboration with DB Schenker Rail and its partner railway Rail Cargo Austria”, he concludes.

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New equipment for transporting steel shipments more efficiently

Together with tube manufacturer VALLOUREC & MANNESMANN TUBES, DB Schenker Rail has developed new loading platforms for transporting continuous cast rods. They increase wagon capacity substantially and make costly load securing superfluous.

Whether in oil fields, at power stations or in the construction of bridges and stadiums: the seamless hot-rolled tubes manufactured by VALLOUREC & MANNESMANN TUBES (V & M TUBES) are in demand in Germany and worldwide. One of the company’s many production sites is in Mülheim an der Ruhr. For its operation, the tube mill requires several thousand tonnes of steel in the form of continuous cast rounds every year. DB Schenker Rail has been responsible for transporting this input stock for years. Every day – including Sundays – two block trains, each with a capacity of 2,400 gross tonnes, leave the Duisburg steelworks of HKM Hüttenwerke Krupp Mannesmann GmbH bound for Mülheim.

“In 2009, V & M TUBES decided to purchase technically advanced loading platforms to replace the previous, over 30-year-old models for these transport operations,” reports Thomas Weidner, Head of the Sector Team responsible for V & M TUBES in DB Schenker Rail’s Mining division. “To make the transport operations more efficient and to safeguard supplies to the Mülheim mill in the long term, we have developed new freight carrying units together with the customer.”

One special feature was that in addition to its good ideas V & M TUBES also supplied the hollow steel sections (MSH) produced at the Mülheim mill in order to optimise the loading platforms. The agreement on the development and purchase of the loading equipment was linked to a contract which ensures that DB Schenker Rail will carry out the transport operations for many years to come.

The new loading platforms, of which three can be positioned on a wagon, offer several advantages over the previous technology. Firstly, there is no longer the need for a costly load securing system and, secondly, the wagons, at almost 90 tonnes, have a much greater loading capacity. If necessary, the platforms can be lifted and then set down again by crane, like a container.

Following a Europe-wide invitation to tender, DB Schenker Rail commissioned the Slovakian goods wagon plant ZOS Trnava with the production of the new freight carrying units to be fitted to the wagons. A prototype was first delivered to DB Systemtechnik in Minden and tested with a complete 90-tonne load of input material. Trial transport operations followed on the customer’s premises under real operating conditions – it was only after these tests that delivery of the serially produced units was started in November 2010 and concluded at the end of May. “With the new freight carrying units V & M TUBES is securing supplies to its Mülheim mill”, notes Thomas Weidner, adding, “The joint project has strengthened the partnership between V & M TUBES and DB Schenker Rail over the long term.”

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ABOUT THE COMPANY
VALLOUREC & MANNESMANN TUBES (V & M TUBES), a Vallourec Group company and producer of seamless hot-rolled steel tubes, is the world-market leader in the segment of tube-based premium solutions especially for energy markets and other industrial applications. With 16,000 employees, integrated production facilities, R&D activities at the highest level as well as branches in over 20 countries, Vallourec & Mannesmann Tubes offers its customers innovative global solutions in response to the growing challenges facing the energy sector in the 21st century.
The best possible links to the rail network and motorway, a lot of space and an outstanding technical infrastructure: these are the key features of the Leipzig-Wahren container terminal belonging to Deutsche Umschlaggesellschaft Schiene-Strasse (DUSS). It is integrated into the TFG Transfracht network and performs an important function within the AlbatrosExpress transport concept. On 30 August, the specialist in containerised seaport-hinterland transport marked its tenth anniversary at the Leipzig-Wahren site together with DB Intermodal Services (DB IS) at the latter’s Leipzig container depot. The success story is reflected in the terminal’s development.

DB IS supported TFG Transfracht’s range of services from the outset by opening a container depot in the immediate vicinity of the transhipment station in Leipzig. The depot gives shipping companies the opportunity to have their containers stored, repaired and cleaned here by DB IS. The additional storage space at the depot enables the removal of containers as the prerequisite for accelerated operations at the DUSS transhipment station, while also increasing the punctuality and reliability of Albatros transport operations.

The year 2007 saw the first extension, adding 20,000 m² of space in order to cope with rising transport volumes. Since the launch of the AlbatrosExpress Leipzig-Wahren transhipment station, over 400,000 standard containers (TEUs) have been moved. And the volumes continue to grow. For that reason, DB IS acquired an adjacent plot of land in 2011 in order to create an additional 16,000 m² of depot space. The first 10,000 m² of this extension was commissioned as early as July.

DB Schenker Rail’s Intermodal division is responsible for the AlbatrosExpress rail transport operations which form the backbone of TFG’s transport activities. The train network, the most extensive in German seaport-hinterland transport, connects Hamburg and Bremerhaven with more than 20 terminals in Germany, Austria and Switzerland. Platforms predominantly of train length, proximity to the motorway network and the required equipment ensure smooth container handling in the high-frequency intermodal transport operations.

At the Leipzig-Wahren hub, up to 16 block trains with 600 containers are handled for TFG Transfracht every week on a round trip basis. Four 700-metre-long platforms and two gantry cranes make this possible. The attached DB IS service centre and depot with three reach stackers and its own repair service boasts a capacity of 3,900 TEUs.

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Birthday in Leipzig

The Leipzig-Wahren terminal is a successful example of how container transport operations can be shifted from road to rail.
**Teamwork for Yara**

DB Schenker Rail has won over the fertiliser manufacturer Yara Italia with a convincing range of services.

Since February, five covered HA-class wagons a week have been transporting fertiliser from the Italian Yara plant in Ravenna to Köping in Sweden. The transport operations this year total 10,000 tonnes. The big bags are first transported by truck to the railport in Castelguelfo where they are reloaded onto trains.

The new transport operation in individual wagons, which was previously handled completely by road, involves four national DB production companies: Nordcargo (Italy), BLS (Switzerland), DB Schenker Rail Deutschland and Scandinavia. They work efficiently and hand in hand on these transport operations. Customer support at local level in Italy is provided by the DBSR Rail Italia Services sales company. The Norwegian group Yara International ASA has been listed on the Oslo stock exchange since 2004. Yara is one of Europe’s leading fertiliser manufacturers and with its operation in Germany is the division’s second-largest fertiliser customer.

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**Plasterboard for Romania**

DB Schenker Rail transports plasterboard for building materials manufacturer Knauf from Mednikarovo in Bulgaria to Bucharest.

Construction and renovation projects are experiencing a boom in the new EU states Bulgaria and Romania. As a result, demand is growing in southeastern Europe for the plasterboard used in virtually every modern residential or commercial building.

Knauf KG, one of the world’s leading producers of plasterboard, supplies the Eastern European market from its plant in the Bulgarian town of Mednikarovo. The location has been chosen with care: in the immediate vicinity lies the country’s biggest thermal power station, the flue gas desulphurisation plant that produces large volumes of gypsum from flue gas desulphurisation daily. Knauf uses this specifically obtained and nature-identical gypsum from flue gas desulphurisation as a high-quality and environmentally friendly raw material for its products.

With growing demand, the company needed to reorganise the transportation of its products to Romania. Since the spring of 2011, DB Schenker Rail Bulgaria, in cooperation with its Romanian affiliate, has been transporting Knauf plasterboard from Mednikarovo to Bucharest. Every week two block trains, each comprising 13 class H special covered wagons, leave the Bulgarian plant bound for the Romanian capital, some 300 kilometres away. In addition to the factors of reliability and punctuality, the environmental aspect was another important point for Knauf because the plasterboard trains are replacing transport by truck.

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An integral part of plant logistics

At the Burghausen refinery and chemicals site DB Schenker Rail performs wide-ranging logistics services for OMV.

With sales totalling €23 billion and an almost 32,000-strong workforce OMV AG is one of Austria’s biggest companies and a leading crude oil and natural gas group in Central Europe. OMV operates its own refinery in Burghausen (Bavaria) and also holds a 45-percent stake in Bayernoil’s production sites in Neustadt and Vohburg. These three locations boast an annual processing capacity of 8.2 million tonnes, making up 43 percent of Bavaria’s total refinery capacity.

The Burghausen refinery possesses extensive railway sidings for bringing in supplies of raw materials and dispatching the finished products. DB Schenker Rail has been performing shunting services and carrying out loading operations at the site since 2000 and assumed responsibility for loading operations at the neighbouring tank storage facility in Feldkirchen in August 2004.

Between 2000 and 2011, the loading volume has virtually doubled from 700,000 tonnes of gaseous and liquid substances as well as petroleum coke to 1.3 million tonnes. The mainly flammable substances require a high degree of technical know-how from the employees. Only specially trained staff are deployed for this work, which requires regular further training.

The volume of work and range of tasks involved have developed in line with the refinery’s growth: “In the past ten years we have taken on more and more tasks and now, with 39 employees, we form an integral part of OMV’s plant logistics in Burghausen”,
CHEMICAL TRIANGLE

is the name given to
the area around
Burghausen in Bavaria
- and not for nothing.
The OMV refinery shapes
the skyline of the
industrial site (right).
The large photo shows a
benzene plant from an
unusual perspective.

explains Franz Dobler, the responsible key account manager in
the Chemicals/Petroleum/Fertiliser division.

“We take charge of the collection and delivery of block trains
from Wacker station to the new OMV ladder track and provide
the necessary traction unit, locomotive driver and pilotman”,
explains Franz Dobler, adding, “The plant gates are also served
by our shunter”. If necessary, the locomotive and its driver also
run the loaded and empty rolling stock into the OMV loading
facility and back again.

In addition to these operations DB Schenker Rail has been
entrusted with the responsible tasks of the railway operating
manager at the two OMV sites of Burghausen and Feldkirchen
and also provides the “authorised officer” required under the
Hazardous Materials Officer Ordinance.

“In DB Schenker Rail we have a partner who integrates into
our processes perfectly and supports and assists our growth”,
says Helmut Knebl of OMV. And because the OMV Group is
very happy with the services provided by DB, this collaboration
was recently extended until the end of 2012.

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GOLDBECK has already built more than 450 multi-storey car parks with over 150,000 parking spaces in total. The most recent project of the Bielefeld-based construction company involves a new multi-storey car park for Hanover-Langenhagen Airport, which offers parking for 2,800 cars on seven levels, accommodates a return point for hire cars and produces environmentally friendly electricity in a photovoltaic system. Demolition of the old building started in November of last year with its successor due to be commissioned only eleven months later.

The quick construction of the new building is possible thanks to the modular construction method for which GOLDBECK is well known: ceiling and wall structures, supporting elements and foundation assembly units are prefabricated by the company at its plants so that once they have reached the building site they simply have to be fitted. Thanks to this standardisation, GOLDBECK buildings achieve a high degree of functionality, energy efficiency and aesthetics together with a short construction period and low costs.

Logistics also play a significant role in this, however, because the parts are manufactured at GOLDBECK’s plant in the Czech town of Vrdy. As a full-load specialist, DB Schenker subsidiary TRANSA Spedition GmbH is responsible for the smooth supply of 15,000 tonnes of reinforced concrete to the building site within five months. DB Schenker Rail takes charge of the rail transport operation on the almost 600-kilometre-long main line, whereas handling and subsequent road haulage are organised by TRANSA itself.

On 600 special load carriers, known as flats, the bulky parts are conveyed from the Czech Republic to the Hanover-Linden Hafen transhipment station, where there is sufficient space for temporary storage. When the respective segment is needed, the TRANSA trucks take it to the building site just under 30 kilometres away. “As the leading European rail freight operator we can guarantee sufficient capacity and reliable transport services, including across borders,” explains Angela Westfahl, key account manager at DB Schenker Rail, adding, “Through our close cooperation with TRANSA it is possible to make just-in-time deliveries to the building site.”

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The crane can now do more
Stahlo has strengthened its handling facility in Haiger and hopes to increase its rail operations by 40 percent.

Stahlo Stahlservice GmbH & Co KG is one of Germany’s biggest independent steel service centres. Founded in 1983, the company offers an extensive range of steel products – including high- to ultra-high strength steels, cut shapes, formats, slit strip and steel coils – at its two Dillenburg and Gera sites.

For its transport operations, Stahlo relies on cooperation with DB Schenker Rail. The steel coils purchased around the world are handled at the Haiger freight office and then transported by truck to the production plant in Dillenburg.

The bad state of repair of the Haiger facility and the crane equipment’s 25-tonne coil weight limit resulted, however, in stagnating transport handling volumes, especially given that unit weights of up to 35 tonnes are now the market standard. In order to find a remedy for this situation, Stahlo leased a handling facility belonging to DB Netz on a long-term basis in the spring of 2010 and then upgraded it with the help of a grant from the federal government and the state of Hesse. The crane’s lifting power was greatly increased in the process.

According to Stahlo, this investment should result in a 40-percent increase in rail transport operations in the future. This is set to benefit not only Stahlo and DB Schenker Rail but also the environment, which is exposed to significant pollution from the road traffic in this region characterised by narrow valleys.

Containers for the region
K+S Transport is opening a new container train line between the North Sea ports and Göttingen.

K+S AG, one of the world’s biggest manufacturers of fertilisers and salts, has been working for years on the sustainable shifting of transport operations from road to rail. With its Baltic Train product the group’s logistics subsidiary, K+S Transport, has created its own rail logistics system. Trains operate from the North Sea ports of Hamburg and Bremerhaven to the terminals in Philippsthal on the river Werra, Beiseförth near Melsungen, Hanover-Nordhafen and Kas sel. The hub opened in Göttingen at the end of June now enables the comprehensive provision of container transport operations by rail to southern Lower Saxony, northern Hesse and northern Thuringia.

DB Schenker Rail is responsible for the rail services on the new route. The favourable timetable facilitates a complete container round trip from the North Sea ports to Göttingen and back again within just 24 hours. One departure per week and per direction is planned for the launch of the new line, with a second weekly train to follow shortly.

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Germany’s gateway to the world

At the 6th Northern Ports Conference held in Hamburg at the end of May, DB Schenker Rail presented new solutions for seaport-hinterland transport. Another key topic was the opening of the Jade-Weser port scheduled for 2012.

HINTERLAND VOLUMES FOR HAMBURG
In TEU million, on the land side

<table>
<thead>
<tr>
<th>Year</th>
<th>Volumes</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>5.5</td>
</tr>
<tr>
<td>2009</td>
<td>5.3</td>
</tr>
<tr>
<td>2010</td>
<td>4.7</td>
</tr>
</tbody>
</table>

Source: Hamburg Hafen Marketing

+13 %
-15 %

MODAL SPLIT FOR HAMBURG
In per cent of hinterland container traffic

<table>
<thead>
<tr>
<th>Year</th>
<th>Rail</th>
<th>Inland waterway</th>
<th>Road</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>37%</td>
<td>34%</td>
<td>35%</td>
</tr>
<tr>
<td>2009</td>
<td>36%</td>
<td>35%</td>
<td>34%</td>
</tr>
<tr>
<td>2010</td>
<td>35%</td>
<td>34%</td>
<td>35%</td>
</tr>
</tbody>
</table>

Source: Hamburg Hafen Marketing

PIT STOP:
In 2010, Rotterdam handled more containers than before the crisis - whereas the recovery in Hamburg, Bremerhaven and Antwerp was slower.
The container volumes being transported by Germany’s two biggest seaports, Hamburg and Bremerhaven, into the hinterland have almost reached the pre-crisis level again. The number of TEUs (twenty-foot equivalent unit) transported inland from Hamburg rose by 13 percent to 5.3 million in 2010. Over the same period rail transport managed to expand its share of this pie: 36.5 percent of the containers were conveyed by rail – 2.5 percentage points more than the year before.

Moreover, in a survey conducted by Prof. Ralf Elbert (Darmstadt University of Technology) in the run-up to the conference, the industry experts who took part predicted an average annual growth of 5.7 percent for rail freight transport from Hamburg to the German hinterland. The favourable aspects of this growth contrast, however, with the challenges involved. At the 6th Northern Ports Conference in Hamburg, DB Schenker Rail presented a range of measures to shipping companies, freight forwarders, shippers, operators and seaport terminals.

“In addition to close cooperation with our maritime partners and investment we are relying primarily on the intelligent use of resources and on the industrialisation of intermodal transport”, said DB Schenker Rail’s Director of Sales, Karsten Sachsenröder. Andreas Schulz – conference host and Head of the Intermodal division – expounded the concept further: “Industrialisation means that we synchronise, consolidate and sequence transport operations between the seaports and the hinterland. That gives our customers greater flexibility and operating reliability – including in international multi-modal transport.” For example, in the coming winter timetable DB Schenker Rail plans to provide its customer Polzug Intermodal GmbH with a shuttle train between Hamburg and Bremerhaven and the Poznań-Kórnik hub with a synchronised through service (see page 32).

The 35 experts taking part also discussed the role of the new Jade-Weser deep-sea port, to be opened in 2012 close to Wilhelmshaven, thus enabling the tide-unrelated handling of the largest container ships with a capacity of over 14,000 TEUs on the German coast. The Triple-E vessel class with 18,000 TEU capacity in scheduled operation between Europe and Asia is therefore likely to come into use from 2013, increasing the challenges for container inflow and outflow on the land side.

According to a survey conducted during the conference, 76 percent of the participants expect a significant shifting of containers from Bremerhaven to this new port – whilst the relevant shift from Hamburg is predicted to be only 53 percent and from Rotterdam just 21 percent. In order to analyse the future situation of the individual port locations more closely, the Northern Ports Conference decided to set up a work group on the effects of large container ships on port locations and their hinterland.

Last but not least, the topic of data flow was again on the agenda in Hamburg. The VESUHV project (VESUHV stands for: interlinking of seaports and rail-based hinterland transport operations to increase transport capacity by rail) has started work following the promise of funding from the Federal Ministry for Economic Affairs. Probably by the late summer of 2012, VESUHV will lay the foundations for an IT solution enabling improved plannability of imports and exports from containers in rail-based inter-modal transport. Enhanced data exchange along the whole maritime transport chain is intended to utilise the scarce port and hinterland resources more efficiently while reducing delays.

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Shuttle concept replaces shunters

A new transport concept is making container transport operations from Germany’s North Sea ports to Poland quicker and more reliable.

The Polish economy is humming, with experts predicting growth of some four percent for this year and next. This boom is accompanied by growing imports from overseas. Many of the containers bound for Poland initially land at Germany’s North Sea ports.

In the onward transportation of these containers the railways are competing with road haulage and feeder ships. However, the Polzug Intermodal operator, the market leader in intermodal transport operations between Western Europe and Poland, is relying on rail – and since its establishment in 1991 it has been trusting in the services of DB Schenker Rail.

The leading German rail freight operator has been sending container trains from Hamburg and Bremerhaven to the Poznań Franowo marshalling yard on a daily basis. Here the block trains are broken up and marshalled into new trains, which are bound for the economic centres of Warsaw, Łódź, Wroclaw and Katowice.

Polzug Intermodal is investing heavily in making container transportation by rail between Germany and Poland even more competitive. In Gadki, just under 20 kilometres south-east of the city of Poznań, the operator is currently establishing a new hub terminal, through which container transport operations will be handled even more efficiently from December.

In future, trains from Germany will no longer be broken up in Gadki – instead, the containers will be transhipped at the new hub terminal onto other block trains, which will then head for the Polzug terminals in Poland’s economic centres. Containers for the Poznań conurbation will be delivered from the hub terminal to customers by truck. “We believe that the new system will deliver faster transport times and increased predictability for our transport operations,” explains Walter Schulze-Freyberg, Managing Director of Polzug Intermodal, adding: “Now every shuttle train operates with its own fixed fleet of wagons, which means that we can manage the utilisation of individual trains even more efficiently.”

However, the technical requirements are rising at the same time. To ensure that transhipment functions smoothly, the shuttle trains have to arrive reliably and punctually. “Through collaboration with our subsidiary DB Schenker Rail Polska, from mid-December we can offer Polzug Intermodal transport operations from a single source, running from the German seaports to Poland,” notes Andreas Schulz, Head of the Intermodal division at DB Schenker Rail. “And thanks to the direct and quick communication channels thus created along the entire route, we will be able to meet the customer’s new and higher quality requirements in this regard,” he adds. To provide these efficient transport operations there are also five new locomotives which can operate on both the German and Polish rail networks and which DB Schenker Rail leases especially for the Polzug transport operations.

“This new production concept with its own shuttle trains represents a quantum leap for our container transport operations between the German seaports and Poznań and thus safeguards the competitiveness of what is still the most environmentally friendly mode of transport, in contrast to the truck and the feeder ship,” concludes Schulze-Freyberg.

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New railport in Gliwice

In Silesia, DB Schenker is creating a new steel platform for mining, iron and steel customers.

Some 1,000 km lie between the mining, iron and steel regions of Duisburg and Gliwice. With the new DB Schenker railport at the port of Gliwice long lead items can be transferred from road to rail, allowing DB Schenker customers to offer their recipients new just-in-time (JIT) delivery concepts.

The steel platform has a crane capacity for coils of up to 29 tonnes as well as sufficient warehouse capacity for temporary storage.

The DB Schenker Gliwice Railport is connected via the Silesian scheduled rail service, which operates three times a week from Senftenberg via Wrocław to Jaworzno-Szczakowa.

“The location is especially interesting to steel companies in the region and is already being used for transporting coils from Spain and Germany,” explains Heinz W. Weiss, Head of Forwarding Sales within the Steel and Coal division.

“There this new location we are expanding our range of Europe-wide door-to-door logistics services for our customers. We are thus consistently pursuing our strategy of further expanding and strengthening our presence in Europe with comprehensive logistics solutions,” adds Frank Wolter, Head of Railports and Logistics Services International in the Railports and Rail Projects unit.

“In conjunction with our regular and punctual scheduled rail service, the DB Schenker Railport in Gliwice represents an excellent addition to our range of services, especially with regard to individual wagons and groups of wagons with steel products,” explains Katarzyna Marciniak, Director of Sales at DB Schenker Rail Polska.

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Bits and bytes instead of paper and post

E-Invoice offers many advantages. Bayer MaterialScience is the first of DB Schenker Rail’s customers to make use of electronic invoicing.

As a major manufacturer of polymers and plastics, Bayer MaterialScience AG uses the services of DB Schenker Rail intensively. The many wagonloads which are on the move daily on behalf of the Leverkusen-based group keep not only transport and logistics experts busy. The accounts departments and mailrooms of both companies are kept occupied by the more than 10,000 invoices sent by DB Schenker Rail to Bayer MaterialScience every year.

Since July, Bayer has therefore been utilising the new service offered by DB Schenker Rail that enables customers to receive invoices in electronic form. E-Invoice, as the method is known, lightens the workload for both sides considerably: the sender no longer has to print out, put into envelopes, stamp and deliver the invoices, whilst the recipient receives less incoming mail and no longer needs to scan the documents concerned.

“In view of the large number of invoices, the cost benefits from reduced paper, postage and manpower add up,” explains Katja Gassner, who is responsible for billing methods at the DB Schenker Rail Customer Service Centre, adding: “The invoices also reach the addressee within a few minutes, whereas by post it can take up to three days.”

There is more to it than that: in addition to the option of receiving invoices in the form of signed PDF files, customers can also obtain XML data with a signature. This data can be scanned directly into the company’s software and processed. DB Schenker Rail is also flexible about the means of transfer: in addition to dispatch by e-mail, the data can also be stored on a server belonging to the recipient.

“E-Invoice means that the exchange of invoices, which has barely changed over the past century, has finally entered the modern age,” notes Gassner. “We believe that more and more customers will make use of this secure method, which is also recognised by the tax authorities, because the benefits are obvious: it reduces costs, saves time and is better for the environment,” she concludes.

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An innovation for the Polish market

At the Siersza power plant in Poland, DB Schenker Rail Polska and Innofreight recently unveiled an innovative solution for biomass logistics that will be particularly beneficial in the shipping of wood chips to biomass power stations. The container, known as the WoodTainer XXL, can be unloaded in just three minutes using a special forklift. In this way a total of 300 tonnes of wood chips can be handled per hour. The event was attended by some 120 guests, mainly from the energy sector, who were given a demonstration of the procedure and were impressed by the efficiency of the process and by the fruitful cooperation between DB Schenker and Innofreight. This autumn the two companies plan to launch their innovative solution for biomass logistics – which has already become established in a number of countries – onto the Polish market also.

Class 66 now also in Poland

DB Schenker Rail Polska is in the process of upgrading and modernising its fleet: for example, three class 66 diesel locomotives from the British DB subsidiary DB Schenker Rail UK have recently received certification to run in Poland. These six-axle locomotives, with their proven international track record and a power output of 2238 kW, are set to increase the quality and speed of the DB Schenker Rail Polska service. “These locomotives will consolidate our brand image and our strategy of being a premium supplier in the rail freight sector,” says DB Schenker Rail Polska head Hans-Georg Werner. “The class 66 locomotives will also optimise the diversity and efficiency of our fleet, and keep costs down.”

When locos become railfreight

In cooperation with DB Schenker Logistics and DB Schenker Rail Germany, DB Schenker Rail Polska recently brought nine brand new Traxx P160DC electric locomotives from the Bombardier factory in Vado Ligure (Italy) to Poland for the Polish rail operator Koleje Mazowieckie. Following the installation of Polish signalling and safety systems and certification by the authorities, the locomotives will enter regular service this autumn, pulling double-decker regional trains within the Warsaw metropolitan area. The new locomotives were inactive throughout their long journey from Italy to Poland via Austria and Germany, and consequently buffer wagons were employed to ensure adequate braking power.
Upping the ante in Southeast Europe

A new agreement opens up opportunities for freight traffic to Ukraine for DB Schenker Rail Romania

DB Schenker Rail’s Romanian subsidiary and the Ukrainian state railway company UZ have signed an interface agreement in Berlin in order to simplify cross-border freight traffic between the two countries. “This agreement lays the foundation for production-related cooperation at the three border crossings,” explained Dr Michael Hetzer, CEO of DB Schenker Rail Romania, at the signing of the agreement with deputy UZ director Pjotr Naomenko.

The agreement, which was signed for an indefinite term, applies for all freight types, removes the need for additional locomotive certifications, and regulates operational and commercial administration for cross-border traffic – at the Romania-Ukraine external EU border this additionally involves the switch between standard gauge and Eastern European broad gauge. This makes DB Schenker Rail Romania one of the few rail transportation companies in Romania that is able to cooperate directly with Ukraine’s state rail company.

Up until now, only small volumes of freight have been transported over this border by rail, but DB’s subsidiary in Bucharest has its sights set on new automotive business: an internationally active manufacturer is currently looking at alternatives for transportation between its factories in Pitesti, Romania and Samara, Russia, transiting through Ukraine.

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DB Schenker Rail UK earns ‘Most Sustainable Transporter‘ title

International Produce, the logistics subsidiary of the British supermarket chain Asda, has designated DB Schenker Rail UK its most sustainable transporter. The UK’s leading rail freight operator has secured the Most Sustainable Transporter award for transporting fruit imported from South Africa, which is conveyed by rail from the port of entry to International Produce’s distribution centre in Wakefield, Yorkshire. Asda operates over 350 supermarkets in the UK and has been part of the Walmart Group since 1999.
Future prospects

In 2025 logistics will function globally in a networked and efficiency-optimised manner. Standardised information on production, demand and traffic will be evaluated in real time and transport capacities scheduled regardless of national borders. Market integration and the EU’s climate targets can be achieved through investment in an efficient infrastructure and innovative logistics concepts.

**INTERMODAL RAILPORTS**
The intermodal transport chain becomes faster and more efficient through railports, with new loading systems cutting standing times considerably.

**RANGE THROUGH HYBRID DRIVE**
Developments in vehicle technology make possible the bridging of railway sections without overhead wires. Transportation by rail becomes more flexible and opens up rural areas more effectively.
Innovative logistics concepts ensure that the flows of goods arrive at the right location at the right time. A climate-friendly and highly efficient rail-based logistics chain to the recipient makes a long-term contribution to reducing environmental pollution.

Technical hurdles in cross-border transport are dismantled and multi-system rolling stock enable rail freight transport without delays, including across national borders.

Targeted IT support enables scheduling and customer information in real time. Customers are ensured increased planning predictability at an early stage while transporters achieve improved train utilisation.

Investment in the standards required and subsidised by the EU, such as ETCS, ERMTS and the Galileo satellite system, make rail transport more efficient and more international while increasing both safety and capacity.

REAL-TIME SCHEDULING

SATELLITES STEERING TRAFFIC

BORDERLESS LOGISTICS

CLIMATE-FRIENDLY LOGISTICS
Marcus Lenz, 37, spent three months this year in the State of Qatar. Here he reports on his work – and especially his personal experiences – in the capital, Doha.

When my superiors asked me if I would be willing to spend three months supporting our colleagues at DB – International GmbH in the development of the logistics plan required for the Qatar Railways project, I did not hesitate to agree.

This is currently the largest construction project of its kind in the world. The plan includes both an underground and a long-distance rail system. With the football World Cup in mind, the project is due to be completed by 2022. Furthermore, the scale of this project exceeds that of any logistics plans I had worked on before: the volume of earth to be shifted is roughly equivalent to 40 times the size of the Great Pyramid of Giza, and the amount of steel needed is about the same as 150 Eiffel Towers.

In contrast to Germany, foreigners form the majority of Qatar’s population. About 80% of people there are migrant workers or foreign specialists involved, as I was, in one of the numerous construction and infrastructure projects. I realised this as soon as I arrived in April. You are dealing with colleagues from all over the world on a daily basis – expatriates, as they are known, or expats for short.

This situation also enabled me to find my feet quickly: my colleagues gave me a warm welcome and helped me get to grips with the project. We met up frequently outside work for group outings or to play football or other sports. We also had barbecues on Fridays or Saturdays – the Arab weekend – because Sunday marked the start of the new working week. In addition, of course, I made a point of using my spare time to learn more about the country, its people and their culture – the best way to do this was to visit the bazaar or, for example, the Museum of Islamic Arts.

When the temperature hit a humid 50 degrees my daily consumption of water or tea rose to about six litres; fortunately, our air-conditioned office always had an ample supply of drinks available. However, whenever I left my office and went out into the open, the heat hit me like a wall and I automatically began moving more slowly. Such extreme conditions meant that I preferred to spend my time in places that had air-conditioning: the office, the hotel, the car and – when I was off duty – the shopping malls. When I was there, the air-conditioning was not the only thing that made me forget that I was in the Orient.

Smart international shops create a Western ambience, and in many of them the design creates the illusion of being in Europe. The “Villaggio” shopping mall, for instance, boasts a recreation of Venice, complete with canal and gondolas. You also encounter many Qataris here, because shopping is one of their favourite pastimes.

Qatar is building a new future for itself with enormous investment in education, business and infrastructure: it is not only preparing for the 2022 football World Cup but also for the period after the oil and gas boom and for an expected population growth of 50 percent in the next 15 years.

For me personally, Qatar – after two years in Singapore, where I had worked for DB Schenker Logistics – provided another interesting spell of international professional experience.
Save the Date

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

**11–14 October**

in Amsterdam (Netherlands)
The Construction Materials, Industrial and Consumer Goods division will be represented at the **PPI Transport Symposium.**

[www.transportsymposium.com](http://www.transportsymposium.com)

**12–14 October in Gdańsk (Poland)**

TRAKO is the most important railway trade fair in Poland – and it goes without saying that our subsidiary DB Schenker Rail Polska will have a stand there.

[www.trakofair.com](http://www.trakofair.com)

**19–21 October in Berlin (Germany)**

DB Schenker Rail and DB Schenker Logistics will be represented at the **28th German Logistics Congress.**

[www.bvl.de](http://www.bvl.de)

**27–28 October in Hamburg (Germany)**

DB Schenker will be co-hosting the **Market Place Seminar “Rail Hinterland”** in the city on the Elbe.

[www.marketplaceseminar.org](http://www.marketplaceseminar.org)

The 05/11 issue of railways will be out in December.

Award for railways

railways is among the best B2B publications in the Transport, Logistics, Automotive category. At the biggest European competition for Corporate Publishing, the BCP Awards 2011, DB Schenker Rail’s customer magazine was awarded a silver medal. “For us this is both a reward and an incentive”, commented the Managing Director of G+J Corporate Editors, Soheil Dastyari, at the award ceremony in Hamburg. The subsidiary of Europe’s biggest magazine publishers Gruner + Jahr has been producing railways on behalf of DB Schenker Rail since the start of 2010. “Making it to the podium at the first attempt is a pleasant surprise for me”, stated Hendric Fiege, Head of Marketing at DB Schenker Rail, adding: “I am happy that railways is popular not only with our customers but also with the demanding and independent BCP Awards jury.”

HIGH SPIRITS: Gala event for the BCP Awards ceremony at the Hamburg Grand Elysée Hotel. On the photo above Project Manager Kirsten Häcker (left) and the Head of Marketing Communications, Annette Struth, who are in charge of railways at DB Schenker Rail.
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