



## A strong performance

At this year's *transport logistic* in Munich, DB Schenker presented its outstanding role in the international transport and logistics sector. P. 6

INTERVIEW SACHSENROEDER  
"Our message was well received" P. 10

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Karsten Sachsenröder:

“In 2009 we will focus even  
more on the needs  
of our customers.”



## Dear Customers,

anyone who wanted to get an idea of the current atmosphere in the logistics industry over the last few weeks was well-placed at the *transport logistic 2009* fair in Munich. Every two years, logisticians, forwarding agents and industrial enterprises from all over the world meet up in May at this leading fair in Germany. We are filled with pride that our industry was flying the flag so passionately, despite the economic turn-down.

For DB Schenker too, the Munich podium increases in importance year after year, because this is where we meet you, dear customers. This is where we present to you our service spectrum, surrounded by wide-ranging industrial expertise, demonstrate trends and innovations and agree offers. Nowhere other than in Munich do we compete so closely with both large and small competitors in our industry, which is also a challenge.

We exchanged views with you in intensive, high quality and, for both sides, specifically targeted discussions. What particularly stirred us at *transport logistic 2009* you can read about in detail on page 6 of this issue of railways.

**We have now taken the valuable impulses** gained from these days in Munich back to our daily business at DB Schenker Rail. But: we see our views confirmed; that we are on the right path – with our offers and services, our strategic orientation towards international networks, and the increasing arranging of made to measure logistics solutions. We are the market leader in Europe. We are and will remain a reliable partner – worldwide.

We very much intend to continue along this path in 2009 – despite the difficult environment and rail transport volumes which have diminished by almost a quarter since the beginning of the year. In the process, our intensive sales



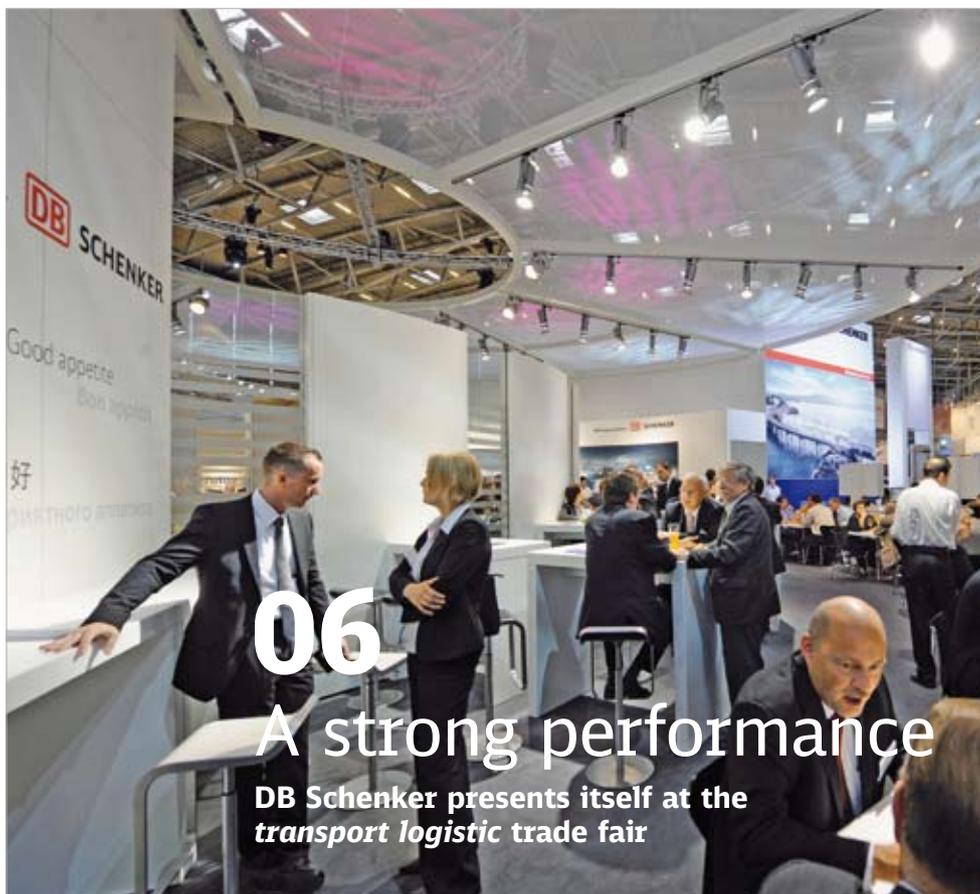
presence throughout Germany and Europe is an important driving force. We know that many of you are suffering from the continuing recession and are therefore cutting costs, including those of logistics services. As the partner of our customers we react to altered circumstances. We are permanently in close contact with our customers, have short decision making processes, and are marketing our free capacity much harder.

I can promise you this: In 2009 we will come even closer to meeting your requirements. It is our objective to maintain the existing opportunities for rail, and to create new ones.

With kind regards,

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

Karsten Sachsenröder  
Member of the Management Board  
DB Schenker Rail (Sales)



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## A strong performance

DB Schenker presents itself at the *transport logistic* trade fair

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## Imprint

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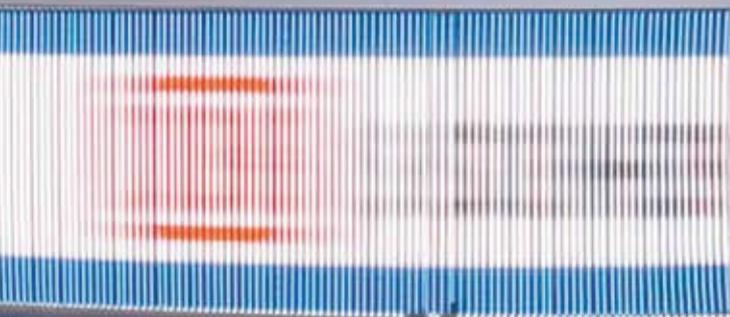
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Delivering solutions.



Delivering solutions **DB SCHENKER**



We'll take every way possible  
Except the Milky Way



# A strong performance

In mid-May the *transport logistic 2009* was staged in Munich. The leading industry fair proved to be a surprising inspiration for the global transport and logistics industry. DB Schenker was also able to record a successful appearance.

If *transport logistic* were a barometer for the industry, then the longed for upward trend would already be within reach. This is proved beyond doubt by the figures: despite declining economic activity in the industry, 1,760 companies from 55 countries set new records for exhibitors and space occupied. After all, with over 47,500 trade visitors the same number was achieved as in the logistics boom year of 2007. "This result reflects the willingness of the industry, to seek opportunities in a crisis", opined Eugen Egetenmeier, member of the management of Munich trade fair. With this success, all expectations had been surpassed and the industry had proved impressively in Munich that, in spite of the crisis it is looking flexibly, innovatively and in an adaptable way towards the future.

It was above all representatives of top management who came to Munich this year. Once again, *transport logistic* was able to maintain its status as the fair for decision makers. "It is precisely in times of crisis that companies have increasingly used the fair for their business meetings, the more so as travel budgets are currently probably somewhat stretched", observes Karsten Sachsenröder, who is responsible for European sales on the Management Board of DB Schenker Rail. "So, efficiency counts: with a single visit to Munich sometimes several other trips become superfluous.

The immense interest was also felt by **DB Schenker**: the booth in hall B6 was alive with visitors on every day of the fair. Under the motto "Be our guest", DB Schenker presented its entire service spectrum and its unique position in the international logistics market. With the business units DB Schenker Logistics and DB Schenker Rail, the DB subsidiary occupies leading positions in global air freight, ocean freight and contract logistics, in European combined transport, and also possesses the railway expertise of the largest European rail freight operator.

At the info-centers, which were distributed across the whole DB Schenker booth, visitors were offered a great variety of information opportunities, of which intensive use was made. In the centre were professional discussions with customers, in which DB Schenker experts from different industries, regions and product areas provided advice. "The discussions were frequently very intensive", confirms sales chief Karsten Sachsenröder. "It was clearly to be felt that the customers want to get things moving despite the crisis, as well as us."

One highlight was the **Daily topics**, at which DB Schenker demonstrated its global orientation and industry expertise. Each of the four trade days was dedicated to a specific theme. The daily topic "Rail" provided informa-

Photo: Maximilian Lautenschläger

More than 800 square meters: the DB Schenker booth in hall B6



**The information centers**, which were spread throughout the DB Schenker stand, were very busy with visitors

tion about current developments and challenges in rail freight traffic. One aspect was also the new European orientation, through which DB Schenker Rail intends to strengthen the position of rail in Europe. Dr. Klaus Kremper, CEO of DB Schenker Rail: "With the new structure, we will be able to master the problem of the optimal size, because it will enable us to align our sales efforts clearly with changing customer requirements and to adapt our support to our customers' organisation." How important the principle "one face to the customer" is here was also emphasised by Sachsenröder: "Our European Sales Management guarantees a harmonised, uniform appearance before the customer, and allows the sale of made to measure, European products over a comprehensive network."

A further focal point were the regular interval train offers on the North - South axis, with which DB Intermodal has built up a through traffic concept for combined transport from Scandinavia through to Italy (see the article on page 25). "Joint product concepts such as our joint venture in Scandinavia require a high measure of coordination

and cooperation", pointed out Sylke Hußmann, axis manager responsible at DB Intermodal. "The advantage of the North - South axis lies therein that the customer can be offered high frequency services to all the major economic

areas in Europe." Hans-Georg Werner, Head of the Business Segment DB Intermodal, confirmed: "Our throughout offers on the North - South axis are an example of success, of successful cooperation in order to bring the industrial and trading regions of Europe closer together in an environmentally friendly way - by rail."

Discussions were also held regarding developments in the crisis-stricken automotive business. Here experts from both the company's and the customer's sides exchanged views on the car scrapping incentive and its effects. "The recession in the automotive industry can only be survived by those who present new concepts for the cheaper supply of raw materials", said Axel Marschall, Member of the Management Board for the Automotive Business Segment. Contract logistics played a connective role, as no overall optimisation could be achieved by transport concepts alone. Marschall: "DB Schenker, with its global network and a mix of all carriers, will always be able to develop an optimised, complex solution totally within its own resources."

A further round of discussion was concerned with the den DB Schenker



**Exchanged views on the integration of science and practice (from left):** Steffen Wurst, Board Member for Personnel at DB Schenker, Professor Dr.-Ing. Frank Straube (TU Berlin), Prof. Dr. Ralf Elbert (TU Berlin) and Moderator Monika Jones

Laboratories and the DB Schenker endowed professorship at the Technical University of Berlin, which are prime examples of the successful integration of science and practice. "As an internationally active company, DB Schenker is building on the practice-oriented research of important logistics themes and trends from a neutral scientific viewpoint", opines Steffen Wurst, Human Resources Director at DB Schenker. "The DB Schenker Laboratories form an important interface between science and practice, in order to transfer research work into practice and thus to secure the future of Germany as a logistics location", Prof. Dr. Ralf Elbert made clear. The 35 year old is Head of DB Schenker Laboratories and the DB Schenker endowed professor at the Technical University of Berlin.

**The strong interest shown by visitors at the DB Schenker** daily topics as well as at the fair as a whole was seen by all participants as a positive signal for the transport and logistics industry. A survey carried out on site by TNS Infratest confirms this impression: 70 percent of exhibitors and 58 percent of trade visitors expect an improvement in the economic situation in the coming two years. "The fair has proved itself all in all to be an inspiration, as it is sending out valuable signals and impulses for the future of our industry", says Michael Kubenz, President of the German Association of Freight Forwarding and Logistics (DSLW). On the following day, Dr. Kremper also draws a positive conclusion: "The high numbers of exhibitors and visitors point to the fact that the current overall economic situation is seen by the majority as an opportunity. What was also made clear in Munich was: competition is where the points are being set for the future."

**Further information concerning DB Schenker's trade fair presence and the theme days can be found on the internet at: [www.dbschenker.com/transpo](http://www.dbschenker.com/transpo)**



**Presentation of the DB Schenker Awards (from left):** Prof. Dirk Möhlenbruch (Stinnes Trust), thesis adviser Prof. Otto Rosenberg (Uni Paderborn), award holder Dr. Martina Weddewer, Dr. Norbert Bensele, CEO DB Schenker, and Prof. Peter Klaus (Stinnes Trust)

## DB Schenker Award 2008 for Dr. Martina Weddewer

Within the scope of a trends and innovations forum at transport logistic on May 13, the DB Schenker Award 2008, endowed with 10,000 Euro, was presented to the young scientist Dr. Martina Weddewer of Paderborn University. In her dissertation on "Transfer pricing systems for horizontal forwarding networks" she had developed practical elements for the optimisation of cooperation of forwarding companies in networks and in this way had made a valuable contribution to the companies. Also distinguished was Professor Otto Rosenberg, from the chair of business studies at the University of Paderborn. 5,000 Euro were awarded to his chair as recognition of the encouragement and support for Dr. Weddewer's dissertation.

The DB Schenker award is supported by the Stinnes Trust. In the process of introduction of the DB Schenker brand last year the prize was renamed the DB Schenker Award.

# “Our message was well received”

Karsten Sachsenröder was appointed Head of Sales at DB Schenker Rail in mid-2008. *railways* spoke to him about this year's *transport logistic* trade fair in Munich, his response to the crisis, and the new European orientation of DB Schenker Rail's sales organisation.



Karsten Sachsenröder

**Mr Sachsenröder, this year's transport and logistic took place under a particularly cloudy sky, in view of the economic downturn. What impressions did you take with you from the fair?**

With 1,300 customer contacts, over half of them involving firm quotes for business or subsequent consultation, we clearly felt at the fair that our message, that we are a strong and reliable partner even in a crisis, was well received by our customers. Discussions were never so firm or objective as they were this year. Our customers are having to cut costs due to diminishing markets, and find in us a partner who is able to react flexibly and creatively to new requirements in this particularly difficult situation. In particular, our customers value the fact that we find innovative approaches to solutions with our knowledge of the industry, and ones which are far removed from pure price dumping. Our partnership

approach plays a major role here. We benefit as market leaders with a well-functioning international network in Europe, because a company which can offer one-stop total rail logistics solutions across borders will be short-listed by most customers, also in the period after the crisis. For one thing was tangible in Munich: there was a little optimism linked to a lot of pragmatism wafting through the halls there.

**What do you personally think were the highlights of the fair?**

That is difficult to say, as the fair itself is such a highlight. Nowhere else can we present the diversity of our services to our customers in such a concentrated way as we can in Munich. That is really unique. We also used the fair to focus on a new megatrend in the industry with the Green Logistics theme. It is becoming more and more important to our custom-

ers that their transport movements should be organised in as environmentally friendly a way as possible. As the largest European rail freight operator, we would like to set the standard here. As the most climate-friendly carrier, we arranged a full day at the fair with many information events dedicated to the subject of green logistics. What's new: in Europe, we are offering totally CO<sub>2</sub>-free transport movements by rail for the first time and thereby improving our already really positive carbon footprint. 100 percent of the electricity required to power these transport movements comes from renewable energy sources.

**For the first time, you were present in the guise of the new European sales structure of DB Schenker Rail: what has changed, and what are the real benefits for your customers?**

With our new European structure we are aligning our sales effort quite clearly to changing customer requirements, and are adapting our support for our customers' operations. Here we differentiate between customers who are mostly active regionally, i.e. in the West, Central and East regions, and customers who are predominantly active throughout Europe. In this sense, a focus on industry continues to remain unequivocally on centre stage. We are now concentrating on meeting our European customers face to face, and on meeting their requirements for single-sourced, uniformly high quality transport to a much greater extent – right across Europe. Our long term strategy of European expansion is now met by a corresponding organisation. This service offer is unique in Europe.



Rotterdam: transshipping coal to rail in Europe's largest maritime port

## Mass with class

With its wide range of services, the Market Unit for Coal, Iron and Steel was able to tempt large numbers of visitors onto its information stand. The conclusion: especially in a time of crisis there is a need for discussion and action on the transport of bulk freight by rail.

**Y**ear after year, DB Schenker Rail transports millions of tonnes of bulk products such as steel, ore, scrap, coal and coke across Europe by rail. "This year, we had above all people interested in the import of steel and coal from the CIS countries. Our services in the Coal, Iron and Steel Logistics Centre were also repeatedly asked about", summarises customer service representative Bernd Hilgendorf. "The reasons are clear to see: on the one hand, many companies are presently relying increasingly on the outsourcing of their logistics services. On the other, this location offers ideal conditions." The facility, which is located in the centre of the main trading area for steel, offers warehousing capacity for up to 460,000 tonnes and perfect conditions for the storage and distribution of coils and other steel products.

As well as customers and trade visitors, the Wirtschaftsvereinigung Stahl (Economic Association of Steel) also took the opportunity of using the Munich fair as the platform for its annual spring meeting. The representatives of the steel industry held discussions with DB Schenker Rail Board Members regarding the current state of affairs and perspectives for the industry, which is so important to DB Schenker. Both partners again emphasised the importance of their intensive cooperation and its joint advancement,

particularly against the background of the present difficult economic situation. The general feedback from participants was positive, and thus it was possible to establish a stronger basis for future projects.

**A further heavyweight on the railway is scrap traffic**, which is principally moved in single wagonloads. Through numerous discussions at the fair, it became clear that there are still challenges here for the transport operation. In the past, uncoordinated arrivals led to problems at the receiving steelworks. The sender's logistics chain was also affected by the resultant stops on acceptance, and increased turnaround times of the wagons. In order to improve operations in a sustainable manner, new methods were sought in conjunction with the representatives of the scrap industry. "Last autumn, jointly with the Badische Stahlwerke (Baden Steelworks) we launched the pilot project Reception-oriented inbound control", says Hilgendorf. "The objectives were: an acceleration of the inbound scrap traffics, improved wagon turnaround times and a continuous supply of empty wagons to the senders. We were able to present our first successes at the fair."

**Coal transport - a changing market** requires new methods and solutions. "Here the focus of interest was on the

import of coal from overseas", points out customer service representative Jens-Uwe Tagge. "With this in mind, we were able to present a whole package of measures at once, such as for instance the ARA-Kohle 2009 plus concept." Through this concept, DB Schenker Rail intends to improve coal movements by rail from the ARA ports to the German power stations both quantitatively and qualitatively. The background to this is that the German power stations will have to be supplied exclusively with imported coal until 2018. For this reason it is intended to have adequate resources on hand by 2013, such as wagons, locomotives and paths, for the transport of over 13 million tonnes of coal.

The concentration of coal traffics from Rotterdam and Amsterdam at Oberhausen West marshalling yard is a further measure. In future, it is intended that trains will run through from the ports to the hub, where two controllers handle the control of the total coal traffic to the power stations. "For the transport of coal too, DB Schenker Rail can provide the complete supply chain from the port right into the power station, for example as intermodal or even pure inland waterway transport - all from a single source", points out Tagge.



Fire practice during the Rail Safety Days at Dow in Terneuzen, Netherlands

## Maximum safety

The information stand of the specialists for the transport of liquid, gaseous and free flowing products, the DB Schenker BTT GmbH and the Market Unit for Chemicals, Mineral Oils and Fertilizers saw an intensive exchange of information taking place with visitors to the fair.

**T**he customers took the opportunity to get in touch with their contact persons. “The face-to-face meetings enabled a mutual exchange of experiences, which will also encourage the expansion of our long-lasting cooperation”, confirms Fred Bahrenburg, logistics specialist for Supply Chain Services and Rail Operation Europe at Dow.

It was noticeable that, as ever, the subject of safety had top priority. The Rail Safety Days were appropriately popular. Under the motto “learn, watch, practise” DB Schenker Rail’s safety and emergencies workshops offer its Chemical and Mineral Oil industry customers regular opportunities to obtain comprehensive information and the chance to sample an emergency situation live. For the workshops, DB Netz AG’s dangerous goods instruction train is in action. Besides this, DB Schenker BTT’s pan-European, centralised tank wagon management was much in demand. It offers customers safe, one-stop logistics solutions

which are tailored specifically to their needs. The benefits: optimised wagon turnrounds, increased utilisation and a reduction in standing times.

**Particular interest** was shown this year in the European orientation of DB Schenker Rail. “Many visitors were asking not only about our services in Germany and neighbouring countries, but wanted to know how we are organised in European terms in both the west and the east”, says Torsten Lüders, Head of Product Management in the Market Unit for Chemicals, Mineral Oils and Fertilizers, happily. The international range of offers includes DB Schenker chem-solution, a product conceived especially for chemical industry traffics. For over nine years now, the European single wagonload network of the business unit DB Schenker Rail has linked the most important production and manufacturing locations of the industry to each other – nationally and internationally. “Here, above all, it was our new Antwerp shuttle which had the

most appeal”, adds Lüders. The train runs directly, saving time, between the marshalling yards of Antwerp and Gremberg near Cologne.

A further international offer is the TROIKA chemielogistik logistics concept. Developed under the leadership of DB Schenker BTT, it has for two years offered the safe and reliable transport of chemicals by combined transport between Western Europe and Russia, by rail, road and sea in equal measure. Characteristic of this operation are the individual service blocks such as transport, customs clearance, storage, transit monitoring or depot holding with the pre-heating of tank containers, which the customer can combine to suit his own requirements.

“**Information about services** provided by the pan-European international single wagonload network, and also the combinable service blocks for integrated logistics solutions were of interest to the most visitors”, summarises Lüders.

# The industry all-rounder

The information stand of the Building Materials, Industrial and Consumer Goods Unit was busy throughout the fair. No wonder really, as the wide spectrum of services on show provided much of interest to visitors.

“Overall, we are very satisfied with our presence at the fair: many important customers visited the DB Schenker stand and participated in a lot of interesting and above all very profitable discussions with us”, sums up Moritz Berger, Head of Building Materials Sales in the Market Unit. “In the current difficult economic situation, DB Schenker is proving itself to be a reliable partner for our customers. As before, we offer our customers a complete portfolio of services, in order to jointly maximise the exploitation of market potential”, adds Berger.

The market unit’s package of services offers everything for customers’ industry-specific requirements: international and multi carrier transport movements using appropriate equipment, as well as specific transport logistics solutions for individual industries.

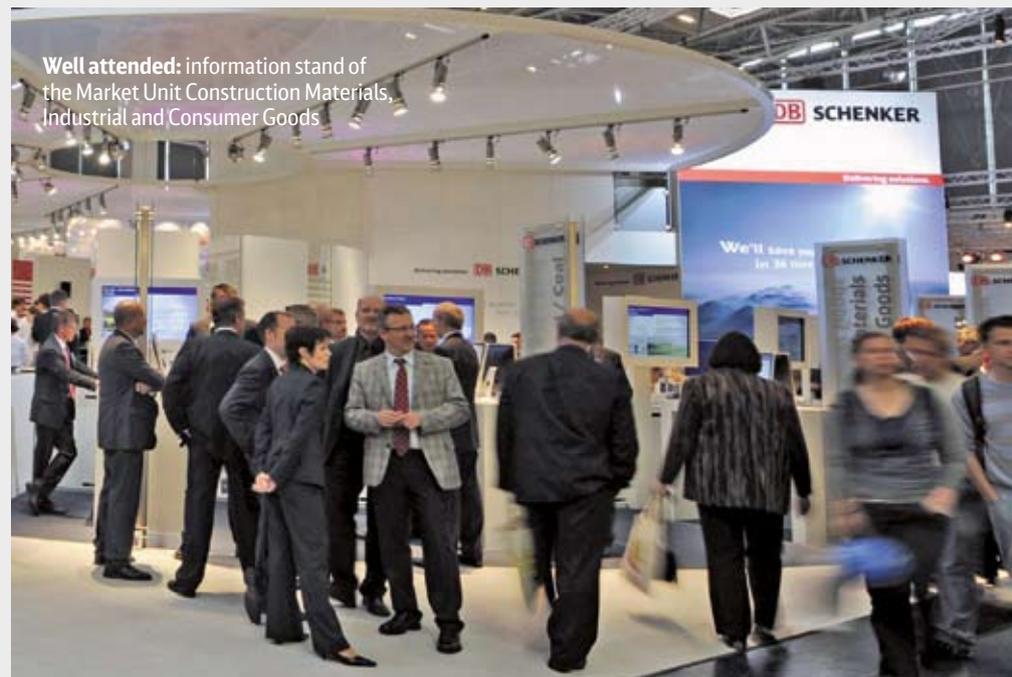
The transport of building materials, such as for instance sand, gravel, cement and tiles was one of the market unit’s major topics at the trade fair, and not without reason, because as a reliable partner of the construction industry, DB Schenker Rail disposes of a substantial fleet of wagons for the movement of various types of freight. “We already handle a large part of these transport movements at an international level”, says Berger. “The consignees are primarily construction sites and bulk buyers.”

**The Industrial and Consumer Goods Unit** was also much in demand. Paper manufacturers, representatives of the agricultural industry, forwarders, and also furniture makers, white goods and industrial products manufacturers are all central customers of the Market Unit. “We were able to present some interesting examples from these industries at the fair”, comments Rainer Wunderlich, Head of Sales, Industri-

al and Consumer Goods. “Amongst others, these include the concept for the movement of type Velaro-RUS high speed trains to the Russian railway company RZD or also the development of trainload movements for the agricultural machinery manufacturer Claas, from its main plant in Harsewinkel, Westphalia into the CIS States.”

A further important area is the pulp & paper industry: with the industry-

**Great interest was also shown** in the transport concepts for agricultural products. The market unit’s industry experts offer a whole range of rail services in this field – national as well as international, in both single wagonload and trainload traffic. In addition, as the largest European rail freight operator, DB Schenker Rail is certified according to HACCP, because the preservation of quality and the safety of foodstuffs



specific product DB Schenker paper-solution, the market unit introduced a product specially tailored to the needs of the paper and cellulose industry at the fair, which, through its speed and transparency, achieves the reliable schedules needed by the customer. “With DB Schenker paper-solution International, we are taking account of the strong European integration of the industry”, says Wunderlich. “We were already able to integrate Austria and the Netherlands. Further routes are being planned.”

count amongst the most important requirements of our customers.

“Besides the multitude of services for the agricultural industry, it is not least our sustainable logistics concepts for the forestry industry which make clear our extensive range”, says Wunderlich. From the removal of raw timber from the forests to supply control for the consignee, DB Schenker Rail provides, jointly with the DB subsidiary DB Schenker Nieten GmbH, for continuous chains of transport with a high level of reliability of delivery.

# Logistics professionals for the automotive industry

DB Schenker concentrates made to measure logistics solutions for the automotive industry in its business segment Automotive. The business segment's presentation at *transport logistic* demonstrated once again that it is Europe's best performing partner for rail transport.

**T**he business segment Automotive was present with its companies Schenker Automotive RailNet GmbH, ATG Autotransport-logistic GmbH (ATG) and Transfesa on the stand for the first time. "Here at DB Schenker Rail Automotive, we have a decided advantage: we are the first to make a rail-based Europe-wide offer to the industry. We not only offer our customers access to a unique rail network; our expertise also spans the entire chain of logistics for the automotive industry", says Axel Marschall, Head of the Automotive Business Segment at DB Schenker Rail. It is therefore not surprising that DB Schenker's expertise is reflected in every fifth new car which is produced in Europe.

**The focus at the trade fair presentation** in the Automotive center of expertise was not only on solutions for moving finished vehicles, but above all on products for the transport of car parts offered by DB Schenker automotive solution, Automotive RailNet and LINC@AutomotiveRail.

The industry-specific product DB Schenker automotive solution is a logistics concept developed by DB Schenker Rail, which caters for all the automotive industry's requirements for acquisition and distribution logistics. Its portfolio thus makes provision for the special requirements for the transport of both car parts and finished vehicles "The selection of individual service modules is predominantly that of the

customers themselves, so that the precisely timed integration of automotive trains, wagon groups or single wagons in their manufacturing and distribution processes can be ensured", emphasises Marschall.

## **The basis for DB Schenker's rail services**

is Automotive RailNet, an exclusive network dedicated to the industry which links the manufacturing and distribution sites of the OEM (Original Equipment Manufacturer) and a variety of suppliers with an average of 120 trains a day. "The time factor is a major criterion for the automotive industry's success in international competition", says Marschall. "For this reason, the transit times in the Automotive RailNet are only between 6 and 36 hours for domestic traffic, and between 1 and 3 days for European movements, respectively."

The management of the chain of logistics is supported by the information platform LINC@AutomotiveRail (Logistics Information Concept). This systematically implements the necessary quality, transparency and flexibility which customers demand for meaningful supply chain management in international traffic. "This also benefits the participating service partners", says Marschall, as LINC is not only individually configurable and open to multiple interfaces such as for example EDI, but is also multilingual, and is equipped with an intermodal control hierarchy. This software, which is already in use with numerous customers, was one of a number of applications which could be tested by representatives of the automotive industry in the Automotive centre of expertise.



**Discussed the services of** the business segment Automotive (from left): Axel Marschall, Dr. Detlef Trefzger, Member of the Management Board at DB Schenker Logistics, Moderator Monika Jones and Emilio Fernandez, Chairman of Transfesa



**Sassnitz-Mukran:** The train ferry port is the only port in Western Europe with a broad gauge connection

# Excellence across the region

With its regional sales organisation, DB Schenker Rail is optimally equipped for the support of small and medium sized customers, and also for regional development. Visitors to the fair were able to get a picture of the wide range of activities undertaken by the sales unit, on site.

It was existing customers in particular who appeared absolutely convinced by the trade fair presentation of the logistics services provider. “DB Schenker has been an indispensable partner of ours for years”, underlines Josef Randlinger, Head of the Supply Chain Management Unit of the AlzChem Group. “For goods received alone, 50 percent arrive by rail in the meantime.” A high proportion of potential new customers was also recorded. “We have been pleasantly surprised by the many trade contacts”, says Christian Süß, Head of Regional Sales, Munich. “Above all, the proportion of top ranking management level contacts was huge.”

Regional Sales’ trade fair themes included the cooperation with sales channel partners and inland ports, the Federal private siding support programme and also marketing and sales for the Railports in Darmstadt and Venlo in the Netherlands. “Center of attention at the fair was the service package of the logistics operation at Sassnitz-Mukran”, added Süß. Its speciality: It is the only port in Western Europe with a broad gauge connection. A further theme was the Port of Duisburg. DB Schenker Rail is working jointly with the operator, Duisport on the development and expansion of the port as a European trade and logistics platform.

Another product which proved very popular with visitors to the fair was the

multi-modal transport system RailRo-Cargo. With it, Deutsche Bahn, the DB Schenker Rail subsidiary TRANSA GmbH, CuxPort GmbH and DFDS Tor Line have offered fast and reliable door to door transport from and to Great Britain for the last 25 years.

Since 2008, regional sales, acting as a cross-market area sales unit has supplemented the industry-oriented sales structure of the business unit DB Schenker Rail in the individual regions. The visitors were able to get a broad idea on site of the wide range of activities on offer. The main tasks of the sales unit include support for small

and medium sized customers, the development of the region and the targeted acquisition of traffic in order to optimise capacity utilisation in the single wagonload system. Furthermore, it is responsible for local representation and lobbying duties in the region. As the interface between operations and sales, the regional sales organisation, together with the cargo centers, looks after the operational optimisation of the customers’ logistics processes.

The individual teams are based at eleven locations throughout Germany as well as in Utrecht in the Netherlands (see diagram). Through the close integration with the regional operating

units and sales channel partners they take care of sales development at logistics locations, market segments and infrastructural themes. “Above and beyond this, we are the contact for partner railways, ports and national Railports, for which we carry responsibility on the sales side”, says Süß, underlining the comprehensive range of services.





## Efficient decision making, offensive sales

In the continuing economic downturn, DB Schenker Rail intends to get closer to its customers and is tightening internal processes to achieve this. “We are actively countering the crisis”, said Dr. Klaus Kremper, CEO of DB Schenker Rail, at a press conference at the trade fair. “As the market leader we will use our chances in the market.”

**A**t the moment, the company is fighting against a strong fall in the demand for transport. In March 2009, transport volumes and services sank by around a quarter compared with the same period the previous year. The lower demand from the European steel and automotive industries above all has led to DB Schenker taking around 35,000 freight wagons out of service. At the same time, competition between the carriers is on the increase. “Road forwarders have drop-

ped their prices by a third over the last six months”, said Kremper. The overall prognosis for rail freight traffic foresees a drop of 7.5 percent in transport volumes in the current year – in a total logistics market which is shrinking by 5.5 percent.

All the same, the rail freight operator can look back on a very successful previous year, despite the slump in the second half-year. With almost 30,000 employees, DB Schenker Rail was able to increase its external revenues by 19

percent, to almost 4.7 billion Euro. “In spite of a slump in the fourth quarter, we were able to achieve a clear positive result in 2008”, said Kremper. 120,000 wagons and around 3,300 locomotives form the material backbone of the freight railway. With a performance of 114 milliard tonne kilometres it is the European leader.

**The company can now see light** at the end of the tunnel. It may not be possible to foresee when the trough in freight will



Dr. Klaus Kremper in discussion with journalists

be reached, but the company has been taking operational counter measures and has identified possible savings potential in nine figures. For instance, DB Schenker Rail has reduced outstanding annual leave and overtime, and introduced short time working on the 1st March. Other measures are also intended to contribute to a reduction in costs: for instance, the additional training of loco drivers leads to them saving fuel. Optimised rental contracts for locos and

wagons lower the leasing costs.

These activities are accompanied by other measures, which are above all sales oriented. With a sales initiative, DB Schenker Rail is concentrating different approaches, in order to retain existing traffics and win new ones. Active acquisition and the safeguarding of traffics are intended to commit customers throughout Europe and exploit the existing material.

**“Our sales offensive has begun** in all our segments in Germany and Europe”,

says Karsten Sachsenröder, sales chief and Member of the Management Board of DB Schenker Rail. “Because many customers are suffering from the continuing economic downturn and therefore wish to reduce their costs for logistics services, we are reacting to the changes in requirements as the partner of our customers. We are continually in close contact with our customers, have short decision making processes and are marketing our free capacities in a more forceful way.”

Tighter operating processes in are intended to lead to more efficiency. Cooperation between DB Schenker Rail and Schenker Land Transport also offers substantial opportunities to offer the customer better and more intelligent solutions, by using an alliance of carriers and the use of the various different DB Schenker networks.

**At the European and political level,** DB Schenker Rail intends to develop axis-specific market and competition strategies. “Part of this will be the consolidation of our network”, says Kremper. “We must clearly position ourselves in the market adjustment process.” He wants to continue the previous course of action, to continue to expand DB Schenker Rail’s Europe-wide network. “We will continue to optimise our Eu-



Karsten Sachsenröder:

**“Our sales offensive has started all across our German and European units.”**

ropean network”, states Kremper. “An integrated management approach permits us to better tap the full potential of our size and geographic extent. We can use everything under one roof: that is a unique selling point compared to our competitors.”

By means of strategic takeovers, cooperation with European partner railways and joint ventures, DB has consistently expanded the rail freight

network in Europe along the main traffic axes. In this way, DB Schenker Rail became Europe’s leading rail freight transport undertaking within a decade. “Five years ago, the train to Pamplona was a real novelty. Today we operate regularly right across Europe – to Spain, Great Britain, Hungary or Russia and have become the backbone of the European car industry”, says Kremper. In the meantime, 64 percent of DB Schenker Rail Deutschland AG’s traffic is European. This means that two out of every three trains cross at least one border.

It was ultimately for this reason that DB Schenker Rail continually developed its own individual structure. With the five business segments West, Central and East, Intermodal and Automotive, DB Schenker Rail has laid down the foundations for the first truly European freight railway. The Business Segments manage sales and operations for rail freight traffic in the regions and for Automotive and Intermodal, respectively. They are responsible for the operating and financial profit in the business unit DB Schenker Rail. This is the means by which the company intends to respond to the needs of its customers. Still, in one point above all Kremper sounds optimistic, that DB Schenker Rail can

master the current recession. “Our big advantage is that we are crisis-tested”, says the head of Europe’s largest rail freight operator. “We have done our homework in the last few years like no other railway has.”



Also at the DB Schenker booth there was a focus on "Green Logistics"

# DB Schenker starts environmental offensive

With a whole array of climate protection activities, DB Schenker is expanding its leading role as a green transport and logistics services provider even further. The multitude of measures includes CO<sub>2</sub>-free rail transport throughout the whole of Europe.

**T**raffic is one of the main originators of the environmentally harmful greenhouse gas CO<sub>2</sub>. For this reason, Deutsche Bahn has now concentrated its climate protection activities and stipulated them in its "DB Eco Programme". In this way it intends to reduce its global specific CO<sub>2</sub>-output – that is to say the emissions which are directly attributable to transport services – by a further 20 percent between 2006 and 2020. This objective is based on the successes of the past few years: since 1990, DB

was already able to reduce its specific CO<sub>2</sub> emissions from rail traffic by almost 40 percent. DB Schenker is making a decisive contribution to the achievement of DB's climate protection targets, and has firm emissions saving objectives anchored in all its business units, which are being driven forward across all carriers. The environmental protection activities have been consolidated in four so-called lighthouse projects: "Green Logistics Networks", "Green Road", "Green Terminals" and "Green Product Rail".

**Rail is still the most environmentally friendly mode of transport.** Day after day, more than 5,400 DB Schenker Rail freight trains relieve European roads of around 100,000 lorry journeys, thereby saving the environment 23,000 tonnes of CO<sub>2</sub> daily. DB Schenker Rail is expanding its climatic advantages even further, for example by increasing the loads of trains, modernising facilities and utilising ecologically compatible locomotives. With Green Product Rail, freight consignments can, with immediate effect, even be moved com-

Photo: Rüdiger Nehmzow

pletely CO<sub>2</sub>-free by rail – and that in the whole of Europe. In this way, companies are in a position to effectively reduce their carbon footprints. On request, DB Schenker Rail will replace the energy required for a transport movement by electricity from renewable sources in Germany, which DB feeds additionally into its power supply network. In this manner, CO<sub>2</sub>-emissions can be completely avoided for the consignments in question. The unavoidable extra costs result in only a minor additional charge to the customer.

Right from the beginning, DB Schenker's environment experts offer detailed carbon footprint estimates for all carriers, and provide advice with regard to measures for reducing CO<sub>2</sub>. Above and beyond that, customers can easily check up on their carbon footprints on routes throughout Europe with the EcoTransIT online tool. Under [www.dbschenker.com/ecotransit](http://www.dbschenker.com/ecotransit), the exact carbon footprint can be calculated for any chosen route, and the emissions of individual carriers as well as those of combined transport can be compared, each to the other. In future the application, renamed "EcoTransIT World", should also be able to calculate energy and emissions data for global supply chains.

**The lighthouse project Green Logistics Networks** stands for DB Schenker's extensive international transport network, which encompasses all carriers, worldwide – from road haulage via rail freight operations through to shipping and aircraft. In this way, the strengths of individual carriers are combined in order to offer the customer an even more cost-effective and environmentally friendly overall product. As an example, an intelligent modal split links the flexibility of road haulage with cost-effective and energy-efficient rail transport, as is the case with combined transport. Here, DB Intermodal's trains connect all the major economic centres of Europe to each other on a daily basis, and the northern and western ports with their European hinterland. Compared to pure road haulage, DB Intermodal saves the atmosphere around 1.3 million tonnes of CO<sub>2</sub> in this way annually.

Even companies without their own private siding are in a position to transfer their traffics to the environmentally friendly railway by using DB Schenker's Europe-wide Railport network. The Railports are multi-modal logistics centers, which are equipped with both rail and road connections.



**Dr. Karl-Friedrich Rausch:**

**“Transportation means a great responsibility to the environment.”**

This means that, whilst neither the sender nor the consignee has a private siding, they can nevertheless let the train take the strain for the long haul.

**With the Green Road project**, DB Schenker is concentrating all its activities for sustainable land transport by road in one place. Here it is above all the mix of many individual climate-friendly measures which contributes to the relief of the strain placed on the environment by road haulage. To these belong for instance improved use of vehicle capacity, the optimisation and successive renewal of the vehicle fleet and the use of improved fuels. Further to this, it is planned that more than 20,000 lorry drivers – subcontractors included – shall be trained in energy saving driving techniques. Over the last few years, DB Schenker Rail has already trained all its 5,400 locomotive drivers to drive cautiously and with foresight. In this way, energy savings of around five percent have been made up to now alone.

It is the intention that the railway should be integrated more strongly into the European land transport network in future, for example by DB Schenker raillog, the specialist for rail logistics. Using this offer, customers can involve rail throughout Europe even better in their planning and process management and thus exploit the economic and ecological advantages of

rail as a transport possibility over medium and long distances.

**In static facilities such as logistics centres or terminals too**, DB Schenker intends to further reduce its CO<sub>2</sub>-output in the medium to long term and to this end has established the lighthouse pro-

ject Green Terminals. Its objective is not only to increase energy efficiency in already existing terminals, workshops and warehouses, and to reduce their carbon dioxide output, but above all to examine and implement the realisation of lasting measures for newly constructed and reconditioned buildings too. In order to lower the CO<sub>2</sub>-emissions per square metre, it has numerous instruments at its disposal. These include amongst others photovoltaics, wind power and solar energy installations, natural cooling systems, innovative lighting systems, thermal insulation and the more intensive utilisation of rainwater.

**“Whoever transports large quantities bears a heavy responsibility towards the environment. And if we do nothing for the environment today, the costs for damage to it will one day plainly exceed the current costs for the economic downturn”**, justifies DB Schenker-Chief Dr. Karl-Friedrich Rausch the comprehensive measures in summary. “With our climate protection activities we are optimising not only our own CO<sub>2</sub>-footprint, but above all that of our customers.”

# 40 years of combined transport in Germany

Combined transport in Germany celebrates its fortieth anniversary this year. Since the very beginning, Deutsche Bahn has belonged to the cutting edge companies in the sector and today offers total one-stop intermodal solutions with its business segment DB Intermodal.

It is impossible to imagine rail-based transport solutions today without the combined transport option, which links the strengths of both rail and road carriers in such a logical way. The advantages of rail clearly lie in the movement of large quantities over long distances, accompanied by high levels of security and reliability. Road vehicles score points above all in the flexible local distribution of goods. What's more, combined transport plays a major role in relieving pressure on the road infrastructure. In the past year alone, DB Intermodal moved some 3.2 million intermodal units by rail, covering a trans-European distance of over 48 million kilometers.

Even though intermodal transport today moves swap-bodies and semi-

trailers, as well as containers, it is the introduction of the container which defines its origins. On the 6th May 1966, the first steel box reached the Hanseatic Port of Bremen on board the "MS Fairland", where it was transhipped to a road trailer, using an on-board crane.

This event heralded the arrival of a new era of transport in Germany, one which impressed above all through fast transshipment: ships now only had to stay in port for a maximum of 24 hours, whereas previously they were there for a week. In the same year, more than 16,000 TEU were loaded in Bremen, and in 1967 already three times as many. Today, the container has become indispensable for the transport industry. It makes cheap transport and

transshipment possible, without which the globalisation of the economy could hardly be imagined.

In order to move larger units by rail, at the end of the 60s, so-called swap bodies had been developed side by side with the "Kangaroo" wagon concept for the transport of road trailers. These predecessors of the modern day swap bodies formed the corner stone of combined transport, which developed rapidly.

**Combined Transport came into being in 1969.** That was the year in which both Kombiverkehr and TFG Transfracht were founded - in the meantime both affiliates of the DB Group. Kombiverkehr set up a so-called "rolling motorway" shuttle operation on the

Cologne – Ludwigsburg route, which carried 20 articulated road units. TFG's main objective was and still is the linking of the ports of Bremerhaven and Hamburg with their European hinterland. Today, TFG is the market leader in this segment.

Just three years after its foundation in 1970, the UIRR (Union Internationale des sociétés de transport combiné Rail-Route) (International Union of combined Road-Rail transport companies) introduced the first standardised pocket wagons for the carriage of both swap bodies and containers. Since that time, combined transport has developed from a niche product into an environmentally responsible and quickly growing logistics business. "These days, intermodal transport is a competitive market in every stage of the added value process", says Prof. Dr. Ing. Frank Straube, head of the logistics department at the Technical University of Berlin. "Because of this, in addition to their core business, the railway undertakings now also offer container depot services, and participate in transshipment using their own terminals."

**DB Intermodal is a successful example** of this evolution. Besides its core expertise in rail transport, the business segment offers a comprehensive package of further augmentable auxiliary services. This is made possible, amongst other things, by close cooperation with DB Intermodal Services GmbH, a 100 per cent subsidiary, and also with the terminals specialist DUSS. "Examples are the positioning of equipment and the Europe-wide supply of wagons, as well as national and international terminal services. Last year, DB Intermodal subsidiary DB Intermodal Services GmbH founded the Business Division "International Terminals" expressly for this purpose. Besides the further auxiliary services such as the administrative handling of consignments inclusive of customs procedures, and road collection and delivery services, a further important component of DB Intermodal is consignment monitoring for intermodal transport, because it controls the roughly 2000 weekly DB Intermodal trains and provides customers with information on transport progress. In addition, customers can check the exact location of their consignment and its status at any time themselves, through the online application I.G@TE.

## Frequent trains across Europe

DB Intermodal offers connections between Scandinavia and Italy at regular intervals.

**Today, combined transport (CT) trains are already underway from the North Cape to southern Italy.** For the distance of up to 2.000 kilometers the trains often only need around one day. What is new, however, is that DB Intermodal and its partners are offering a seamless and frequent, regular interval intermodal transport network. "Our customers can thus depend on regular through services on the North-South axis and can take advantage of their high frequency for the movement of their combined transport consignments from Scandinavia via Germany, to as far away as southern Italy", says DB Intermodal manager Hans-Georg Werner, explaining the benefits of the concept. "We link Scandinavia daily with the Rhine/Main, Rhine/Ruhr, Milan and Verona markets – both via the overland route and across the Baltic."

Besides the range of CT block trains, DB Intermodal also offers individual systematic solutions. The background is the growing requirement within European industry for sustainable end-to-end CT services. "Our customers are looking more and more for solutions which combine cost-effectiveness and environmental protection", confirms Werner. "As such, our combined transport services in Europe with the environmentally friendly railways as their backbone are the perfect solution. In this way, DB Intermodal saves the environment 1.3 million tons of CO<sub>2</sub> year for year, and at the same time makes a significant improvement to the customer's carbon footprint."

**Marketing of the trains is carried out** principally by DB Intermodal customers Kombiverkehr and Hupac, and also Cargonet in Scandinavia. "It is above all the traffic across the Baltic which has become the mainstay for us on this major North – South

axis", explains Robert Breuhahn, Managing Director of Kombiverkehr. The operator offers ferry connections from Lübeck and Rostock to Trelleborg and to other Scandinavian ports. "It is as one of the leading European operators that we have developed the link between Sweden and northern Italy via the Great Belt jointly with DB In-

COMBINED TRANSPORTS ALONG THE NORTH-SOUTH AXIS



termodal", Hupac Director Bernhard Kunz stresses. "In this way, we link the Swedish network directly with Italy via our Danish gateway at Taulov." For Kunz, the synergies created by the cooperation with DB Intermodal were an important incentive to enter the market with daily services.

In total, DB Intermodal offers around 500 trains weekly over the North-South axis, carrying 130,000 tons of freight. The traffic is operated in cooperation with the carriers DB Schenker Rail, Green Cargo, BLS Cargo, RTC and Lokomotio.



**Dr. Rüdiger Grube:** The new Chairman Of The Board of DB AG

# Ready for a new beginning

With the appointment of Gerd Becht, Ulrich Homburg, Dr. Karl-Friedrich Rausch and Ulrich Weber, the transformation of the DB Management Board is complete. New personnel decisions were also made at DB Schenker Rail. Dr. Karl-Friedrich Rausch is the new Board Member for the Transport and Logistics division of DB ML AG.

**D**uring an extraordinary general meeting at the end of May in Berlin, the Supervisory Board had already named four new managers, and in the process confirmed those recommended as replacements for the top positions by Chairman of the Board Dr. Rüdiger Grube. “In less than two weeks, we have succeeded in filling the positions with first class people”, says Chairman of the Supervisory Board Dr. Werner Müller. In future, Gerd Becht will take over the Depart-

ment of Compliance, Data Protection and Law. Ulrich Weber will assume responsibility for the personnel department and Ulrich Homburg moves to the head of the passenger transport department of DB ML AG.

Shortly after taking up his new post at the beginning of May, new railway chief Grube had already announced the reorganisation of the Management Board and the moving of the fields of data protection and the fight against corruption to the new Board department

of Compliance and Law. Dr. Grube: “After the crippling data affair we can now get quickly back to work and, with the whole team of Board Members, also remain on the road to success though the global financial and economic crisis.” A replacement head of the Board division for Economics and Politics will only be appointed towards the end of 2009. Until then, the provisional management will be taken over by Joachim Fried, who has occupied leading management positions at DB for over a decade.

Foto: Maximilian Laurenschläger

**Dr. Karl-Friedrich Rausch** takes over the department of Transport and Logistics of DB ML AG. The 57 year old industrial engineer was Board Member for passenger transport up to now, and has



worked for Deutsche Bahn since 2001. Dr. Grube: "I am extremely grateful to my colleague Dr. Rausch, because he was immediately prepared to take over the department which is so important for our business success. Under his leadership, passenger transport developed in a markedly positive manner. He is now exactly the right man for these difficult times in the logistics industry."

**Also at DB Schenker Rail**, there were changes of personnel in leading positions during the last few months. **Edmund Schlummer** (50) was appointed on the 1st June as a Board Member of



DB Schenker Rail Deutschland AG. In the Business Unit DB Schenker Rail, Schlummer assumes responsibility for the Central Region, to which belong the national societies in Germany, the Netherlands, Belgium, Denmark, Sweden, Switzerland and Italy. The manager was previously responsible for the locomotive division at Bombardier Transportation. "In Edmund Schlummer we have gained a proven expert and technician", says Dr. Klaus Krem-

per, CEO of DB Schenker Rail. "He is very familiar with DB Schenker Rail, having worked with us for many years in an inspiring and fruitful way."

**Eckart Fricke** has taken over the Board department of trainload operations of DB Schenker Rail Deutschland AG. The 53 year old has already managed the Board department of single wagonload operations for four years, and has a dual role, also having responsibility for the infrastructure management division of DB Schenker Rail GmbH.



"Eckart Fricke is responsible for the difficult task of organising quality and costs in rail freight traffic operations as efficiently as possible, precisely in times of crisis", according to Kremper. "We are pleased that we were able to fill this position with such an experienced railwayman."

**Dr. Jörg Hilker** (45) becomes the new head of the Industry Sector and Market Unit for Chemicals, Mineral Oils and Fertilizers, and Managing Director of DB Schenker BTT GmbH. In the process he takes over the field of responsibility of Hans-Georg Werner,



who has been head of the business segment DB Intermodal since October last year. Hilker began his career with Deutsche Bahn AG back in 1994. From 2001 he was head of the Marketing Rail

department. Since 2008 Hilker has additionally been head of Regional Sales.

**Hendric Fiege** is Hilker's successor, and carries future responsibility for the Marketing Rail department. Previously, the 37 year old was head of departmental logistics strategy at DB Group, where, amongst other things, he coor-



ordinated the strategic management process for DB Schenker, or looked after strategic projects such as Green Logistics or Rail Logistics and Forwarding. Prior to this, Fiege was active at the Boston Consulting Group. His main focus there was on logistics and supply chain projects, both for the forwarding industry and for logistics services providers, amongst them including projects for DB AG.



**Iris Hilb** takes over the management of the whole of Regional Sales in Germany and Holland. Regional Sales comprises personal liaison and support for small and medium-sized customers in the Regions, and also telephone sales for DB Schenker Rail. Hilb (40) has been active in rail freight transport since 1995. She was formerly responsible for pricing and product policies for rail freight transport and additionally managed Regional Sales South.

# TRANSA receives IBS seal of approval

In February, TRANSA Spedition GmbH was awarded the seal of approval “Q1 IBS Certified Rail-Logistics”, which distinguishes particularly efficient and well-qualified rail forwarding companies.

**A**fter a comprehensive certification procedure, IBS Chairman Olaf Krüger presented the certificate to TRANSA Managing Director Hans Löffert. “This seal of approval is a special accolade for us, given that we

have been active in rail forwarding in the transport and logistics market for many years, and with much success. Our customers profit from our know-how, and from an efficient organisation offering individual transport solutions”, said Löffert.

Transa’s core transport services include the whole palette of road and rail transport operations. To provide these, TRANSA has a fleet of over 500 of its own semitrailers, and a network of over 400 associated European partners at its disposal. Other associated partners offer a fleet of more than 3,000 road units of different types to cope with any logistical requirement.

**For the IBS seal of approval**, the internal processes of all registered companies

are thoroughly examined in accordance with a survey catalogue. The relevant criteria were developed jointly by the Interessengemeinschaft der Bahnspeditionen (Community of Interest of Rail Forwarding Companies) and TÜV Rheinland (a Technical Inspection Association). After the registration procedure, a commission chosen by IBS members checks that the criteria laid down by the catalogue of requirements have been fulfilled. The decisive factors are that the relevant equipment is optimally employed and that it is underpinned by a high level of service, and the standardisation of all process cycles. Further criteria are the environmental friendliness of the business structure, and opportunities for further education for both management and staff.



Quality and performance at its best: the rail forwarding specialist TRANSA

# More traffic in the Albatross Network

DB Intermodal and TFG Transfracht intensify the Albatross Network in Germany.

**D**B Intermodal and TFG Transfracht, a subsidiary of HHLA Intermodal GmbH and DB Mobility Logistics AG, are intensifying their joint hinterland network Albatross Express Germany, with a considerable increase in departure frequencies on numerous German routes leading to an over ten percent increase in capacity on the Albatross Network. “Our objective is to make the rail option even more attractive to our customers in port hinterland traffic”, explains DB Intermodal manager Hans-Georg Werner. “Only in this way can we position combined transport as a cost-effective and environmentally friendly alternative to road in this market segment in the medium term.”

**Gerhard Oswald**, Managing Director (Sales) of TFG Transfracht adds: “Our customers can now depend on much

improved regular interval connections in port hinterland traffic, and can take advantage of the high frequency service to move their combined transport consignments by rail.” DB Intermodal and TFG have been serving Germany, Austria and Switzerland with the Al-

batross Express system for more than ten years. It connects the German maritime ports with their hinterland with around 300 trains a week. The 20 terminals offer the most intensive network of trains in European maritime hinterland traffic.



With around 300 trains a week, the Albatross Express links the German maritime ports with their hinterland

Photo: Jürgen Hörstel/TRANSA



# Rail transports with a safety certificate

**Dr. Klaus Kremper** (left) accepts the certificate from Bernhard Ständer, Managing Director of Germanischer Lloyd Certification

As the first rail freight operator in Europe, DB Schenker Rail Deutschland AG obtains ISO 28000 certification. This certification ensures that companies, people, consignments and facilities are better protected, and that the overall supply chain is made safer.

“**C**ertification according to ISO 28000 proves that we put a high value on the protection of consignments entrusted to us as well as on our employees and our rolling stock”, said Dr. Klaus Kremper, Chairman of the Management Board of DB Schenker Rail Deutschland AG, during the presentation of the certificate by Bernhard Ständer, Managing Director of Germanischer Lloyd Certification (GLC), at the beginning of May, in the DB Schenker Rail headquarters in Mainz. “DB Schenker stands not only for a reliable chain of transport, but for a safe one too”, continued Kremper. ISO 28000 is intended to give a company the possibility of systematically identifying risks in the supply chain, and of instigating counter measures.

“A certified safety management system is a continuous process, by which dangers can be recognised in time and appropriate counter measures taken”, said Ständer, making clear the benefits of the audit. The ISO 28000 standard isn’t something that dictates specific safety measures, but something that ensures by its risk-based approach that only effective, risk-relevant measures are implemented and their degree of effectiveness monitored, explained Ständer during the presentation of the ISO certificate in the Mainz headquarters of DB Schenker Rail Deutschland AG.

The freight business of Deutsche Bahn was audited last year by GLC. At this point, DB Schenker Rail integrated and implemented the require-

ments of ISO 28000 into the existing management system conforming to ISO 9001 (quality), ISO 14001 (environment) and OHSAS (employee protection). In addition, supplementary safety measures were absorbed into the rule books and staff trained accordingly. So DB Schenker Rail can now prove through this audit that all company processes have been analysed and documented according to ISO 28000 and the relevant safety regulations. Furthermore, with this certification, the rail freight operator fulfils one of the principal conditions required for confirmation of its status as an authorised economic operator (AEO). Tied to this is the right to be able to profit from easements and other advantages in customs clearance and other customs procedures.

**Railport Agnani near Rome:** turntable for the supply of VW original car parts to Southern and Central Italy



## For VW to Italy

The first movements of VW original car parts via DB Schenker's Italian Railport at Anagni began according to plan in June. The multimodal logistics center offers customers intelligent logistics solutions for rail, and so permits them to exploit the advantages of rail and road transport right across Europe.

**C**omprehensive logistical supply chain concepts are called for in automotive spare parts logistics. In the process, the reliable and punctual supply to local dealers or contracted workshops plays a decisive role. It is precisely this aftermarket business which is of great importance for customer loyalty. This is why Europe's largest car manufacturer puts its trust in

the Business Unit DB Schenker Rail as a reliable and competent partner in the mapping of its complex supply chain for original car parts logistics.

For Volkswagen AG, DB Schenker Rail will immediately assume responsibility for supplying the new Autogerma import and distribution center for original car parts situated in the Railport at Anagni from the German cen-

tral warehouse, which is located in the Kassel area. From Anagni, Autogerma distributes the original parts to VW partners in Central and Southern Italy. In the course of construction, a warehouse was erected on the premises of the multimodal logistics centre which is specifically tailored to the requirements of Volkswagen Sales of original parts. The car manufacturer uses it for

the storage of fast moving items – articles which have a high inventory turnover, and which have to be delivered on a just-in-time basis.

**Supplying the Volkswagen spare parts store** is the task of the industry special-

**Thorsten Wartenpfehl:**

## “Railports are versatile, efficient logistics centers.”

ists of Schenker Automotive RailNet GmbH. Here, DB Schenker Rail’s tried and tested shuttle trains are utilised. “Our trains to the DB Schenker railport at Anagni run three times weekly in each direction, and connect Anagni with DB Schenker Rail’s German single wagonload network”, explains Christian Lessenich, the project manager responsible for the Italian Railports.

For the automotive industry, precise and cost-effective supply concepts are a substantial factor for success in international competition. With the industry-specific product DB Schenker Automotive Solution, DB Schenker Rail offers the automotive industry an efficient international network. It links the manufacturing and logistics sites of the car manufacturers and their suppliers with an average of 120 trains a day. The network stretches from Spain to Sweden. Particularly distant destinations are Istanbul and the Moscow region. Through the use of the shuttle trains and the DB Schenker railport at Anagni, it has now become possible to expand the automotive network to Central and Southern Italy for the first time.

**The Anagni Railport lies some 60 kilometers** southeast of Rome, and went into service about two years ago. Besides Desio, Torino and Castelguelfo, Anagni is a further location offered by DB Schenker Rail in Italy. “Railports are versatile, efficient logistics centers, which offer a variety of auxiliary logistics services for individual customers on top of the pure rail transport service, such as for instance storage and just in time deliveries”, says Thorsten Wartenpfehl, Head of the Railport

Network Unit at DB Schenker Rail. The storage possibility in the Railport also enables for example call-off or part load deliveries. Further services, such as acquisition of packing material, palletising goods, order picking, inventory management and, as required, quality controls round off the comprehensive service package.

### From pallets to crane-lifted goods to bulk solids and containers

– many types of freight can be handled in the multimodal logistics centers. To this purpose, in Anagni alone there is a total storage capacity of 280,000 square metres available – 100,000 square metres of which are covered.

Above all on the main run to and from Italy, the concept offers substan-

tial benefits through short transit and wagon turnround times, as well as through the backloading of empty wagons. In cross-border traffics especially, rail, the environmentally friendly, efficient carrier, can prove its superiority. A continuous trans-national transport monitoring service by the Customer-ServiceCenter in Duisburg guarantees high reliability of the traffic.

**Railports are already in service in Germany, the Netherlands, France, Spain, Italy, Denmark and Switzerland;** further countries are under way. Additional Railports are currently at the planning stage, due to high customer demand. “Our focus here is on the development of multimodal logistics solutions on the main traffic axes”, according to Wartenpfehl.



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