



Oranges for the UK

DB Schenker Rail runs a weekly service to supply the UK with fresh fruit and vegetables from Spain. Page 08



Rub here

PULP TRANSPORTS
Fripa paper mill
commits to rail.

Page 24

BRITISH RAIL FREIGHT OPERATOR
DB Schenker Rail (UK) in-
tends to strengthen position.

Page 26

INTERMODAL TRANSPORT TERMINAL
Development of Duisburg
terminal complete

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Fresh in the shops: Spanish oranges reach England within 50 hours thanks to DB Schenker Rail.



„Think Europe“ – Think Networking

Western Europe has a close-meshed logistics network that is unparalleled anywhere in the world. Nevertheless, many people fail to realise the important role played by rail when it comes to supplying everyday goods. The fruit and veg counters of English supermarkets, for example, would remain empty if the weekly train bringing fresh produce from Spain failed to arrive. DB Schenker Rail (UK) and the British forwarding company Stobart have equipped this train with cutting-edge technology to ensure that oranges and lettuce reach their destination in perfect condition after the long journey.

However, it is not only the technical aspects which are crucial for the success of this transport, but also the organisation. Offering a through train from Spain to England via France handled by one single operator is only possible because of the Europe-wide network that has been established over the past few years.

DB Schenker Rail (UK) is meanwhile market leader in the United Kingdom, one of the largest rail freight markets in Europe. The innovative products and strong customer focus of our British subsidiary enable it to operate successfully and win new customers time and again in a fiercely competitive environment.

Our customers come from almost all sectors of industry and many of them wish to serve the entire European market. No matter whether automotive components, entire industrial plants or oranges: DB Schenker Rail accompanies their products across all national boundaries.

Sincerely,

A handwritten signature in blue ink that reads "Karsten Sachsenröder".

Karsten Sachsenröder
Member of the Management Board
DB Schenker Rail

08

Fresh food transports

Europe's longest rail connection operated by a single carrier stretches from Valencia to London. The refrigerated train supplies Britain with fresh fruit and vegetables from Spain every week.

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NOTTINGHAMSHIRE/UNITED KINGDOM
Awards for employee qualification

DB Schenker Rail (UK) has won two prizes for its vocational training programmes at the Employer Engagement Awards presented by West Nottinghamshire College. On March 2010, the company won the coveted Employer of the Year Award for its commitment to staff qualification and in-house basic and advanced vocational training. Moreover, Sean Levell, Production Manager at DB Schenker Rail (UK), also received the Lifelong Learning Award. As a consultant for the British vocational training programme NVQ, he played a part in making the DB Schenker rail depot in Leicester the first depot to be staffed exclusively with train drivers who have NVQ qualifications.



BERLIN/GERMANY
DB Schenker Rail and Papierfabrik Palm Win Prestigious 2010 Cooperation Award

The “2010 Award for Cooperation in Transport and Linguistics” advertised annually by the Federal Association for Economics, Transport and Logistics [Bundesverband Wirtschaft, Verkehr und Logistik BWVL] and the Deutsche Logistik-Zeitung DVZ was presented this year to DB Schenker Rail and Papierfabrik Palm. The jury was won over by the joint logistics concept put forward by both companies for supplying Palm’s power plant at the paper mill located in Wörth, Rhineland-Palatinate. Stephan Strauss, Head of the Marketing Division for Construction Materials, Industrial and Consumer Goods at DB Schenker Rail, and Hartmut Kassuhn, Director of Logistics at the Palm Group, accepted the award in Berlin on 20 April. The criteria for the award were the increase in efficiency and quality, close integration of organisation and information technology, practice-oriented implementation of innovative technologies, conservation of resources and a reduction of transfer times, administrative expenditure, defect levels and logistics costs.



GERMANY
Nation-wide Logistics Day

On 15 April 2010, DB Schenker took part yet again in the nationwide Logistics Day instigated by the Federal Association for Logistics [Bundesvereinigung Logistik BVL] by issuing an open invitation to 14 of its sites. Over 600 pupils and students had the chance to gain an insight into the complexity of logistics operations and to learn about the entry opportunities and day-to-day work carried out by a global provider of transport and logistics service.



St. Petersburg

ST. PETERSBURG/RUSSIA Logistics Skills Centre Opened

The Skills Centre for Logistics at the Graduate School of Management of St. Petersburg State University founded last autumn by Deutsche Bahn AG and Russian Railways (RZD) was opened on 17 March 2010. The logistics centre is dedicated above all to application-oriented research in the field of logistics and supply chain management and to the academic training of students within the scope of bachelor and masters programmes.

The intention is to train 180 students each year at Russia's first establishment of this type. Deutsche Bahn and RZD will endow one senior and one junior professor. There are also plans for the professional development of employees of both railways at the St. Petersburg institution.

Nottinghamshire

Berlin

Germany

PIRDOP/BULGARIA Formation of DB Schenker Rail Bulgaria

27 May 2010 saw the launch of DB Schenker Rail Bulgaria EOOD in the Bulgarian city of Pirdop at a ceremony attended by representatives from the worlds of politics, business and the media. The previous Bulgarian branch office of the Romanian DB Schenker Rail subsidiary, Logistic Services Danubius SRL, is consequently now an independent company, offering not only marshalling services for business enterprises, but also transports using its own traction stock. DB Schenker Rail Bulgaria EOOD has a workforce of 150 and a fleet of more than 23 locomotives and approx. 100 freight wagons. The company will be managed by Dr. Hetzer (CEO), Liubomir Garchev and Eduard Iancu. The first transports will commence before the end of June.

Pirdop



**Tuesday,
9:00h,**

Fruit plantation in north-west Spain:
Stobart trucks pick the fruit from the
producer.





Oranges for the UK

To keep the British supplied with fresh fruit and vegetables from Spain, DB Schenker Rail runs a weekly service between Valencia and London. The refrigerated train is the longest rail connection in Europe to be handled by one single operator.

Valencia, Tuesday, 12 minutes to midnight: the train with 30 refrigerated containers gets on its way. Over the next 50 hours, it will travel more than 1800 kilometres northwards, crossing the Pyrenees, up to the north of France and through the Channel Tunnel before finally reaching its destination in London, where the white containers bearing the logos of DB Schenker and Stobart forwarders are eagerly awaited. The containers are carrying fruit and vegetables for Tesco, the largest supermarket chain in the UK. If the train from Spain failed to arrive, there would be no fresh produce in the Tesco branches on Friday.

Spain is an important producer country for the north of Europe, supplying the region with vegetables and subtropical fruit after the season is over in the north. „For a long time, the seasonal factor hindered the development of efficient transport solutions between the Spanish producers and the British consumer market,“ explains David Kerr, Commercial Director for DB Schenker Rail (UK) Ltd. „It was not profitable for either producers or importers to maintain their own transport capacities for just a few months of the year. As a result, they were dependent on short-term and expensive contracts with forwarders.“

No risk of insufficient capacity utilisation

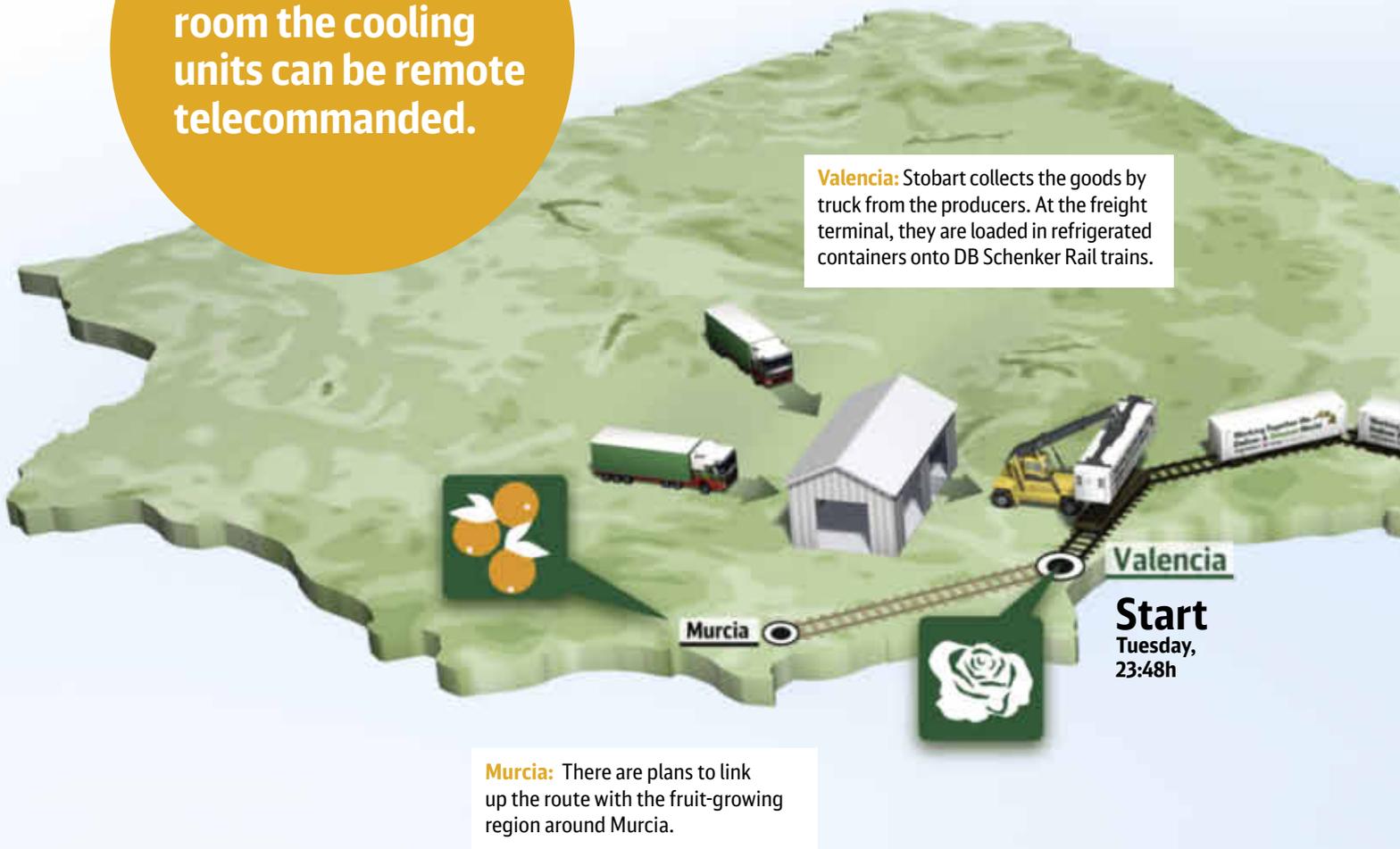
Then, in October 2009, DB Schenker Rail launched the first through train for fresh produce from Spain to the UK, a service which offers the customer maximum flexibility. Stobart picks up the goods by truck from the producers' collection depots and attends to loading at the container terminal. „Customers can book larger or smaller capacities for the transport and do not have to bear any risk of insufficient capacity utilisation themselves“, says David Kerr. „Carrying the goods by rail ensures that they arrive punctually two days later.“

The train from Valencia to London is the longest connection in Europe to be handled by one single operator. This is a great advantage for the customers, as it minimises delays resulting from transfers and formalities between different transport companies. The service only became possible following the establishment of DB Schenker Rail's pan-European rail network. The entire traction services in Spain and France are provided by the DB Schenker Rail subsidiary Euro Cargo Rail (ECR), whilst DB Schenker Rail (UK) is responsible for the transport in England.

Remote controlled refrigeration plant

The train stops briefly at Portbou, the border station between Spain and France. Spanish trains run on a broad gauge network which is 233 millimetres wider than the standard Western European gauge. Colossal reach stackers are therefore available at the border to shift the containers onto other wagons. This procedure takes four hours, and the trains then set off towards the English Channel.

Out of the control room the cooling units can be remote telecommanded.



Valencia: Stobart collects the goods by truck from the producers. At the freight terminal, they are loaded in refrigerated containers onto DB Schenker Rail trains.

Murcia: There are plans to link up the route with the fruit-growing region around Murcia.

Transport of fresh produce from Spain to the UK

The service offered by DB Schenker Rail and Stobart forwarders provides English supermarkets with a reliable supply of fruit and veg from Spain.

The temperatures of each individual container are transmitted **by satellite** to Warrington, from where the refrigeration plant can be remote controlled. The control centre is also responsible for monitoring the train movement in England.



Warrington: Stobart control centre.

Widnes: There are plans to extend the route to the north-west of England.

Barking/London: The containers are unloaded at the terminal and Stobart distributes the goods to the supermarkets in the surrounding area by truck.

Arrival
Friday,
01:34h

Barking/London



Paris: ECR control centre.

Portbou: At the Franco-Spanish border, the containers change over from broad gauge to standard gauge wagons.



**Tuesday,
23:05h,**

Stobart handles the truck transport from the producers to the container terminal and the transhipment in Valencia.

**Wednesday,
13:42h,**

Border station Portbou: the containers are being reloaded from spanish broad gauge to normal gauge.



**Thursday,
16:38h,**

Crossing through France: train movement and the temperature in the containers are continuously monitored



DB Schenker Rail uses state-of-the-art technology to ensure that the perishable goods stay perfectly fresh during the journey. The temperature inside each container can be controlled individually: whether oranges or spinach, every single product is carried under ideal climatic conditions. And to ensure that this remains the case throughout the entire journey, the temperatures are monitored continuously and adjusted if necessary. This does not involve any extra work for the train crew, as the data is transmitted by satellite to the Stobart control centre in Warrington in the north-west of England, which has remote control over the refrigeration plant on board the train.

The train movement is also monitored continuously. If there are any line closures or other disruptions, suitable measures are initiated. While the train is in Spain and France, monitoring is the task of the ECR control centre in Paris. Once it has reached England, this becomes the responsibility of the DB Schenker control centre in Doncaster.

The weekly service has met with an excellent response. „By November, we were already carrying a million Spanish oranges to England for our supermarket customer per train,“ says Kerr. „In the meantime, other importers have also expressed interest in this service.“

Nor do the high-tech containers remain empty on their way back to Spain: they are used to transport palletised goods and medicines. In order to enlarge the supply area, DB Schenker Rail is planning to extend the service southwards to link up the fruit-growing region around Murcia in the south-east of Spain, and northwards to Widnes in the north-west of England.

Friday, 01:34 a.m. : the train arrives at Barking container terminal in the north-east of London. The containers are immediately transhipped onto Stobart trucks so that the produce reaches the supermarkets before they open – and the weekend rush begins. ■

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Without the train from Spain, fresh produce would lack in british supermarkets on Fridays.



INTERVIEW

A science in itself

David Kerr, Commercial Director of DB Schenker Rail (UK) Ltd, explains the special requirements of fresh

food logistics

Who is the target group for the refrigerated transports from Spain to the UK?

The service is intended for Spanish producers and British importers. Britain imports 90% of its fruit and 60% of its vegetable requirements. The major supermarket chains in Britain therefore need to import thousands of tonnes of fruit and vegetables from Spain, for instance oranges, lemons, lettuce and spinach. Without these deliveries from Spain, the fruit and veg counters in Britain would look relatively bare and some products would not be available at all at certain times.

What role does the seasonal factor play in fresh food logistics?

The seasonal factor is one of the central problems. Demand for produce from Spain is especially high in winter, when no fresh leafy vegetables are available in Northern Europe. Although oranges are imported from the Iberian peninsula all year round, demand simply explodes in the run-up to Christmas; in November alone, we transported over a million oranges from Spain to the UK every single week.

It only makes sense for exporters and importers to set up their own transport capacities if the volumes remain comparatively constant. When the quantities fluctuate strongly from season to season, the risk of insufficient capacity utilisation is too high; accordingly, exporters

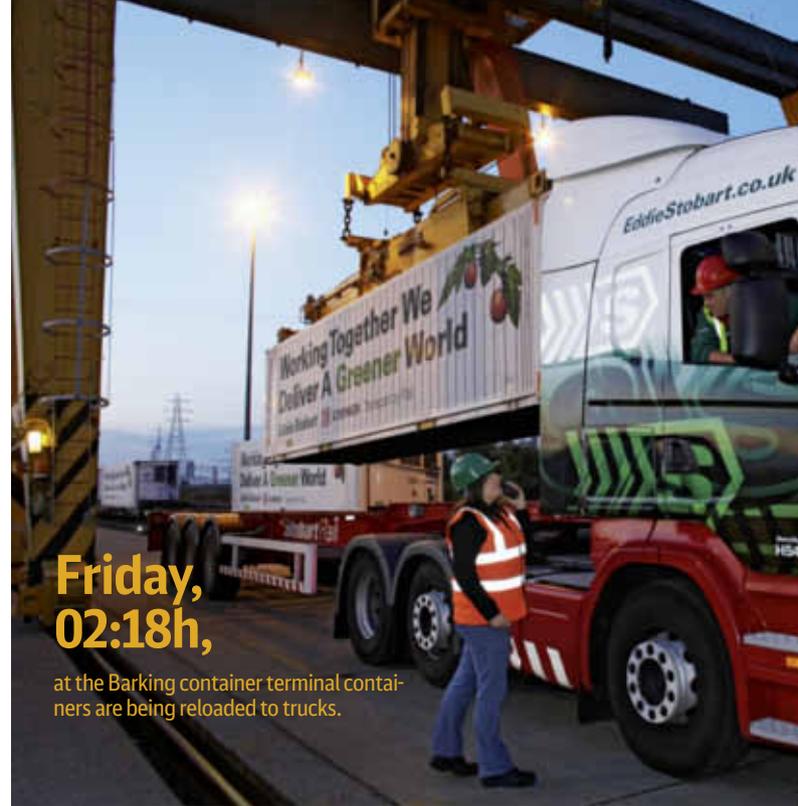
and importers prefer to purchase short-term capacities – but that is an expensive option. Our refrigerated train offers customers maximum flexibility: they can book larger or smaller capacities at short notice or on a regular basis – and moreover at prices that at least match those of road haulage.

What about the transport quality?

A truck can take up to 60 hours to get from Valencia to London, and there is a very high risk of delay. Our trains arrive in London after 50 hours and we can guarantee punctuality and reliability, thanks to DB Schenker Rail's European network which enables us to handle the transport through Spain, France and Britain, without having to rely on other rail freight providers.

And finally, a word about freshness: how do you ensure that the produce arrives in the best possible condition?

That is a science in itself, because every single product requires an exact storage temperature. For oranges, lettuces and spinach, the optimum is around two degrees. Each individual container can have a different temperature depending on the product being carried and each has its own refrigeration plant. During the journey, the temperatures are monitored by a control centre in Warrington, which can also adjust them by satellite control as necessary.



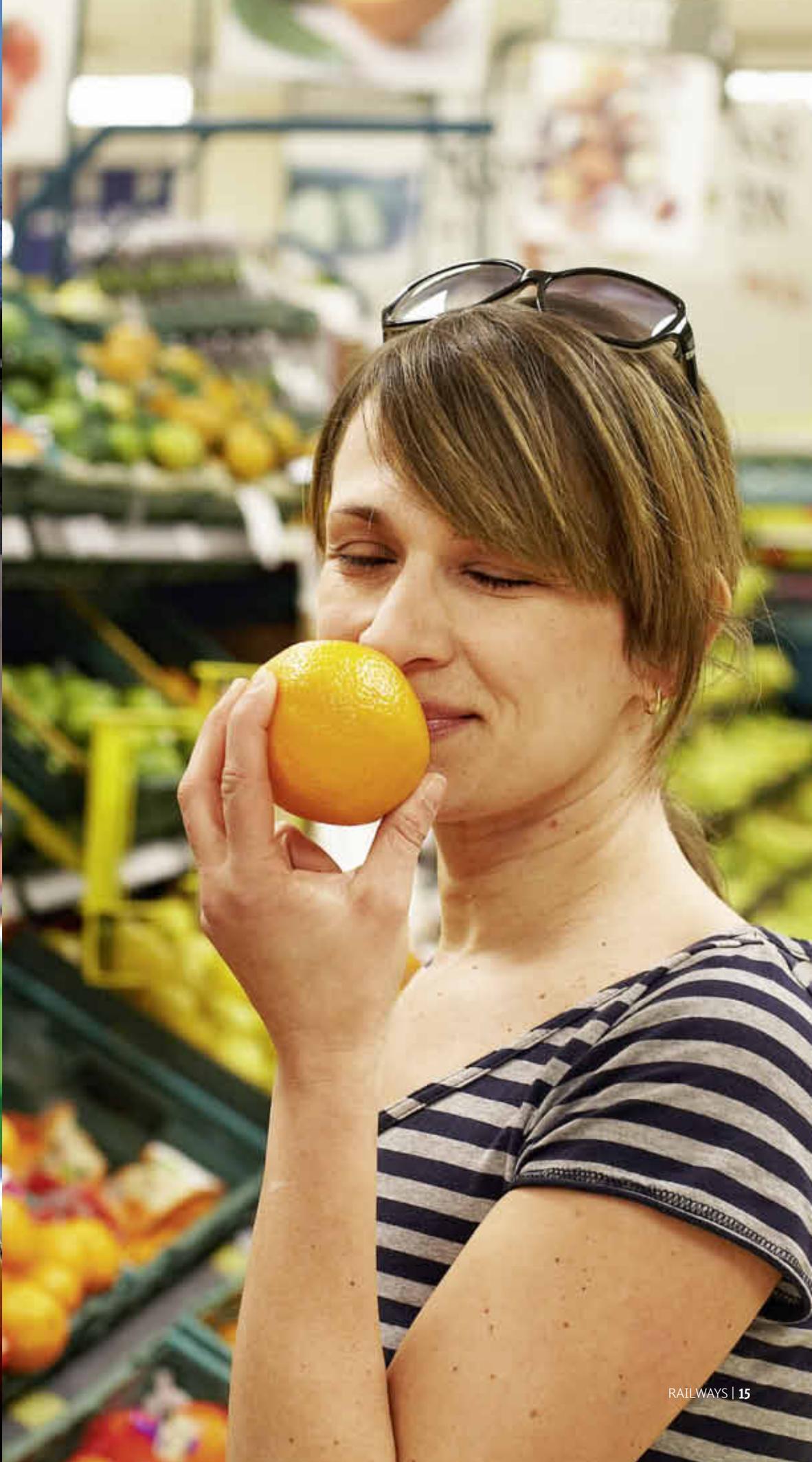
Friday, 02:18h,

at the Barking container terminal containers are being reloaded to trucks.



Friday, 05:30h,

in a London supermarket: in time before the shops open, the good are delivered.



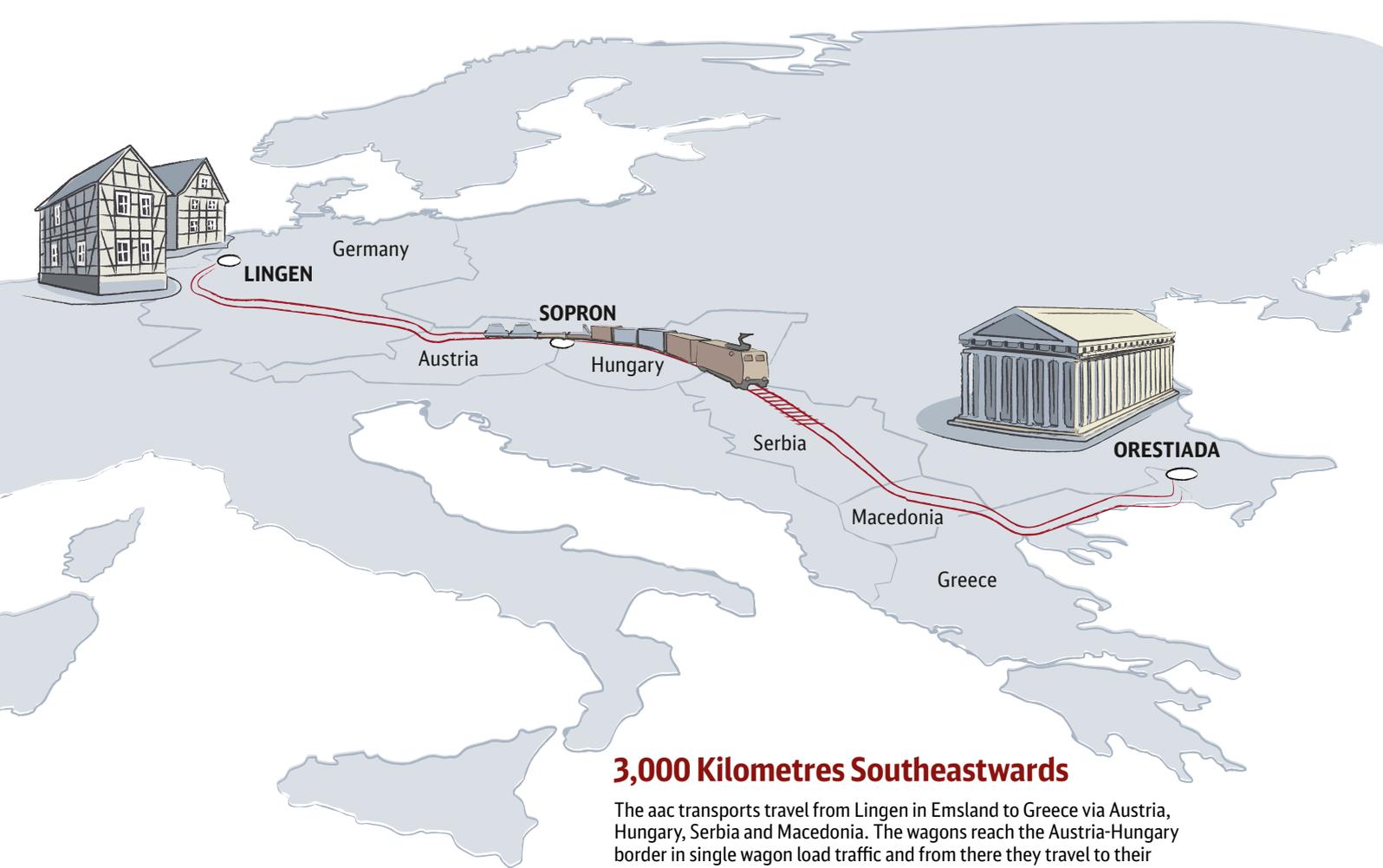
Photos: Horst Friedrichs (2), ISOPX SPRL/action press

Block Train across the Balkans

DB Schenker Rail transports autoclaved aerated concrete plants to northeast Greece.

A construction material with a future: aac provides international consultancy for the construction and modernisation of autoclaved aerated concrete plants.





3,000 Kilometres Southeastwards

The aac transports travel from Lingen in Emsland to Greece via Austria, Hungary, Serbia and Macedonia. The wagons reach the Austria-Hungary border in single wagon load traffic and from there they travel to their destination in the northeast of Greece in block trains.

Autoclaved aerated concrete is a special construction material because, despite its high strength, it consists mainly of air. It is not just its low weight that has made autoclaved aerated concrete increasingly popular in recent years. Its favourable thermal insulation properties and excellent eco-balance in production make it a construction material with a real future.

Autoclaved aerated concrete is produced from a mixture of quartz sand, limestone, water and some aluminium powder which foams and swells up in a mould due to a chemical reaction.

The blocks are cut into their final shape while still soft and are then steam hardened in an autoclave where heat and pressure are applied. Anton Felber, Managing Director of aac-concept GmbH, says, "Although autoclaved aerated concrete has been around since the 1920s, we are constantly developing improvements to the production technology. We are talking here not just about the properties of the construction material itself but also about cost efficiency and environmental compatibility during its production."

aac-concept is a consultant with a global reputation in the construction and modernisation of autoclaved aerated concrete plants. In addition to providing consultancy, planning and project management, the engineers from Schrobenhausen in Upper Bavaria also put their customers in touch with plant manufacturers and take care of the purchasing and supply of part and complete plants.

Ecology Becoming Increasingly Important

According to Felber, "Ecology is playing an increasingly important part in the operation of autoclaved aerated concrete plants - so it was obvious to switch our transports to the environmen-

tally compatible railway. What's more, DB Schenker Rail could guarantee us better transport times for our transports to Greece than we could get by using trucks."

DB Schenker Rail recently transported an autoclave from Lingen in Emsland to aac's customer Porobeton in Orestiada in the far northeast of Greece - a distance of over 3,000 kilometres. The autoclave which will make the production of autoclaved aerated concrete more efficient consists of a large number of individual parts including plates and tubes. Annette Wilms-Langer from Regional Sales South at DB Schenker Rail explains, "It was a challenge to dismantle and load the plant so that the space available in the wagons could be used to the best advantage."

Earlier deliveries for aac meant transporting moulds and hardening bases, and there was also a complete crushing plant which is used to crush the waste materials occurring during production so that they can be returned to the production process. Ms Wilms-Langer says, "This means that we are dealing with very different types of cargo which provide our loading consultants with fresh challenges each time."

The aac wagons initially reach Sopron on the Austro-Hungarian border as single wagon load traffic. There they are formed into block trains for their journey through the Balkans into Greece. Wilms-Langer says, "Our Power Railer product offers fixed connections in Southeast Europe several times a week, making it possible for the aac deliveries to arrive in northeast Greece in just one week." ■

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Customers & Projects



The Burgkirchen waste-to-energy plant incinerates over 220,000 tons of residual waste each year. Below: Unloading a special container at the waste-to-energy plant.



Clean Waste Transports

Every year 160,00 tons of waste is delivered to the Burgkirchen waste-to-energy plant by train.

Waste disposal within the region covered by the Joint Waste Management Authority ZAS:

80 percent of the residual waste occurring in an area with a population of a million is transported to the Burgkirchen waste-to-energy plant by train every working day.

The Joint Waste Management Authority of South-eastern Bavaria [Zweckverband Abfallverwertung Südostbayern ZAS] has been using DB Schenker Rail for its waste logistics for over 15 years. Now the working relationship has been extended yet again following an EU-wide tendering process.

The ZAS is responsible for the thermal treatment of domestic, bulky and commercial waste produced in seven administrative districts. The region is home to approximately one million inhabitants in an area that exceeds 7,000 square kilometres and accounts for some 10% of Bavaria's total land area.

The Burgkirchen waste-to-energy plant (WtE plant) incinerates an annual volume of more than 220,000 tons of residual waste. Whilst waste from the Altötting district is delivered directly to the WtE plant using refuse collection vehicles, the ZAS has set up waste transshipment stations in the other six districts. Here the waste is compressed to a quarter of its original volume and tipped into special large containers. These containers are placed on railway wagons and transported to Burgkirchen each day.

The empty containers are then returned to the waste transshipment stations. DB Schenker Rail is responsible for delivery and pick-up of the containers on workdays, guarantees the recirculation of 70 wagons with special equipment belonging to the ZAS and ensures production handling of two trains (north train and south train) each day.

Optimum Price-Performance Ratio

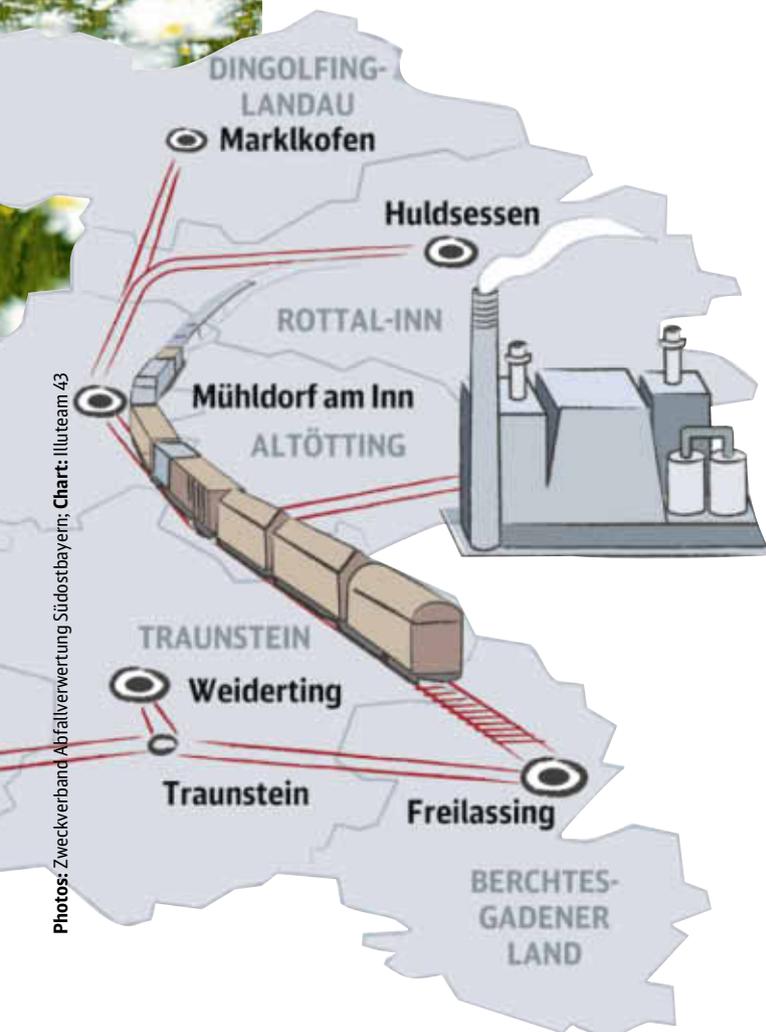
DB Schenker Rail has been responsible for handling the transports since 1994 when the Burgkirchen WtE plant went into service. The contract for the retendered transport runs until the end of 2012 with the option of extending the term by a further year each year until 2019. Alfred Lossbrand, customer adviser in the responsible Marketing Division for Construction Materials, Industrial and Consumer Goods at DB Schenker Rail, said, "We are very glad that we have again been able to persuade the ZAS of our efficiency and performance. We have made special efforts to leverage synergies and achieve additional operational optimisations within the scope of the new contract for transport services."

Robert Moser, commercial plant manager at ZAS added, "We need a partner for our waste logistics that meets our demanding technical, production-based and specialist requirements and one that can guarantee the necessary resources in terms of staff and machinery. We are very happy that, even after an EU-wide tendering process, DB Schenker Rail will continue to work for the Joint Waste Management Authority with its usual high quality and optimum price-performance ratio."

Marc van der Las, head of the industry team for waste disposal/project business, considers the positive environmental effects as an additional argument in DB Schenker Rail's favour. "It's possible to save around 8,000 truck journeys a year by delivering over 70 percent of the waste to the WtE plant by rail. This saves on carbon emissions and avoids nuisance to residents from additional delivery traffic."

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Continuation of a Success Story

BBG Stadtoldendorf extends and expands its existing transport contract with DB Schenker Rail.

DB Schenker Rail transports up to 150,000 tons of gypsum every year from Böhlen (Saxony) to Stadtoldendorf in Lower Saxony - a success story that started in 2002. This was when the former DB Cargo and BBG Stadtoldendorf - a joint venture of six gypsum-processing companies - signed a transport frame agreement.

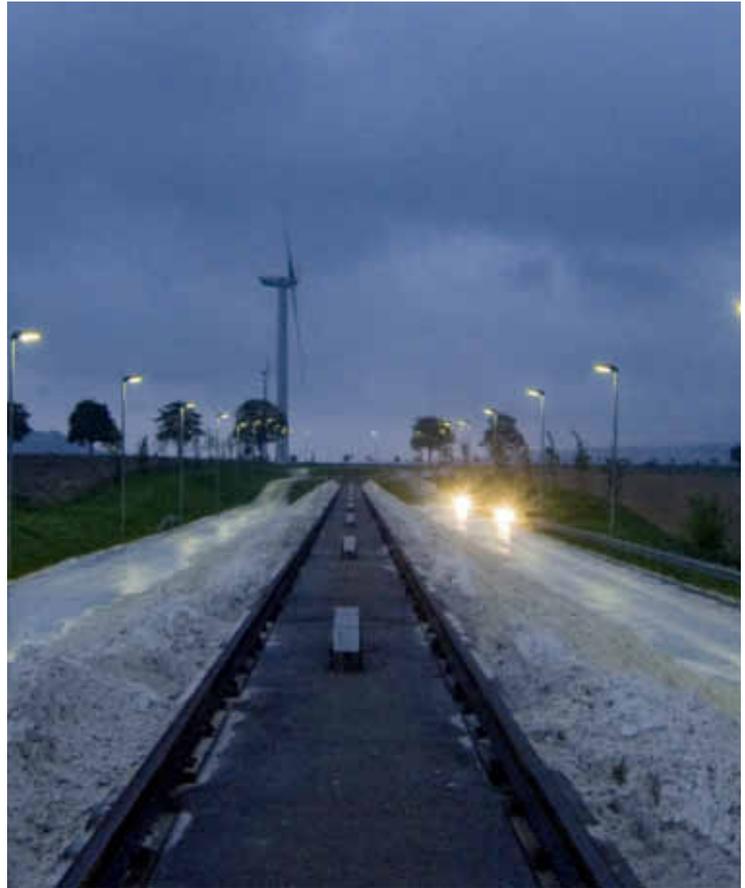
The construction of a state-of-the-art gypsum unloading facility with dedicated rail link and investments in innovative freight wagons formed part of the agreement. The plant enables up to eleven wagons to be unloaded at the same time with the result that a block train is unloaded with just one shunting operation. "By equipping the goods wagons with new radio technology, the entire procedure for the 21 wagons takes only 30 minutes whereas this work previously took up two days and required considerably more staff," remembers Hans-Joachim Habermeyer, responsible Key Account Manager in the Marketing Division for Construction Materials, Industrial and Consumer Goods at DB Schenker Rail.

The gypsum that arrives weekly in Stadtoldendorf in two to three trains each carrying 1,300 tons, is FGD gypsum which is a by-product arising during the conversion of coal to electricity in power plants. Thomas Bremer, Managing Director of BBG Stadtoldendorf, says, "Our security of supply has improved significantly due to the cooperation with DB Schenker Rail and at the same time the FGD gypsum transports have become more efficient." The environment gains a dual benefit from these transports: on the one hand, the use of FGD gypsum conserves nature because there is less need to mine natural gypsum and, on the other, transport by rail makes a substantial contribution towards air pollution control and noticeably relieves traffic on the roads.

These are convincing reasons as to why the company has now extended its contract by a further three years. In addition to the rail transports, for the next three years BBG Stadtoldendorf has entrusted DB Schenker Rail with handling supplementary rail transport logistics services that were organised jointly by BBG,



Delivery and loading in Städtoldendorf: Every train has 21 wagons and brings 1,300 tons of FGD gypsum. Up to eleven wagons can be unloaded at the same time. The whole process takes only 30 minutes thanks to state-of-the-art technology.



the Marketing Division and the Railports and Rail Projects Division. After unloading, the FGD gypsum is transferred from the goods wagons to trucks and then sets off on the last leg of its journey to the gypsum processing plants in the surrounding area. The Construction Materials Team at DB Schenker Rail's customer service centre takes care of the entire transport management process including the organisation of transport recirculation and proactive customer information. Those involved have become well-rehearsed partners over the years which is an important factor in the smooth operation of the transports and in the continuation of this success story. ■



Photos: BBG

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Girders for the Transrapid

Special transport for Max Bögl: 142-ton component travels by rail.

The Emsland Transrapid test facility is situated near Lathen in Lower Saxony. The maglev train can reach speeds of up to 450 kilometres/hour on the straight section of the track that is just over 30 kilometres long. The requirements on the components of the track section, which are produced by building contractor Max Bögl, among others, are correspondingly high.

In March, DB Schenker Rail carried a particularly heavy load to the Transrapid line. The transport started on 19 March on the Max Bögl rail link in the Bavarian town of Neumarkt where the 25-metre long guideway girder weighing 142 tons was loaded onto two flat cars with pivot bogies and an intermediate car. At 10 am next day the special train arrived on schedule at Dörpen transshipment station in Emsland where two cranes and a special truck were already waiting to handle the transshipment operation.

Walter Obermeyer, customer adviser in the Marketing Division for Construction Materials, Industrial and Consumer Goods at DB Schenker Rail, said, “We have to make meticulous prepara-

tions so that a transport such as this goes off without a hitch. This is why we started the preparations for transport, transshipment and follow-up jointly with the Railports and Rail Projects Division at the end of last year.”

Especially detailed plans had to be drawn up and Max Bögl had to develop special loading skids for loading and securing the load because the girder exceeded the “German loading gauge”.

Franz Koschella, Commercial Manager for Transport and Equipment at Max Bögl, was relieved when the transport reached its destination on time, “We would probably have had to wait several weeks for a new permit if the girder had not arrived on time.” ■

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Transrapid girder: arrival of the special train in Emsland





Smooth Rails for Greece

A Speno grinding train travels from Munich to Thessaloniki.

Rails have to be maintained,” explains Rudolf Koller, Commercial Director at Speno International SA. “Otherwise, over time the unevenness that occurs due to stress may lead to damage to the whole superstructure, locomotives and rail cars. Uneven tracks also mean more noise generation and higher energy consumption.”

Speno is a global specialist for rail maintenance. 196 operators of rail networks from Egypt to Venezuela consult the company that has its headquarters in Geneva on all questions relating to rail maintenance. And Speno also helps to carry it out

by developing, producing and supplying machines for the construction and maintenance of track systems - including grinding machines and complete grinding trains that are used to eliminate surface defects on tracks.

Deutsche Bahn also makes use of Speno’s expertise and technology; but frequently the Swiss switch from being service provider to customer. At the beginning of the year, for example, when Speno needed the assistance of the Rail Logistics and Forwarding Division (DB SCHENKERrailog) of Schenker Deutschland AG to transport a grinding train from Munich to Thessaloniki in Greece. The monster consisted of a locomotive, the actual grinding train with no fewer than 16 axles, three living cars and a materials car. Gert Schäfer, Key Account Manager at DB SCHENKERrailog, said, “A train such as this can’t simply drive through five different countries to where it’s going to be used under its own power. This is why we haul it to Greece using locomotives that comply with the signalling and safety systems in each country. The specialists at DB SCHENKERrailog also took care of obtaining the relevant transport licences and control of the train throughout the transport.

On 9 February 2010, the grinding train set off on its journey from Fischamend in Lower Austria via Hungary, Serbia and Macedonia to Thessaloniki where it arrived five days later.

It began the return journey on 3 May when its mission was complete. According to Rudolf Koller, “We can’t afford to have any nasty surprises on assignments such as these. We rely on the train arriving at its destination on time and undamaged and that’s why we trust in the expertise of DB SCHENKERrailog.” ■

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Better service quality

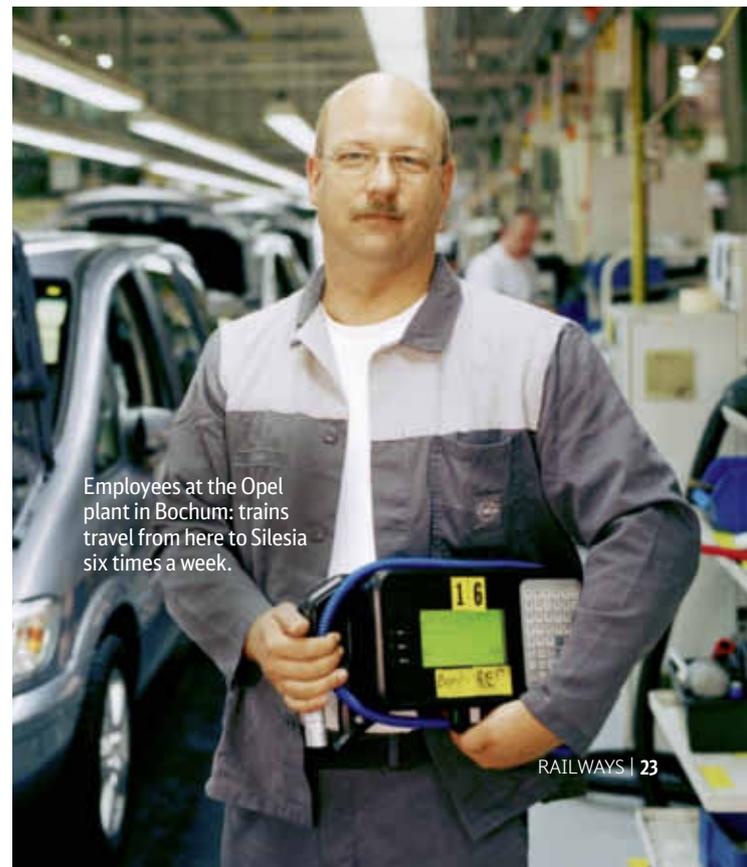
DB Schenker Rail wins international transport contract from Opel.

DB Schenker Rail now carries goods to Poland for Opel. Since 1 April, it has operated six pairs of trains per week from the Opel plant in Bochum to Gliwice in Silesia, where Opel’s parent company, General Motors, has a production plant. „This means we are responsible for the entire components transport between Bochum and Gliwice-Łabędy,” says Paweł Pucek, Head of Product Management at DB Schenker Rail Polska, proudly. „This contract underlines the confidence that Opel has in our company.“

Before the contract could be signed, numerous meetings were held with the customer to develop a transport concept that satisfied Opel’s special requirements. „We were able to improve the service quality for Opel on various counts,” explained Jürgen Wernstedt, the responsible Key Account Manager at Schenker Automotive RailNet. One central dispatcher, for example, is now available on the spot to provide information and support for the customer. The waybills are drawn up by the DB Schenker Rail Customer Service Centre in Duisburg and the dispatchers at DB Schenker Rail Polska, which simplifies matters for Opel even more. ■

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Employees at the Opel plant in Bochum: trains travel from here to Silesia six times a week.

Intelligent Transport Chain

Even without its own link to the rail network, Papierfabrik Fripa has been able to switch two thirds of its pulp transports over to rail.

Sanitary papers by Fripa: Environmental protection and sustainability are very important to the manufacturer.



Soft paper handkerchiefs, delicate toilet tissue and strong cleaning cloths and kitchen towels are just part of the range produced by Fripa Papierfabrik Albert Friedrich KG. In the international market for sanitary paper products, Fripa is particularly well known for its flexibility, reliability and innovation.

Environmental protection and sustainability play an important role at Fripa both in production and logistics. As a result, the company uses a high proportion of waste paper in the production of its toilet tissue, paper handkerchiefs and other tissue and crepe papers. Fripa's recycled products carry the "Blue Angel" environmental label. Fripa covers its annual requirement for primary fibres (pulp) exclusively from suppliers who practice environmental forest management.

The majority of this pulp comes from European production and is delivered by sea-going vessels. Carmen Samorski, Purchasing Manager at Fripa, says, "Five years ago we decided for environmental reasons to place greater emphasis on using the railway again for transport from the ports to our main plant in Miltenberg, Lower Franconia. At the beginning of 2001 the rail connection had to be shut for infrastructure reasons and as a result our plant's link to the railway network was lost. However, we never completely lost sight of the possibility of deliveries by train and this meant having to find a new solution." Together with the Fr. Meyer's Sohn logistics company that specialises in transporting paper and pulp, Fripa and DB Schenker Rail's Marketing Division for Construction Materials, Industrial and Consumer Goods developed a transport concept that led to the resumption of pulp transports by train and to a gradual increase in the volumes transported over the last five years.

Rolf Haderer, Team Leader responsible for Pulp & Paper (seaport-hinterland) in the Marketing Division explained, "Miltenberg station has a private loading siding that has only been used so far by a timber dealer. As the siding's capacity was not exhausted, Fripa was also able to use the system as a sub lessee." Since then four high-capacity wagons loaded with pulp arrive in Miltenberg every day and are transhipped by Fripa onto trucks using its own equipment and staff. Transshipment has the advantage that the pulp can be taken either to the warehouse in neighbouring Grossheubach or directly to the mill for further processing as required. Fr. Meyer's Sohn deals with organisation of the transport chain from arrival at the seaport to planning of the rolling stock and allocation at the loading siding; DB Schenker Rail carries out the rail transport and ensures that the mill is supplied reliably using the industry product DB SCHENKERpaper-solution. Fripa now covers around two thirds of its pulp requirements by this route. Carmen Samorski explains, "The solution gives us more flexibility in terms of time when unloading and distributing the pulp to the warehouse or production. We have also created two new jobs at Fripa."

Andreas Noack, Managing Director at Fripa, adds, "Environmental factors played a huge role in our decision-making. Motorways and regional roads in the Main Valley are relieved of approximately 1,700 truck transports a year; the environment benefits because there are fewer harmful emissions. We were even able to convince our suppliers of the advantages and they supported the transport solution using DB Schenker Rail, so it was a successful idea all round!"

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Challenge us!

Transport volume: 20.6 billion tonne-kilometres

2060

DB Schenker Rail (UK) is the largest rail freight operator in the UK. The company intends to strengthen its position as market leader in Britain by focusing on service and innovation.

316,684 freight train journeys

316

The United Kingdom is the motherland of modern railway. The first steam engine, the first public railway line and today's standard 1435-millimetre gauge are just some of the many innovations that originated in the British Isles. Right from the start, freight transport was the driving force behind the technical and economic development of the railway, and in terms of transport volume, the UK is still one of the largest rail freight markets in Europe. According to the Office of Rail Regulation (ORR), in fiscal year 2007/2009 over 300,000 freight trains travelled the approx. 16,000 km length and breadth of Britain's rail

network. They provided a transport capacity of 20.6 billion tonne-kilometres. Rail's share of total freight traffic in 2007 (more recent figures not yet available) was 8.3 percent. The present railway landscape in the UK is the result of the British government's decision to privatise British Rail, the state railway company which operated the country's rail infrastructure as well as all passenger and freight trains. In February 1996, the bulk goods business was sold to North and South Railways, which later became English Welsh & Scottish Railways (EWS), whilst a management consortium entitled „Freightliner“ took over the intermodal business. Deutsche Bahn took over EWS in 2007 and renamed the company DB Schenker Rail (UK) two years later.

Rail's share of total freight traffic: 8.3 percent

8.3

Market leader

The British member of the DB Schenker Rail European network is now the leading freight operator in the country, but is faced with fierce competition from other market players.

Service and innovation are the key factors which have earned DB Schenker Rail (UK) a market share of meanwhile approx. 60 per cent.

Over the past few months, DB Schenker Rail (UK) has succeeded in winning important new transports that were previously handled by its competitors. These include contracts with the Royal Mail, the oil corporation Murco Petroleum and Network Rail, the British rail infrastructure manager. "In an environment as competitive as the British rail freight market, customers vote with their feet," explains Alain Thauvette, Chief Executive of DB Schenker Rail (UK). "Our business model allows us to offer

Railway network: 15,814 kilometres

15814

0000000000

684

a high standard of service at low prices, which is why we are repeatedly successful in winning new and important contracts.”

The corporate structure is geared specifically to the customers, one of the keys to the company’s success. The “Industrial” business segment looks after customers from the energy sector and industry, “Construction” works for companies from the construction and infrastructure sectors, and “Logistics” provides terminals and logistics services. “This organisation ensures that our customer support agents are not only thoroughly familiar with all rail freight issues, but are also experts in the different industrial sectors of their own customers,” states Thauvette. “We know the specific requirements of our clients and can consequently draw up tailor-made offers that meet the long-term requirements of our customers.”

New markets

According to the annual statistics of the Office for Rail Regulation (ORR), the transport volume in the British rail freight market fell by 2.6 per cent in fiscal year 2008/2009 compared to the previous year. The figures for 2009/2010 are not yet available, but the global recession will obviously have led to further reductions in the figures for some areas, especially for steel and coal. DB Schenker Rail has taken appropriate steps and adjusted capacities to the decline in demand.

It has also launched several programmes to compensate for the drop in sales resulting from the economic downturn.

One of these was the “Challenge Us!” campaign. “We asked companies to state the conditions under which they would be

prepared to switch road transports over to rail,” says Thauvette. “The campaign has been a total success and we have won several new contracts, especially in the intermodal sector.”

Despite the present economic slump, the British government aims to double the volume of rail freight transport by the year 2020. DB Schenker Rail (UK) is making every effort to ensure that it will benefit from that trend. This meant developing new markets and promoting innovation. Thauvette provides a current example: “Last autumn, our engineers converted a coal wagon to create the first multi-user wagon for biomass in the UK. This will allow us to enter into a completely new market segment.” (see Railways 2/2010). Another innovative product which will attract new customers is the transport of fresh produce from Spain to England (see article in this issue), which has made Spanish fruit and vegetable producers and British importers independent of short-term expensive transport services.

“The United Kingdom is a major rail freight market and is closely networked with the other European markets,” says Thauvette. “We are determined to make continuous improvements to our range of services and to strengthen and expand our position in the European network of DB Schenker Rail.” ■

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Combined Transport set for growth

After a painful year in 2009, the economy is beginning to recover. Rail freight is also noticing an upturn in business, especially in the Combined Transport sector.

Last year was a hard one – for the European national economies, for the transport industry and for the rail freight business. The Combined Transport (CT) segment of DB Schenker Rail also suffered, losing roughly a fifth of its business during that time.

Meanwhile, however, not only the optimists see the first signs of a turnaround: the figures for the first quarter of 2010 have improved substantially for those industries which are rail freight's major customers, such as crude steel production and automobile manufacturing. The recovery of the global economy therefore appears to have reached the transport industry and there is a noticeable increase in demand. However, no one dares hazard a forecast for 2010 as a whole – the stability of the upswing is still too uncertain.

The seaports are important benchmarks for judging the economic recovery: freight throughput at German ports slumped by a good 17 per cent last year, down to the level of 2002/2003. In the meantime, additional transports and increases in volume of around five per cent have been reported for maritime traffic to and from the ports. This is a welcome development which is only slightly dampened by the prediction of the Central Association of National Seaports (ZDS) that it will be 2013/2014 until the industry again reaches the record levels of 2008.

New international transports

DB Schenker Rail benefits from that trend, particularly in the Combined Transport segment. „During the first four months of the year, we managed to win a whole number of new transports

and increase transport frequencies,“ says Andreas Schulz, CT Sales Manager at DB Schenker Rail.

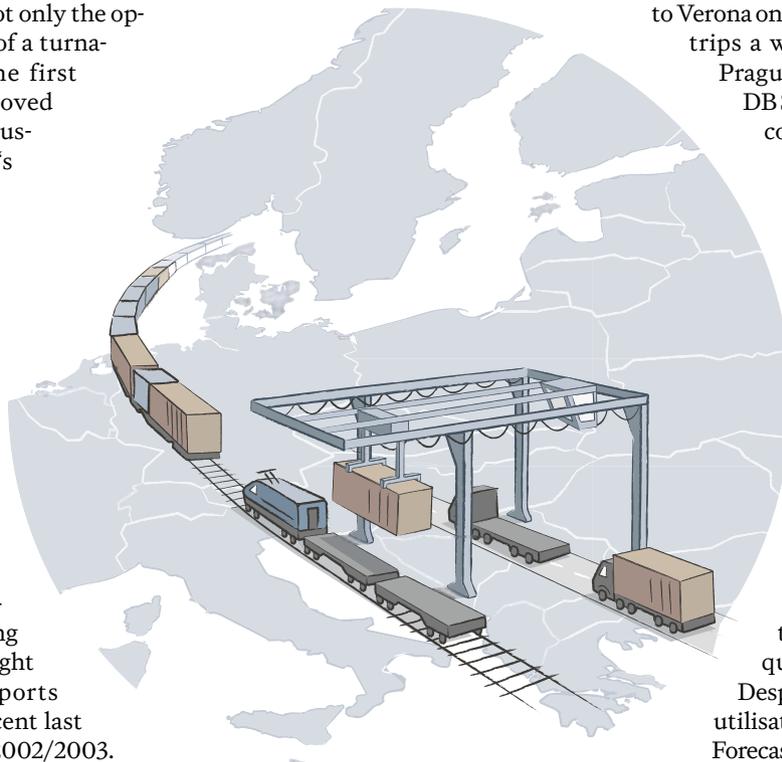
The company operates transports from Neuss to Vienna for its customer Kombiverkehr. Five times a week, it handles transports from Rotterdam and Antwerp to Verona on behalf of Hupac; three round trips a week go from Rotterdam to Prague for the Metrans company.

DB Schenker Rail also bagged the contract for an important deal in the Netherlands: on behalf of Rail Terminal Tilburg/Distri-Rail, it transports containers with consumer goods and electronics products. These goods from overseas are carried from Rotterdam to Eindhoven and Tilburg five times a week.

„The trend for transports from the German seaports to destinations inside the country is similar,“ says Schulz. Almost all customers have increased their weekly departure frequencies on existing routes.

Despite the higher capacities, the utilisation factor is still good.

Forecasts by the International Union of Railways UIC confirm the positive trend and predict further increases in volumes for CT over the coming years. „There is growing demand for intelligent concepts which link rail with other transport modes. Accordingly, Combined Transport can look ahead to a promising future,“ claims Karsten Sachsenröder, responsible for CT and Member of the Management Board of DB Schenker Rail. ■



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Ambitious Targets

Xrail, the European rail freight operators alliance, starts its roll-out gradually introducing the new quality standards for wagonload traffic on more and more routes.

Wagonload traffic is enormously important in European rail freight traffic. It accounts for around half of all freight transports by rail and studies show that there is considerable potential for further growth. In recent years, however, this potential has by no means been fully utilised. It was for this reason that seven rail freight operators joined forces to form the Xrail alliance in 2007 on the initiative of the International Union of Railways UIC. The aim: the founding members CD Cargo (Czech Republic), CFL Cargo (Luxembourg), DB Schenker Rail (Germany, Netherlands, Denmark), Green Cargo (Sweden, Norway), Rail Cargo Austria (Austria, Hungary), SBB Cargo (Switzerland) and SNCB Logistics (Belgium) wish to cooperate more closely and avoid duplicating resources. This should have a three-way benefit for customers. The aim is to improve the reliability of transports, to make carriage more transparent and to shorten the offering process.

The Xrail company was formally established in Brussels on 24 June after the alliance agreement had been signed earlier this year in February. But collaboration between the partners was already in full swing ahead of the company formation.

Sven Budde, Project Manager for Xrail at DB Schenker Rail, says, "Reliability is the focus of Xrail's work and this is where we have set ourselves ambitious targets. We want at least 90 percent of shipments in international wagonload traffic to reach the customer on time." Coordination between the partner railways regarding wagon transfer will be improved in order to meet this target. For the first time ever, Xrail is also introducing information that covers international timetables from origin to destination; this will improve the customer's ability to schedule and track the movement of transports.

Xrail can already guarantee the prescribed punctuality targets on specific routes. The next step is to guarantee high standards of quality uniformly. The partners are currently working all-out on an international capacity management system with this very aim in mind.

The booking of resources via a central platform should then make it even easier to plan and schedule transports accurately.

International Transport Schedule

For the first time ever, there will also be an international transport schedule that consolidates the transport schedules of all the individual partners. Then by entering the time, point of dispatch and destination, customers will be able to obtain information about the transport including its estimated arrival time. This will be based on an IT system which is currently in the test phase. In addition to the features mentioned, it will also be possible to make planned/actual comparisons during the transport and in the event of delays it will send alerts to the customer with real-time information and the new estimated time of arrival.

The partner railways will also be able to use the system to call up key performance indicators that will serve as the basis for continual improvement.

There are also moves afoot to speed up the offering process for international transports. This means improving and simplifying the coordination processes between the partner railways.

According to Budde, "There have been many cases previously where it has taken far too long for the customer to obtain a quote. In future we intend to respond to standard enquiries within no more than three days."

Xrail is currently in the pilot phase and the first customers are already being handled in line with Xrail standards. The results are very promising. Now it is time to begin the seamless transition towards roll-out. There will be a gradual introduction of further routes on which customers will be able to enjoy these high standards of quality. So far the network is growing exclusively due to the addition of existing freight traffic although the intention is also to acquire new traffic for Xrail as soon as possible.

Budde sums up, "Xrail is an asset to our customers because transport quality, transparency and offering processes are all improving. The environment will also benefit because we intend to use Xrail to boost wagonload traffic with the aim of switching more transports from road to rail." ■

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Porsche Supplier Award for Top Performances

The sports car maker awards the intermodal transport concept of Deutsche Bahn's subsidiary ATG.

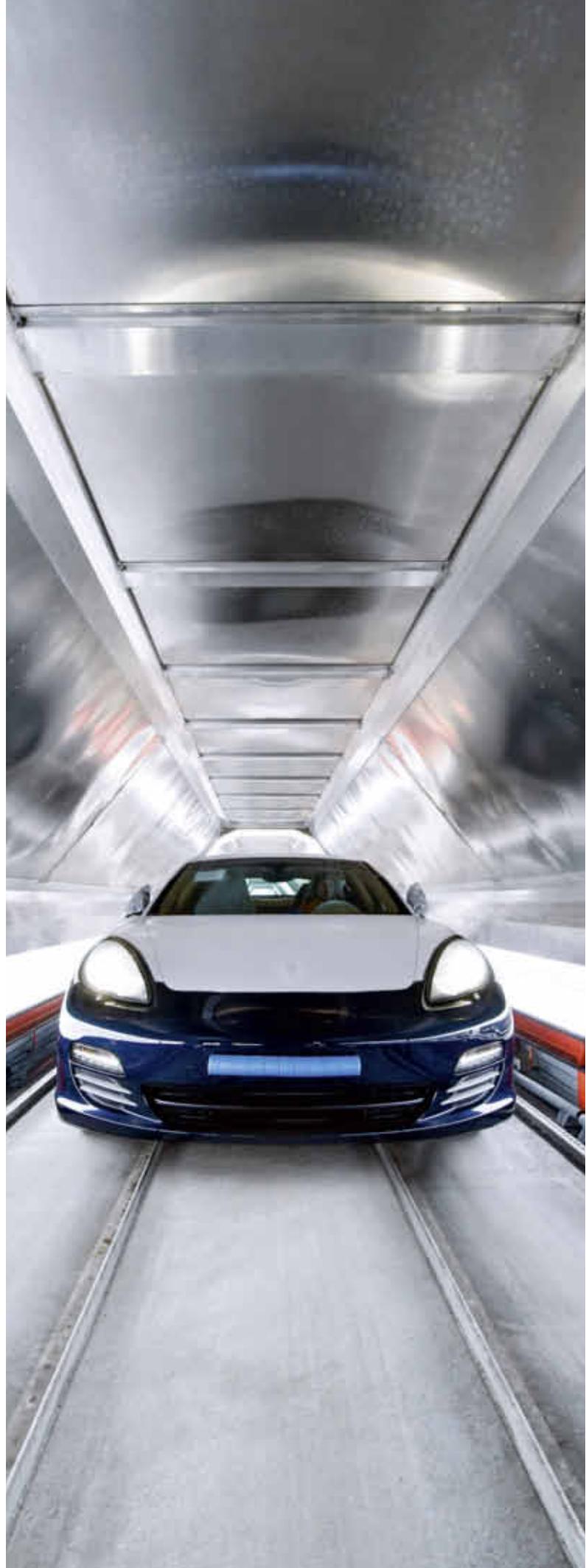
The Automotive Market Unit of DB Schenker Rail was one of the ten top suppliers and service providers to be presented with the "Porsche Supplier Award 2010" by car maker Porsche at its Leipzig plant on 25 March.

The award went to Deutsche Bahn's subsidiary Autotransport Logistic GmbH (ATG) which provides intermodal rail and road logistics services for Porsche. The best suppliers of the year are chosen by Porsche on the basis of the following criteria - quality, performance, flexibility and customer service.

ATG developed a special transportation concept for the sports car manufacturer, in which the technical and organisational criteria required for the transportation of new Porsche cars by rail were implemented throughout the entire process in compliance with the specified quality standards. The project was given top priority and ATG subsequently provided the required transportation capacity in the closed car transporter segment quickly and flexibly.

The required processing of rail shipments was organized with DB Schenker Rail. Axel Marschall, Head of Automotive Rail at DB Schenker Rail, said, "The award shows that we meet the requirements in terms of performance and modern management methods to the complete satisfaction of a demanding customer - our most important guiding principle."

Porsche AG has placed its trust in the rail services of Deutsche Bahn and its subsidiary ATG since 2000. DB Schenker Rail is responsible for delivering bodyshells from Bratislava in Slovakia to Leipzig, for example, while components for the new Panamera are being shipped by rail from the VW plant in Hanover to the plant in Saxony. Over half of the completely assembled vehicles earmarked for shipment across the Atlantic are taken to the North Sea ports on special trains. In 2009, the Automotive Market Unit of DB Schenker Rail generated revenues of more than half a billion Euros with shipments and logistics solutions for the automotive industry. Its customers include the major car makers in Germany and the rest of Europe. Around 200 trains transport cars or components throughout Europe on a daily basis. Over three million completely assembled vehicles were shipped by DB in 2009. ■





From left to right: Andreas Schulz, Sales Manager Intermodal Division of DB Schenker Rail, Hans Pieper, Managing Director of PKV and Armin Riedl, Managing Director of Combined Transport

High-Performance Hub

The second construction phase of the intermodal transport terminal in Duisburg is complete. Its importance for continental and maritime traffic continues to grow.

Duisburg is an important hub in European combined transport. It is here that the Combined Transport Planning Company [Planungsgesellschaft Kombiniertes Verkehr PKV] operates the PKV terminal, one of Germany's most important intermodal transport terminals. It is owned equally by DB Schenker Rail Deutschland AG and the operator Kombiverkehr AG.

Containers, swap bodies and craneable trailers are transhipped in the PKV terminal, opening up a huge number of additional opportunities for connections within Europe for customers of Combined Transport. The terminal is the starting and finishing point for many national and international trains. Maritime and continental connections also link up here.

Between its opening in 1992 and 2008, the transshipment of consignments in Duisburg has increased continuously to 185,000 loading units a year. In 2009 the volume dropped to 175,000 consignments due to the global economic crisis. According to Hans Pieper, Managing Director of PKV, "The 6 percent drop is, however, well below the overall drop in Combined Transport. This is due to the huge importance of the PKV site in transit, for the European networks of freight operators. This year we anticipate an increase to approximately 190,000 units."

Important Milestone

PKV has already begun the second expansion phase to further increase transshipment capacity and efficiency. The company announced the completion of the second construction phase on 22 April 2010 after the number of tracks had been increased from

six to nine in 2007. In this case track 9 was extended to a length of 780 metres thus increasing the terminal's transshipment capacity to 220,000 loading units.

Andreas Schulz, Sales Manager Intermodal Division of DB Schenker Rail Deutschland AG, explains, "Expansion of the PKV terminal is an important milestone in safeguarding the future of Combined Transport using customer-oriented traffic concepts." Armin Riedl, Managing Director of Combined Transport, goes on, "The new length of track at this site is enormously important for the development of seaport-hinterland transport services."

Thanks to the new track it is now possible in the PKV terminal to tranship trains that are longer than the usual 600 metres without the need for complex and time-consuming shunting operations. "This speeds up transshipment and has a positive effect on the truck turnaround times."

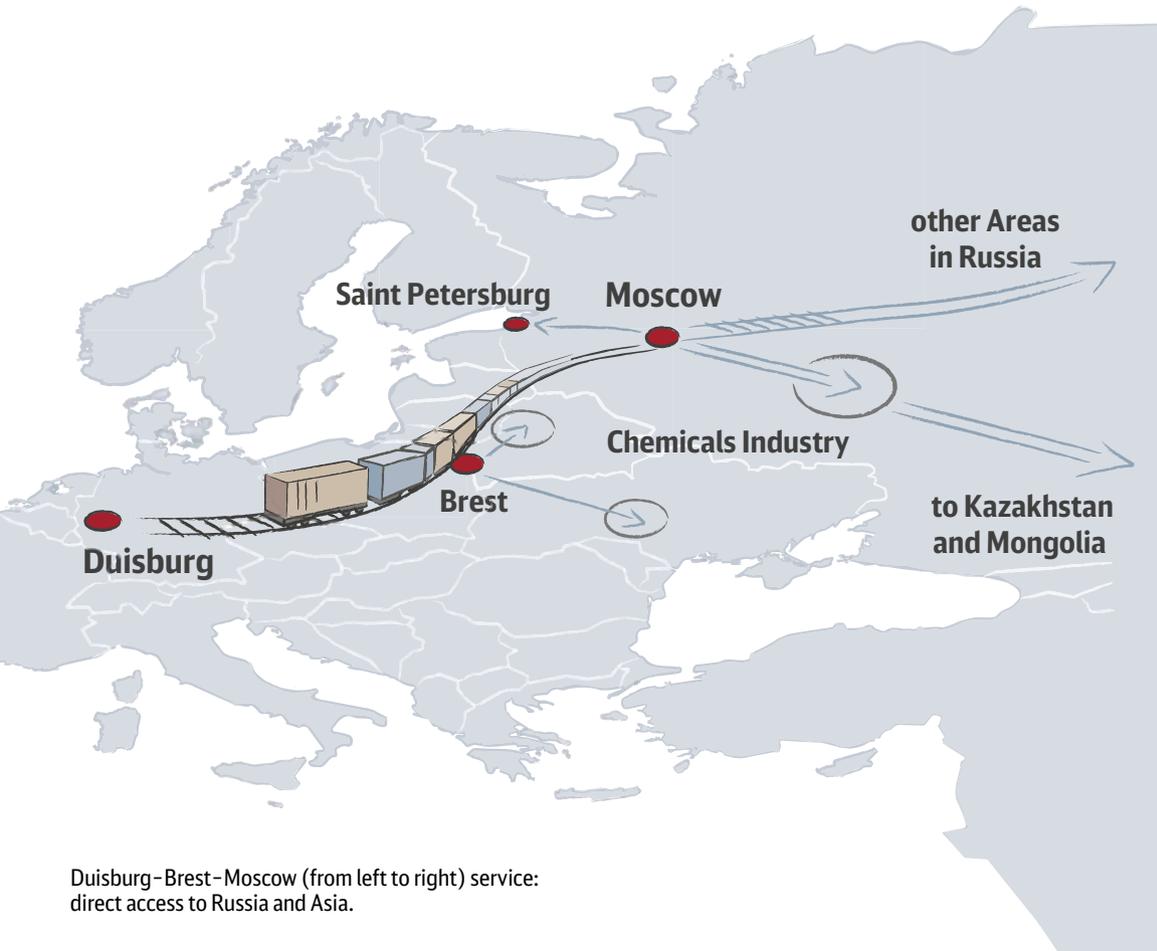
Due to its excellent geographical location, the PKV Terminal Duisburg is an important building block in the European network of DB Schenker Rail's Intermodal Division. Schulz says, "Duisburg is an important hub for our continental transport services and at the same time is a vital node for our maritime business."

What's more, we have the opportunity here to combine both segments. The expansion will help us to design our traffic concepts with even greater focus on the customer. ■

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Russia Express

In June, Deutsche Bahn and RZD rolled out the “Moscovite”, a regular direct service from Duisburg to Moscow. The container train offers a fast, inexpensive and environmentally friendly alternative to truck transport.





Europe and Asia are growing ever closer – not least thanks to Trans Eurasia Logistics GmbH (TEL), a joint venture between Deutsche Bahn and the Russian state railway RZD. As from 12 June, the container train “Moscovite” will provide a regular connection between Duisburg and Moscow. From there, TEL’s partner company TransContainer offers a further range of direct connections, for example to Saint Petersburg, to the chemical plants of southern Russia, to Siberia, Kazakhstan and Mongolia.

A growing number of companies are now looking for reliable and inexpensive alternatives to road haulage for their transport requirements to Russia and Asia. In addition to the technical criteria and price, they increasingly consider the ecological impact of their transport logistics – and this is where rail comes in: CO2 emissions by freight trains amount to just 24 grams per tonne-kilometre – less than a third of the greenhouse gases emitted when the goods are carried by road

Full-service package

Container trains are suitable for the transport of almost all kinds of freight, especially extremely valuable or very heavy products. On request, TEL can also provide the containers for the customer. The train departs from Duisburg at 5 a.m. on Saturdays and runs via Malaszewicze to Brest on the western border of Belarus, where the containers are transferred to Russian wide-gauge wagons. From there, they continue non-stop to Kunzevo II terminal in Moscow, where the Moscovite arrives at 3 p.m. on Fridays. The containers can be delivered to the customer’s depot the very next day.

“Our direct train allows us to guarantee our customers a transport time of just seven days. We also offer them a combined CIM-SGMS waybill, which means faster customs clearance,” explains Sabine Bund, Managing Director of TEL. “These additional optional services enable us to offer a full-service package at an attractive price.”

The standard package includes train control across the entire route through Germany, Poland, Belarus and Russia, including the provision of a daily status report. TEL also attends to container handling at the departure and arrival terminal as well as the border crossing in Brest, and also deals with the transport documents and customs clearance procedures. One central contact and a 24-hour hotline are available throughout the transport. TEL can optionally provide containers or organise the pre- and post-rail legs of the journey. The company also offers a whole range of special services such as warehousing, arranging transport insurance or the installation of the customer’s GPS equipment in the containers.

One of the first companies to use the Moscovite was DB Schenker BTT, the tank container specialists. “This product provides competitive advantages for customers who produce goods at international locations, as it helps them raise production stability,” explains Dr. Jörg Hilker, Managing Director of DB Schenker BTT GmbH.

„The Moscovite has many advantages to offer in terms of speed, punctuality, ecology, prices and extra services,“ sums up Sabine Bund. “It is therefore likely to become the means of transport of choice for many consignments.” ■

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Save the Date

DB Schenker Rail will be participating in all the key trade fairs and industry events throughout Europe. Come along and meet us in person.

26 to 29 August 2010/Klagenfurt (Austria)

DB Schenker Nieten will be exhibiting at the 51st International Timber Fair.
www.holzmesse.info

13 to 17 September 2010/Munich (Germany)

DB Schenker Rail's Marketing Division for Construction Materials, Industrial and Consumer Goods will be taking part in the environmental fair IFAT ENTSORGA 2010.
www.ifat.de

20 to 22 October 2010/Berlin (Germany)

DB Schenker Rail and DB Schenker Logistics will be represented at the 27th German Logistics Congress.
www.bvl.de

28 to 29 October/Reus (Spain)

DB Schenker Rail's Marketing Division for Construction Materials, Industrial and Consumer Goods will be at the European Commodities Exchange.
www.reus2010.com



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Charlie Maddocks is Head of Disposals and Retrofit at DB Schenker Rail (UK) in Toton, Nottinghamshire.

Five servings at once

Charlie Maddocks explains the linguistic and cultural differences that face Brits in Germany.

The most noticeable difference between Germany and the UK is the amount of German people you meet that speak really great English whether it be in a shop, train station or on the telephone! But if a German person hears a UK accent, then many immediately switch to English, which, whilst being helpful, does not give us much chance to practise our ever growing vocabulary.

A lack of practice in using the language can lead to some amusing misunderstandings. Once I ordered a beer for myself and my colleagues in German at a pub in Mainz; the waitress obviously understood something completely different from what I was trying to say, as she brought twice as many beers as I had actually wanted. The situation was similarly difficult for an English colleague who ordered a dish in a restaurant in his still somewhat basic German. Imagine his surprise when the waiter appeared with five servings.

I now have German lessons once a week and I am slowing improving although my accent does give my German colleagues some amusement at times! But this is an improvement on my first trip to Germany when I hardly knew any of the language at all! I found myself worrying that I might board the wrong train at Frankfurt Airport, imagine my relief when the train did actually stop at Römisches Theater station in Mainz. However, once I was sitting in a compartment on a train when a lengthy announcement that I did not understand came over the PA. Gradually, all the other passengers left the

train until there was only me left. So I finally also got off – just in time before the train was towed off to the repair shop. But that would never happen now!!

Nor should the differences in etiquette be underestimated by Brits working in Germany. Whereas it is common in the UK for colleagues to call each other by their first names, in Germany it is usual to address colleagues as „Herr X“ and „Frau Y“ – but we are getting used to this now. The Germans are also much more formal when it comes to meetings: in Germany, you draw up an agenda and invite people to a meeting, whereas in the UK we tend to be more informal in our approach where a quick conversation on the phone or a brief hastily arranged chat around the desk may suffice in some cases.

Whilst Germans may be a little more formal at work, the opposite is true at public celebrations. Last year, I was in Mainz for the start of the carnival season on 11 November, and the streets were full of people wearing fancy dress and drinking – it reminded me of some of the carnivals in the UK, especially Nottinghill with its lively, fun atmosphere.

But apart from these two diverse situations of work and carnival, Germany has many things in common with the UK: the people are friendly, the scenery is magnificent and there is a rich cultural life. I am determined to work hard at my German language so that I can become even more involved in that life and gain a greater understanding of the culture.

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