



# Freight transport bottlenecks

Deutsche Bahn is already planning the rail network of tomorrow to ensure unobstructed transport flows in future Page 8

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More quality and flexibility  
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**EMBANKMENT MAINTENANCE**

## Voracious Bushcat

In future, remote-controlled machinery will keep the railway embankments free of vegetation. The LUF Bushcat has 105 hp, can cope with gradients of up to 45 degrees and can both mulch and shred plants.



## Thinking ahead

**W**hat will the future bring for rail freight transport? There is seemingly no end to the forecasts about the economic future, although it is really uncertain for all of us. The Federal Ministry of Transport at least predicts that the demand for transport services will have reached the 2008 level again within two or three years and will continue to grow steadily over the following years.

Even if we cannot absolutely rely on that forecast, one thing is clear: the trend towards the international division of labour continues unabated and the number of transports back and forth to the new EU member states in the east is steadily growing. Germany is a transit country – but bottlenecks in the rail network are already causing obstructions, especially for seaport hinterland transport. DB Netz AG, the rail infrastructure manager of Deutsche Bahn, is accordingly already planning the rail network of tomorrow. Read our cover story to find out more about the measures that will be implemented to make our infrastructure fit for the future. DB Schenker Rail also thinks ahead: systematic takeovers and partnerships in Europe create the basis for new solutions to make international freight transport better and faster. A good example of this is the „Silesian Liner Train“, which has provided links between Germany and the economic centres in southern Poland since the beginning of the year. Operating this train from one single source has led to reductions of up to 50 per cent in the turnaround times for single wagonload transports.

All these measures are aimed at one common goal: to make rail freight and our logistics products your first choice.

Sincerely,

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

Karsten Sachsenröder  
Member of the Management Board  
DB Schenker Rail

## 08

### Investments in infrastructure

**Deutsche Bahn is already planning the rail network of tomorrow to ensure unobstructed transport flows in future**

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## BRUSSELS/BELGIUM

### European Railway Award for Roland Heinisch

On 3 February, the European Railway Award was presented to Roland Heinisch, former member of the Deutsche Bahn Management Board. Heinisch received the award in recognition of his services to the development of the railways in Europe during his time with Deutsche Bahn and the International Union of Railways UIC.



## PARIS/FRANCE

### Alain Thauvette is appointed manager of DB Schenker Rail Region West

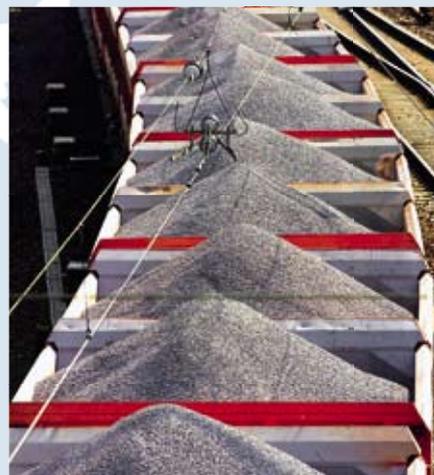
Alain Thauvette, 54, is appointed Manager of DB Schenker Rail Region West with effect from 1 February. He will simultaneously become Chairman of DB Schenker Rail (UK) and President of Euro Cargo Rail France (ECR), the French subsidiary of DB Schenker Rail. Region West also includes the companies Transfesa and ECR Spain. Thauvette takes over all these positions from Keith Heller, who is retiring, but will remain at the service of the company in the capacity of consultant.



## MILAN/ITALY

### DB Schenker Rail acquires majority share in Italian NordCargo

DB Schenker Rail has increased its stake in the Italian freight operator NordCargo s.r.l. by a further eleven per cent to 60 per cent and is therefore now the majority shareholder in the Milan-based company. The present business activities of DB Schenker Rail Italia, with registered office in Alessandria, will be contributed to NordCargo. Italy is one of the most important foreign markets for DB Schenker Rail. In 2008, transports to and from Italy accounted for roughly a quarter of Schenker's international revenues.



### TIMIȘOARA/ROMANIA

## Major contract for LSD Romania

Logistic Services Danubius (LSD) Romania has signed a five-year contract with building materials producer Lafarge Aggregates Romania for the transport of gravel, stones and crushed stones. The transports are scheduled to begin in March, when the DB Schenker Rail subsidiary in Romania will become part of a sophisticated logistics chain with which Lafarge plans to supply construction materials to the Greater Bucharest Area.

Brussels

Paris

MILAN

Timișoara

# Pinch points for rail

Transport volumes in the rail freight market are expected to rise steadily over the next 15 years. Rail infrastructure has to be equipped to cope with that growth.



# freight



Port of Hamburg: strong growth is expected for the ports and hinterland transport over the medium to long term.

Stabled wagons, slack business at the container terminals, drastic slump in revenues for rail freight operators – the economic crisis has hit the freight transport industry badly. But what do the forecasts for the coming years look like? And what do they mean for future transport capacity requirements?

DB Netz AG, the rail infrastructure manager of Deutsche Bahn, expects demand for rail services to reach the 2008 level again by 2012 or 2013 at the latest. The next 15 years will see a steady increase in transport volumes. In other words, the economic crisis has given the transport industry a breather, but has not permanently reversed the long-term trend. The Federal Ministry of Transport, Building and Urban Development (BMVBS) predicts a 71-per-cent increase in freight transport volumes by the year 2025, based on the 2004 figure, at an average rate of 2.6 per cent per annum. This means that rail freight is expected to increase by 65 per cent, equivalent to an annual growth rate of 2.4 per cent. Rail passenger transport, which competes with freight trains for use of the same infrastructure capacities, is forecast to rise by more than a quarter during that same period. According to the BMVBS forecast, road traffic will be affected even more dramatically by the growing demand for transport services, with the anticipated increase in freight volumes reaching 79 per cent up to the year 2025.

## Germany as transit country

These forecasts are based on the assumption that the trend towards an increasing global division of labour continues: this not only means an increase in the volumes of international freight, but also that this freight is carried over greater distances. As a transit country, Germany is one of the countries which will feel the effects most strongly. The need to push ahead with climate protection measures and the unequivocally declared political intention of helping rail acquire a greater share in the modal split mean also impose new demands on the rail sector.

Systematic investments are essential if rail infrastructure is to cope with these requirements. Rail infrastructure had already reached the limits of its capacity in many places by 2008 and despite the economic downturn, some hubs and central corridors are already hopelessly congested today.

## Bottlenecks in seaport hinterland transport

In 2008, for example, some of the main lines which link the major seaports with the hinterland already had scarcely any capacity reserves. „The current decline in world trade has caused a major slump in freight quantities at the port of Hamburg, for instance. Feeder traffic is affected far more severely than seaport hinterland transport,“ explains Eberhard Koch, who is responsible for the north-range ports at Deutsche Bahn. Over the medium and long term, however, the ports will be facing strong growth, which in turn will aggravate the existing bottleneck problems. „Some pinch points which are likely to obstruct hinterland transport are already apparent now,“ says Koch. „This shows just how urgently we have to upgrade the existing infrastructure and create new capacities.“

Experts predict that the shipping boom – driven by the EU enlargement to the east – will affect not only the seaports, but also inland ports. The countries bordering on the River Danube are currently enjoying strong growth and many of the goods supplied to or delivered from these regions are transhipped at German inland ports such as Duisburg.

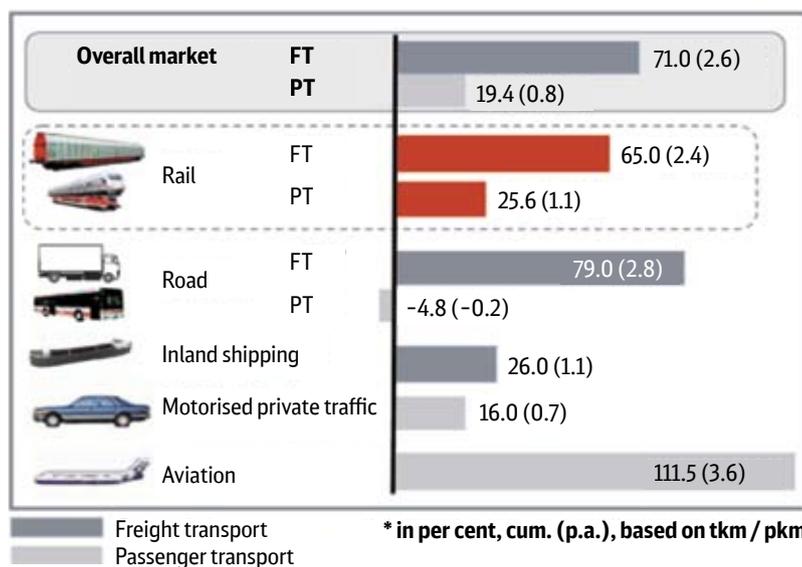
The infrastructure development strategy of DB Netz AG also includes medium and long-term plans which are aimed at relieving the pressure on trouble spots in the near future and establishing one coherent and efficient network over the long term. This four-stage plan stipulates all the measures that are to be implemented by 2030.

## TRAFFIC FORECASTS BY THE FEDERAL GOVERNMENT

The Ministry of Transport forecasts steady growth in transport volumes up to 2025 – the economic crisis will not affect the long-term trend

**Market trends up to 2025, with allowances for capacity restrictions**

PT = passenger transport, FT = freight transport



### Transport trends

- Growth in international freight transport
- Increasing trend towards Germany as transit country
- Transport distances increase
- Disproportionate rise in rail's share of intermodal transport
- Despite high growth rates for freight traffic, rail is expected to lose modal-split shares
- Increasing traffic performance by passenger transport leads only partly to growth in train-path kilometres
- Current financial crisis does not jeopardise long-term transport trends

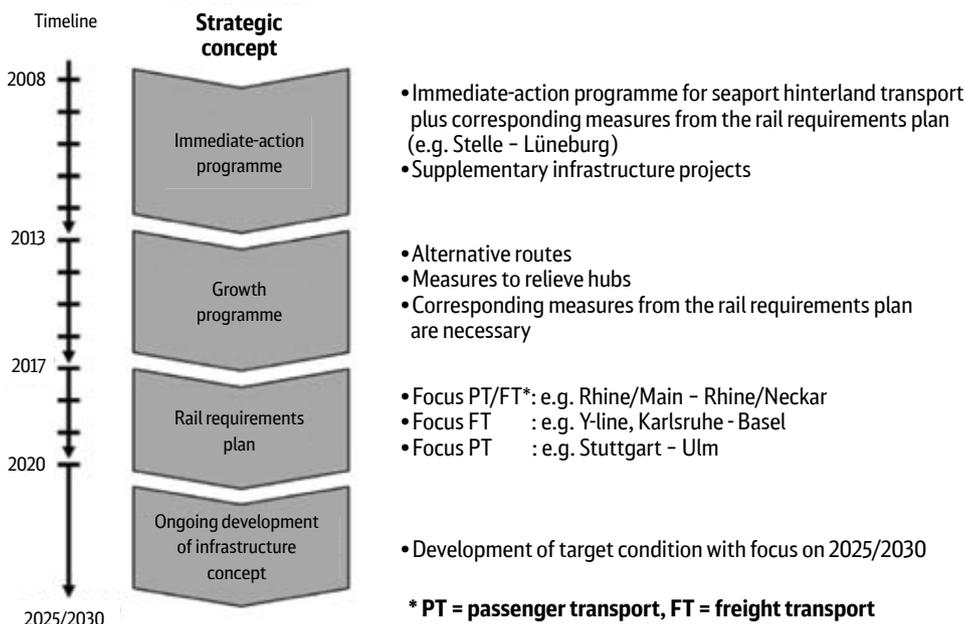
Source: DB Netz AG, based on forecast by Ministry of Transport



Containers on rail: targeted infrastructure measures are aimed at speeding up freight transport flows.

## THE DB NETZ AG INFRASTRUCTURE DEVELOPMENT STRATEGY

Construction work required by 2030



Photos: Getty Images/Donovan Reese

Source: DB Netz AG

# Coverstory



Maschen marshalling yard: major hubs will be given additional passing tracks.



„We can already identify some bottlenecks which are likely to obstruct hinterland transport.“

Eberhard Koch

### Immediate-action programme for prompt relief

In the „Seaport hinterland transport master plan“ drawn up in 2007, Deutsche Bahn AG, the North German seaports and the inland port of Duisburg jointly identified the infrastructure measures that have to be completed by 2013 in order to cope with the transport volumes to and from the ports over the medium term. The top-priority measures involve direct connections to the ports themselves, as well as inland transport corridors which are needed to ensure that freight can be transported to and from the harbours without obstruction.

However, the lengthy planning and approval procedures that are required for infrastructure projects means that the effects of any resolved measures do not become apparent until a few years later. On 23.11.2007, the budgetary committee of the Federal German parliament accordingly adopted an „Immediate-action programme for seaport hinterland transport“, which is aimed primarily at improving the efficiency of the present facilities over the short term.

Amongst other things, this involves the implementation of a total of 24 action packages by the year 2012. The packages consist of more than 50 individual projects at diverse locations around the hubs of Bremen, Hamburg, the western part of the Ruhr area (Duisburg, Hamm), along the main freight corridors in the Rhine/Main area and in the Nuremberg-Regensburg region. Increasing the number of signal blocks along a line section, for example, allows shorter headways so that more trains can use that section at the same time, thus increasing capacity. This requires investments in equipment such as signalling and control technology. Another way of raising capacity is to lengthen passing tracks or build new ones. There are also plans to expand capacities by building additional new tracks and connections, and by upgrading and refurbishing train formation facilities, such as Kornwestheim.

Over the past two years, the implementation of this programme has already achieved important capacity increases. 2008, for instance, saw the inauguration of the projects Duisburg–Ruhrort port (project segments), Duisburg–Hochfeld Süd (rail terminal at the port) and Oberhausen–Osterfeld. In 2009, further infrastructure measures were also executed around the Hamburg hub and other parts of the Western Ruhr I Project (Duisburg–Hochfeld, Duisburg–Wanheim, Bochum–Riemke–Bochum–Nord, Duisburg–Ruhrort Hafen – 1st construction phase), and the upgrade of Kornwestheim transshipment terminal was successfully completed.

Roughly 85 million of the total EUR 305 million funds provided for the immediate-action programme have been used to finance the above projects.

### Long-term growth programme

However, DB Netz AG's planning horizons go far beyond the year 2013, as ongoing increases in traffic volumes are also to be expected after that time, aggravating the existing pinch points even more. For example, there will be more trains in particular on corridors which are already heavily congested, and the problematic situation at the key hubs will be exacerbated by the conflicting interests of freight and passenger trains. DB Netz AG has consequently drawn up a growth programme for the period 2013 to 2017, which is intended to enable the rail network to keep pace with these trends. One of the primary targets is to enable better distribution of transports throughout the network. In particular, this means relieving the pressure on the hubs of Hamburg, Frankfurt am Main/Mainz, Mannheim/Heidelberg/Karlsruhe, Nuremberg/Fürth and Munich by developing alternative routes. This will require the electrification and upgrading of various lines, as well as the extension of passing and holding tracks.

Additional capacities can also be freed by initiating organisational changes. A survey conducted for the Padborg (Denmark)–Maschen route investigated the technical, operating and economic feasibility of operating longer freight trains. The study concluded that lengthening the trains from 650 to 835 metres could not only generate additional transport capacities, but also reduce production costs per wagon.

The „Rail requirements plan“ drawn up by Deutsche Bahn also includes planning measures for top-priority projects, the effects of which will not be noticeable until after 2017. These include the upgraded and new-build lines of Karlsruhe–Basel, Saarbrücken–Ludwigshafen, Hanover–Hamburg/Bremen (Y-shaped line), Rhine–Main/Rhine–Neckar and the Stuttgart–Ulm rail project.

Moreover, DB Netz AG is already working on concepts to make the rail network even more powerful and efficient after 2020. More efficient IT systems, for instance, will be able to raise the capacity of the existing infrastructure even further. Organisational steps will ensure that both the freight and passenger transport segments become more flexible and can therefore satisfy customer requirements more quickly.

On implementation of the four-stage programme outlined above, the German rail network will be well equipped to meet the demands of the future. Freight that is transhipped at the seaports will be able to head for the hinterland promptly and without obstruction; relieving congestion at transport hubs will ensure that freight and passenger transport can run without obstructions; and finally, transport will be effected at far higher speeds than today. ■

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Endless timber: each wagon carries up to 1300 net tonnes.

# Giant pick-up sticks

Millions of tonnes of storm-damaged timber have to be removed from the hurricane region in the south-west of France as quickly as possible. DB Schenker Nieten GmbH plays a key role in organising the long-distance rail transports.

**I**ts name may sound harmless, but it brought death and destruction: „Klaus“ was the name the meteorologists gave to the hurricane that raged over France and Spain in January 2009, killing more than 30 people.

The damage to property was also immense and affected first and foremost the forestry industry. Most of the forests in the south-west of France were damaged and the sheer unimaginable quantity of around 50 million cubic metres of timber was felled by the storm. To enable the forests to regenerate, it is essential to remove this timber from the area as soon as possible.

DB Schenker Nieten GmbH, the forwarding subsidiary of Deutsche Bahn which specialises in transporting timber on rail, plays a central role in that process. Working in close cooperation with DB Schenker Rail, it organises the transport of storm-damaged timber from France to customers in Germany and Austria. „Since June 2009, we have already run more than 200 block trains, each carrying up to 1300 net tonnes of timber,“ commented Manfred Eberhardt, Managing Director at DB Schenker Nieten. „Every week, ten trains with 24 wagons each meanwhile run from Labouheyre in Aquitaine to wood-processing companies in Germany and Austria via Forbach/Saarbrücken.“ Working in collaboration with the Swiss rail freight operator SBB Cargo, DB Schenker Nieten also handles two to three block trains per week for customers in Switzerland.

However, before these transports could begin, the relevant infrastructure first had to be established in the wind-throw region. „We looked for suitable loading terminals in close consultation with the French infrastructure manager RFF, our French

subsidiary ECR and with SBB Cargo. These first had to be equipped to satisfy the requirements of timber transports,“ explains Eberhardt. In the wind-throw area itself, an expert from DB Schenker Nieten ensured that everything went off as smoothly as possible, working in close cooperation with the wood shipping companies and the railways involved in the transports.

In addition to the block trains, the „Spain shuttle“ operated by ECR and DB Schenker Rail also takes wagonloads of timber to destinations in the east four times a week. From Saarbrücken onwards, these wagons – eight to ten on average – are then transported in the DB single wagonload network.

To increase the quantities of timber that can be removed from the region, DB Schenker Nieten also organises the ongoing carriage of timber which has been transported ship from Bayonne and Bordeaux to Rostock and Wismar on block trains and rakes of wagons. Each vessel discharges between 3000 and 3500 tonnes of timber, which are then delivered to consignees in eastern Germany on DB Schenker Rail freight wagons.

„We have set up this complex transport system to enable us to remove the huge quantities of wind-thrown timber that were felled by hurricane Klaus in the south-west of France within just a few days,“ continues Eberhardt. „As the plans stand at present, this will keep us occupied well into the year 2010.“ ■

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# Joining forces for success

DB Schenker Rail and Hassold forwarders in Bavaria develop joint solutions for steel transports.

Watertight: thanks to newly developed tarpaulins, the rolled wire coils can be transported on open wagons, a cheaper and faster option.



**A**t the end of 2008, Nuremberg regional sales office conducted its regular „operating area analysis“, i.e. a systematic review of the resources, capacity utilisation, customer base and new business potential in its own region. This process led to the company’s first contact with the Hassold company, which provided loading and warehousing logistics services for one of DB Schenker Rail’s customers.

Amongst other things, Hassold operates a storage facility for steel products in the town of Wilburgstetten in Bavaria, which was a perfect candidate for integration in DB Schenker Rail’s operating concept. „It was clear right from the very first meetings that this customer had the potential for new transport business,“ stated Annette Wilms-Langer, specialist for capacity utilisation management at DB Schenker Rail in Nuremberg. „Together, we succeeded in renewing a contract for international steel transports with one of our existing customers and actually managed to expand business with that customer.“ This was the result of a new operating concept, which the parties drew up in close consultation, and also involved cooperation with BayernBahn, an external railway undertaking, .

In the meantime, this cooperation has generated completely new transports, for instance on behalf of van Merksteijn, a ma-

nufacturer of wire products in Almelo in the Netherlands. The company obtains its primary products from Germany by rail. Thanks to the new cooperation, the same open wagons can now be used for the supply of rolled wire coils to Bavaria. „We had to develop new tarpaulins because the coils are sensitive to moisture. Each of the new tarpaulins now provides a waterproof covering for eleven coils,“ explains Wilms-Langer. „This saves the customer time both during the transport and subsequent transshipment process.“ Hassold asked a manufacturer of truck tarpaulins to design the new covers, whilst DB Schenker Rail’s loading advisory service ensured compliance with all safety regulations.

„This project shows that new business can be generated if the right partners are all pulling in the same direction,“ sums up Wolfgang Rebhan, Head of DB Schenker Rail’s Regional Sales Office in Nuremberg. „The expertise available at DB Schenker Rail and at Hassold are a perfect combination and we hope that this will lead to many more joint projects in future.“ ■

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Coal dome: the closed stockpile system holds 220,000 tonnes.

# Clean and quiet

A new, closed-system coal stockpile has been erected at Staudinger power station. DB Schenker Rail tested the new, high-capacity rail discharge terminal at the new plant together with the operator, E.ON.

**E**very year, the power company E.ON produces approx. 5.5 billion kilowatt hours of electricity – equivalent to the consumption requirements of five million people – at its Staudinger power station near Grosskrotzenburg. This is the largest conventional power station in the Federal Land of Hesse. The new power plant, which is to replace the three existing blocks over the next few years, is expected to raise the current generation quantity to more than ten billion kilowatt hours. This will require an annual quantity of 3.5 million tonnes of coal, i.e. a 75-per-cent increase on the present figure.

DB Schenker Rail has been responsible for supplying the coal by rail for many years; fuel is also delivered to the power station by barge. In future, the coal will emit less dust and less noise for nearby residents once the present open stockpile is replaced by a closed coal storage facility. The almost 57-metre high dome, which has already been completed, can hold 220,000 tonnes of coal; a roughly 40-metre high central structure and conveyor belts with a total length of more than five kilometres mean that up to 2,000 tonnes of coal can be taken into storage and one thousand tonnes removed every hour.

The new rail discharge terminal has also been completed. It is designed to cope with a full-length freight train with 44 wagons.

Thanks to the new double-track layout, marshalling can now take place on the power station's own premises, avoiding the need to split the trains and make several trips back and forth between the power station and Grosskrotzenburg railway station.

E.ON conducted the first tests on the plant last October, in close cooperation with DB Schenker Rail. After the rough preliminary planning stage, the company drew up detailed monthly plans together with the internal logistics department in Hanover. Delivery and discharge were subsequently handled in close consultation between all the parties involved; DB Schenker Rail provided additional staff and locomotives, to be ready to cope with any unforeseen developments.

The new overhead lines were ready at the beginning of December. When the plant goes into regular operation in the near future, DB Schenker Rail will operate nine trains per week to Staudinger power station. The residents can look forward to changeover of the coal transports from the present diesel to quiet electric locomotives. ■

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# Perfectly timed

The bodies for the Porsche Panamera come off the assembly line in Hanover and are then taken to the final assembly line in Leipzig by DB Schenker Rail. The company is fully integrated in the Porsche logistics chain.



Porsche Panamera: complex logistics processes take place between the body plant in Hanover and the final assembly line in Leipzig.

**P**orsche stands for quality – and in turn, demands quality from its service providers. The sports car manufacturer has consequently entrusted DB Schenker Rail with handling its logistics requirements. The Cayenne SUV, which is pre-assembled in Bratislava, Slovakia, has been taken to Leipzig by rail since 2002. Since the beginning of last year, the bodies for the four-door Panamera, which is produced by VW in Hanover, have also been taken to Saxony as rail freight. „In December, we transported the 10,000th car body,“ says Kai Birnstein, Key Account Manager at Schenker Automotive RailNet (SAR), the specialists for automobile logistics at DB Schenker Rail. „This figure will rise to 20,000 bodies per annum in future.“

The transport between Hanover and Leipzig is anything but trivial. Production at the two plants is exactly timed to ensure perfectly coordinated processes. Each body that comes off the assembly line in Hanover is already earmarked for a particular car. The final assembly stage in Leipzig takes specific customer wishes into account, which means that the bodies have to be loaded onto the freight train and delivered to the plant in Leipzig in a certain order – „Just-in-Sequence“ is the term coined by the logistics industry for this process.

As a result, each consignment has to arrive at the Leipzig plant within a precisely defined time slot. Since a delay of just one hour would completely disrupt the logistics processes at Porsche, the whereabouts of all consignments are monitored 24/7. The central coordination function is handled by the DB Schenker Rail Customer

Service Centre in Duisburg, where one coordinator deals exclusively with the Porsche transports. There is one further DB Schenker Rail employee responsible for Porsche in Hanover and another in Leipzig. These coordinators work in close consultation with the Porsche logistics department, inform the customer directly about any relevant incidents and initiate any necessary action.

To keep the risk of damage in transit to a minimum, the car bodies are carried in closed wagons. Although special racks ensure that they are carefully protected during the loading and unloading processes, that alone is not sufficient. There is a risk that these sensitive bodies could become distorted if exposed to excessive shocks during transport. The freight wagons have therefore been equipped with sensors to measure the forces acting on the freight.

The various parties involved in the transport meet every two months to discuss matters and ensure continuous improvements. „The precise timing of the Porsche production processes imposes strict requirements on us as transport providers,“ explains Birnstein. „The system works well because we are closely integrated in the Porsche logistics chain and our procedures are synchronised to tie in with all the other players.“ ■

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The Velaro-RUS: from Saint Petersburg to Moscow at 250 kilometres per hour

# Giants for Russia

DB Schenker ships the last of eight high-speed trains to Russia.

**R**ussia has been a high-speed country since 18 December, when the Velaro-RUS, a larger version of the German ICE 3, went into operation between Moscow and Saint Petersburg, bringing these two metropolises closer to each other than ever before. Two days before Christmas Eve, DB Schenker Rail – which is responsible for the transport from Germany to Russia – dispatched the last of the eight gigantic trains on its way across the Baltic Sea.

Because of the broad gauge in Russia, the Velaro-RUS produced by Siemens AG at its plant in Krefeld-Uerdingen has colossal dimensions. „That was why these trains, each of which consists of ten coaches, weighs a total of 625 tonnes and can carry more than 600 passengers, could not travel as a complete unit over German railway lines. Every single coach had to be taken by truck to the rail ferry terminal at Sassnitz-Mukran on the island of Rügen,“ explains David John, Project Manager at Siemens. There, the train was put together and then loaded in two parts on board the „Vilnius“, the rail ferry operated by the Danish shipping company

DFDS, which has tracks with the Russian broad gauge. The first leg, to the Russian city of Baltisk, took 16 hours; the second stage, in which the trains were taken to Ust-Luga on a ferry run by a Russian firm called the Baltic Shipping Company (BSC) took a further 33 hours. From there, the train was pulled by an RZD loco over the remaining 150 kilometres to St. Petersburg.

„This sophisticated project was executed with the help of many parties, such as the manufacturer Siemens, DB Schenker, the German and Russian customs authorities, the DFDS and BSC shipping companies, and the rail ferry terminal at Sassnitz,“ sums up Karsten Rotter, the responsible Key Account Manager in the Construction Materials, Industrial and Consumer Goods Market Unit at DB Schenker Rail. „Its successful completion is thanks to the professional cooperation between all these diverse players.“ ■

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# A train fit for The Queen

Members of the British Royal Family travel on the Royal Train. DB Schenker Rail (UK) operates this special passenger train, on which it offers guests a royal standard of service.



The Queen enjoys travelling with the Royal Train

Geoff Griffiths, Special Trains Manager

Special service: Welsh timetable



**T**he DB Schenker Rail (UK) product portfolio also includes passenger trains. Although most of its customers are large business enterprises which book charter trains for special events, the clients also include the Royal Family, as DB Schenker Rail (UK) is responsible for operating the Royal Train, which Her Royal Highness The Queen, His Royal Highness The Duke of Edinburgh, and the heir to the throne His Royal Highness The Prince of Wales use on official journeys.

Geoff Griffiths is the central contact for the palace. He began his career in the British Rail accounting department in Derby in 1975, and is now Special Trains Manager at DB Schenker Rail (UK). „The Royal Travel Office contacts us to ask whether we can provide a train service between two particular places,“ explains 53-year-old Griffiths. „I then draw up the appropriate plan in consultation with my colleagues in the rail industry.“ But that is by no means the end of the story. To ensure that the Royals are fully catered for, he also has to organise matters such as on-board catering.

The organisers are also happy to comply with special requests. One of the easier ones was an inquiry from the Royal Travel Office asking whether the timetable for a trip to Wales by Prince Charles could be printed in Welsh. In that case, Griffiths benefited from the fact that he had actually gone to school in Wales. A personal

request from Prince Charles, whose commitment to the environment is well known, proved to be a knottier problem: he wished the train to be converted to bio fuel. The Royal Train is now the first and only train in Britain that runs exclusively on fuel produced from renewable raw materials.

Griffiths' improvisation skills are frequently in demand. Early one morning, he was awakened by the phone: the fridge on board the Royal Train was out of order and fresh milk was urgently required. Griffiths promptly asked the manageress of a station café in his home town of Doncaster to supply some milk. „Of course she was delighted to help out immediately, as the customer in this case was The Queen,“ recalls Griffiths. However, there were more surprises in store on that same journey. He received another alarm call when the hairdryer of The Queen's lady-in-waiting broke down. This time it was Mrs. Griffiths who provided her own hairdryer and saved the day. When the Royal Train stopped in Doncaster, the milk and hairdryer were taken on board and The Queen was able to continue her journey none the worse. ■

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# Veterans on the move

DB Schenker Rail Logistics and Forwarding (RLF) takes second-hand trams from Bavaria to Romania

**M**any trams continue to operate in other countries long after they have been taken out of service in Germany. The DB Schenker specialists in the Rail Logistics and Forwarding sector (RLF) have successfully handled the transport of these trams to far-off countries for many years. At the end of last September, the transport companies of the Romanian city of Iași awarded Fertrans AG, a member company of RLF, the contract to take 14 GT4 and GT8 trams from Augsburg to Romania. One central condition of the contract was that the transport had to be

completed by November. That requirement could be fulfilled thanks to close cooperation between RLF and the Construction Materials, Industrial and Consumer Goods Market Unit at DB Schenker Rail. RLF was responsible for overall coordination and the forwarding aspects, whilst DB Schenker Rail attended to production of the transport chain.

The trams were first lifted on to low loaders and taken from the depot to the rail loading terminal. The truck transport was handled by a partner carrier. DB Schenker Rail was in charge of general examination of the wagons, advised on loading procedures, had the loads checked by its vehicle inspectors and grouped into rakes of wagons. The trams were then transported to the loading point during the night, accompanied by a police escort.

DB Schenker Rail handled the transport as far as Salzburg; Rail Cargo Austria then attended to ongoing transport in Austria. In Sopron, at the border between Austria and Hungary, the wagons were bundled before transfer to the Hungarian railway. On 14 November, the trams then reached their final destination in Iași where they were handed over to the consignee. ■



Suspended railway trams from Augsburg during the loading process

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# Helping the environment

Glatz paper mill has reinstated its second siding and will now revert to rail for the transport of 10,000 tonnes of pulp per annum.

**N**o more than a wisp: cigarette papers weigh just a tiny 25 grams per square metre, and tipping base papers hit the scales at just over 30 grams. The Julius Glatz company in the Rhineland Palatinate produces around 55,000 tonnes of these products per annum, making it the world's third-largest producer of cigarette papers.

The primary raw material is pulp, and the Glatz factories in Neidenfels and Frankeneck process up to 40,000 tonnes every year. For decades, the company has entrusted the railway with the supply of its pulp – as a matter of principle, stresses Michael Potthoff, who is in charge of materials management at Glatz: „Environment protection has already been a central corporate target at the Glatz Group for many years, whether in connection with our production processes or our transport. By having far the greater part of our pulp supplies delivered by rail, we also avoid unnecessary noise pollution and exhaust fumes for the residents in the surrounding areas.“

Whilst supplies to the parent company in Neidenfels have always been delivered by rail, the siding at the Frankeneck plant went out of operation at the end of 2005. This meant that around 10,000 tonnes of pulp per annum had to be delivered by road, which was equivalent to 400 truckloads or 800 truck trips.

Over the past few years, Glatz has invested substantial sums to avoid environmental pollution and inconvenience for residents in the area. The Federal Railway Authority also chipped in with a grant to help refurbish the siding. „We had to face various bureaucratic and technical obstacles,“ explains Potthoff, „but supplies to the mill in Frankeneck are meanwhile once again delivered by rail.“ DB Schenker Rail carried out the first transports in November, and the entire regular deliveries have been handled by rail since December. ■

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Grain train on RWZ premises

## Rich harvest

In 2009, DB Schenker Rail transported its 100,000th tonne of grain.

**R**WZ Gemia is a member of Raiffeisen Waren-Zentrale Rhein-Main eG, Germany's third largest centre for the trade in agricultural goods, which is organised in the form of a cooperative.

Grain transports regularly depart from the four branches in Ebeleben, Nordhausen, Frohburg and Rudolstadt heading for many different customers throughout the whole of Germany and in Switzerland, the Netherlands and Italy.

DB Schenker Rail has handled grain transports on behalf of RWZ Gemia for more than ten years. Most of the transports involve wheat, barley and rape, and the volumes have increased substantially in recent years.

„In 2004, we carried somewhere around 20,000 tonnes of grain for RWZ, whereas last year we reached the record level of 100,000 tonnes,“ boasts Michaela Heidke, Key Account Manager in the DB Schenker Rail Construction Materials, Industrial and Consumer Goods Market Unit.

„A whole block train can be loaded at the siding in Ebeleben every day. RWZ handles the shunting work with its own locomotive and its own staff. RWZ has also invested in sidings at the branches in Nordhausen, Frohburg and Rudolstadt and expanded its rail transport activities,“ explains Jochen Topp, Managing Director of RWZ Gemia. „In addition to the use of our own company fleet, the rail carriage provided by DB Schenker Rail is a useful and important transport option that is chosen by many of our customers,“ adds Topp.

As the transported grain is classified as food/feed, GMP certification – the internationally recognised quality standard for the agricultural sector – is an important consideration for RWZ when working with rail freight operators. DB Schenker Rail satisfies these requirements without reservation as it has had HACCP certification, including conformity with GMP B4.5, since 2007.

The two companies are now planning joint efforts to ensure that this success story is continued over the years to come. ■

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Denmark's Minister of Transport Lars Barfoed and Stig Kyster-Hansen, CEO of DB Schenker Rail Scandinavia



# Historic decision

The Danish parliament has resolved to invest substantial sums in the country's railway, creating unique opportunities for DB Schenker Rail.

**A**s part of its endeavours to upgrade the corridor between Sweden, Denmark and Germany, DB Schenker Rail Scandinavia has pursued intensive lobbying over the past few years with the aim of informing politicians and other key decision-makers about the opportunities and challenges of rail freight transport.

These efforts seems to have had an effect: on 22. October the Danish parliament resolved to make substantial investments in rail transport, with measures including a new rail connection between Copenhagen and Ringsted, as well as the construction of a double-track line in southern Jutland.

„This is a milestone in the history of the Danish railway,“ stated Lars Barfoed, Denmark's Minister of Transport. „The new railway line between Copenhagen and Ringsted via Køge is the most important single investment to be made in the Danish rail network in recent times and is also the first new double-track main line to be opened in the last hundred years. It will ensure sufficient railway capacities in future, which is an essential move in view of the planned Fehmarn Belt bridge, and will also create the basis for further growth in rail freight traffic.“

„The new tracks in Jutland will eliminate a major bottleneck which currently obstructs the development of rail freight,“ added the Minister. The southern Jutland project is scheduled for completion in 2015, the new lines in the metropolitan region are expected to be inaugurated in 2018.

„Needless to say, these immense investments are not due solely to our efforts. This is a logical decision, especially in the light of the climate challenges facing us,“ stated Stig Kyster-Hansen, CEO of DB Schenker Rail Scandinavia. „However, it is no secret that for some time now, we have been doing all we can to draw people's attention to the enormous potential of the railway, especially in the freight transport sector. These investments will have a crucial effect on the development of our company and we have to seize the opportunities they offer.“

DB Schenker Rail Scandinavia will already benefit from the new investment package in the foreseeable future, as the planned projects also involve modernisation of the two combi-terminals in Denmark. „The investments in the combi-terminals will create the basis for us to do more business and substantially raise our profitability in this segment,“ explained Stig Kyster-Hansen. The Minister of Transport also stresses the anticipated long-term benefits as one of the prospective effects of the comprehensive investment package: „Considering the initiatives that our freight transport strategy contains, I expect activities in the freight transport market to triple by the year 2030,“ said Lars Barfoed. ■

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# Safe rail freight transport in Europe

Railway authorities and representatives of the rail sector adopt wagon maintenance criteria.

**A**fter the tragic accident at Viareggio in June 2009, a task force of experts from the entire European rail sector (state-owned railways, private RUs, wagon keepers and rail industry), was set up on the initiative of the European Union to draw up standard European criteria for the maintenance of wheel sets / axles in the rail freight sector. At the fourth meeting of the task force of the European Railway Agency (ERA) in Viareggio, Italy, on 17 December 2009, the authorities and representatives of the rail sector adopted a European plan of action which is to be implemented immediately. The core elements of the programme are a campaign for visual inspections of the axles / wheel sets in operation in Europe, in-depth examinations of random test quantities, and the Europe-wide introduction of a systematic traceability system for axle maintenance data. The ERA task force will regularly evaluate the empirical values acquired and adopt further measures if necessary. A maximum axle load of 20 tonnes was confirmed as the European standard permissible axle load for UIC Type A axles.

„DB Schenker welcomes the initiative of the ERA task force to push ahead with the introduction of one standardised European procedure,“ stated Otto G. Niederhofer, Head of Asset Management at DB Schenker Rail. „The resolved measures will now increasingly standardise the safety requirements in the European rail freight sector. It goes without saying that DB Schenker will implement the resolutions adopted by the task force. We do not expect this to entail any changes for our customers.“ ■

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# Scrap metal transports take a new route to Italy

DB Schenker Rail improves the quality and flexibility of scrap metal transports from Germany to Italy.

**S**crap metal is a valuable economic commodity and an increasingly important source of raw materials for the metalworking industry. According to the German Federal Association for Secondary Raw Materials and Waste Disposal (bvse), scrap accounted for a share of 46 per cent of crude steel production in Germany in 2008, a quantity equivalent to more than 20 million tonnes. Scrap dealers collect the metal, then sort and process it before supplying it to the next user. To do so, they have to operate a complex system of collection points, storage depots and processing plants. The transport – which also goes beyond national borders – is meanwhile an aspect of increasing importance. Scrap merchants expect the transport company to be able to deliver the material in the right quantities and at the right time, in discharge of their own contractual obligations.

Every year, DB Schenker Rail transports between eleven and twelve million tonnes of scrap steel, making it a key player in the European recycling industry. To ensure that major international scrap dealers can depend on reliable scrap transports between Germany and Italy, DB Schenker Rail has devised the first concept which enables German-Italian transports to be handled as a one-stop shop. This has led to substantial improvements in terms of quality, flexibility and cost stability. „Because many of the customers for German scrap are located in the industrial regions of Northern Italy, the connection between Munich and the city of Brescia in Lombardy is a crucial corridor for scrap transports,“

explains Jens Hagemann, Head of Sales Coordination in the Coal and Steel Market Unit at DB Schenker Rail. „Previous transport concepts in cooperation with Trenitalia suffered from the fact that the transports took too long and were also comparatively unreliable. Both consignors and consignees had problems obtaining information and in executing the transports as one integrated process. At the end of the day, the reduced range of services on offer in the region combined with the Italian state railway’s unstable pricing policies convinced us to take this new step and build up our own network for single wagonload transports.“

## Welcomed with open arms

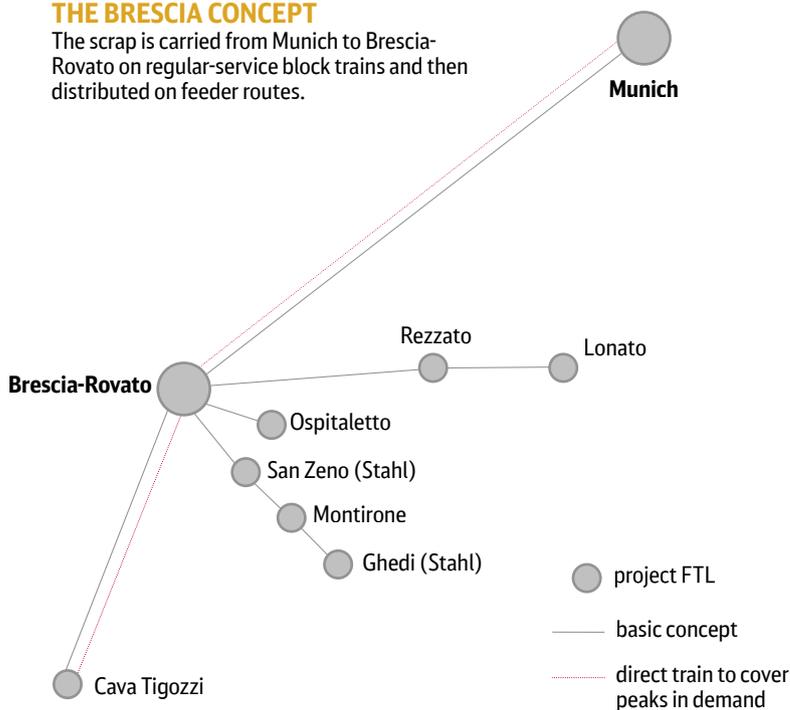
To offer its customers a fully coordinated service, DB Schenker Rail attends to the entire supply chain in cooperation with dependable partners: DB Schenker Rail Germany is responsible for handling the transports in Germany. Traction between Munich North and Brescia-Rovato is provided by DB Schenker Rail’s subsidiary Lokomotion and its Italian partner RTC. In Brescia-Rovato, the transports are handed over to the DB Group companies DB Schenker Rail Italia and NordCargo, which are also in charge of train formation for the transports from Italy to Munich. Overall management of the German-Italian scrap transports is handled by DB Schenker Rail Germany, whose Customer Service Centre provides a professional control centre for order placement, capacity management, customer information and quality reporting.

To ensure that sufficient transport capacities are always available and enable it to react flexibly to any peaks in demand, DB Schenker Rail has developed a „living system“. This means that the quantities between Munich and Brescia-Rovato are carried on block trains running at regular intervals. If necessary, additional direct trains can be organised on this leg of the journey and between Brescia and Cava Tigozzi. Feeder trains run to six freight handling stations, and further points can be incorporated in the system at short notice if necessary. With approx. two to three trains per day, the system is designed to cope with the present quantities of steel transports to Italy as well as future growth – for instance coil transports – to enable it to react more effectively to fluctuating requirements.

„The Brescia concept will mean a noticeable improvement in transport quality and wagon availability thanks to faster turnaround times,“ said Gerhard Holz-müller, Head of the DB Schenker Rail Coal and Steel Mining Unit. „This holistically designed system provides our customers with a better planning basis in the highly volatile scrap market.“

### THE BRESCIA CONCEPT

The scrap is carried from Munich to Brescia-Rovato on regular-service block trains and then distributed on feeder routes.



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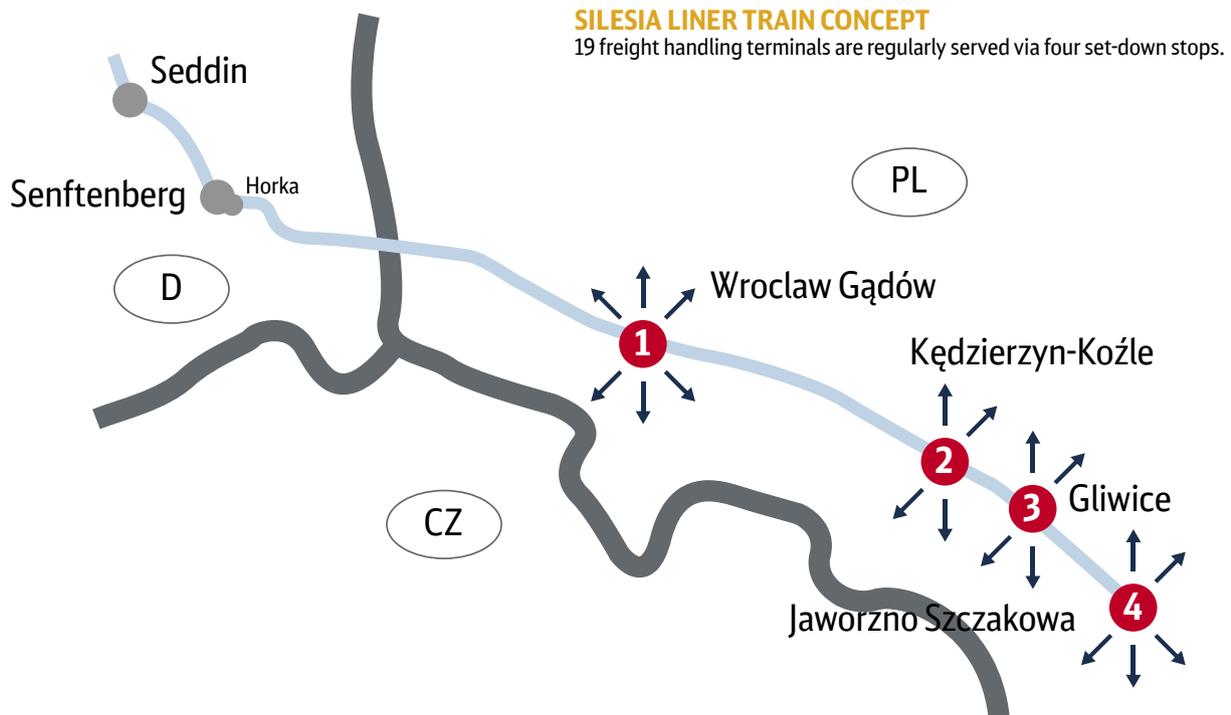
DB Schenker Rail transports between eleven and twelve million tonnes of scrap steel every year.

„The Brescia concept means that we are now in a position to offer our customers a networked product range for Northern Italy as a one-stop shop. Transports that can be provided at fair prices and short notice, combined with noticeable improvements in transport handling, are sure to convince customers in no time at all.“

**Jens Hagemann, Head of Sales Coordination in the DB Schenker Rail Coal and Steel Market Unit**

# Liner train to Silesia

New production concept means faster transport of single wagonloads to southern Poland.



**S**ilesia is evolving into an increasingly important economic location, as numerous national and international companies, including many from the automobile and chemicals industry, have already set up in business there.

DB Schenker Rail Deutschland and DB Schenker Rail Polska S.A. have joined forces to offer rail freight customers a new concept which ensures better connections between Germany and Silesia. Since 6 January, they have offered a new production concept for regular single wagonload transports to the main economic centres in this region. „Above all, our customers benefit from a holistic German-Polish concept which leads to shorter turnaround times, better quality, a higher level of service and, last but not least, fair market prices,“ comments Hans-Georg Werner, Head of Region East at DB Schenker Rail GmbH.

The single wagonload transports from Germany to Poland run via the railway hub of Seddin near Potsdam to the train formation and splitting-up facility at Senftenberg, where they are put together to form the „Silesia liner train“. To begin with, it will run twice a week in each direction, based on a fixed timetable, but there are already plans to increase the number of runs in future.

When the train arrives in Poland, DB Schenker Rail Polska S.A. attends to delivery and collection of the wagons. The freight is then distributed via the set-down stops at Wrocław Gądów, Kędzierzyn-Koźle, Gliwice and Jaworzno-Szczakowa. At the moment, the trains run to 19 freight handling terminals at scheduled times and other terminals can be added on request by customers.

This new product means clear advantages for DB Schenker Rail customers. Wagon turnaround times, for example, are reduced to seven days, a saving of up to 50 per cent. „What’s more, handling these transports from one single source means we can offer competitive wagon rates, irrespective of capacity utilisation,“ continues Werner. The transports are directly linked to the DB Schenker single wagonload network, so that the company can now offer reliable delivery and collection based on a fixed timetable for the first time. There are plans to connection this product to „DBSCHENKERchemsolution“, the transport concept developed specially for the chemicals industry. Dangerous goods transports can already be handled without any restrictions.

Continuous tracking & tracing ensures that the customers can follow the position of their wagon at any time. „In addition, we also offer a comprehensive range of services such as wagon maintenance, tank wagon cleaning and damaged wagon management,“ adds Toralf Müller, the Board Member for Sales and Logistics at DB Schenker Rail Polska S.A. ■

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## A welcome discussion platform

„Waste disposal logistics on rail“ was an unqualified success for DB Schenker

**A** symposium dealing with the subject of waste disposal logistics on rail was held in Potsdam on 10 December. At the invitation of DB Schenker, the Association of German Transport Undertakings (VDV) and the Federation of German Waste Management Industries (BDE), around one hundred representatives from the waste disposal industry, railway undertakings, logistics services providers, professional associations and politics gathered in the impressive setting of Kaiserbahnhof, the former „imperial station“.

In the course of the all-day symposium, eleven speakers described the highly diverse services in the field of waste disposal from their different angles. While representatives of rail freight operators and service providers presented their product and service portfolios in this segment, the business enterprises at the symposium reported on rail projects that they had successfully implemented in the past. The focus was on ecologically and economically sustainable solutions for the special requirements of the waste disposal industry, as well as the transport capacities of rail at national and international level.

„The animated discussion during the event and the intensive dialogues during the breaks clearly proved that this symposium satisfied a real need,“ commented Stephan Strauss, Head of the Construction Materials, Industrial and Consumer Goods Market Unit at DB Schenker Rail, after the event. The symposium also fully lived up to the expectations of the other partners involved in its organisation. „There is enormous demand for a platform which gives professionals the opportunity to exchange ideas and discuss their own experience,“ explains Dr. Martin Henke, Managing Director of VDV. „We are therefore particularly pleased to hear that various working groups were set up in the aftermath of this event,“ said Mathias Raith, Managing Director of BDE, delightedly. In view of this great success, DB Schenker Rail is now planning further symposia to investigate urgent issues in this and other industries. ■

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Photos: Bildagentur Huber, Schapawa/Huber

# Save the Date

DB Schenker Rail takes part in all major trade shows and branch events throughout Europe. Take this opportunity for a personal meeting.

**23 to 26 March 2010/Paris**

DB Schenker France and DB Schenker Rail at the SITL - International Week of Transport and Logistics [www.sitl.eu/site/GB](http://www.sitl.eu/site/GB)

**15 April 2010/throughout Germany**

DB Schenker takes part in the nationwide Logistics Day. [www.tag-der-logistik.de](http://www.tag-der-logistik.de)

**27 to 29 April 2010/Birmingham**

DB Schenker exhibits at the Multimodal 2010. [www.multimodal.org.uk/](http://www.multimodal.org.uk/)

**27 to 30 April 2010/Moscow**

DB Schenker has a stand at Transport & Logistics Exhibition „TransRussia“. [www.transrussia.ru/eng/](http://www.transrussia.ru/eng/)



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Clogs: just one of many clichés that define the Germans' image of the Netherlands

## Lekker thuis

German-born Andrea Clasen-De Cunto is more than happy in the Netherlands

„What, you're really going to move to Holland? Are you sure you're doing the right thing?“ These were questions I had to answer over and over again when I decided to take a job in the Netherlands. That was twelve years ago and not once have I regretted my decision. Everybody believes they know all about the Netherlands. Even today, when I call in at the DB Schenker Rail headquarters in Mainz, people still ask me where I have parked my caravan. Tulips, cheese, windmills, clogs, bicycles – the list of traditional clichés is endless. All these things do exist, and it is true that the bona fide Dutchman cycles everywhere, in rain, hail or snow, whether he has dozens of shopping bags or a couple of kids on board. When the weather is good, there is nothing I like better than to cycle, and the special cycle lanes everywhere make „fietsen“ a real pleasure. The infrastructure in the Netherlands is also remarkable in other respects. The country has a dense network of motorways, some of which have five or even six lanes – in each direction, that is. Even so, you still tend to get stuck in traffic jams during the rush hour, no matter which part of the country you are in. The „Betuwe Line“, a special railway line dedicated to freight trains, links the port of Rotterdam, which has the largest container terminal in Europe, with the European hinterland. Moreover, British business travellers recently voted Schiphol the „Best Airport in Europe“.

But the people here are the real reason why I have felt so at home in the Netherlands right from the start. Many of their national characteristics are far more pronounced than they are in Germany and it is difficult to say which of them I appreciate most: their frankness, their cosmopolitan outlook, their multilingualism? The pragmatism that enables them to get things done without planning things in advance down to the very last detail? Or their ability to party? Anyone who has ever experienced the „Koninginnedag“ – or „Queen's Day“ – on 30 April will want to return again every year. No matter which town or city you are in, the streets look the same: „oranje“ wherever you look. Orange is the colour of the universally popular royal family. Oranje is also automatically associated with football and this year's World Cup in South Africa is sure to see a repeat performance of other major sports events, when the Dutch fans transform the stands into a sea of orange. If the Cup was awarded on the basis of support, rather than the performance of the teams, the Netherlands would be sure to win. Nowhere else in the world do people know more about the art of „lekker“ celebrating. „Lekker“ translates roughly as fantastic in any given setting – no matter whether you are talking about food, the weather or your good-looking neighbour. And so I can truly say that for the past twelve years, I have felt „lekker thuis“ – fantastically at home – in the Netherlands.

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