

Railways

No 2 | April 2008

Informations around the rail logistics

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Bridge to Scandinavia

In Focus

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go by rail**

DB Intermodal

**AirCargoExpress:
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**Railog and DB Schenker:
Heavyweight loads**



Dr Klaus Krempfer
CEO Railion Deutschland AG

Dear Readers,

As far as DB Schenker is concerned, the Scandinavian transport services have traditionally been one of the most important business areas of the international rail market. The fact the market in the north is currently booming can be seen, for example, in the strong increase in trucking business. And yet, the goods that are primarily produced in Scandinavia, such as paper and forestry products, plus cars and steel, due to their weight and volume are particularly suited to rail transport. In order to increase rail's share of this business and to enhance the company's competitiveness on the Scandinavian transport market, together with the Swedish rail freight carrier Green Cargo, we have set up the new operations company Railion Scandinavia. Working closely with our rail partner, we are now in a position to provide a fast link to Scandinavia. Read more about our main topic in this issue beginning on page 6.

A sector that is also putting more business Deutsche Bahn's way is the military. Whether this is in the form of shipments of ambulances destined for the Iraqi army or surplus stocks of boots to the Austrian army: the Bundeswehr tends to fall back on Deutsche Bahn's experience in the transport of military vehicles. Our new DB Rail Solutions unit is responsible for handling this business. Shipments for the military require very special procedures, because vehicles that exceed the loading gauge, such as tanks, frequently have to take roundabout routes by rail to get to their final destination. And explosive materials must comply with special safety precautions. More on this fascinating topic on pages 12 to 14.

Special shipments that also have to comply with stringent safety standards and require considerable expertise are very heavy loads transported by rail. In such cases, DB Schenker and Deutsche Bahn's subsidiary Raillog have been working closely with each other for many years now on the basis of mutual trust and confidence. This is also the case with the most recent project, the shipment of a 120-ton inductor from the E.ON power plant in Datteln, North-Rhine Westphalia to GenerPro, the manufacturer, in Västerås, Sweden. Getting the generator onto the ship was an enormous challenge, as you will discover on page 24.

The fact that rail is one of the most environmentally-compatible modes of transport is generally known. All the nicer then, when producers of alternative energy sources, such as ENERCON, who manufacture wind turbines, not only choose Deutsche Bahn to transport their products, but are also responsible for reactivating closed branch lines. On 4 April, for example, the official reopening of the Abelitz-Aurich line took place in East Frisia. In future, DB Schenker will transport a large proportion of the components required by the wind turbine manufacturer between its plants in Aurich and Magdeburg, plus the huge rotor blades by rail to the Port of Emden. Read more on page 18.

Sincerely

Dr. Klaus Krempfer

Credits

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Title page: Sund & Baelt

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▲ The Scandinavian markets are gaining increasingly in importance in terms of European freight transport business. The main goods being shipped on the North-South transit corridor, besides paper and forestry products, include cars, steel and consumer goods. With the founding of Railion Scandinavia A/S, DB Schenker, together with its partner rail company Green Cargo, intends to make rail transport even more attractive on the Scandinavian corridor.

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Deutsche Bahn acquires wagon manufacturer Niesky

In January of this year, Deutsche Bahn won the bid to acquire WBN Waggonbau Niesky GmbH. With the purchase of the long-standing company in Saxony, Deutsche Bahn now has its own wagon manufacturer for the first time.



Photo: DB AG/Lautenschläger

Part of the Niesky portfolio: the 'tube', so-called, a four-part automotive transport vehicle for the protected shipment of vehicles fresh from the factory.

Long waiting times of up to a year and high acquisition costs are the norm when purchasing new freight and special-purpose wagons. With the takeover of the Niesky manufacturing facilities, DB

Schenker, who will be responsible for running the company, can turn this around and at the same time become more independent of the wagon manufacturing industry. The company offers a wide range

of freight wagons and matching components, including 2 and 4-axle high-capacity sliding wall wagons, open and closed self-unloading hopper wagons, and modern Laaers double-deck car carrier units.

The wagon manufacturer, which, with a total of 253 employees, is the largest employer in the region of Görlitz, had filed for insolvency back in October 2007. As part of an extensive restructuring concept, Deutsche Bahn intends to get the company back in shape. The company meanwhile has no problems with its order situation: currently, there are orders on the books valued at EUR 310 million to be completed by 2010. The company's future is also regarded as secure, since EUR 1.1 billion of the EUR 1.7 billion that DB Schenker intends to invest in the purchase of new vehicles over the next four years is earmarked for freight wagons alone. ■

New appointment for Dr. Freytag

Since 1 April, Schenker AG has a new Chief Financial Officer. Dr. Lutz Freytag is now responsible for Accounting/Finance, Controlling, Risk Management and Purchasing. The 49-year old succeeds Dr. Marco Schröter, who has taken up an appointment at Infineon Technologies AG.

„I am particularly pleased that we have been able to appoint a man like Dr. Freytag to this key position, who comes from within the organisation,“ says

Dr. Norbert Bense, Member of the Board of Management for Transport and Logistics of Deutsche Bahn AG. Freytag, who has a doctorate in Physics, was appointed to the Board of Management of Railion Deutschland AG for Finance and Controlling in 2005. He had previously held various managerial positions in a variety of companies, such as the Member of the Management Board for Finance/Controlling of Parsytec AG, a listed company, for example, from 2000 to 2002. Until he transferred to Railion Deutschland AG, he was also the



Member of the Management Board, with responsibility for finance and controlling at Isola AG in Düren. ■



▲ An unusual visit to Railion's head office in Mainz took place on 3 March. Representatives of the third biggest Indian steel production company, Jindal Steel, travelled to Mainz especially for the purpose of handing over a Letter of Intent and forming a personal impression of the capacity to deliver of the rail logistics company. Before the end of this year, it is planned that DB Schenker will take on responsibility for the supply of iron ore to a Jindal Steel plant in the south Indian federal state of Orissa. From left to right: Jürgen Albersmann, Transportation and Logistics Divisional Development, Ulhas Pawar, Vice President for Logistics, Jindal Steel, and Imtiaz Farooqi, Managing Director of the URRC Plant Railway.

Old diesel shunter livens up Mainz customs port

A 75-year old type 100 201-3 diesel shunter adds a piece of railway history to Mainz customs port. On 22 February, the shunter was officially handed over to the Stadtwerke Mainz AG by Dr. Klaus Kremper, Chairman of the Board of Management of Railion Deutschland AG.

The locomotive is now on display outside the former locomotive shed of the port railway in the Mainz customs port, which has now been turned into the „7^o Café Bar Lounge“. The 105-hp unit was deployed throughout Germany for more than 60 years and was used for moving heavy locomotives around with high precision. It was later employed primarily on shunting services between the railway maintenance depot and Arnstadt station. After retiring from service in 1995, locomotive fans were able to admire the little shunter that was built in 1933 in Arnstadt's railway museum. Two years ago, it was returned to Deutsche Bahn.

With the handover of the shunter to the Stadtwerke Mainz, DB Schenker's intention is to make



Foto: Sascha Köpp

a clear statement: „As the No. 1 rail freight carrier in Europe, we naturally feel at home in all the large ports, because they are a major part of our business. But

here in Mainz, where our corporate headquarters are located, is where we are really at home,“ adds Dr. Kremper. ■

Dr. Klaus Kremper (second from left) and Detlev Höhne (left), management board of Stadtwerke Mainz AG, unveil a historical diesel locomotive

Railion Scandinavia:

Bridge to Scandinavia

The Scandinavian markets are coming to play an increasingly important role in European freight transport. Besides paper and forestry products, the main products carried on the north-south axis are cars, steel and consumer goods. As a result of the foundation of Railion Scandinavia A/S, DB Schenker and its partner railway Green Cargo hope to make rail transport an even more attractive proposition on the Scandinavian corridor.

The main transport artery of the Scandinavian corridor runs from Sweden by way of Malmö to Denmark, then continuing via the border town of Padborg and Hamburg-Maschen to reach the central and southern European markets. While Sweden is the principal home of productive industry in this connection, the service-providing nation of Denmark, with no more than 5.4 million inhabitants, is increasingly coming to be used as a transit country for freight transport. 'We are observing a massive volume of lorry transport here, with a high rate of growth,' comments Dr Klaus Kremper, Chairman of the Management Board of Railion Deutschland AG. By boosting its commitment to Scandinavia, DB Schenker is aiming to extend the market share of rail. Above all it hopes that the better quality it can provide will make rail services more competitive.

Railion Scandinavia: a production company for transit operations

The first step in the extension of Schenker's Scandinavian transport commitment was the foundation of Railion Scandinavia as a joint venture with Green Cargo, in mid-December last year. Dr Kremper explains the reasons for this: 'This joint venture means that we will in future supply our rail transport services on the Scandinavian corridor in close conjunction with the production systems of Green Cargo.' Railion Scandinavia has its head office in Taastrup, close to Copenhagen. It has been founded as a pure production company, arising out of the former Railion Danmark – since 2001 the Danish national corporation of Railion, Deutsche Bahn's freight railroad. The aim of the new joint venture is to facilitate rapid connections with Scandinavia.

Green Cargo, a subsidiary company of Schwedische Eisenbahnen SJ [SJ Swedish Railways], with which DB

Schenker has already had a close partnership for many years, has a 49 percent holding in Railion Scandinavia. With the remaining 51 percent, DB Schenker is the majority shareholder. 'Seen in juridical terms, this just amounts to a rechristening of Railion Danmark,' explains Falk Holtz, Managing Director for Finance and Controlling at Railion Scandinavia. But the allocation of responsibility is now different. In future all marketing activities will be carried out by the parent companies, Green Cargo and DB Schenker. In the case of the latter, there are middle-term plans for hiving off marketing operations into a separate company under the banner of Railion Danmark Sales. This will be owned one hundred percent by DB Schenker.

Sören Belin, Chairman of the Management Board of Green Cargo, likewise hopes for a rapid return from the investment in the new company. 'From our point of view, Railion Scandinavia offers competitive connections in the direction of central and southern Europe. This makes us more reliable, so we will be able to have a share in the major growth potential that the north-south corridor offers.' Already today, around 80 percent of rail shipments from Sweden go either to or through Germany.

Cross-frontier deployment

The first train under the banner of Railion Scandinavia set off as long ago as 1 January of this year. 'Acting for Green Cargo and DB Schenker, we offer carload and Combined Transport services with direct connections between terminals and shunting stations in Germany and Sweden,' says Stig Kyster-Hansen, Managing Director of Railion Scandinavia since February. At a level of approximately 60 percent, transit shipments form the greater part of the operations that are involved. The main axis runs from Malmö

via the Oresund and Great Belt crossing to Maschen near Hamburg. From this point the trains are fed into the single freight car systems of DB Schenker, so linking up with all the important markets of southern, eastern and central Europe. 'But we could equally well provide direct connections from Halsberg or Luleå in the extreme north of Sweden all the way down to Hanover,' Kyster-Hansen explains. 'That wouldn't be a problem.' Apart from transit operations, Railion Scandinavia also continues to offer rail freight transport to, from and within Denmark.

Railion Scandinavia will considerably intensify the cooperation between the partner railway companies. 'We are making it our objective to open up the corridor for end-to-end rail freight transport, and so improve the transport efficiency rating by as much as 30 percent,' says Kyster-Hansen. The target he defines is ambitious. As well as the better capacity utilisation of the trains, resulting in more cost-efficient production, Railion Scandinavia's clients will be able to benefit – as will their own customers – from the use of ultra-modern multi-system locomotives. By the summer of 2009 Railion Scandinavia hopes to invest in twenty-three series 185 locomotives from Bombardier. Thanks to the internationalisation of train control systems, the use of these will be universal: borders do not present a problem.

'With the help of these multi-system locomotives we can drastically cut border stops at the frontier between Denmark and Germany, improving the reliability of service and shortening transit times,' Holtz is confident. In order to facilitate the use of the new locomotives, it is therefore a top priority for Railion Scandinavia to train locomotive engineers in cross-border operations. The inherited rolling stock of

The rail corridor between Scandinavia and Germany



Denmark is building bridges – in the truest sense of the word – between Scandinavia and Central Europe.

Railion Denmark already includes 13 multi-system locomotives of the EG series. They are authorised for use in Denmark and Sweden, and with their six axes can also cope with the tilt on the Oresund Bridge – the connection between Copenhagen and Malmö (see picture on p. 6).

A new production concept

Besides investment in new locomotives, a new production concept is another factor forming the basis of enhanced quality and punctuality. Railion Scandinavia hopes to develop this by 2009, in collaboration with Green Cargo and DB Schenker. In addition the partners are setting up a joint monitoring system. The new production company is also aiming to tackle services and busi-

ness processes at the important transport interfaces. At present Railion Scandinavia is operating two transshipment stations, one in Taulov near Fredericia, in Jutland, and the other at Høje Taastrup on Seeland, close to Copenhagen. The company maintains other freight transport centres to serve the domestic market, in Fredericia, Ringsted, Glostrup, Herning, Kolding, Korsør, Køge, Nyborg, Ringsted, Vejle, Århus and Padborg on the border with Germany. Around 350 employees, including locomotive engineers, shunting staff and administrative officers, work to bring about the effective production of 300 trains per week at present. 'If demand continues, however, we will step up the frequency gradually in the middle term,' says Kyster-Hansen.

Individual logistics services

Customers can go through DB Schenker's market units or through the Intermodal business unit, or for that matter they can approach Green Cargo directly – in this way they can not only commission and purchase the traction services of Railion Scandinavia, they can also request individual transport concepts, with the backup of additional services. Besides Combined Transport, these also include on-site services provided by strategic partners in Denmark. Among these is KombiDan A/S, a joint venture involving several Danish haulage companies which aims to encourage the transfer of European freight shipments to rail, and offers effective solutions in the Combined Transport sector in conjunction with Intermodal.

DB Schenker also offers the mining industry in Denmark logistics services from a single source. At the important Baltic ports of Fredericia and Kolding, Schenker's Mining market unit works hand in hand with specialist logistics partners. These include Fredericia Shipping AS, which with its auspicious location can offer direct links to all means of transport. It also has more than 12,000 square metres of roofed warehouse space, offering all kinds of services – including the transshipment and storage of steel products, as well as container consignments and bulk goods. Daugaard AS, another of Schenker's partners, has its head office in Kolding. This is likewise an important intersection point, offering trimodal transport connections. Daugaard also offers professional transshipment services, as well as the storage and transport of steel products. The company's range furthermore includes logistics services for paper products, chemicals and industrial goods.

Through Scandinavia by block train

In the field of single freight car transport, as well, many Scandinavian companies have been relying on rail for years already. For many of them, not the least important

reason for wanting to extend the market share of rail is the ecological benefits for the future that it offers. As well as the automotive industries, paper production enterprises play an important part in this connection. Korsnäs, for example, together with its logistics partners ScandFibre and DB Schenker, has just transferred another 300,000 tons of paper products to rail (see article on page 11).

Volvo too is increasingly making use of rail. On the basis of a sophisticated circular train system,

many vehicle body parts and prefabricated components are now being carried from numerous production sites of the Swedish automotive manufacturer to its production plant for new vehicles in Ghent, Belgium. The railways responsible for this, DB Schenker and Green Cargo, work hand in hand to ensure that production sequences run smoothly and reliably. The Volvo train achieves 95 percent punctuality – a standard that has no rival in the field of Scandinavian transport. Ikea too has been a Deutsche Bahn customer for 30

years. The transit operations of the Swedish furniture house are mainly dedicated to the distribution of its products to central warehouses all over Europe.

But DB Schenker and Green Cargo are also hoping that their partnership in Railion Scandinavia will open up new and equally lucrative routes. „As well as Sweden, of course we are also setting our sights on industry in Norway and Finland“, is Kyster-Hansen’s significant comment. ■

Freight train with extended length

In February of this year Deutsche Bahn tested freight trains with a length in excess of 800 metres between the Maschen marshalling yard and the station in Ringsted, Denmark. The reason is that, unlike the case in Germany and many other European countries, where the length of trains hauling wagons is currently limited to a maximum of 700 metres, trains in Denmark today are operating scheduled services with total lengths of 835 metres. Using longer freight trains will provide better use of rail network capacity and greater cost ef-

fectiveness, resulting in greater competitiveness compared with other modes of transport.

„We want to make a major contribution to transport growth in Germany as a transit country,“ Dr. Klaus Kremper, Chairman of the Board of Management of Railion Deutschland AG, pointed out. „Our long-term goal is to be able to operate longer trains in all European railway systems.“ The extra long trains have been undergoing trials with a train pair, each train of which had an overall length of 835 metres and a weight of 2,300 tons, travelling during the night on the approximately 210-kilometre long route.

The track trials are part of a preliminary project of the „GZ 1000“ project, which is financed by the Federal Ministry of Economic and Technology and being driven forward by Deutsche Bahn. In this way, the company is currently examining the operational and economic feasibility of trains with an overall length of around 1,000 metres on selected routes in the German network. Other aspects being looked into include the extension of passing loops and the need to modify the command and control technology. ■



Photo: DB AG/Schedler

„We are opening up the Scandinavian corridor for rail freight“

Effective 1 February, Stig Kyster-Hansen (45) has been appointed to the position of Chief Executive Officer of Railion Scandinavia, the new joint venture between DB Schenker and Green Cargo, which was created in December 2007 from the former Railion Denmark. Railways spoke with the Danish national and qualified shipping agent about the short and long-term business goals of the new company.



Mr. Kyster-Hansen, what goals have you set this year for Railion Scandinavia?

We want to establish ourselves as a rail carrier on the North-South transit corridor. A new product concept that will take us into 2009 will help us to achieve that goal. The focus of our activities is on quality, cost-effectiveness and reliability. I see Railion Scandinavia personally as a tremendous challenge in my career, and one in which I will be able put to good use the experience I have acquired to date in rail logistics.

What experience is that?

Right from the start of my professional career, I've been associated with the railways. I was initially with DB's affiliated company Inter-

container-Interfrigo in Basel, which specialises in intermodal shipments by rail. As Director Operations and Production at European Rail Shuttle BV & ERS Railways BV in Rotterdam, and then Managing Director of ERS Railways GmbH in Frankfurt, where I was responsible for intermodal rail operations and for the development and introduction of new products, I acquired more experience in the intermodal segment. It's precisely this kind of experience that will stand me in good stead at Railion Scandinavia.

Do you also intend to expand intermodal services on the Scandinavian corridor?

Yes. In addition to cost-effective and reliable wagonload transport services on transit routes between Sweden and Central Europe, we also see enormous growth opportunities in combined transport, particularly for specific sectors of industry, such as coal and steel, white goods and forestry products. As a result, we will be focusing long term on strategic alliances that will enable us to offer customers high-quality services from a single source. Besides KombiDan, these include Hupac and Transfracht.

How do you intend to increase growth in this region?

To be competitive with trucking and shipping companies, we will have to improve and expand the services we provide in our terminals in Taulov and Høje Taastrup. Among other things there, we are planning to increase our warehou-

sing capacity and investments in equipment. Another important traffic hub is in Århus, the second largest city in Denmark. It has a variety of industries and a seaport located on the Kattegat straits between the east coast of Jutland and the west coast of Sweden. Our intention is to offer local companies an improved range of container services to and from the port.

How will shippers involved in wagonload services benefit from the one-stop shopping available at Railion Scandinavia?

As a company focusing solely on train operations and providing services for our parent company DB Schenker and Green Cargo, we can concentrate on our core business, which is transporting consignments from A to B and back. Our company provides the link between Sweden and Germany and opens up the Scandinavian corridor for rail freight. As a result of the close cooperation of the partner railways and with operations directed by us, we will now increasing travel non-stop across the borders and thus eliminate the interfaces. This will give us a valuable time advantage on these routes. In addition to punctuality and improved quality standards, we will now be able to offer our customers attractive prices. ■



Rail 07:
Swedish paper
 relies on rail to reach destinations
 all over Europe

With Rail 07, DB Schenker – in conjunction with its Swedish logistics partner ScandFibre Logistics AB (SFL) – has made an efficient addition to its international logistics network. Since the beginning of January, the paper specialists have been conducting end-to-end rail transport operations for the manufacturing company Korsnäs AB, from its factories in Gävle and Frövi to the Hamburg-Maschen marshalling yard. The new route goes by way of the Oresund Bridge – one of the longest cable-stayed bridges in the world for combined road and rail traffic.

The new transport schedule is designed to distribute quality packaging paper by rail from the Korsnäs works to destinations all over Europe. Together with ScandFibre Logistics, DB Schenker is responsible for the overall coordination of the shipments. In Denmark both partners can draw on the production services of Railion Scandinavia, a recently founded Joint Venture between DB Schenker and the Swedish company Green Cargo (see page 6 for more about this). Schenker's partner railway manages the transport of the sensitive packaging paper within Sweden. The purposes for which it is used include the production of environmentally friendly drinks cartons. The vehicles used are special four-axle sliding-partition freight cars supplied by the TRANSWAGGON company. These can take a maximum load of up to 60 tons – three times as much as an average lorry.

Before switching to the Rail 07 scheme, Korsnäs' consignments were for the most part carried by lorry and by ship. The reorganisation of the shipments has already paid off for all the parties involved. 'End-to-end rail transport not only speeds things up, it also saves two transshipment operations as compared with the previous logistics system. Paper is a sensitive article,' explains Karsten Sachsenröder, Head of the Construction Materials, Industrial and Consumer Goods Market Unit at DB Schenker. Altogether the rail shipment reduces the transit times of the Korsnäs company's paper shipments by 25 percent. The Swedish Group also places a particular emphasis on the sustainability issue. By changing to rail logistics, the company can reduce its carbon footprint in connection with its distribution operations by as much as 30 percent.

300,000 additional tons

Since as long ago as 1999, DB Schenker and SFL have been successfully managing a joint round trip train system, with 21 trains a week. From Maschen on, SFL makes use of the international single freight car network of DB Schenker and its partner railways. On this basis more than a million tons of paper and paper products was being distributed all over Europe every year, saving the environment more than 40,000 lorry loads. 'Korsnäs was already carrying partial quantities by rail. With Rail 07 we have now been able to increase the volume by another 300,000 tons per annum,' says Martin Reiser with satisfaction, the responsible Key Account Manager on DB Schenker's Pulp & Paper (Continental) team. DB Schenker now has 49 trains on the move every week on behalf of its Swedish customer. ■



When boats go by rail

Moritz-von-Nassau Barracks in Emmerich, close to the Dutch border, is to be closed down by the middle of the year. In anticipation, the Bundeswehr has sold seven of the motorboats from its stocks there to the Austrian army. DB Schenker won the contract to transport them by rail to Vienna

In addition to other troops in Germany, the 140th Engineer Battalion stationed in Emmerich is also to be split up and transferred to other barracks. The motorboats from the 140th Engineer Battalion that have been sold to the Austrian army are so-called workboats that are used for the reconnaissance of surface waters. They have a length of around 7.5 metres, weigh 3.5 tons and each of them is fitted with

a 260-hp 12-cylinder engine. The boats have not been used for six years and were given a complete inspection before the sale to ensure they were in good working order.

„As is normally the case with the transport of military equipment, the logistics services used to deliver the boats to Vienna were specified in advance by the Federal Office of Defence Technology and

Procurement,“ says Klaus Hoppach, Head of Military Logistics in the Chemicals/Mineral Oil/Fertilizers market unit, explaining the official procedure in such matters. The order finally went to DB Rail Solutions. In the end, it turned out to be extremely complex, since there was no railway siding available either on the military training area or close to the barracks. „This meant that the boats first had to



be driven by truck to Emmerich railway station," explains Hopbach. „For this job, we took our partner TRANSA on board, a company we've always been satisfied with in the past for any preliminary work to be done ahead of a special shipment.“ The people at the Deutsche Bahn subsidiary are experts for heavy road haulage jobs and have all kinds of state-of-the-art special-purpose vehicles for virtually every possible consignment of goods.

The loading of the boots onto the freight wagons was handled by the military engineers themselves. They also had the use of a loading

crane provided by the Bundeswehr. Under the watchful eyes of the DB Schenker wagon master Klaus Spankus from the Cargo Centre in Duisburg, the soldiers did a professional job of securing the load, tightening the chains and lashing down the tarpaulins covering load for the journey to Vienna.

On 12 February, everything was ready: the boats were sent on a two-day journey by rail to Vienna. The low loaders also carried bridge-laying panels from the barracks in Speyer, which had also been bought by the Austrian army. The shipment was taken directly

into the army logistics centre located in the ARSENAL barracks in Vienna, which has its own siding, where the military equipment was immediately unloaded and stored in the depots.

Special shipments for the military

The siding at Emmerich station was often used for loading heavy wheeled vehicles and tanks. „We used to load and unload entire trains transporting Bundeswehr vehicles,“ Hopbach recalls. When the barracks is finally closed down, there will be no more shipments of military

equipment from Emmerich, but DB Rail Solutions will still carry out shipments for the military – particularly when heavy equipment, ammunition and explosive materials are to be transported. They are primarily needed for exercises when international troops take part. „As a result, our share of the transport business in this segment has seen further growth,“ adds Hopbach.

Military shipments are a particular challenge for Deutsche Bahn, because the large and bulky vehicles, which also include tanks, often

result in loading gauge infringements, which means that roundabout routes have to be planned. „In exceptional cases, it can happen that the route taken ends up being four times the length of the normal route,“ says Hopbach. „And we often have to travel during the night, on weekends, or use branch lines in order not to disrupt normal rail services.“ The scheduling of military shipments is handled by the military team in the Customer Service Centre in Duisburg. There are also special tasks to be performed in addition to conventional

logistics services. „The tasks we are required to perform include taking trains full of troops to military exercises, for example,“ says Hopbach, naming just one of the special features of military logistics. ■

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Aid for Iraq

As part of a humanitarian aid project for Iraq, Germany is making 276 ambulances and pickup trucks available to the Iraqi army. The military specialists from DB Rail Solutions made sure that the vehicles got to the seaport of Emden safely and right on schedule.

During the initial stage of the preparation work for the logistics involved in the shipment, the account manager responsible, Michael Feuser from the military logistics team in the Chemicals/Mineral Oil/Fertilizers market unit, met the employees at the Cargo Centre in Mannheim who were involved in the shipment to discuss the details. At the next meeting,

which was held at Easter and this time included the wagon masters and Bundeswehr transport officers assigned to the project, carefully examined the route and agreed on what was to be done.

On 11 March, everything was ready: a Bundeswehr transport platoon drove the vehicles in the early hours of the morning in convoy

from the Siegelsbach storage facility near Heilbronn in Baden-Württemberg to the neighbouring freight station in Bad Friedrichshall-Jagstfeld. The vehicles were driven onto the waiting freight wagons via an end-loading platform. By mid-day, the first train was ready to depart. Four trains in all were needed to take the ambulances and pickup trucks over the next few days on the shortest route to the seaport of Emden, where they were loaded on the ships that would take them to Iraq by employees of the EVAG seaport handling company, a wholly-owned subsidiary of DB AG.

„Due to the direct support of a motivated Bundeswehr transport platoon and the smooth cooperation between the wagon masters, the Cargo Centre and the military team in the Customer Service Centre, the entire operation went off without a hitch,“ said a delighted Feuser. „We have demonstrated once again that we can successfully handle large-volume shipments in the shortest possible time.“ More shipments are due to follow very soon from the Bundeswehr storage facility in Siegelsbach. ■

Loading ambulances belonging to the German military at the Bad Friedrichshall-Jagstfeld freight transport centre.





Photo: SEEHAFEN KIEL-Eisenbahn

A trademark of the SEEHAFEN KIEL-Eisenbahn [PORT OF KIEL Railway]: the orange diesel locomotive

Partnership with Shell

DB Schenker and the SEEHAFEN KIEL-Eisenbahn [PORT OF KIEL Railway] have jointly won the contract for the provision of logistics services at the Shell Hemmingstedt bei Heide site in Schleswig-Holstein. The operations involved include shunting and loading, as well as managing transport by rail to the Shell tank depot in Brunsbüttel.

The three-year contract came into force back in January. Services to be supplied by the PORT OF KIEL Railway consist in the daily shunting, loading and delivery of some 60 tank railcars entering or leaving the operating premises of the Shell oil refinery. One of the familiar orange shunting locomotives will be used for the purpose, together with specially trained personnel. To facilitate the loading of the tank railcars, Shell has specially carried out a comprehensive renovation of its track network at the Heide refinery. In addition, the mineral oil giant has constructed a new spot loading facility, as a result of which the tank cars can now be loaded either from the top or from the bottom. The latter method supports the environmentally recovery of vapours.

Currently an average of five trains are being assembled for dispatch in Heide on every working day, and conveyed by DB Schenker to Shell's tank depot at the oil port of Brunsbüttel an der Elbe, some 40 kilometres distant. The tank depot

there has a capacity of 550,000 cubic metres, along with four docking stations for tankers. From there around 50 percent of the products made at the Heide refinery are shipped out to big oil depots, consumers and customers.

„The services we were able to offer along with the PORT OF KIEL Railway meant that we were able to acquire the contract for services to Shell's Heide refinery,“ says Gerd Lawrenz, Head of DB Schenker's Cargo Centre in Hamburg. „In this way we will be able to improve Shell's rail freight operations at the Kiel site and beyond,“ he is convinced. In the past all the logistics services at the Shell refinery were supplied by the Osthannoversche Eisenbahn [East Hanover Railway].

Extending the range of services

For the PORT OF KIEL Railway, this shunting and loading commission is an important step in the development of its own rail arm, as this is the first time that locomotives and

staff of the rail transport company have been employed in the long term and on a significant scale outside Kiel. „Cooperating with a strong partner like DB Schenker puts us in a position where we can extend the range of services that our rail arm offers,“ says Dr Dirk Claus, Managing Director of SEEHAFEN KIEL GmbH & Co. KG [PORT OF KIEL Co. Ltd.], explaining the advantages of the partnership. He hopes that this partnership strategy can be continued on the regional level as well and throughout northern Germany.

The rail transport arm of the infrastructure operating company SEEHAFEN KIEL GmbH & Co. KG has many years of experience of shunting services, and is actively engaged in port operations, as well as working for DB Regio at Kiel Central Station. In addition the rail transport company offers traction services throughout northern Germany, using its own locomotives. ■



Phot. DB AG / Taubert

Group head office of DB AG on Potsdamer Platz in Berlin

Logistics Day

Behind the scenes at DB Schenker

Taking its theme „Logistics makes it possible“, the first Logistics Day in Germany was held on 17 April on the initiative of the German Logistics Association (BVL). DB Schenker was also there to give schoolchildren and students a look behind the scenes of a global transport and logistics services provider.

Numerous companies, associations and organisations throughout Germany supported the ambitious project, the aim of which was to give a wide public a closer look at logistics operations and some first-hand experience of some career profiles in logistics. This was done by making logistics services the focus of attention for one day. DB Schenker set up an exciting nationwide programme that was enthusiastically received by the young visitors.

In Berlin, the transport and logistics services provider organised ex-

cursions from Group headquarters on Potsdamer Platz to the Großbeeren container terminal and to the Seddin locomotive and freight wagon maintenance depot. In Hannover, trainees showed visitors the numerous logistics operations that are bundled in the branch offices of DB Schenker Deutschland for car manufacturer VW. In Duisburg, the schoolchildren and students found out how containers are transferred from train to truck in a container terminal. In Munich, schoolchildren were shown how a consignment of freight is processed by a freight forwarder – from initial collection

to final delivery. And in Hamburg-Maschen, among other things, the company provided access to Europe’s largest marshalling yard and demonstrated how entire trains are split up into individual freight wagons and then reassembled into complete trains.

The nationwide Logistics Day was a great success, and both organisers and visitors have now agreed that it should take place every year. ■



Every three years, IFAT – the International Trade Fair for Water, Sewage, Refuse and Recycling – is held at Munich Trade Fair centre. When the trade fair is once again opened from 5 to 9 May

DB Schenker at IFAT

to trade visitors, DB Schenker will again be represented there on its own stand.

More than 2,000 exhibitors from 36 countries and 109,000 trade visitors from 166 countries attended the last IFAT in 2005. An increase

in both the number of visitors and exhibitors is also expected this year to the world’s largest environmental trade fair. Compared with the last event, the space assigned to exhibitors alone has increased by 22,000 square metres to a total of 192,000 square metres.

Tested and certified

In April last year DB Schenker became the first European freight railway to receive HACCP (Hazard Analysis and Critical Control Point) certification. This is an important quality management system in the foodstuffs and animal feeds industry. At the end of January the certificate was extended.

HACCP was originally developed for the foodstuff's industry, and supports companies in their internal control mechanisms for excluding any health hazards to man and beast. Enjoying international recognition, the HACCP standard is a component in practically all quality management systems in the foodstuffs, grain and animal feed sectors. In this case it testifies to the high quality of DB Schenker's transport of foodstuffs by rail. The audit was held at the freight car maintenance centre in Mannheim, at the Customer Service Centre in Duisburg and at Railion's head office in Mainz – also the base of the rail freight transport arm of DB Schenker. The audit was carried out by SGS-ICS Gesellschaft für Zertifizierungen m.b.H. [SGS-ICS Certification Company Ltd.].

„We are proud of the fact that in the entire course of the audit no deviations were detected,“ says Hans-Heiner Undorf, Key Account Manager responsible for foodstuffs and animal feeds in the Construction Materials, Industrial and Consumer Goods market unit. „On the contrary – the certificate has confirmed that our cross-departmental HACCP team has succeeded in making improvements in the system since it was first introduced.“ These included the creation of a dedicated HACCP database,

At DB Schenker, the Construction Materials, Industrial and Consumer Goods market unit is the specialist for the environmentally-compatible transport by rail of industrial and urban waste, recycling and clean-up of contaminated sites. The market unit will be presenting its services in Hall B1, on Stand 200. ■

which is able to provide customers with information on a regular basis about the load previously carried, and about the cleaning of the vehicles if required. A minimum frequency for internal cleaning has also been defined, and rules for the cleaning procedure laid down.

is another important quality management system in the European animal feeds industry. Through the introduction of the HACCP system, DB Schenker created the basis for meeting the requirements of GMP-certified customers.



Consistent quality management across the board

The shipment of foodstuffs has traditionally ranked high with DB Schenker. In the year 2006 Schenker's existing Integrated Management System was extended by the addition of a management system for hygiene in connection with food stuffs and animal feeds, and at the same time the HACCP system was implemented throughout the company. In parallel to this, DB Schenker was certified as complying with the GMP B4 quality management system for animal feed transports. GMP stands for Good Manufacturing Practice. This

„Although we have reason to be very well satisfied with our performance to date, we aim to go on improving all the time,“ stresses the head of the market unit, Karsten Sachsenröder. „Besides the ongoing supervision of freight wagons, we hope to make still further improvements in our management system, so that our customers can continue to rest easy.“ ■

Special wagons for the transport of agricultural products: the Tagnoos 898 has a food-safe internal coating of stainless steel, which measures up to the highest hygienic standards.

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Fresh wind blowing for DB Schenker

Twelve years ago exactly, the Abelitz-Aurich line in East Frisia was closed down. To provide rail transport for the rotor blades and components in Aurich, the wind turbine manufacturer ENERCON arranged for the line to be reactivated. The official opening ceremony took place on 4 April. DB Schenker won the contract to handle the rail operations.

The Abelitz-Aurich railway line is a single-track line some 15 kilometres in length. It connects the Abelitz depot with Aurich and was once part of the East Frisian railway that ran along the coast. While passenger services were closed down in 1967, rail freight transport continued until 1996. To ensure environmentally-compatible rail operations, ENERCON, as the largest private investor, together with the Aurich municipal authorities, organised the renovation work and provided some two million euros for this purpose. Before the project got underway, the wind turbine manufacturer, together with local companies and the municipal authorities of Aurich and Emden, including the district authorities of Aurich, set up the Aurich-Emden railway infrastructure company (EAE). This is now the owner of the line, although the line will be operated by the East Frisia Oldenburg railway company (e.g.o.o.).

„Another argument for reviving the rail services was that, due to the increase in road traffic, obtaining permission to transport the loads by road – which in most cases were oversized loads – was becoming increasingly difficult,” says Ulrich Neundlinger, the man at ENERCON responsible for reactivating the line, explaining the company’s decision in favour of rail. Since it was founded in 1984, the company is one of the industry’s key drivers of innovation. ENERCON’s new E-126/6 MW model finally went into operation on the Rysumer Nacken near Emden at the end of November. With a rotor diameter of 127 metres, a hub height of 135 metres and a rated output of 6 megawatts, it is currently the world’s most powerful wind turbine (see photo on page 18). The company now

employs more than 10,000 people worldwide. In Germany alone, there are three production plants – in Aurich, Magdeburg and Emden.

Rotor blades take the train

ENERCON opened up its own railway siding in Aurich to provide shipments by rail. Before this took place, however, the company had already signed two contracts with DB Schenker: on the one hand, key components were to be transported on flat wagons in the company’s own containers from its Magdeburg plant to Aurich. In addition, DB’s logistics company was to transport control cabinets, sheet steel, cables, wires and gears from the component suppliers to Aurich and Magdeburg. The rotor blades, which are over 40 metres long, were also to be transported on low loaders to the seaport of Emden 30 kilometres away for export overseas. „We also planning to take special shipments of oversized loads for ENERCON to Emden. That’s a very demanding and highly interesting assignment,” adds Martin Wessel, the head of regional sales at DB Schenker in Bremen. Then, there are hubs, generators and gondolas – the entire range of products in fact. „For next year alone, we are anticipating a transport volume of around 3,000 wagonloads,” he says, looking ahead.

Inauguration ceremony with VIPs

To mark the reopening of the Abelitz-Aurich line, there was a large celebration on 4 April, followed two days later by an open day event in Aurich’s northern industrial estate, during which the wind turbine manufacturer gave visitors a fascinating look behind

the scenes at the production processes in the plant. In addition to ENERCON’s Managing Director, Dr. Aloys Wobben, Berend Voss, Managing Director of EAE, and the suppliers, there were a number of high-ranking representatives of politics at the ceremony. These included The Premier of Lower Saxony, Christian Wulff, who gave the opening speech, and President of the State Parliament, Hermann Dinkla. Martin Wessel and Astrid Dieckow, head of regional sales in Halle, were also present at the ceremony.

There was another key event for ENERCON taking place at the same time: in nearby Südbrookmerland-Georgsheil, which lies on the Abelitz-Aurich line, the ground-breaking ceremony for ENERCON’s new East Frisia casting centre, where in future high-quality nodular cast parts, such as mainframes, rotor blade adapters, rotor hubs and kingpins will be produced. „The raw materials needed for the casting plant – around 20,000 tons of aggregate and high-grade residual sheet metal – are also to be transported by us,” adds Wessel.

„DB Schenker will be one of the most important logistics providers for us in future. We intend to expand the use of rail transport services even more, so that they will account for a large part of our total transport services,” says a confident Neundlinger ■

DB Schenker

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Palettes of snacks

Deutsche Bahn's subsidiary TRANSA and DB Schenker are delivering products manufactured by Lorenz Snack-World to supermarkets throughout Germany. Every day, trucks carrying as many as 500 palettes of crisps, crackers and salted sticks leave the premises of the snack producer in Neunburg vorm Wald, Kreba and Hankensbüttel.

The products are driven to the central and regional warehouses of the large food discounter, to retailers, or even to major

events throughout the country, with TRANSA responsible for a major portion of the complete and partial loads delivered in Germany,

while DB Schenker coordinates the delivery of cases. „With TRANSA and Schenker, we have acquired strong partners. Particularly in the combination of services they provide, we obtain key synergy effects,“ says Johannes Busch, head of logistics at Lorenz Snack-World, explaining why the company decided to go with the two logistics service providers.

The nation-wide delivery of snacks takes place from two locations each for both TRANSA and DB Schenker: the TRANSA office in Coburg organises deliveries throughout Germany for the Lorenz plants in Kreba (Saxony) and Neunburg vorm Wald (Upper Palatinate). The TRANSA location in Hanover picks up its palettes from the snack producer's plant in Hankensbüttel (Lower Saxony) and delivers them to Baden-Württemberg and Bavaria, while the Schenker locations in Hanover and Regensburg are responsible for case deliveries from the Lorenz plants in Lower Saxony and the Upper Palatinate. ■

Takeover confirmed

On 19 March the takeover of Transportes Ferroviarios Especiales (Transfesa) by Deutsche Bahn AG became legally effective. The EU Commission has given its consent to Deutsche Bahn's purchase of a majority share in the Spanish transport and logistics company.

DB had already acquired Transfesa last summer. „This controlling interest strengthens our strategic commitment in the corridors of Western European transport, and especially on the Iberian peninsula,“ says Dr Norbert Bense, Member of DB AG's Management Board for Transport and Logistics. „For our customers it means above all an extension of our powerful European network for the automotive industry.‘ Interesting from Deutsche Bahn's point of view in particular are the axle change facilities between France and Spain, and the access offered to the south-west corridor. Since being founded in

1943, among its other activities Transfesa has specialised in automotive and bulk goods transport. With its 1100 members of staff and 7900 special freight cars, the company is one of the biggest internationally active transport and logistic companies in Spain.

By absorbing Transfesa and English Welsh & Scottish Railway Holding Limited (EWS), acquired in the autumn of 2007, Deutsche Bahn hopes in the middle term to increase the market share of rail in the European transport market, as well as improving the quality of the services offered. With the help of the

two integrated networks, customers will in future be able to book uninterrupted train services to Great Britain and Spain. Transfesa manager Luis del Campo also sees the takeover as an opportunity for continuing his international strategy: „We aim to improve our services, especially those going to and from south-western Europe, and to develop new services in conjunction.‘ The Madrid-based company was unable to achieve the growth it aspired to in recent years, and so hopes that the majority interest of Deutsche Bahn will increase its market share, above all in international transport operations. ■

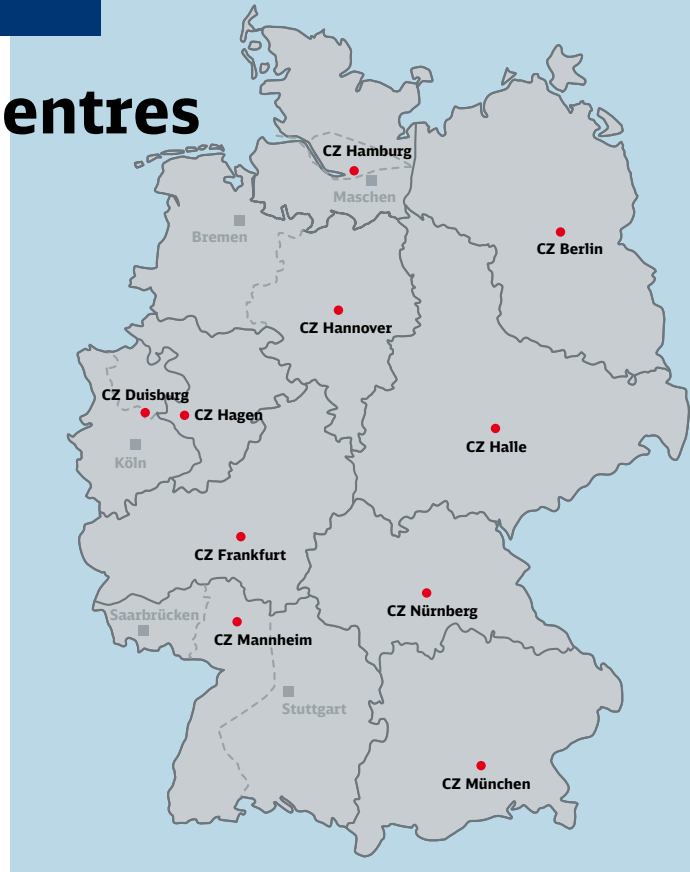
New structure for Cargo Centres

Three years ago, DB Schenker introduced a completely new planning and workflow management system for the cargo centres known as PRP (Project Redesign Production). To provide even more flexibility and proximity to the customer, the structure of the Cargo Centres required further modification.

By reducing the number of interfaces and improving the process focus in particular, DB Schenker's intention is to improve the quality of its services even further. To date, 15 cargo centres located throughout Germany will now be reduced to just ten (see map). The two cargo centres in Hamburg have been merged into one, as is the case with Bremen, Cologne, Saarbrücken and Stuttgart, where the cargo centres have merged with their larger neighbouring centres. The operational and administrative functions at the five former cargo centres, however, will be retained. „The aim is to bundle the tasks where appropriate for time and cost reasons, and to regionalise where necessary to meet customer needs,“ explains Eckart Fricke, head

of the division for single wagon transport and combine transport at Railion Deutschland AG.

DB Schenker has also created new departmental structures: the planning and control departments, for example, are now combined under the new name of „Services Management“ and the scheduling of staff deployment has now been integrated into the operational units and becomes part of the „Operational Management“ department. To reinforce the local management team at the cargo centres, there is now a standard ruling on deputising. In addition, to provide support for heads of the cargo centres to cover special regional circumstances, staff positions for special tasks – such as in ports and for key accounts – have



been set up. „By providing clear local process and management responsibility, we are making the cargo centres fit for the future,“ says Fricke, summarising the changes that have been made. ■

- current location of Cargo Centres
- Former Cargo Zentren

DB Schenker and TRANSA:

A shared office in Duisburg

On 1 March DB Schenker and TRANSA opened a shared office at the Customer Service Centre in Duisburg. The object is to deal with incoming customer enquiries within the entire range of services offered by both partners.

„With this shared office we are making another important step towards making the entire range of DB Schenker's services available throughout Europe on an ad hoc basis,“ says Hans Löffert, Managing Director of TRANSA. It was a joint decision by him and Dr Jörg Hilker, Head of Regional Distribution / Marketing Rail, to set up the office. Jens Küter, Head of the Customer Service Centre, likewise welcomed the decision.

The incoming customer enquiries and orders can now be processed

directly at the source. This means that the entire service range of DB Schenker and TRANSA is immediately available. The new office is manned by Martin Wunderlich of TRANSA, and Florian Bäcker of DB Schenker. Both members of staff deal with enquiries where the customer needs additional logistics services as a supplement to European rail transport. This puts all the expertise of DB Schenker at the customer's disposal. At the same time DB Schenker offers customers lorry transport as an alternative.

In addition, customers of DB Schenker can give TRANSA full responsibility for handling their consignments under the auspices of an emergency management system. This may be the case, for example, if freight cars cannot be supplied in time, or if because of work on



the line sidings become temporarily inaccessible. ■

Florian Bäcker (left) and Martin Wunderlich

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Trans-Eurasia Logistics:

Container shipments to Russia from a single source

At the beginning of March Intermodal and the Russian state railway RZD launched a new joint venture in Berlin under the name of Trans-Eurasia Logistics, together with their partners Polzug, Kombiverkehr and Transcontainer. The aim of the new company is to offer all-round container transport services between Western Europe and Russia from a single source.



The partners had already signed the contract establishing the joint venture, which has its head office in Berlin, last July. But it was not until March 2008 that the cartel authorities gave their consent. „The new joint venture will make rail freight transport on the highly attractive Russian axis even more competitive,“ said Dr Norbert Bessel, Member of Deutsche Bahn’s Management Board for Transport

and Logistics. He added that this forms a good basis for founding another joint venture with RZD and the Chinese national railway, with a view to extending transport operations to China.

„Trans-Eurasia Logistics will help us to offer our customers reliable and regular shipments on the axis between Germany and Russia,“ is the confident belief of Dr Sebastian

Jürgens, Head of the Intermodal business unit. With the help of the operators Polzug and Kombiverkehr, the new company provides uninterrupted shipments from Germany to Russia. This is based on a system of shuttle trains coming from the main economic centres of Germany, which are combined into regularly scheduled block trains going to Moscow. It works the same way in reverse, with loads from Russia being brought to Brest, on the border between Poland and Belarus, and then fed into the networks of the two operators to continue in the direction of Western Europe.

Besides pure transport services, Trans-Eurasia Logistics hopes in future also to offer delivery services incorporating pre-carriage and onward carriage, as well as tracking and tracing and the management of customs formalities. In the long term other services as well, like warehousing for example, should be added. ■

New link through the Channel Tunnel

Since the beginning of March, DB’s subsidiary English Welsh & Scottish Railway Holding Ltd. (EWS) has been offering intermodal services between Duisburg and Manchester through the Channel Tunnel. The trains provide services five times a week in both directions and take just one day for the entire journey.

The first container train left the Port of Duisburg at six o’clock in the morning of 4 March 2008 on its way to Manchester and arrives at

its destination the following day. David Kerr, EWS EWS Commercial Director, sees the new link as an important contribution to reducing transport’s carbon footprint and an additional service for its customers: „With the new link, we are offering our customers and partners the possibility of sending goods overnight direct, while at the same time bypassing the heavily congested trunk roads, motorways and seaports. The environment will also benefit from the significantly reduced CO2 emissions.“

The service is being provided by the UK’s largest rail freight operator, EWS, which has a member of Deutsche Bah AG since its acquisition in autumn 2007. Intermodal, the specialist for combined transport services, has a major involvement in the implementation of this project. With the integration of the services provided by EWS and linking up the UK into the DB’s continental transport network, Deutsche Bahn is further expanding its position as the leading international provider of mobility and logistics services. ■



Photo: DB AG/Busse

AirCargoExpress: Fly by rail

DHL has set up a new European air cargo hub at Leipzig/Halle airport that has already commenced operations. To provide a fast rail link to Frankfurt Airport, the Deutsche Post subsidiary, in collaboration with Intermodal, has launched AirCargoExpress. The new train system is scheduled to start full commercial operations this year.

The partners involved in AirCargoExpress are DHL and Intermodal, together with the operator Kombiverkehr, wagon specialists BTS Kombiwaggon (BTS K) and intermodal terminal specialists Deutsche Umschlaggesellschaft Schiene-Straße (DUSS) mbH. BTS K provides the containers used for the shipments, DUSS organises the transshipment of the goods and Kombiverkehr is the local operator, while Intermodal provides the traction for the trains. „We have done a lot to get this consortium up and running,“ stresses Karl-Heinz Günst. As the project manager at Intermodal, his job is to make sure that the work performed by the partners runs smoothly. „And we’ve managed to do it all very well so far,“ he adds.

The AirCargoExpress will initially have a train length of up to 270 metres a top speed of 140 km/h. Around 32 loading units are to be hauled per train. Much like the Parcel Intercity (PIC) express train, the new high-speed train will also reach its destinations overnight faster than would be possibly by truck. Both the southbound trains to Frankfurt and the northbound

trains to Leipzig/Halle will depart at 10:00 pm. In less than five hours - at around 2:30 am - they will arrive at their final destinations. „Six round trips a week have been scheduled to start with, and an increase in frequency is already planned,“ Günst explains.

Key air freight hub

In future, Leipzig/Halle - next to Hong Kong and Wilmington in Ohio - will be one of DHL’s three key air freight hubs. An important element in the transport network is the new Leipzig/Halle airport (LUB), located right next to the DHL hub. Its transshipment facilities consist of two loading tracks with a useful length of 350 metres, and a loop line. The tracks are electrified and have a direct connection to the Halle-Leipzig line, so that the AirCargoExpress can depart without delay. The airport operator Fraport has also built a transshipment terminal for intermodal traffic in Cargo City South at Frankfurt Airport. The Fraport subsidiary, Fraport Cargo Services, is responsible there for loading and unloading trains. Among other things, air cargo is also to be transported in future by

Lufthansa Cargo on the Express train between Frankfurt and Leipzig/Halle.

DHL and DB are currently working to speed up the AirCargoExpress even further. This will be made possible, on the one hand, by the planned construction of new lines on which the trains will be able to travel even faster. And the use of new equipment has also been planned. A pre-production wagon, for example, has already been built that will make top speeds of up to 200 km/h on rail freight services will be possible.

„The collaboration with DB AG is on a partnership basis and focused on the future. When the new technology is finally implemented in the AirCargoExpress, then in terms of speed we will have a genuine alternative on short-haul journeys to both the airlines and road transport,“ says Andreas Brockmann, team manager operations, DHL Hub Leipzig GmbH, delighted at the prospect. But he’s well aware that there is still a lot to be done by all those involved before the project really gets off the ground. ■



Heavyweight loads

The Special Transport division of DB Schenker in Hagen and Deutsche Bahn subsidiary Railog GmbH recently gave an impressive demonstration of their effective partnership in heavyweight transport operations. All as according to plan, an inductor weighing 120 tons has been carried by rail and by ship from the E.ON power station in Datteln to the Swedish company GenerPro AB in Västerås.

Measuring nearly 14 metres in length, the inductor at the plant of the power supply company in North Rhine-Westphalia serves to produce 16,70 Hz traction power – exactly the power frequency that is required for rail transport in Germany. The massive inductor was in need of repair, and had to be sent back to the manufacturer, the GenerPro company, for maintenance. Of the possible means of transport, the combination of rail and ship recommended itself as the best alternative. „On this basis we could keep precisely to our schedule, in spite of all the obstacles that we had to negotiate – there was an impassable bridge in Sweden, for example, that we had to get around somehow. With lorry transport this would have involved a considerable loss of time,“ explains Gert Schäfer, special transport expert at Railog.

Together with the intrinsic weight of the low-bed Uaais 810 category freight cars, the inductor – which had been secured on a rack for shipment, and wrapped in plastic film – weighed in at a hefty 210 tons. It would hardly have been possible to convey such a weight by road without having to obtain numerous special authorisations. „By rail, on the other hand, we could ship the load without a lot of bureaucratic complications. In spite of the size of the inductor it was not an out-of-gauge consignment, nor do big weights present a problem for rail transport generally speaking,“ Schäfer continues. Other companies involved in the project, besides DB Schenker, were Schenker’s partner railway Green Cargo and the German-Danish ferry company Scandlines. Railog however was responsible for the

coordination overall. The responsibilities of the rail logistics company included the technical organisation of the transport, application for the requisite permissions, drawing up an operational timetable and ordering the wagons.

An exceptional challenge

On 25 February DB Schenker’s special train set off from Datteln, carrying its heavy load, punctually at 10.00 am. The goods were shipped without incident via Recklinghausen, Münster, Lengerich and Hamburg to the Port of Rostock, which the train reached on the dot of midnight. Exact adherence to the timetable was necessary, because the specialists from Railog and DB Schenker were faced with an exceptional challenge at this point: in order to get the inductor

onto the ferry for the sea crossing to the Swedish port of Trelleborg, the tidal situation had to be carefully taken into account. This was because the water level was crucial to the articulation angle of the ferry bridge. One degree was the maximum permissible if it was to be possible to cross the bridge with such a heavy load at all.

After the ferry had been successfully loaded, it crossed to Trelleborg next morning, where Green Cargo

took on responsibility for the special consignment and delivered the last component safely to the station in Västerås. Finally Bombardier saw to the onward carriage of the goods and provided the low-bed wagon at the GenerPro siding. Together with DB Schenker and our other partners, we have been able to demonstrate that as an international team we have absolutely no problem with the transport of heavy loads, while always being in a position to provide the most eco-

nomical logistics solution," Schäfer concludes, with some pride. At the end of August, when the inductor is due to be shipped back from the Swedish manufacturer to the E.ON's Datteln plant, the partners will once again be able to show how well they work together ■

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Railog:

High speed train traverses seven countries

Deutsche Bahn's subsidiary Railog is currently providing rail transport of a special kind for the Spanish manufacturing company Construcciones y Auxiliar de Ferrocarriles (CAF) [Construction and Maintenance of Rolling Stock plc]. Twelve high speed trains in all are being transferred from CAF's Spanish plant to Turkey. Seven countries and seven railways are involved in the operation.

The first train embarked on its lengthy trip back in November of last year; the second followed on 22 March 2008. For Railog the project is a particular challenge, as in view of the broad gauge that is used in Spain, the train's components must first of all be carried to Hendaye in France by lorry. Only there will the individual parts be assembled and got onto the track.

Manfred Bernleither, Head of European Rail Transport at Railog in Austria, points to the special strengths of the rail logistics company: „In rail transport operations of this nature, we can rely on our many years of experience of the market and our specialist expertise. Finally, though, what impresses our customers is that we have staff who speak their own language in the various countries involved.“ Railog's branch offices in all the countries maintain close contact with the national railway companies, while working with Railog in Austria, which is centrally responsible for the coordination of the project, in managing the complete shipment and the customs formalities at borders. Another service from which CAF benefits is the

GPS location system. This makes it possible to determine the location of the train at any time, as well as sending a daily report on the status of the shipment.

Each of the twelve trains, which are to be delivered to the Turkish national railway by the end of 2008, consists of six carriages, two trac-

tion units and four freight cars. The route goes through France, Switzerland, Austria, Hungary, Serbia and Bulgaria and ends at the Bosphorus, where a team consisting of Railog staff and representatives of the Turkish national railway will load the trains onto a ferry. This will then deliver them to their final destination, Haydarpaşa near Istanbul. ■



Photo: Railog

Peine-Salzgitter Transport Company:

Blue draught horses for the steel industry

Photo: VPS



The bright blue locomotives have been the trademark of Verkehrsbetriebe Peine-Salzgitter (VPS) for thirty years. The rail company principally carries raw materials and finished products for the steel technology concern Salzgitter AG. At the same time it is one of DB Schenker's biggest partners in Germany.

The close partnership between DB Schenker and VPS has been historically determined by the latter's double function, as a classic non-federal railway and as the plant railway of Salzgitter AG,' explains Thomas Hünwinkel, Team Leader for Competition, Cooperation and Infrastructure at DB Schenker. As the legal successor of Peiner und Salzgitterer Eisenbahn [the Peine and Salzgitter Railway], VPS has its own publicly accessible infrastructure of around 360 kilometres of track in the extended Peine-Salzgitter region. Besides

this, the company's head office in Salzgitter-Hallendorf also operates non-public connecting railways for the companies of the Salzgitter Group in Ilsenburg, Peine and Salzgitter. Whether it is a matter of incoming raw materials like ore, limestone, coal and scrap, or of raw steel and finished products for the steel-processing industry, shipments are generally based on the close partnership between DB Schenker and VPS. A considerable volume of transport is involved, as Uwe Harder, Head of Long Distance Transport at VPS, emphasises:

'We carry something like 36 million tons every year – with the current high demand for steel, it's actually quite a bit more than that. This makes us one of the five most important rail companies in Germany.'

Steel transport with a long tradition

Iron ore has been processed at Peine since as long ago as 1858. Based on the foundation of new companies and subsequent mergers, the Ilseder Hütte metal works developed into Salzgitter AG. With

an annual production quota of more than 7 million tons of raw steel, the Salzgitter Group is one of the leading steel technology enterprises in Europe. Right up to the present day, a significant part of the Group's steel production is concentrated on the region north of the Harz. Accordingly the key tasks of VPS include comprehensive in-plant and intra-plant transport operations for the Group's subsidiaries – Salzgitter Flachstahl [Salzgitter Flat Steel], Ilseburger Grobblech [Ilseburg Heavy Plate] and Peiner Träger [Peine Girders] – as well as the shipment of raw materials and finished products to and from DB Schenker's transfer stations in Beddingen-Salzgitter and Peine.

The geographical proximity of Germany's Midland Canal is another important factor for the rail company's offer of integrated logistics services. As the operator of the inland harbours of Peine and Salzgitter, VPS maintains transshipment facilities for the loading of goods from a wide range of industries – mining, agriculture, chemicals and mineral oils. Typical products of Salzgitter AG, like hot-rolled coils and cast steel slabs, also leave from here for the international ports of Hamburg and Bremerhaven.

A freight transport service provider specialising in steel

„Many years of experience with the products of the steel industry make



VPS an extremely valuable regional partner for DB Schenker,' says Hüniewinkel, underlining the traditionally good relationship between the two companies. Since as long ago as the end of the eighties VPS has been carrying out what are known as 'cooperative transport operations', on the instructions of Deutsche Bahn and using its track network. This principally involves providing the locomotives and personnel. For example, VPS is involved in supplying ore to Salzgitter AG from the Port of Hamburg, and in Salzgitter AG's steel shipments going to the industrial Ruhr.

Another aspect of the partnership with DB Schenker is the serving of private sidings in the local catchment area – for example those of the wheelset plant in Ilseburg or of the Rautenbach-Guss company in Wernigerode. Harder sums up: 'We currently supply around two thirds of our rail freight transport services on our own infrastructure, and about a third in partnership with other rail companies, DB Schenker in particular.'

With an annual transport volume of something like 36 million tons, VPS is one of the most important rail companies in Germany

Sustainable growth a priority

The careful extension of the company's operating resources should continue to strengthen the position of VPS as a regional freight service supplier. In recent years there have been far-ranging investments in rolling stock, warehouse facilities and technology for the transshipment of goods. VPS uses some 1600 wagons to serve Salzgitter AG's plants alone, and rents additional wagons when required. This makes it possible for VPS to take on further cooperative transport projects as well. ■

Verkehrsbetriebe Peine-Salzgitter in figures	
Year founded	1972
Employees	ca. 750
Diesel locomotives	60
(including shunting locomotives:	46)
Electrical locomotives	2
Length of own track network	360 kilometres
Turnover 2006	88,5 million euros

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