

# railways

THE DB SCHENKER RAIL CUSTOMER MAGAZINE

**DB** SCHENKER

NO. 02 | 12

## NORTH RAIL EXPRESS

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# Service & quality

DB Schenker Rail is shifting focus – on being closer to its customers, on greater efficiency and greater punctuality

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## A passion for steel

**E**very coil is different, and each one has not only a number, but also a story," says Anton Blaj. The 54-year-old loadmaster at the state-of-the-art continuous casting and rolling plant operated by ThyssenKrupp Steel Europe in Duisburg-Bruckhausen has a passion for steel, especially for flat steel rolled onto a huge coil. "Our crane here can lift 45 tonnes, but out of consideration for our customers' cranes, our coils weigh between 22 and a maximum of 36 tonnes." 26 special goods wagons fit the two loading

platforms in the shed. In general, four freight trains are loaded with the heavy semi-finished product each day, which ThyssenKrupp Steel Europe supplies to the automotive, electronics and construction industries for further processing. Last summer saw the plant, which was opened in 1999, produce its 20 millionth tonne. "When production is running at full speed," Anton Blaj explains with a touch of pride, "our daily output here is 6,800 tonnes." **ok** ■

Cover illustration: Nils Kasiske c/o kombinatrotweiss.de / Photos: Michael Neuhaus; Kai Hartmann/Deutsche Bahn AG



## Heavier, higher, further

*As the athletes gear up for the Olympics in London, we have already finished our preparations for the summer games, having taken some 4,000 goods wagons to the venues in and around London carrying a total of around three million tonnes of construction materials.*

*That's why we alter the Olympic motto slightly, changing it to higher, further, heavier – then the sporting creed can apply to us here at DB Schenker Rail, too.*

*We have gone higher, 1,370 metres above sea level to be exact, over the Brenner, the two reasons for which are illustrated by a large infographic in this issue of railways. And we want to take our customers further, by optimising our processes and increasing quality and service throughout the entire line. You can find out more in the Focus section from page 8 onwards.*

*I wish you an exciting read!*

*Best regards,*

**Axel Marschall**

Member of the Management Board  
DB Schenker Rail

# 08 Cover story: Service and quality

DB Schenker Rail is shifting focus – on being closer to its customers, on greater efficiency and greater punctuality

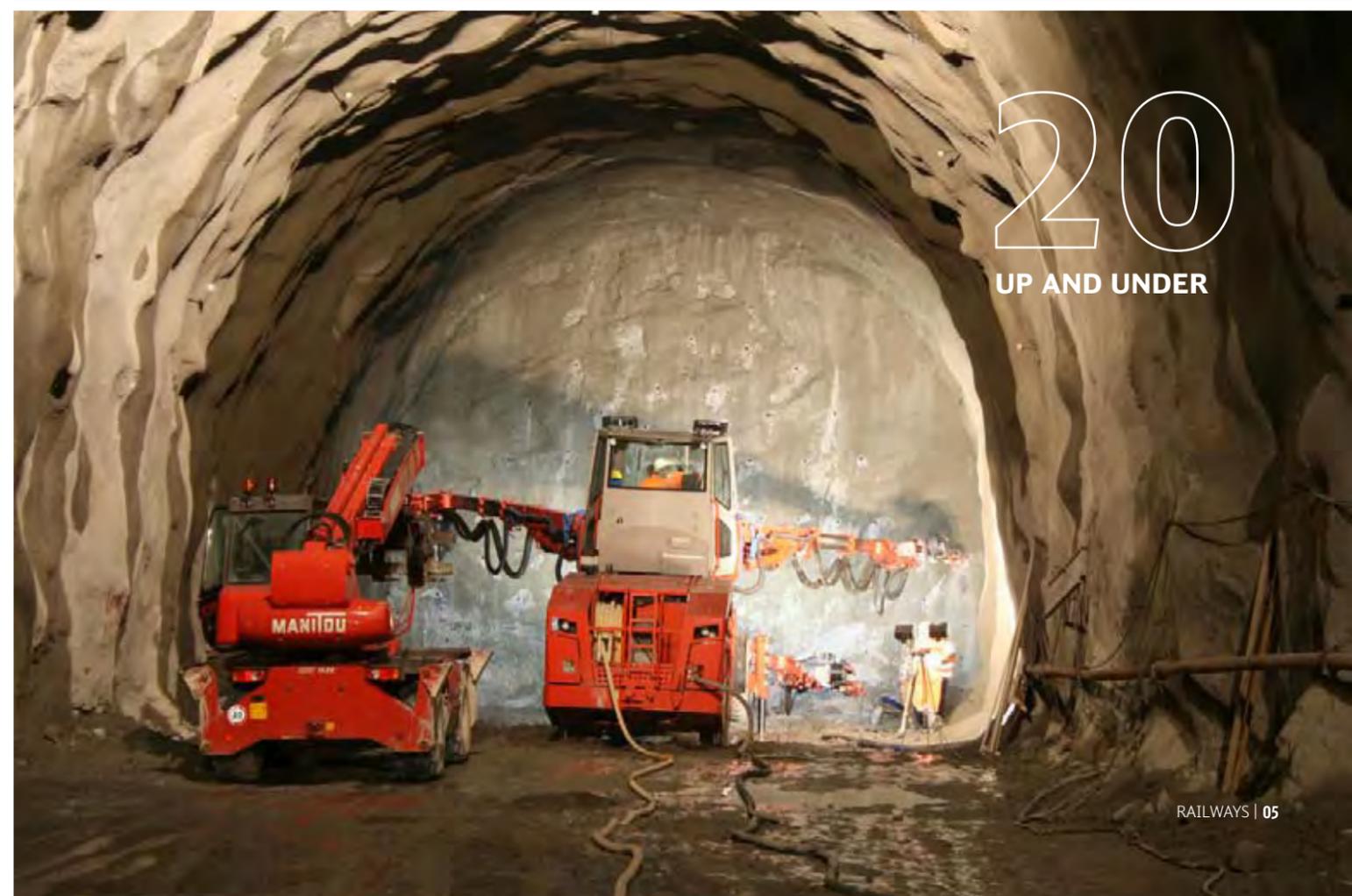
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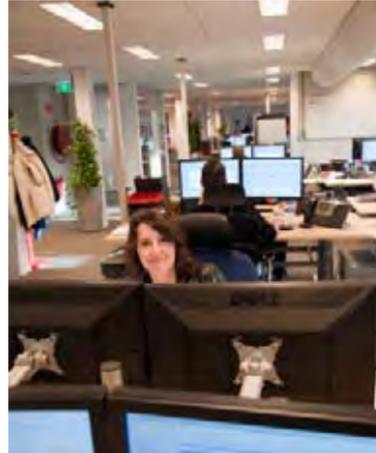
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Photos: BBT PR; KircherBurkhardt



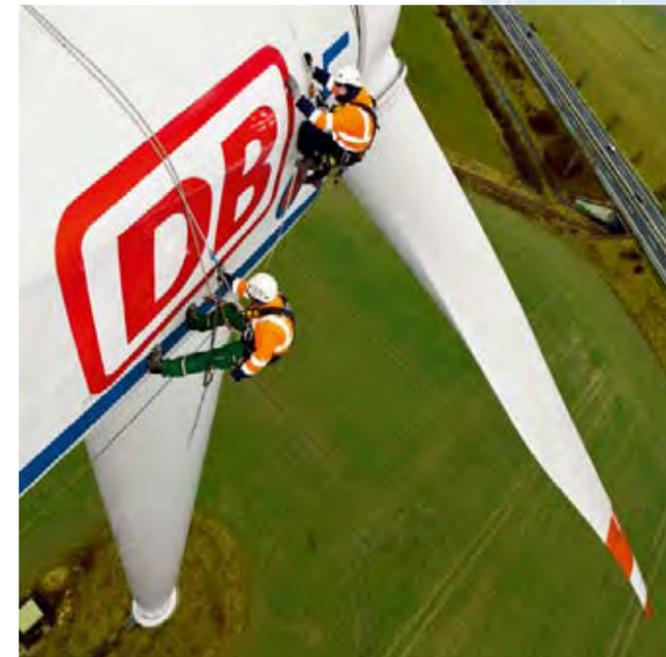
**ROTTERDAM/THE NETHERLANDS**  
**IT'S ALL UNDER ONE ROOF**

DB Schenker Rail Nederland's National Operations Center (NOC) opened in Kijfhoek near Rotterdam in January. It houses the customer service centre as well as administration and dispatch all under one roof, whereas they had previously been spread across several sites throughout the country. At the same time, a team structure has been introduced, which is geared towards customer industries. The aim is to improve customer services with, for example, more proactive communication, better coordination of the parties involved and shorter reaction times. The foundation of the NOC contributes to the unification of the structures of the various national DB Schenker Rail companies and meets the requirements of the EUROM quality offensive (see also page 14). *dv*

**DÜSSELDORF/GERMANY**  
**WINE BY TRAIN**

DB Schenker Rail is extending its commitment to wine logistics. The company has presented transport solutions from export countries Spain, Italy and France at the ProWein trade fair in Düsseldorf for the first time - working in partnership with the DB Schenker Logistics Vine & Beverage specialist division. Throughout Europe, customers can make use of individual transport logistics services: for example, bottled wine can be transhipped in the southern railports and sent by rail for the long journey to Germany - or even Russia or the UK. This provides the industry with a climate-friendly and reliable alternative. *ok*

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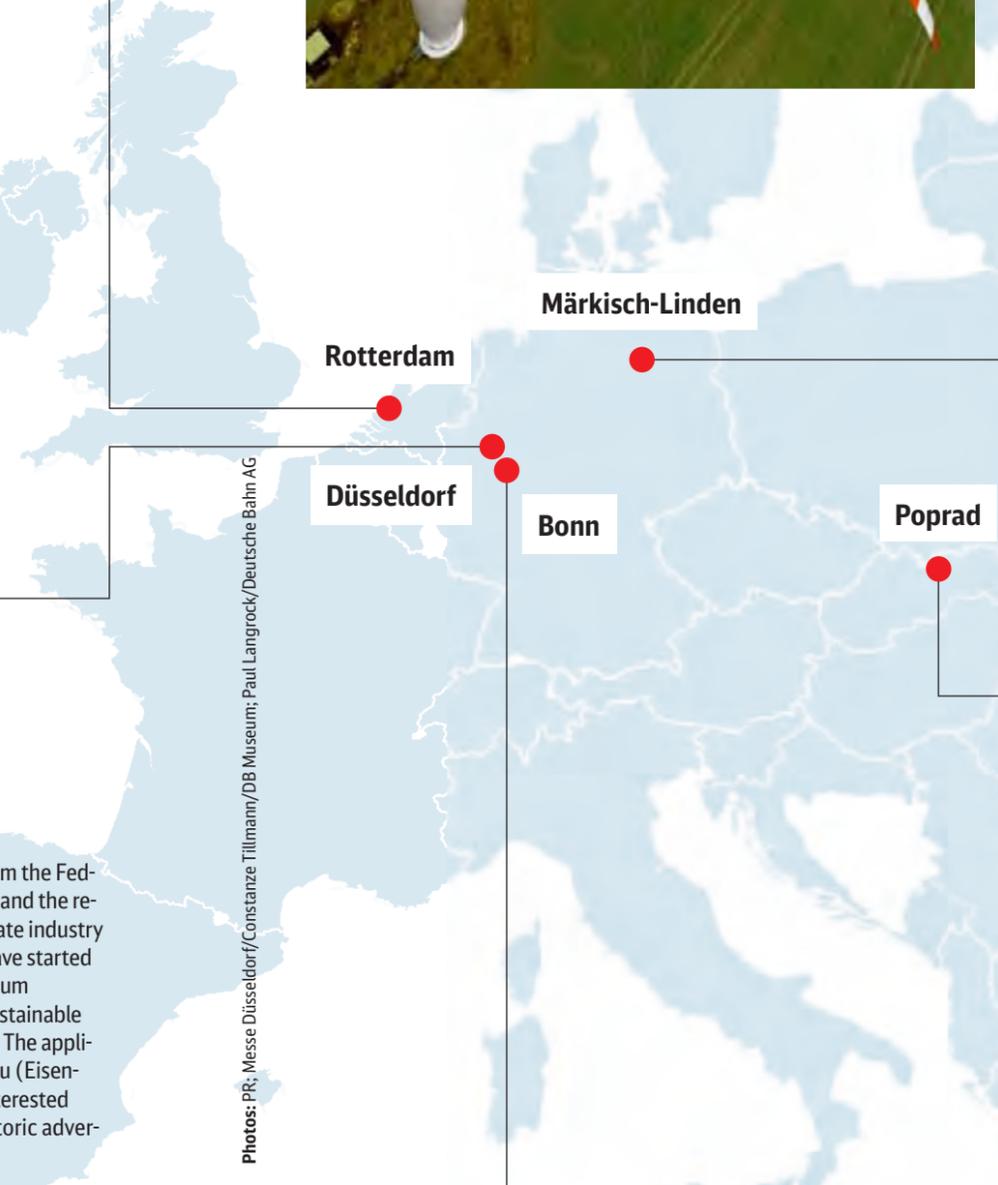
**MÄRKISCH-LINDEN/GERMANY**  
**TAIL WIND FOR FREIGHT TRAINS**

DB wants to increase the proportion of renewable energy in its "railway power mix" from around 22 per cent to at least 35 per cent by 2020. Since March 2010, 20 wind turbines in Märkisch-Linden in Brandenburg have been delivering green electricity exclusively for the Deutsche Bahn, with a further 13 windmills turning in Treuenbrietzen (Brandenburg) and, since November 2011, in Elsdorf (Lower Saxony). Together, these plants can produce around 104 gigawatt hours, saving 51,000 tonnes of CO<sub>2</sub> each year. Industrial climbers are employed to maintain them, for example checking the exterior of the head for tears and damage. The photo shows two experts with a head for heights working 85 metres up on a DB wind turbine in Märkisch-Linden. *ok*



**POPRAĐ/SLOVAKIA**  
**NEW WEIGHTLIFTERS FOR THE STEEL INDUSTRY**

This year, DB Schenker Rail is buying 250 new freight wagons for the heaviest loads. The six-axle Samms-type wagons will primarily be used for the German steel industry to carry steel slabs and rods. Unlike the older wagons of this type, the new additions can carry heavier loads, namely 105 tonnes instead of just 89 tonnes - at least on lines that are suitable for high axle loads of more than 22 tonnes. The investment is part of DB Schenker Rail's modernisation strategy. The new wagons, which have a load length of 15 metres and a load width of 3.09 metres, are built by Tatra-vagonka in Poprad, Slovakia. *ok*



Photos: PR; Messe Düsseldorf/Constanze Tillmann/DB Museum; Paul Langrock/Deutsche Bahn AG



**BONN/GERMANY**  
**SUPPORT FOR PRIVATE PLATFORM LINKS**

Companies that invest in a new private platform link can apply for public subsidies from the Federal Railways Bureau. Support is also available for the extension of existing platforms and the re-commissioning of mothballed platform links. The prerequisite is that with purely private industry financing, the platform link would not be economical. The building works must not have started when the application is submitted and the support contribution must exceed a minimum threshold of €15,000. All measures must be associated with anticipated actual and sustainable handling of freight transport by rail, which would not occur without the platform link. The applicant must provide evidence of the expected traffic levels. The Federal Railways Bureau (Eisenbahn-Bundesamt, Vorgebirgstraße 49, 53119 Bonn, Germany) offers free advice to interested companies. Further information can be found at [www.gleisanschluss.info](http://www.gleisanschluss.info). Left: A historic advertising poster for private platform links from 1960. *ok*

# Setting the course for the future

More satisfied customers, sustainable economics: these are just two of the aims that DB Schenker Rail has set itself for the coming year

**R**ail freight transport is and remains a growth market. Ongoing globalisation with growing transport distances, as well as huge trends such as climate change, sustainability and the continuing increases in crude oil prices, are raising the competitiveness of the environmentally friendly and largely electric railways. Between 2003 and 2011, rail transport's market share of the German freight transport market rose from 15.7 to 17.6 per cent according to the Federal Bureau of Statistics.

DB Schenker Rail (DBSR), as German and European market leader, increased its transport performance in 2011 – compared with the crisis year 2009 – by almost 20 per cent (see table). However, despite growing traffic volumes and greater utilisation, DBSR is still not into the black in its core market in Germany and remains behind its self-imposed targets regarding quality.

With this in mind, DB Schenker Rail is now setting its course for the future – and also its customers' interests. Staying loyal to its own motto, "First choice for rail network solutions in Europe", the company has begun optimising quality and service, the expansion of the European network and its sustainability. The measures it has developed are focused on the aim of putting rail freight transport in Germany on a sustainable economic footing, making it attractive for investment.

With the new Netzbahn business model, DB Schenker Rail will be making a new start on production and sales, to increase quality, service and eco-

nomy for the long term. Customers will benefit from this in a number of ways:

- Strict transport plans make it possible to plan dispatch, running and reception times better and to make them more reliable.
- The ordering process with online support will be more transparent and will allow rapid and proactive information in the event of any problems.
- It will be possible to book transport capacity earlier than is currently offered.
- Wagon availability will be increased thanks to faster wagon turnarounds.

The essential requirement for stable planning and implementation is a new, IT-based capacity management system. Using this, it will be possible to check whether there is sufficient capacity available for the consignment booked during the booking process – and also to check what alternatives may be possible. DB Schenker Rail will provide its customers with active support to adapt their software to accommodate the new processes.

*Read more:*

in our special Service & Quality section from page 10 onwards. That's where Alexander Hedderich, CEO of DB Schenker Rail, answers questions posed by railways. We introduce EUROM on pages 14/15. After successful trials, our international production and transport management system will be rolled out across Europe by 2013. *ok* ■

#### BIRD'S EYE VIEW:

Rail freight transport, together with other transport media, forms a powerful web. More than ever before, it is controlled by modern IT systems, and transports are becoming more efficient and more transparent for customers. Hamburg illustrator Nils Kasiske has visualised the modern processes for railways, in this issue's focus on service and quality up to page 15.

## Comparison of key performance figures for 2009 and 2011

| DB Schenker Rail                               | 2009   | 2011    | Difference |
|--|--------|---------|------------|
| Transport performance (Million ton kilometres) | 93,948 | 111,980 | + 19.2%    |
| Trains per day                                 | 4,739  | 5,261   | + 11.0%    |
| Load per train (tonnes)                        | 484    | 513.6   | + 6.1%     |
| Average transport distance (km)                | 275,5  | 272     | - 1.3%     |

Source: DB Mobility Logistics AG, Data & Facts 2010 and 2011

# Our claim for 2012: greater reliability and quality

Alexander Hedderich, CEO of DB Schenker Rail, speaks to *railways*.

*Mr Hedderich, "Europe's best choice for transport solutions on the rails" - this is DB Schenker Rail's claim and the aim. What's in it for your customers?*

Alexander Hedderich: That they take centre stage and that they get the quality of service they expect from us. We would like to provide a strong range of products from a single point of contact throughout Europe. That's why we consistently pursue our objective of becoming the first real European goods railway, turning a European patchwork into a European network. We also want to invest in this business in the future, for example in new goods wagons. And we'd like to support our customers in improving their ecological footprint by providing the most environmentally friendly means of transport.

*What individual aspects are you looking to improve?*

Let's take international transport. In the past, wagons disappeared into a "black hole" once they crossed the border. Because foreign rail companies took over responsibility and efficient tracking and tracing simply didn't exist, we were often unable to fully keep track of the routes. We have set up a new European production and transport management system (EUROM). This means that there is now a central entity that can manage and monitor transports over their entire route. It enables us to improve the quality and create greater transparency for our customers as well as take on responsibility from origin to destination across national borders.

**"Our aim is to react promptly to the growing demands of the market"**

ALEXANDER HEDDERICH

*One of DB Schenker Rail's most significant plans is the new Network Railway business model. What does it entail?*

DB Schenker Rail is working on a number of building blocks in order to improve its quality and service. One of the most important areas is the modernisation and optimisation of our business model in Germany. We made a start on this comprehensive plan back in 2010 and the model should be completely in place by 2015. Our aim is to react promptly to the growing demands of the market: with this new structure, we will link together the production systems for single wagon and block train traffic that exist parallel to each other today. Transmission streams are bundled into one integrated network and carried out following a stringent plan. With the introduction of a new capacity management and booking system, we can give our business the push it desperately needs, enabling us to be more reliable and to improve the transport planning for our customers.

*To what extent will your customers benefit from the new business model?*

We have opted for the Network Railway concept, because we are convinced of the benefits for the customer. Our customers will be able to plan ahead with us: after booking, and once capacity has been checked, each consignment is allocated an indi-

vidual transport plan, which is binding for both DB Schenker Rail and the customer. To ensure that we can rely on this transport plan, consignments will be dispatched across the network in strict compliance to it. A reliable incident management system will be introduced to deal with any failures that may occur. We maintain a close exchange with our customers to enable us to react flexibly and close to the markets.

*Have you already had any responses from customers? How will you convince your customers of the new business model?*

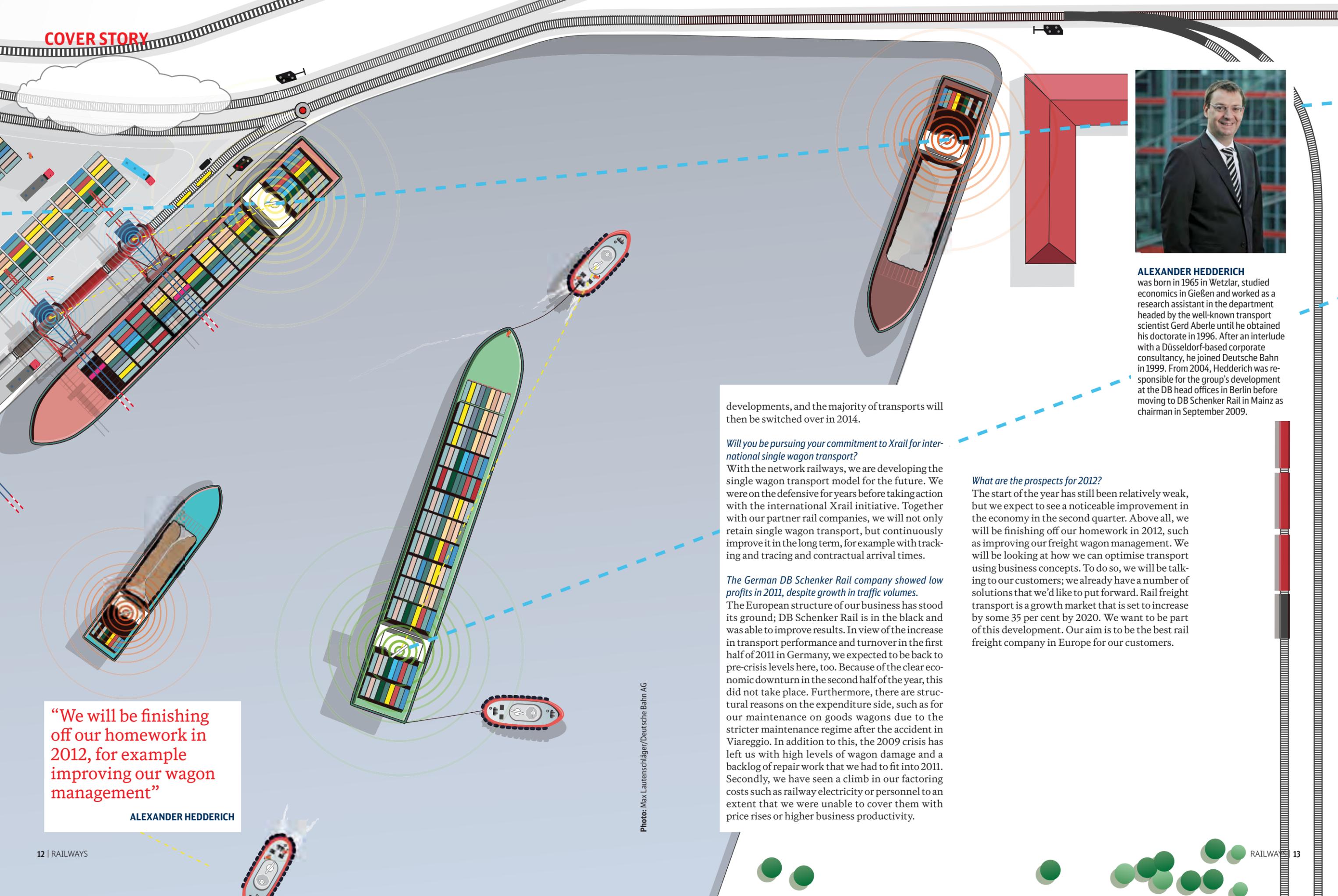
The most important prerequisite is the willingness on part of our customers to accompany us on this path to more quality and reliability. To this end, we have initiated dialogue with first customers. Over the next few months, these talks will be intensified and extended to all of our customers. We will also provide our customers with the best possible support for the adjustments that are needed.

*Are there any role models that the new DB Schenker Rail business model can draw on?*

Yes, the North American goods railways introduced a similar business model some 10-15 years ago and it is running exceptionally well.

*When and how will the "Network Railway" begin?*

A change like this needs to be well-prepared, which is why the new business model will only be introduced on a gradual scale. We will include our customers and staff in this process to ensure that they are actively involved. We will inform all our customers of our plans at individual meetings - we already made a start on this last year. It's also an important learning process for us; we take objections into account and work together to achieve solutions that are acceptable on both sides. Then in the autumn, we'll be taking the first practical steps towards booking and capacity management. With this planned run-up, we will allow space for the necessary IT and process implementation



“We will be finishing off our homework in 2012, for example improving our wagon management”

ALEXANDER HEDDERICH

developments, and the majority of transports will then be switched over in 2014.

*Will you be pursuing your commitment to Xrail for international single wagon transport?*

With the network railways, we are developing the single wagon transport model for the future. We were on the defensive for years before taking action with the international Xrail initiative. Together with our partner rail companies, we will not only retain single wagon transport, but continuously improve it in the long term, for example with tracking and tracing and contractual arrival times.

*The German DB Schenker Rail company showed low profits in 2011, despite growth in traffic volumes.*

The European structure of our business has stood its ground; DB Schenker Rail is in the black and was able to improve results. In view of the increase in transport performance and turnover in the first half of 2011 in Germany, we expected to be back to pre-crisis levels here, too. Because of the clear economic downturn in the second half of the year, this did not take place. Furthermore, there are structural reasons on the expenditure side, such as for our maintenance on goods wagons due to the stricter maintenance regime after the accident in Viareggio. In addition to this, the 2009 crisis has left us with high levels of wagon damage and a backlog of repair work that we had to fit into 2011. Secondly, we have seen a climb in our factoring costs such as railway electricity or personnel to an extent that we were unable to cover them with price rises or higher business productivity.

*What are the prospects for 2012?*

The start of the year has still been relatively weak, but we expect to see a noticeable improvement in the economy in the second quarter. Above all, we will be finishing off our homework in 2012, such as improving our freight wagon management. We will be looking at how we can optimise transport using business concepts. To do so, we will be talking to our customers; we already have a number of solutions that we'd like to put forward. Rail freight transport is a growth market that is set to increase by some 35 per cent by 2020. We want to be part of this development. Our aim is to be the best rail freight company in Europe for our customers.



**ALEXANDER HEDDERICH** was born in 1965 in Wetzlar, studied economics in Gießen and worked as a research assistant in the department headed by the well-known transport scientist Gerd Aberle until he obtained his doctorate in 1996. After an interlude with a Düsseldorf-based corporate consultancy, he joined Deutsche Bahn in 1999. From 2004, Hedderich was responsible for the group's development at the DB head offices in Berlin before moving to DB Schenker Rail in Mainz as chairman in September 2009.

Photo: Max Lautenschläger/Deutsche Bahn AG

## European quantum leap

EUROM makes decisive improvements to the quality of international transport. After successful trials, international production and transport management will now be rolled out across Europe.

Up to now, the arrangement of cross-border rail freight transport has often been a complex task with many unknowns. “Many responsibilities, interfaces, differing processes and gaps in regulations have made the system non-transparent and inflexible,” Thomas Streicher and Stig Kyster-Hansen agree. “In future, EUROM will be a central body to control transports over the entire route – and make transport more punctual and transparent for our customers.”

Streicher, who is responsible for the extension of the pilot project, and Kyster-Hansen are closely associated with the new processes. Since December, the EUROM processes have been put to the test in real intermodal transports on the north-south axis between Denmark, the Netherlands, Belgium and Italy. After five months, Kyster-Hansen rates the outcome as positive: “We have already seen a sustained improvement in punctuality and arrival predictions, despite the fact that the majority of the structures that EUROM will rely on still need to be created,” says the manager. Customers who were involved in this pilot project confirm this analysis: “EUROM also helps us to respond quickly and effectively to disruptions,” says Angelo Barbone of the Swiss intermodal operator Hupac. “As a result, we were able to react promptly to the strikes in Italy last winter and avoid

having any trains at a standstill.”

### Complete responsibility from origin to destination

The heart of EUROM is the European Operations Center (EOC). Split into industry teams, it will manage all European transport across all borders from Frankfurt am Main and Duisburg. “This means that the previous relay system, in which responsibility for a transport operation was handed over at every international border, can be replaced,” explains Kyster-Hansen. “There is now just one customer services contact for the entire trip, who has all the relevant information and complete responsibility for any given transport from origin to destination.” Short-term European transports will also be coordinated in EUROM: an international production platform has enabled unified pre-checks to be carried out – standardised procedures that check the availability of all the necessary resources across international borders well in advance so that they can be firmly booked.

If it is to fulfil its tasks, EUROM needs, above all, information. It acquires this information from the new IT system, “Train Control Europe” (TRACE), which shows the position of every train on the entire European mainline networks for all the rail companies involved. Disruptions, their

“EUROM also helps us to respond quickly and effectively to disruptions.”

ANGELO BARBONE

causes and new arrival predictions are visible immediately, and EUROM can take action and inform the customer without any time delay. Finally, the EOC also provides European quality assurance, which uses the information from TRACE to continually improve production planning.

From now on, these structures will be successively expanded. After intermodal transport on the north-south axis has already been incorporated into the system, the automotive team will start work in May, with the other industry teams and transport corridors to follow over the next few months. The international production platform for the management of short-term transport will be launched in July. EUROM is set to be fully functional across all country borders and industry sectors by 2013.

dv ■

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Photo: private



**RELAY:** Seven engine drivers take the North Rail Express to Narvik; Ture Töryä drives the last leg.

**RIKSGRÄNSEN:** This is the name of the station to the north of the Arctic Circle, where the North Rail Express runs from Sweden into Norway shortly before reaching its destination in Narvik.



**NORTHWARDS:** In Oslo, containers and trailers are loaded onto the train heading to Narvik (left and below).



**SOUTHWARDS:** On the return journey, the refrigerated containers are loaded with freshly caught fish, primarily salmon.



## Fisherman's Friend

The North Rail Express runs from Oslo to the Norwegian Arctic five times a week. The contract for the train has now been extended for a further year.

The wind whips snowflakes against the front windscreen. Engine driver Ture Töryä squints his eyes. Somewhere in the whirl of white, a green or red dot will appear – the next signal. Töryä and the 40 containers behind him have almost reached their destination. He constantly needs to slow down his train and its 1,600 tonnes of freight on this steep downward section, because the line runs from the mountains down to Narvik, the permanently ice-free mineral port on the North Sea. The end of a business trip above the Arctic Circle at a latitude of 68 degrees north.

The longest continuous rail freight link in Europe is also one of the most extreme. The DB Schenker North Rail Express connects the Norwegian capital Oslo with Narvik in the far north of the country five times a week. It's a journey of almost 2,000 kilometres, running largely through Sweden. Since Janu-

ary 2011, Norway's Schenker AS has been working with the Intermodal division of DB Schenker Rail and the Swedish freight line Green Cargo to operate this train, which supplies almost half a million people in northern Norway with medicines, flowers, oranges and even cars.

"At over 95 per cent, utilisation is so good that the contract has been extended by a further year," says Ulrich Sontheim, Continental Accounts team leader in the Intermodal division. "The experiences of the last few months have been used to introduce a range of measures to make the North Rail Express perform even better and more reliably." For instance, a second locomotive now ensures that the 520-metre-long container train can be loaded with up to 1,600 tonnes – a capacity increase of up to 60 per cent. The Norwegians have also altered the timetable. The train now arrives at its destination in less than 27 hours, an hour earlier

than previously. The experience of the Arctic winter has enabled our staff in the Intermodal division and DB Intermodal Services to extend maintenance for rolling stock and improve spare parts supplies. Temperatures, which often fall below minus 40 degrees, primarily affect wheelsets, meaning that they have to be replaced frequently.

Temperature-sensitive goods are protected by state-of-the-art technology. On the inside, the containers are divided into two chambers – their temperatures can be controlled completely independently. If the heating or cooling systems should fail, an automatic warning SMS is sent to the head office in Oslo, enabling a repair to be arranged at the next stop.

Heating is generally superfluous on the return journey from Narvik to Oslo. On those journeys, the North Rail Express mainly carries fish – cod, mackerel, herring, monkfish, and primarily salmon – for

connoisseurs throughout Europe and the rest of the world. In the short northern summer, Ture Töryä has a brief respite from his fight against snowflakes and the eternal darkness of the Arctic winter. On 21 June, with the midnight sun's rays on his face, his journey to Narvik stays light, even at night, until August.

dv ■

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Photos: KircherBurkhardt



TSTG from Duisburg supplied the rails for the railway network on the other side of the Pyrenees.

## Single wagons seamlessly through France

Since 2010, our neighbour country has been linked to the German single wagon system. Using this connection, wagons and wagon groups are frequently sent to a number of French destinations.

**D**uisburg-based TSTG Schienen Technik GmbH & Co. KG supplied the rails for the expansion of the Spanish railway network last year. The DB Schenker Rail Mediterranean Shuttle runs to Port Bou on the French-Spanish border, where the rails are transferred onto broad gauge wagons by Railport partner Cadefer and delivered promptly to the construction site. This facilitated just-in-time delivery of the rails over a distance of 1,400 kilometres. “It was important for us to have a partner who could offer reliable transport, even for international consignments,” says Virginia Martin Pelegrina of TSTG. “The Mediterranean Shuttle was the ideal solution for us.”

Over the last few years, the one direct train to the south of France has become a wagon group system that connects a number of destinations in France directly to the German single wagon system. For smaller transport volumes and irregular frequencies, DB Schenker Rail and its French subsidiary Euro Cargo Rail (ECR) can also offer the right solution for their customers.

The majority of the wagons come from shippers in Germany, although freight companies from other European countries also send their consignments via the system. In addition to the Mediterranean Shuttle, which runs to Perpignan twice weekly and on to

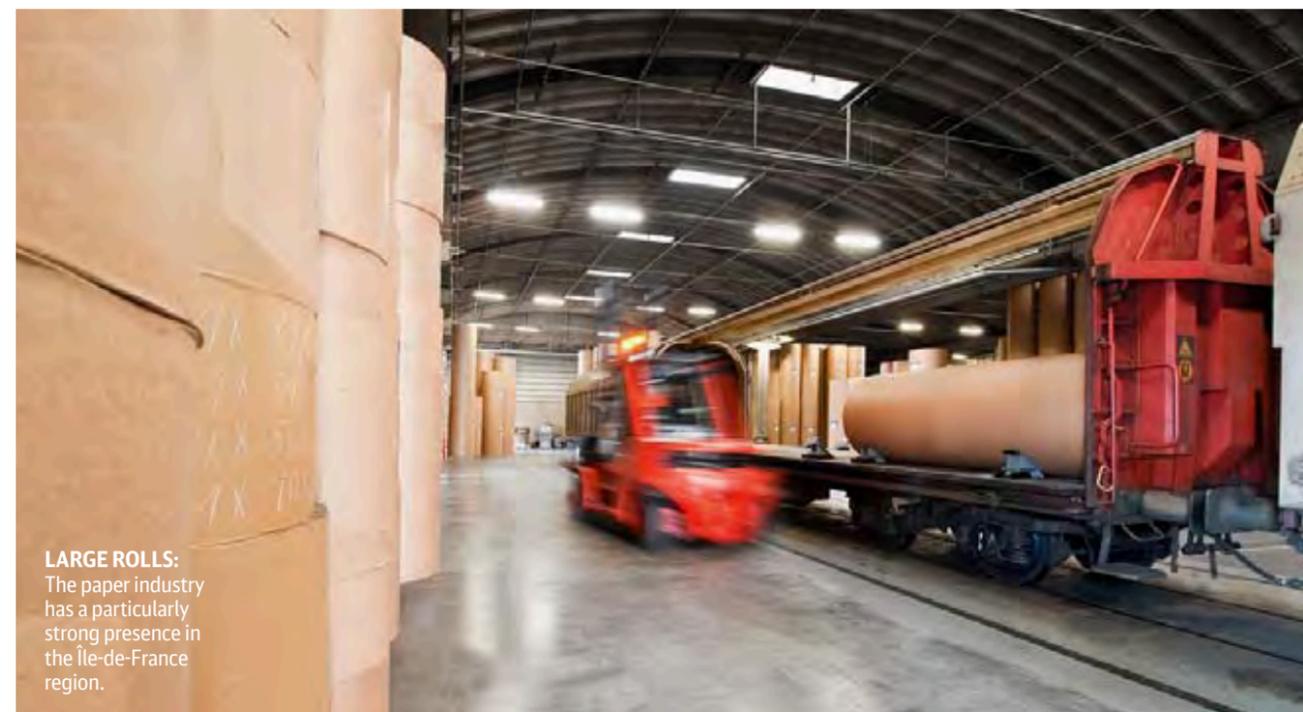
Port Bou three times a week, the Atlantic Shuttle runs four times a week to Bayonne in France and Irun in northern Spain, five trains serve the greater Lyon area in eastern France, three go to Le Boulou in the south and three to Hagondange in Lorraine. Further shuttle trains head to Tergnier in northern France via Belgium.

This one-stop international offering is made possible by cooperation with a range of international partners and central support from the DB Schenker Rail customer service centre in Duisburg. Through cooperation with Xpedys/SNCB, the link runs from northern France via Belgium using the wagon group system: alongside the Belgian state railway, other partners such as the French rail freight company Europorte France, CFL cargo, the French subsidiary of Luxembourg’s passenger railway, and Belgian freight company Eurorail are also on board.

Since it started with the 2011/2012 timetable change, more and more customers have been relying on this flexible service – including the drinks manufacturer Red Bull, Volkswagen and customers from the steel, paper and consumer goods industries.

dv ■

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**LARGE ROLLS:**  
The paper industry has a particularly strong presence in the Île-de-France region.

## New DB Schenker Railport in Paris

Another rail logistics centre now allows DB Schenker Rail to offer its customers rail-based logistics solutions for paper and palletised goods around the French capital.

**T**he new DB Schenker Railport in Suvilliers-Fosses has been in operation since 12 January. The location, around 30 kilometres north of Paris, has excellent links to the public infrastructure; several shuttle trains each week connect it to the European rail network.

The new service, based on a traction concept with the French subsidiary Euro Cargo Rail (ECR), is particularly suitable for paper, both on rolls and in flat format, and for palletised goods such as consumer products or construction materials.

“This enables us to further develop our DB Schenker Railport portfolio in one of the most important industrial areas of France and from now on to be able to offer our customers the complete range of multi-modal logistics from a one-stop shop,” explains Wilhelm Duesmann, Project Manager for Railports and Rail Projects.

Initially, transports will run twice weekly from the aggregation point in Saarbrücken to the DB Schenker Railport. From there, freight will be distributed to the greater Paris area (Île-de-France) if required, using HGVs for shorter distances.

DB Schenker Rail expects to move up to 100,000

tonnes of goods transported along this corridor onto the railways with this new service and they are prepared and able to increase the number of trains per week.

“The Île de France region is one of the most important regions of France for the paper and printing industry. With this DB Schenker Railport, we can offer our clients a sustainable solution for transport from their plants in Germany, Italy, Scandinavia and other countries. In each location, we have ensured that we work with established partners, who are familiar with the demands of the paper industry,” says Andrew Kelly, Continental Pulp & Paper team leader at DB Schenker Rail. “Furthermore, we also have the ability to serve other destinations in western France if customers need us to. This means that we continue to consistently develop our door-to-door logistics services in France and Europe.”

rb ■

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Photos: Andreas Bastian/Caro Fotoagentur; Max Lautenschläger/Deutsche Bahn AG

# Brenner 2.0, even deeper

The third base tunnel under the Alps is under construction deep beneath the Brenner Pass between Innsbruck and Bolzano. The 55-kilometre long rail tunnel is set to be finished in 2025.

**RESEARCH:** In Aicha in South Tyrol, the construction workers are building an exploratory tunnel to investigate the geology of the mountain.

Europe's highest transport bottleneck is getting new, high-tech boltholes. Three super-modern rail racetracks will downgrade the Alps from high mountains to hills as far as the railways are concerned. In Switzerland, trains have been running through the 35-kilometre long, mainly single track Lötschberg Base Tunnel (highest point 828 metres above sea level) since 2007. A little further east, the Gotthard Base Tunnel has already broken through. At a length of 57 kilometres, the record-breaking dual track tunnel will set a new world record for railway tunnels when it opens at the end of 2016, and will cross over the Alps at a maximum altitude of just 549 metres above sea level, or rather cross under them (see also *railways* 2/11).

And now: the Brenner. The historic pass between Innsbruck and Bolzano will no longer run over the mountain in future, but will delve beneath the mountain instead. From 2025, the Brenner Base Tunnel, 55 kilometres in length, and its construction now gathering pace, will relieve the bottleneck on the central EU rail axis between Berlin and Palermo, speeding up rail transport and greatly increasing capacity on the rails.

Today, freight trains toil up a 145-year-old line from Innsbruck up into the Brenner Pass, at an altitude of 1,371 metres above sea level, and back down on the Italian side. In future, the underground rail line will cross the Alpine ridge at an altitude of 795 metres, coming out again with no major gradients or tight curves. The two separate tunnels, each with one line in each direction are designed for maximum speeds of up to 250 km/h, which will considerably speed up both passenger and freight transport over the Brenner Pass.

The first section – the access tunnel from Maulls and the first segment of the exploratory tunnel (Aicha) –

has been completed in Italy. Work is now continuing in a northerly direction. The next phase is to drill through the Periadriatic Seam, a fault zone in which work must be undertaken with great care. In Austria, the Innsbruck-Ahrental exploratory tunnel, the Ahrental access tunnel, the Wolf access tunnel, the Padaster tunnel and the Saxen tunnel are all currently being driven.

In 1994, the EU added the Berlin-Naples corridor to the list of priority projects as a scheme of prime importance. Ten years later, Austria and Italy signed a state treaty to begin the construction of the Brenner Base Tunnel. The same year saw the foundation of the international project company BBT SE. It works on behalf of the Republic of Austria, the Republic of Italy and the European Union to plan and build the Brenner Base Tunnel. SE stands for Societas Europaea, an international form of company under European law. BBT SE is 100 per cent publicly owned. ok ■

<http://www.bbt-se.com/unternehmen/>

**UNFOLD AND BE AMAZED:** On the next few pages, *railways* invites you to join us on a spectacular mountain tour. Take a look at the Brenner Pass as you've never seen it before! Find out more about the future Brenner Base Tunnel and take a look at the historic railway line on the border of Tyrol (southern Austria) and South Tyrol (Italy)! Over the coming summer, this central European railway thoroughfare will be closed for weeks, because the Austrian section of the line from Innsbruck to the Brenner Pass is in urgent need of repair. More about this on page 25. >>>>>>

## Summer closure of the Brenner Railway

From 6 August to 10 September, renovations will be carried out on the northern ramp from Innsbruck to the border. There will be wide-ranging diversions to rail freight traffic.

57,000 metres of rails, 46,000 sleepers and up to 130,000 tonnes of ballast and building materials will be used this summer on the Austrian section of the Brenner Railway to make the northern ramp up to the border crossing, at an altitude of 1,370 metres, fit for the next 10 to 15 years. Renewal of two tunnel vaults and drainage measures on 20 kilometres of line are also part of the plans. All this to improve the power supply and the safety of the tunnel.

In order to carry out the building work on this busy mountain line as effectively as possible, the infrastructure operator of the Österreichische Bundesbahn (ÖBB) has imposed a five-week full closure of the line and two further months of one-way operation. However, these restrictions will mean considerable challenges for international rail freight traffic between Munich and Verona: the alternative routes via the Tauern Railway (Villach-Tarvisio) to the east and via Switzerland require diversions of several hundred kilometres.

The timetables for the period of one-way operation and the complete closure are available for all trains with which DB Schenker Rail has any involvement. "With around five hours added to the journey times via the diversion routes, the departure or arrival times will differ from the regular timetable. The final details are currently being worked out with customers and terminal operators," says Manfred Forster, head of the DB Schenker Rail cargo control centre in Munich.

### Closure of the Brenner Railway in detail:

- **Complete closure** from 6 August to 10 September (no rail traffic).
- **Weekend complete closures** from Saturday 8 am to Tuesday 5 am on six further dates from mid-June to the end of September.
- **Partial one-way operation** from 11 June through to September.

"The diversion route via Tauern will be almost 100 per cent utilised from Monday to Friday, so all those involved will need to work very precisely to ensure punctual transports."

During the period of one-way operation, around 85 to 90 per cent of the planned transport volume will

be sent via the Brenner. There will be no replacement for the rolling highway during the complete closure, but for all other intermodal traffic alternative rail solutions can be found.

The effects of the Brenner closure will be mitigated by their timing during the Bavarian, Austrian and Italian summer holidays. In this traditionally low-traffic period, freight volume on the Brenner falls by 30 to 40 per cent, according to information from ÖBB.

Even without a complete closure, the almost 150-year-old Brenner Railway has proven to be a bottleneck for European rail freight transport, in the 21st century more than ever. Tight curves and gradients of up to 2.5% limit train lengths to 550 metres. To overcome the steep climbs, heavy trains are pulled by two locomotives and supported by a third bank engine. With support from the EU and after decades of preparation, construction work on the Brenner Base Tunnel started in 2010. With a length of 55 kilometres, the tunnel is set to create a rapid and flat line through the mountain massif from 2025 onwards (see page 20). ok ■

## 41.9 million tonnes of freight

were transported over the Brenner Pass in 2010, of which 14.4 million tonnes, or 34 per cent, travelled by rail. As a comparison: the proportion of freight transported by rail over the most important Swiss Alpine pass, the St Gotthard, is 57 per cent.

## 1,104 metres in altitude

– that's how far the southern ramp of the Brenner Railway climbs from Bolzano up to the pass at an altitude of 1,371 metres at the Austrian-Italian border post. On the northern ramp, it is a climb of 790 metres from Innsbruck up to the altitude of the pass.

## 145th birthday

to be celebrated by the Brenner Railway on 12 August (during its complete closure). When it opened in 1867, the whole line was on Austro-Hungarian territory. The border crossing at the top of the Brenner Pass has only existed since South Tyrol became part of Italy in 1919.

## Up and under

A considerable proportion of freight traffic across the Alps rolls over the Brenner Pass. Major building work is afoot on the busy line through the pass: at the top, the renovation of the historic line next summer will demand the complete closure of the Brenner Railway for several weeks (see page 25). At the bottom, the construction work on a 55-kilometre long railway base tunnel is picking up speed. *railways* has combined both of these major projects into one big picture, looking towards the east.



NORTH

SOUTH

Munich

AUSTRIA

ITALY

Innsbruck

Steinach

Gries

**BRENNER PASS**  
The historic Brenner Railway crosses the Alpine pass at an altitude of 1,371 metres – heavy freight trains need up to three locomotives on the steep sector.

**HIGHEST POINT**  
The peak looming over the background is the Hochfeiler in the Zillertal Alps, which rises 3,520 metres above sea level.

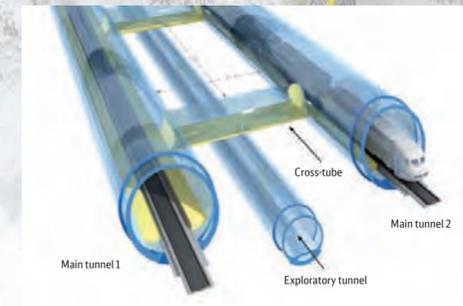
Fortezza (Franzensfeste)

**SOUTH PORTAL**  
On the Italian side, trains disappear into the Brenner Base Tunnel at Fortezza. 60 per cent of the route is on Austrian territory.

Brennero

Vipiteno (Sterzing)

**NORTH PORTAL**  
Since 1994, freight trains have been bypassing Innsbruck on the 12.7-kilometre long Inntal Tunnel, which will be linked to the Brenner Base Tunnel.



### The Base Tunnel in detail

The two single track tunnels, each with a diameter of 8.1 metres, run parallel to each other, 70 metres apart. They are connected by cross-tubes every 333 metres. The exploratory tunnel, which was the first to be excavated to provide information on the nature of the rock, runs in the middle between the two rail tunnels, twelve metres deeper and with a smaller cross section. Once the rail tunnel is in operation, this tunnel will be used for drainage. The longitudinal slope of the base tunnel is 0.67 per cent on the northern side and 0.4 per cent on the southern side of the Brenner Pass. The maximum height is 790 metres above sea level; that's about 580 metres deeper than the Brenner Pass (1,371 metres). The gentle climb removes today's need for double or triple traction of freight trains using two or three locomotives.

Illustration: Christian Meyer zu Ermgassen / Photos: BBT PR



In three places, at Ahrental, Wolf and Mauls, the Brenner Base Tunnel will have lateral access tunnels which will be used to bring in supplies and remove spoil during the construction phase.

70 per cent of the tunnel section will be excavated using shield tunnelling with tunnel boring machines, while the remaining 30 per cent will be excavated using explosives. The amount of spoil would make a cube 257 metres long on each side.

### Berlin–Palermo



The Brenner Base Tunnel is at the heart of a 2,200-kilometre rail axis planned by the EU as Project 1 within its Trans-European Network (TEN).

# Container shuttle to Seville

**MIGUEL ANGEL FAÑANAS, JOSÉ CASTILLO AND AGUSTÍN FERNÁNDEZ** of Transfesa are responsible for MacAndrews transports.

**T**ransfesa Rail, the freight branch of Spanish DB Schenker subsidiary Transfesa, transports sea containers for the MacAndrews container shipping company. Since November, four trains a week have run from Bilbao to Seville and back. More than 1,300 containers were transported in just the first two months.

Transfesa Rail uses its fleet of modern Euro 4000 locomotives and a combination of wagons that can accommodate both standard and 45-foot high cube containers. MacAndrews is part of the CMA CGM Group, one of the world's largest container shipping

companies. Over the course of the year, cooperation with Transfesa is set to be increased, linking Bilbao with additional destinations within Spain. "MacAndrews' decision to work with us on the new rail corridor is down to the high quality of service from Transfesa when it comes to transport for customers in this sector," confirms Juan Diego Pedrero, General Cargo Director at Transfesa. *dv* ■

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## Biofuel for Castile

**T**he Spanish mineral oil group Repsol has commissioned Transfesa to transport biodiesel. Since the beginning of the year, three to four Transfesa trains have run from the Atlantic port of Huelva in Andalucía to Puertollano in Castile, where Repsol operates a refinery. An annual transport volume of 170,000 tonnes of biodiesel is planned. *dv* ■

## Intelligent bogies with chips and brains

**T**he wider gauge of the rail network on the Iberian peninsula means that international transports have to be re-bogied at the French border. "To maintain an overview of which bogies have travelled on which lines in which countries, we have launched an RFID project," explains Juan Carlos Dürr of the Spanish DB Schenker subsidiary, Transfesa. "Using a radio

chip, we can identify each individual bogie immediately with a reader." It is then possible to check online where a specific bogie is located and whether it is due for maintenance. The project is still in the trial phase. Transfesa is looking to manage its entire bogie pool this way in future. *dv* ■

Photos: PR

# Coal from Amsterdam

**T**he port of Amsterdam, the fourth largest sea port in Europe, is extending its rail freight infrastructure. "This will enhance the chances of improving the modal shift in favour of the railways," says Aart Klompe, CEO of DB Schenker Rail Nederland. "We see lots of potential, especially for the transport of coal, which comes in from overseas and is destined for Germany."

April saw the opening of a new shunting yard at the port of Amsterdam with three platforms. The expansion of the existing shunting yard began at the same time. For the first time, electric locomotives can now reach the port site. DB Schenker Rail currently runs two to five coal trains daily from the port of Amsterdam to Germany, to destinations including the Dillinger Hütte steelworks and energy company E.ON.



Three whole trains carry cars each week. Another important sector is general cargo. In this area, DB Schenker Rail recently won a new contract to transport around 80,000 tonnes of paper a year, from where it is produced in Germany to its overseas destinations. *dv* ■

**TO THE PORT BY ELECTRICITY:** DB Schenker Rail can now serve the port of Amsterdam with environmentally friendly locomotives.

# Clean locomotives for Chemelot

**LOW DUST SHUNTING:** The four shunting engines in the chemicals park run on GtL fuel.

**D**B Schenker Rail Nederland is modernising its fleet of locomotives in the Chemelot "chemical innovation community" in the Dutch province of Limburg. In future, the four shunting engines used there will run on the innovative, environmentally friendly fuel GtL (Gas to Liquid), which is obtained from natural gas. This will reduce emissions of fine dust particles. "Our customers in the chemical industry care very much about their own environmental impact - and that of their partners," explains Aart

Klompe, CEO of DB Schenker Rail Nederland. A range of well-known chemical companies operates plants on the Chemelot site for which DB Schenker Rail runs international transports. The tasks of the 35 employees of the Dutch DB Schenker Rail subsidiary include taking responsibility for the factory shunting service, supervising rail freight transport and maintaining rolling stock on the industrial park. As a neutral service provider, they also carry out these tasks for competitors. *dv* ■



# Island Solutions

DB Schenker Rail UK is bringing Great Britain ever closer to continental Europe, and even gets the Queen moving.

June marks the fifth anniversary of the arrival of the DB Group brand in the British rail freight market. With the acquisition of EWS (English, Welsh and Scottish Railway) in 2007, DB immediately became market leader in the United Kingdom. "We've never regretted this purchase," says Dr Alexander Hedderich, CEO of DB Schenker Rail. "Our current market share in Great Britain is 51 per cent and climbing." EWS was renamed in 2009 and since then has traded as DB Schenker Rail UK based in Doncaster, near Sheffield. The company employs 3,300 people and, in terms of freight carried, is the second largest DB Schenker Rail subsidiary.

DB Schenker Rail UK has placed a firm focus on expanding the international network via the Channel Tunnel over the last few years. It was not until last year, however, that a DB locomotive took the first train of wagons built to the larger central European profile along the newly built High Speed 1 line to the Barking Terminal near London. The rest of the British railway network is unsuitable for the wider and higher wagons from central Europe due to the lack of clearance - although the British government is planning another new line, High Speed 2, from London to

Birmingham. The number of international trains to Germany, Poland, Spain and Italy is set to rise significantly over the course of the year from its current level of 16 per week. The company was rewarded for this commitment with the British Railfreight Excellence Award in February. Alain Thauvette, CEO of DB Schenker Rail UK, described the prize as "a confirmation that we're on the right track, both for our customers and for the railway industry as a whole."

In addition to a weekly figure of 3,000 freight trains, DB Schenker Rail UK also operates the Royal Train, which carries Queen Elizabeth and her family across the country. The train is used up to 20 times a year - the passenger to use it most last year was Prince Charles.

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**ENGLAND-POLAND:** They met at the Polish Embassy in London to discuss the new links between the United Kingdom and Poland (left to right): Aleksander Libera, First Secretary for Trade and Investment, Minister Counsellor Boleslaw Gryzel, Alexander Hedderich, CEO of DB Schenker Rail, and Alain Thauvette, CEO of DB Schenker Rail UK.

## Two new intermodal freight terminals on the M25

DB Schenker Rail UK is promoting the expansion of intermodal freight in England. The company is the preferred operator for two planned terminals along the M25 in Greater London. DBSR UK has opted for this with the two investors: SEGRO for the Radlett terminal in Hertfordshire, and Goodman at Colnbrook in Berkshire. The two planned terminals will have a combined daily capacity of 2,000 loading units. Warehousing alongside the road/rail transfer facilities is also in planning. Forecasts indicate that container traffic in the UK is to increase by up to 300 per cent by 2030.



**ROYAL BORDEAUX:** The two locomotives that pull the Royal Train, operated by DB Schenker Rail UK, can be identified by their colour.

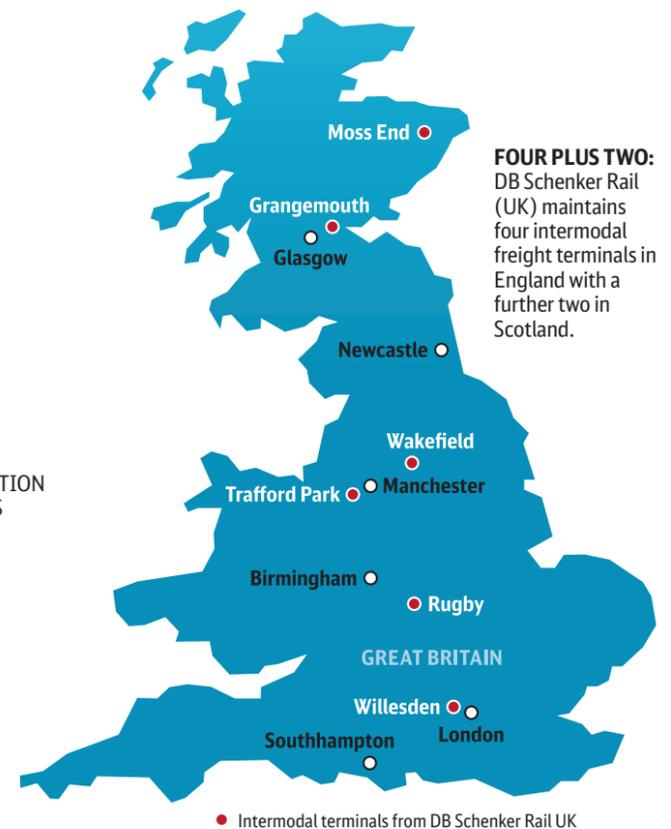
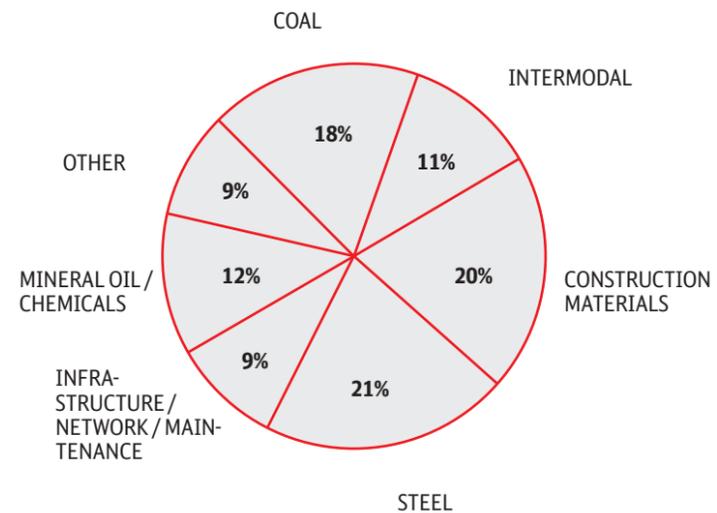
**3,000,000**

**tonnes of material** have been transported to the Olympic building site in London by DB Schenker Rail since 2008. The 4,000 freight trains - an average of 7 per day - are unloaded at the Bow East Logistics Centre, between the Olympic Stadium and the South Plaza. Meanwhile, the eleven-hectare Olympic freight station has been completely removed. In its place is the warm-up area for the athletes. During the Olympic Games, which will be opened on 27 July, sister company DB Arriva will be transporting spectators, officials, athletes and journalists in and around London by train and bus. Furthermore, Schenker Deutschland AG has long been the traditional logistics partner of the German Olympic team.

**ACCOMPLISHED:** On 27 July, the Olympic Games will open in this stadium.

Photos: Christopher Furlong/Getty Images; Kippa Matthews/DB Schenker Rail; Getty Images/Olympic Delivery Authority / Map: illuream43

## DB Schenker Rail UK Transport Performance 2010



## Riga Hub

The DB Schenker Logistics cargo centre in the Latvian capital has made a name for itself as an interface for long-distance rail transport on the Russian broad gauge.

At first glance, rail freight routes from Europe towards Russia, the Caucasus and central Asia seem to bypass the Baltic. However, when looked at more closely, Riga reveals itself as a high-performance bridgehead for long-distance transports between Europe and the CIS, which reach the Latvian capital by sea or truck in a west-east direction and from there are transferred onto Russian broad gauge freight trains.

DB Schenker Logistics in the Baltic, based in Riga, holds a rail operator's licence. The modernised Riga cargo centre has private 1,520-mm gauge platforms, and since 2009 has established itself as a universal DB Schenker rail port for freight travelling between western and eastern Europe. On the more than 20-hectare site, the DB Schenker Logistics centre offers a range of logistics services from its one-stop shop, such as customs preparation.

"We currently load and unload 300 wagons per month. Our facility has space for 110 freight wagons and storage areas to accommodate 500 standard containers," says managing director Aivars Taurins. "We can also load and unload conventional single wagons in our shed." The customers of the Riga DB Schenker

rail port include Rusal RU (Russkij Aluminijs), Baltcab (Barialis goods), Sabic, Tetra Laval and, a new addition from the middle of this year, ELME Metall. Transports from Russia, Kazakhstan, central Asia and the Caucasus reach Riga by rail, where they are transferred onto ships bound for Scandinavia or the USA, or onto trucks heading to central Europe. "Since 2009, we have been acting as a container and wagon depot for the leading Russian container operator Transcontainer, a subsidiary of the Russian state railway," says 44-year-old Taurins. The passionate railwayman is convinced that Riga has even greater potential as a hub for east-west transport: "We offer an extensive service and we all speak Russian." *du* ■

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**ENGINE DRIVER ALEXANDER POYASNIKOV:** "My grandfather was a wagon master and I have followed in his footsteps. The times have changed and so have the people and governments, but we will never be out of work."

## Salt of the Earth

PVC manufacturer Vinnolit now uses the Eco Plus CO<sub>2</sub>-free service for its salt transports.

Polyvinyl chloride, better known by the abbreviation PVC, is ubiquitous. First patented in 1913 by Fritz Klatt as "plastic mass", this man-made substance can today be found in items including window frames, floor coverings, pipes and cable insulation. It's a unique miracle material: the main base material used is rock salt, a raw material that can be sourced locally. This means that the proportion of mineral oil it contains is significantly lower than that of other plastics – an ecological and economic benefit.

Vinnolit, one of the leading PVC raw material manufacturers in Europe, processes around 300,000 tonnes of salt every year at its plant in Gendorf, Upper Bavaria, delivered five times a week by rail. High reliability is paramount in this operation, as if only one of the trains failed, disrup-



**UNLOADING IN GENDORF:** The Vinnolit plant uses almost 300,000 tonnes of rock salt each year.



**THORSTEN HEINISCH** (left) and **FRANCESCO TALARICO** (right) from Vinnolit GmbH & Co.KG with **FRANZ DOBLER**, DB Schenker BTT GmbH

tions to the production is caused.

Since January, the salt trains from Heilbronn to Munich East have been CO<sub>2</sub>-free – with diesel locomotives only needing to be used on the final, non-electrified stretch of line. "Vinnolit has voluntarily met high environmental standards for years – and we are always on the lookout for opportunities to further improve our emissions balance," explains Francesco Talarico, Procurement Director at Vinnolit. "That's why Eco Plus, the CO<sub>2</sub>-free transport offer from DB Schenker Rail, was perfect for us."

The green electricity for Eco Plus transport is exclusively hydroelectric and is also fed into the rail supply network. "This leads to a real, measurable reduction in greenhouse gas emissions, which is allocated in full to the customer," explains Franz Dobler, Key Account Manager at DB Schenker

Rail. "Ten companies from different industry sectors already use this service – Vinnolit makes that eleven."

Thanks to this service, Francesco Talarico can look forward to reducing Vinnolit's annual emissions balance by 968 tonnes of CO<sub>2</sub>. And he's already thinking about next steps: "We're currently examining how much additional freight volume could be transported emission-free from next year." *du* ■

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## New Compound in Leipzig

Car manufacturers are increasingly outsourcing logistics processes. DB Schenker Rail Automotive has now opened another facility in Saxony.

**WEATHERPROOF:** around 600 new cars can park under protection in covered areas.

It's not unusual for car manufacturers to literally run up against their borders; especially when production expansions or new manufacturing methods demand extra space but the company's site cannot be extended any further. One solution to this dilemma is offered by the automotive logistics specialists at DB Schenker Rail Automotive: outsourcing shipping logistics.

"In our own compounds, we can offer manufacturers space where they can securely store new cars," says Uwe Langen, Head of the Compound Division at DB Schenker Rail Automotive. "At these sites, we can guarantee that the vehicles are stored professionally." Excellent road and rail connections and the facilities' own loading infrastructure take care of transshipment without delays. However, additional professional services are also provided in the compounds to further ease the load on the manufacturer's logistics provisions: cleaning, checking for paint damage, fitting number plates or smaller fitting and conversion tasks such as the installation of sat nav systems.

In mid-November, DB Schenker Rail Automotive opened another compound in Leipzig, which will primarily serve the major car manufacturers' plants located in the region. The sight, which was originally planned as an air freight transshipment yard, offers storage capacity for around a thousand vehicles on a tarmac

area of 45,000 square metres. 600 new cars can be parked out of the weather in a covered area of 27,000 square metres.

Fencing, lighting and video surveillance ensure high levels of security. The compound is close to Leipzig-Halle airport and offers good links to motorways and major roads. Two loading platforms, each 250 metres in length, enable whole trains to be loaded and unloaded at the same time. Three further sidings are available for making up trains. Mobile loading ramps mean that even vehicles with low ground clearance can be loaded without problems. "With the Leipzig compound, we can offer manufacturers resources that are simply not available on their own premises," says Uwe Langen. "And this gives them the opportunity to expand their borders." dv ■

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Photos: PR; Salzgitter AG



## Make way for thick chunks

**LIKE FLOWING LAVA:** A heavy plate weighing tonnes is created from a glowing red slab.

Ilseburger Grobblech needs heavier and heavier slabs for its quarto plate production. And it is dependent on a smooth supply.

Heavy plate is, unlike its name would suggest, a high-tech product: weighing up to 20 tonnes, the plates have millimetre-perfect dimensions and precisely defined physical properties. This is what the Ilseburg heavy plate rolling mill in Saxony-Anhalt is responsible for, although over the last few years its largest orders have come not from the shipbuilding industry, but from the on- and off-shore wind industry.

Our customers are demanding sheets of ever larger sizes for the construction of new wind turbines," explains Udo Stolze, Head of Resource Management at Ilseburger Grobblech GmbH. "This means that the slabs that we need as raw materials are also getting bigger and heavier." The logistics experts at DB Schenker Rail who are responsible for the delivery of the blocks of steel weighing over 30 tonnes have adapted to these changes.

The slabs are delivered in closed wagons from where they are made by Salzgitter AG, sometimes still glowing hot. A precise production programme also sets the pace for transport - meaning that deliveries have to arrive in Ilseburg within a very narrow time window. Since the spring, some of these raw materials

have also been rolling in from the Salzgitter plant in Peine. Every year, around 900,000 tonnes of slabs will arrive in the climatic spa town on the northern edge of the Harz Mountains, and DB Schenker Rail will carry around the same volume of sheets and scrap back again.

"We have managed to increase wagon utilisation by up to 15 per cent, thus avoiding unnecessary movement of empty wagons. We have had to turn to using longer wagons and reconnect Peine to the network," says Klaus-Wolfram Fulst of DB Schenker Rail's Hanover production centre.

"To this end, we have reorganised locomotive circulation and staff rosters in coordination with the production processes of the three factory rail systems at Ilseburg, Salzgitter and Peine," says Fulst. dv ■

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## To Kehl on time

Badische Stahlwerke are pilot customers in a project to optimise scrap metal supplies.

In Kehl am Rhein, Badische Stahlwerke (BSW) converts scrap metal into high quality wire rods and steel bars. The electric steel plant relies on the railways for both the supply of raw materials and the transport of finished products.

Badische Stahlwerke depends on a continuous supply of scrap metal. That's why DBSR worked with this major customer to launch a pilot project back in 2008 to optimise supply management, which is set to be further improved this year. The heart of this project is the networking of scrap metal suppliers, steelworks and DB Schenker Rail (DBSR). The suppliers notify their transport requirements to DB Schenker Rail's wagon management team by the Wednesday of the previous week. On Thursday, a delivery plan is drawn up in agreement with BSW, which includes delivery permits for the suppliers.

The project has already led to a significantly more demand-oriented supply to the plant. It reduces downtime and thus the costs of scrap metal delivered too early. The fact that BSW has created a new wagon tipping facility, in which empty wagons can now be cleaned faster and therefore made available for transport again more quickly also contributed toward this optimisation. dv ■

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## Leaping into the breach

DB Schenker, Rail Logistics and Forwarding (RLF), is organising a direct train to carry scrap metal from Switzerland to Italy. This will supply customers who have not been supplied by rail deliveries in recent years.

Scrap steel is gentle on the environment. It can be reused in industrial steel with very little loss of quality, and this process requires only half as much energy as the production of steel from iron ore. This makes scrap interesting not only from an ecological but also an economic viewpoint. It is therefore a sought-after commodity and is traded internationally.

The majority of scrap collected in Switzerland goes to the steel industry in northern Italy. In recent years, however, the Italian rail freight company Trenitalia Cargo ceased operations at smaller stations. The consequence of this was that many customers were cut off from rail freight and increasingly had to have their scrap delivered by HGV.

"That's where we leapt into the breach - with our special direct scrap trains from Switzerland to Italy," says Daniel Knaus of Fertrans AG, responsible for sales in the Rail Logistics and Forwarding (RLF) division in Switzerland. Since the beginning of the year, scrap wagons from all over Switzerland have been consolidated to one train in Chiasso, which runs to Brescia in Lombardy three times a week. From there, it is then distributed to nine different stations in northern Italy.

RLF organises the transports from Buchs in the canton of St Gallen in close partnership with SBB Cargo, while the private Italian DB subsidiary Nord Cargo is responsible for hauling them south of the border. "We are planning a volume of 1,620 wagons with a total of around 80,000 tonnes of scrap per year," says Daniel Knaus. "This will save 3,250 HGV journeys through the Alps, making scrap steel even more environmentally friendly." dv ■

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## Planning on a weekly basis

A dynamic delivery concept ensures the supply to ArcelorMittal's Luxembourg steelworks.

ArcelorMittal, the world's largest producer of steel, processes large quantities of scrap steel in its Luxembourg plants, which is delivered by rail, inland vessel or HGV from all over Europe. "That supplies work is decisive to our production," explains André Gierenz, Head of Order Center at ArcelorMittal. "Too little scrap means that we would not be able to meet our production targets. But if too much is delivered, this creates bottlenecks at the unloading points and on the rail network." The consequence is that wagons are then not available to other scrap suppliers, which in turn results in "storage on wheels" for the unloaders, leading to demurrage costs. That's why ArcelorMittal has worked with DB Schenker Rail (DPSR) and the Luxembourg freight carrier CFL car-



**"Scrap deliveries by rail are to become more stable and to arrive at our plants as a base load on an ongoing scale."**

*André Gierenz (ArcelorMittal)*

go to develop a dynamic delivery concept for scrap. At the heart of the new system is the introduction of weekly delivery schedules. At least one week before the start of the transport, the steelworks announces its requirements of certain types of scrap. The scrap dealers can immediately check their availability and plan their deliveries accordingly. On this basis, the rail freight companies involved can set aside transport capacity and empty wagons.

Up to now, the steelworks had ordered the scrap they needed every month. Each supplier booked the empty wagons it needed for its transports independently and could only notify quantities and destinations at short notice. This often led to bottlenecks when ordering empty wagons, as well as long delivery times. "Because all the parties involved are inte-

grated into one system now, we can make much more targeted use of capacity," says Ralph List, head of ore, coal and scrap wagon management at DBSR. "And because we can plan our use of empty wagons a week in advance now, we can react more quickly to disruptions and adjust our wagon provisions in liaison with ArcelorMittal and CFL cargo."

New communication processes have had to be implemented for the concept; DBSR Deutschland's wagon management system links steelworks, rail freight companies and the most important suppliers. A coordination office at ArcelorMittal manages orders, deliveries and the communication between the parties involved.

Since its introduction in October 2011, this planning concept with inflow control has proven to be useful for all concerned and turnaround times have been reduced from eight to five days - thus also significantly reducing the amount of scrap tied up during transport. Further optimisation measures are also planned, as the aim is to achieve a reliable and continuous supply of scrap with the minimum tying up of materials and wagons. A number of additional suppliers have been brought into the system to help attain this goal. To make it possible to monitor and control efficiency, a system of key performance indicators (KPI) is currently being developed.

"We're on the right track," says André Gierenz. "Putting the brakes on supplies when too much scrap is delivered already works very well. Now it's time to increase the reliability of the entire delivery process with the aid of the new system." dv ■

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**FIRST LEG:**  
In Krefeld harbour on the Rhine, a Desiro locomotive heading for Russia floats on the inland ship set to take the train to Amsterdam.



- ..... Inland Rhine vessel
- Coastal motor vessel
- Railway ferry
- Rail

tine route to Russia each month, but the frequency is set to double by 2013.

The new trains, known as Lastotschka (Swallow) in Russian, will also be used for the 2014 Winter Olympics around Sochi on the Black Sea. **dv** ■

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## XXL commuter trains for Russia

DB Schenker is forging an unconventional path for 38 commuter trains, currently being built by Siemens in Krefeld for the state railway, RZD. The trains are also set to operate during the 2014 Winter Olympics in Sochi.

**C**reativity is part of the job for special logistics orders – and that’s why Siemens AG once again opted for DB Schenker. The Rail Systems division of the group is currently producing 38 commuter trains in its Krefeld factory for the Russian state railway RZD. The five-section broad gauge train is so tall and wide, however, that it simply cannot be transported from Krefeld to Russia by rail or road using conventional means.

That’s why Schenker Deutschland has developed an ingenious transport concept and an unusual route: The Desiro RUS type XXL trains will complete the first stage of their journey from the factory to Krefeld’s port on the Rhine on special low-loaders, before heading down the Rhine to Amsterdam on an inland ship

and then transferring to a coastal vessel to continue through the Kiel Canal to the Sassnitz-Mukran ferry port, which is the only German port to have rail tracks and facilities in Russian broad gauge too. To transport the train as gently as possible, DB Schenker has developed its own “rail pallets” – broad gauge stub tracks – which are attached beneath the bogies from Krefeld to Sassnitz-Mukran.

On the island of Rügen, the five wagons are placed on real rails, coupled to a train and shunted onto the Petersburg rail ferry. From the Russian port of Ust-Luga, the Desiro RUS is towed on its own wheels by DB Schenker Rail subsidiary Railion Russija Services (RRS) and RZD, to be commissioned at a depot in St Petersburg. Initially, one train will take this byzan-

## Fuel for Silesia



**UNLOADING ENERGY:**  
Biomass is tipped out of a special container.

**P**olish energy producers rely on Energokrak. The Polish company, a subsidiary of French energy group EDF, supplies coal or biomass to power stations throughout the country. Since the beginning of the year, DB Schenker Rail Polska Group has been transporting biomass on behalf of Energokrak. The fuel comes mainly from the two directions: Russia and from the Baltic port of Swinoujscie. The biomass from the port is directly transported in a specialist freight wagons Tadgs to the power plant in Rybnik. The fuel coming from Russia is taken to the Sławków terminal in southern Poland. There, the freight is loaded onto trucks which take it to the Rybnik power station in Silesia’s industrial region. At the same time, DB Schenker Rail Polska is also launching transports of sunflower flour from Slovakia to the Rybnik power station. **dv** ■

Photos: Michael Neuhaus/Deutsche Bahn AG; PR / Map: illuteam43

# Green light for blue containers

CMA CGM is extending its cooperation with DB Intermodal Services. The strategic partnership also includes the creation of a “dedicated depot”.

**M**ore and more containers are underway, not only at sea but also in the hinterland of the major sea ports. They all compete for rail, road and transshipment capacities. CMA CGM, one of the largest container shipping companies in the world, takes due precautions: a strategic partnership with DB Intermodal Services (DB IS) has enabled the French company with worldwide operations to secure resources so that it can carry out its hinterland activities efficiently in the future. “We expect volumes to increase significantly in the next few years,” says Reinhard Peschel, who is responsible for the German, Austrian, Swiss, Slovakian and Czech markets as Managing Director of CMA CGM (Germany)

available exclusively for CMA CGM for the storage of empty and full containers. But it doesn't stop there. The declaration of intent that both companies signed anticipates the creation of further dedicated depots in Germany, in locations such as Regensburg and Leipzig. This will also allow the blue containers free access to transport in the hinterland of the sea ports in future. *dv* ■

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**“We expect volumes to continue to increase significantly over the coming years.”**

*Reinhard Peschel,  
Managing Director CMA CGM  
(Deutschland) GmbH*

GmbH. “In Germany, as a transit country, things can get particularly tight. To secure our transports in spite of this, we're working closely with DB IS.”

The agreement gives CMA CGM direct access to warehouse and transshipment capacities. Their cooperation also includes the creation of “dedicated depots” – container storage areas which are operated exclusively for one customer. DB IS set up the first depot last year in Nuremberg, where since November an area of 16,000 square metres has been made

## DB Intermodal Services



DB Intermodal Services (DB IS) acts as the specialist for added value freight services for combined transport within the DB Group. The wholly-owned subsidiary of the Intermodal division of DB Schenker Rail operates container depots and terminals throughout Germany. Last year, some 600,000 containers were handled at 13 sites with a total depot area of 320,000 square metres and storage capacity for around 27,000 TEU. Shipping companies and operators also use trucking services and repair facilities for damaged containers at these sites.

**CONTAINERS FROM CMA CGM:**  
The container shipping company transported around 10 million TEU in 2011.



Photos: Axel Schmies/Mauritius Images; McPhoto/Imago; PR



# Mars on the move

Dog food and cat litter will be travelling from Germany to France by rail.

**E**very child has heard of the Mars brand thanks to the eponymous chocolate bar. But not everybody knows that Mars Incorporated doesn't just make treats for sweet-toothed humans, it keeps dogs, cats and budgies happy, too. The product range for animal consumers extends from dog food to cat litter. The German subsidiary of the American food manufacturer makes the majority of its turnover from pet products.

A number of factories in Germany manufacture products for the European market, and Mars has been relying on the railway to transport its Frolic, Pedigree and Catsan branded products to France since October. DB Schenker Rail's single wagon system enables products from four Mars locations to reach Saarbrücken, where they are combined to form one whole train each week. This train is run by the French DB Schenker Rail subsidiary, Euro Cargo Rail, to Les Aubrais near Orléans, where the main Mars distributor for France is based.

To make these transports possible, the French rail infrastructure authority RFF, at the request of Mars, has reactivated a line that had been inoperative for years. The group itself has bought its own shunting engine. These investments, and DB Schenker Rail's European network, mean that Mars can use the railways to transport its consignments door-to-door between Germany and France. The group values this

opportunity to shift its consignments from road to rail – and has already planned to switch greater volumes over too. *dv* ■

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**DOGS AND CATS:**  
Frolic and other pet products from Mars factories in Germany arrive in central France.





**FUTURISTIC VEHICLE:** one of the buses for King Saud University being loaded in Landshut.

## Saudi Special Equipment

DB Schenker Rail transported twelve trolleybuses from Landshut to Bremerhaven for the Damco freight forwarding company.

**O**n King Saud University campus, in the oil-rich country of Saudi Arabia, the buses run on electricity. And they got there by rail – at least for the first leg of their journey from Lower Bavaria to Riyadh. Since February, eleven state-of-the-art trolleybuses built by Bavarian manufacturer Viseon (formerly Neoplan) have been in operation on the nine square kilometres of campus belonging to Saudi Arabia’s oldest university.

The articulated buses, almost 20 metres long, can accommodate 128 passengers and run every three minutes to carry students, lecturers, employees and visitors from the park-and-ride car park to their places of learning and work. A twelfth bus with leather seats, wooden floors, a multimedia system and a kitchen is available for the exclusive use of the royal family and their guests. The scheduled buses and the royal bus all have one characteristic in common with other means of public transport in Saudi Arabia: a separate section for women.

The Nuremberg branch of the freight forwarding company Damco Germany GmbH was responsible for transporting these unusual vehicles from the manu-

facturer Viseon’s factory in Pilsting, near Landshut, to Riyadh – and they commissioned DB Schenker Rail to take them to the port at Bremerhaven. In close co-operation with Damco, the valuable cargo was brought on its way. “We don’t get consignments like this everyday,” says Annette Wilms-Langer of the Nuremberg regional division. “Above all, our transshipment consultants and the special technical wagon department had to deal with the challenge of getting the enormous buses and their long overhangs safely onto the wagons.”

Once loaded onto the special wagons, the buses then travelled by rail to the North Sea as transports that exceeded the loading gauge. The transports took place between November and January as planned and without incident – to great satisfaction on the customer’s part. “It was our first cooperation,” explains the manager of Damco’s Nuremberg branch, Rainer Summa. “We would entrust such sensitive consignments to DB Schenker Rail again at any time.”

dv ■

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Photos: PR

## Across the Alps to Eastern Europe

New intermodal connection between Italy and Poland

**T**he Polish economy, now the sixth largest in the European Union, has been enjoying above-average growth for years. And with this, freight transport to and from Poland is also growing continuously – not only with its western neighbour Germany, but also with southern Europe and more specifically Italy. Combined transport operators such as the Italian company Cemat and shipping companies are therefore looking for new, more efficient routes for their freight transports between Poland and Italy.

That’s why the Intermodal division is working with operators Cemat, Kombiverkehr and Bohemikombi to develop a new offer to link Poland and Italy with combined transport. After direct intermodal trains became possible in a closed shuttle system between Duisburg and Gadki last year, European customers have also been able to have their trailers transported by rail between Verona and the Czech terminal at Paskov since mid-January. There is good road access to all major Polish destinations via Ostrava in the north of the Czech Republic, especially the industrial areas of Upper Silesia. The route via Kufstein and Salzburg, with corresponding profiles, makes it possible to offer transports for

trailers too. „For the first time, our offer can provide our customers with a transport alternative to HGVs for this route between northern Italy and southern Poland,” explains Andreas Schulz, head of the Intermodal division at DB Schenker Rail.

Initially, three trains a week will travel on this new route, with the capacity to transport 1,600 tonnes northwards and up to 1,300 tonnes in the opposite direction. As the main customer, DB Schenker Hangartner uses twelve of the 28 spaces for its own trailers on each of the three weekly trains. The group’s own freight forwarding company plans to have around 3,600 trailers carried on this new route every year. The Italian and Polish national subsidiaries of DB Schenker take care of the inward and outward transport by HGV. dv ■

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**STAGING DESTINATION:** Hangartner and DB Schenker containers join at the Paskov terminal. From there, they travel by HGV to various destinations in Poland.





**CAROLINA GONZÁLEZ ACES** comes from Mexico City. The 25-year-old has studied in Mexico, Montreal (Canada) and Heilbronn. As part of her trainee programme with DB Schenker Rail, she has completed postings in Mainz and Madrid.

## Latin chattiness vs. German directness

DB trainee Carolina González talks about the different styles of communication in Mexico, Mainz and Madrid.

In Germany, they like you to be brief and precise. That's what I was told before I came to Heilbronn to do my master's degree in International Business & Intercultural Management. And in fact my experience – also during my traineeship with DB Schenker Rail in Mainz – has shown that for Germans a „yes” or „no” will often suffice, instead of an exhaustive answer. As a Mexican, I have had to get used to this directness. In my home country, such monosyllabic answers would be considered rather rude. The same applies for all communication that is too direct, both in a professional and a private environment. To put it more simply: in Germany, people like to tell it how it is, but in Mexico people prefer to be polite above all.

I did get a reminder of home when my trainee programme took me from Mainz to Madrid and I asked whether there was a table free in a local restaurant. The place was full and, as is usual in Germany, I expected a brief „Sorry, we're full”. But instead, the waiter struck up a conversation with me about Mexico, Madrid and my work. After that I left the restaurant, still hungry, but I had made a new acquaintance in this foreign city – and a reservation for the following day. But Spain isn't Mexico. This is obvious from the many linguistic differences that

can easily lead to misunderstandings, as well as the different customs and conventions. It struck me as strange that it is not unusual in Spain for people to greet each other with a kiss on both cheeks, even in a professional context. In Mexico, this would lead to confusion – there, just as in Germany, a simple handshake is more common.

Many central Europeans interpret the Latin love of communication as warmth – but that is often a misunderstanding. Latin Americans often like to extend an invitation to their homes. However, frequently this is nothing more than a friendly set phrase. In contrast, I had to learn that the German reservedness does not mean they're in a bad mood or being unfriendly. Germans are no less interested and open than the Spanish or Mexicans, it's just that the „courtship” phase takes longer. And once you've learned how to correctly understand the German directness, it can even make getting along with one another easier than it is in my home country, where people often say one thing and mean another. **dv** ■

Photo: Private / Poster: Collection Bermeitinger

## 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.

13-14

JUNE

### in Vienna (Austria)

DB Schenker Rail will be attending **Logistik Austria** with its Intermodal division.

[http://www.easyfairs.com/de/events/216/verpackung-logistik-wien2012\\_26566/logistik-austria-2012\\_26633/](http://www.easyfairs.com/de/events/216/verpackung-logistik-wien2012_26566/logistik-austria-2012_26633/)

17-19

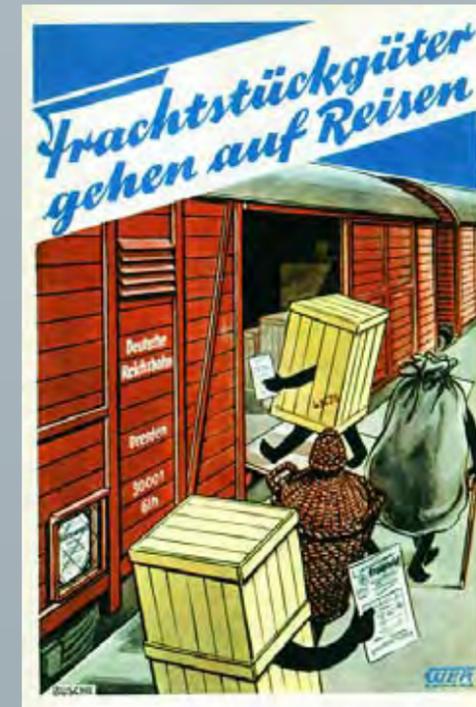
OCTOBER

### in Berlin (Germany)

DB Schenker Rail and DB Schenker Logistics will be represented at the **29th Deutschen Logistik-Kongress**.

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

The 03/12 issue of railways will be out at the end of June.



„Freight goes travelling“, around 1936

### Sign of the Times

## The Reichsbahn puts crates on legs

In this new section, SIGN OF THE TIMES, we will showcase historical treasures of freight railway advertising from the collections of the DB Museum in Nuremberg. Immediately after its foundation, the Deutsche Reichsbahn set up a freight transport advertising bureau (Werbebüro für den Güterverkehr) in 1925, which became the Reichsbahn Advertising Bureau for Passenger and Freight Traffic (Reichsbahn-Werbeamt für den Personen- und Güterverkehr, WER) in 1934. At that time, the carrier, which had had no competitors for decades, had to stand up to the new challenge from HGVs on the road for the first time. The poster from 1936 shows the Reichsbahn in a similar style to the illustrations in a contemporary children's book: crates, baskets and sacks all have legs. **ok** ■

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