

Railways

No 1 | June 2007

Informations around the rail logistics

transport logistic 2007:

Global Logistics power

Focus

**New Customer Congress:
LOG>FORUM 07**

Intermodal

**Creating intermodal
networks in China**

International

**Combine harvesters
for Turkmenistan**



Dr Klaus Krempfer
CEO Railion Deutschland

Dear readers,

You have undoubtedly heard about it in the media: DB Logistics, the transport and logistics sector of the Deutsche Bahn AG, now has a new management structure. In future, European wagon-load transportation will be managed under the brand of Railion DB Logistics with sales and operations united under one roof. As a sign of this realignment „**FreightNews**“ will now become „**Railways**“, the new customer newsletter around the rail logistics.

In future, too, we will continue to demonstrate with the help of numerous examples that we are convincing when it comes to services in the rail transport logistics field. Our presence at the transport logistic Trade Fair in Munich from 12 to 15 June will underline this ambition. Here, together with the other Deutsche Bahn business segments and subsidiaries, Railion will display its entire range of services, including innovative equipment which will be on view on the open-air grounds. More about this on our Trade Fair Special on page 16 ff.

Our international alignment as Europe's leading provider in rail freight transport is very much the focus of the transport logistic 2007 and of this edition. Already today about sixty percent of Railion transportation is cross-border – and the trend is clearly upwards. For our customers organize their activities on a pan-European basis and we want to grow together with them. A visible sign of our commitment is the setting up of the new Railion management division „International and Network Management“ which will be headed by Dr. Christoph Wolff. In the interview on page 15 you can learn more on this subject which is so important to us.

But what about the practical cooperation with foreign partner railways that is necessary in connection with this overall European orientation? Our story on cross-border limestone transport for the chemicals company Solvay shows that we translate this cooperation idea into action. Here a total of four railways successfully work hand in hand under the direction of the Railion subsidiary BTT Bahn Tank Transport Gesellschaft GmbH, as you can read on page 6.

In addition to international cooperation, we have also made it our goal to establish an even better foothold in Europe with our own companies. For this reason we have acquired Brunner Railway Services GmbH (BRS) in Switzerland, in order to further optimize transit traffic to and from Italy. And with our participation in the new EU research project CREAM we wish to play our part in improving rail transportation between the Benelux countries, Turkey and Greece. Convince yourself of our commitment on page 32.

We hope that you enjoy the first edition of **Railways** and that we have offered you many interesting subjects to read about. By the way: our editorial team is pleased to receive any suggestions or wishes you may have.

Sincerely,

Dr Klaus Krempfer

Imprint

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Dr Christoph Wolff

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▲ Solvay S.A. is the biggest producer of soda in the world. The limestone that is required for the production of this chemical product is obtained by the German Solvay Group exclusively by rail from Belgium. Railion's subsidiary BTT BahnTank Transport GmbH is responsible for the smooth running of the shipments

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Railion extends its activities in Switzerland

Foto: BLS



With the acquisition of Brunner Railway Services (BRS), Railion has rounded off the range of services it offers in Swiss transport. Thanks to effective partners, and its own international production activities, in future all transport services can be supplied from a single source.

„With BRS renamed as Railion Schweiz, we are hoping to give the market a clear signal and to acquire customers in Swiss single freight car transport as well,“ said Railion CEO Dr Klaus Kremper, justifying the move. Railion’s successful partnership with BLS Cargo AG is also to be further extended. „With BLS

Cargo, our most important partner for services going to Italy, we can put our cooperation on a new footing. It is also conceivable that BLS might acquire a holding in Railion Schweiz,“ Kremper continued.

With offices in Zurich and Basel, Railion Schweiz will offer single freight car transport services to customers in the industrial region around Basel. For international operations multisystem locomotives will be used, as these can cross the national frontier without a stop. In this way the consistent control of shipments will ensure a high quality of service.

The opening up of the network in Switzerland is exemplary in comparison with the rest of Europe. This makes it possible for different business models to be realized. „Our customers will benefit from this, and so will rail transport as a whole,“ Kremper is convinced. ■

Any amount of coal

RAILION’s coal transports for the Mitteldeutsche Braunkohlengesellschaft mbH, the brown coal company, MIBRAG, are now running at full steam. At the end of May, the 50 millionth tonne of brown coal was transported to E.ON’s new Schkopau power station.

A record which, at the start of June, all the companies involved in the transportation of coal for MIBRAG viewed as an opportunity to look back on the tried and tested cooperation. In addition to MIBRAG, the partners are the E.ON Schkopau power station, the Mitteldeutsche Umwelt-und Entsorgung GmbH, an environment and waste disposal company, (MUEG), the Mitteldeutsche Eisenbahn GmbH, a railway company, (MEG), and Railion. They have all made it possible to date to successfully carry out all the supply and waste disposal tasks connected with the Schkopau power station run by the E.ON Kraftwerke GmbH.

In order to guarantee a constant supply of power on the part of the 900 megawatt power station, 18

trains transporting a total of up to 20,000 tonnes of brown coal travel every day between MIBRAG’s open-cast mining site in Profen and the power station. Up to now over 31,000 trains hauling four-axle, high-capacity, self-unloading hopper wagons of the type Falnqq 130 have been deployed. MEG is

responsible for further transportation from the station in Wähilitz and unloading in the power station. The disposal of the 7 million tonnes of waste material from the power station that have been produced since the start of operation in 1996 has also been taken care of. The filter ash, for example, is transported to Lochau and FGD-gypsum in special cars to MUEG and different recipients in the building materials industry, where it is processed. The production of energy from brown coal will also in future be guaranteed with the help of coal transportation. ■

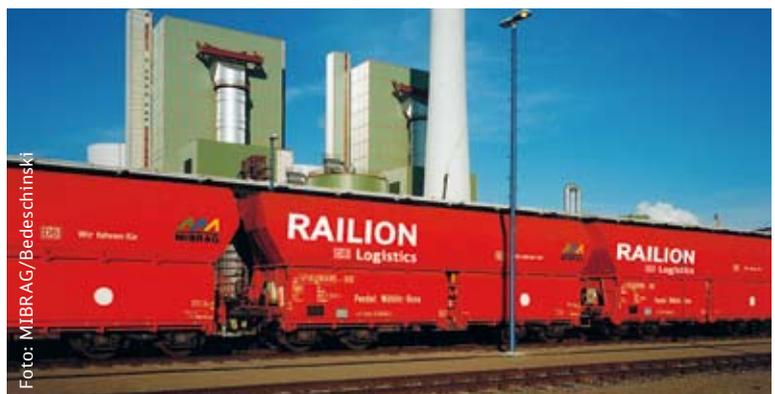


Foto: MIBRAG/Bedeschinski

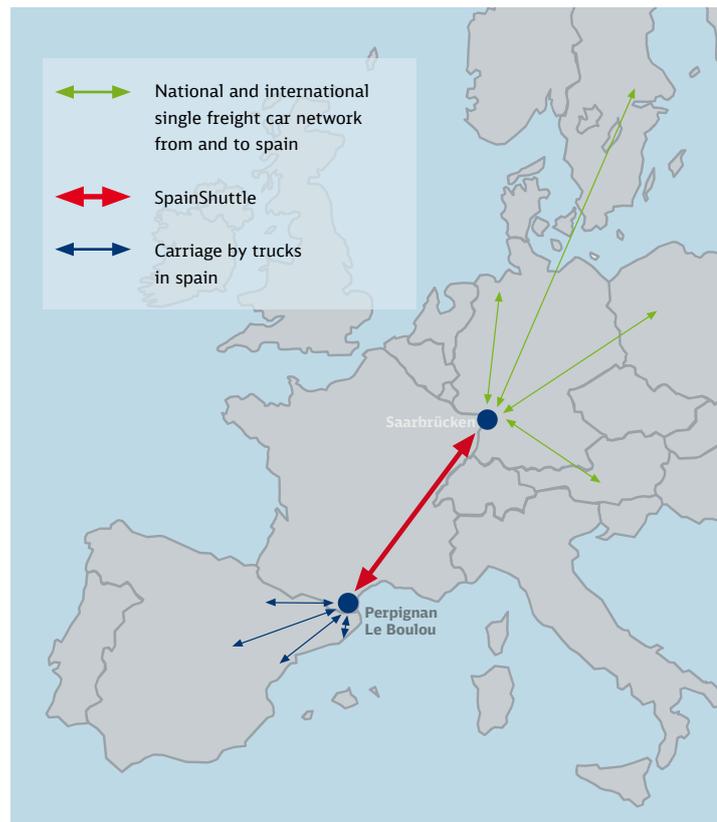
New direct trains to Spain

In mid-April Railion and SNCF Fret introduced the Spain Shuttle: a new direct train for freight transport between Germany and the Mediterranean region on the Franco-Spanish border.

In this new scheme the two partners are relying on the hub and spoke system which connects Saarbrücken with the stations of Perpignan and Le Boulou in southern France. Direct train consignments coming from Germany and other European countries run on the single freight car network to begin with as far as Saarbrücken, and then proceed directly, on three fixed days in the week, to reception platforms in the south of France. After the freight cars are handed over to local service providers, the latter are responsible for the transshipment of goods and onward carriage by truck, to Spain in most cases. And the return of empty wagons (along with any freight consignments that may have been acquired) is based on a shuttle train strategy. In consignments

going south, around 85 percent of the transports consist of commercial goods - paper and cellulose for example, or other palletized goods. But the system is capable, in practical terms, of carrying goods of every description.

„The direct train strategy offers our customers a whole handful of benefits,“ says Rainer Gödde, Railion’s Head of International Rail Management, commenting on the new shuttle service to Spain. „In the first place the quality of transport services will be significantly improved. This is to be put down to the supervision and control of shipments by both rail companies, and also to the turnaround times (just 24 hours one way). And secondly, transit times are reduced in comparison with single freight car



transport in the past.“ Just in the first week of operation, the train has been utilized almost to full capacity. If there continues to be heavy demand, Railion and SNCF Fret intend to provide more frequent trains, with transport services on more days of the week. ■

The new SpainShuttle connects Germany and the Franco-Spanish border via the hub and spoke system

DB Logistics and Kühne + Nagel intensify their collaboration

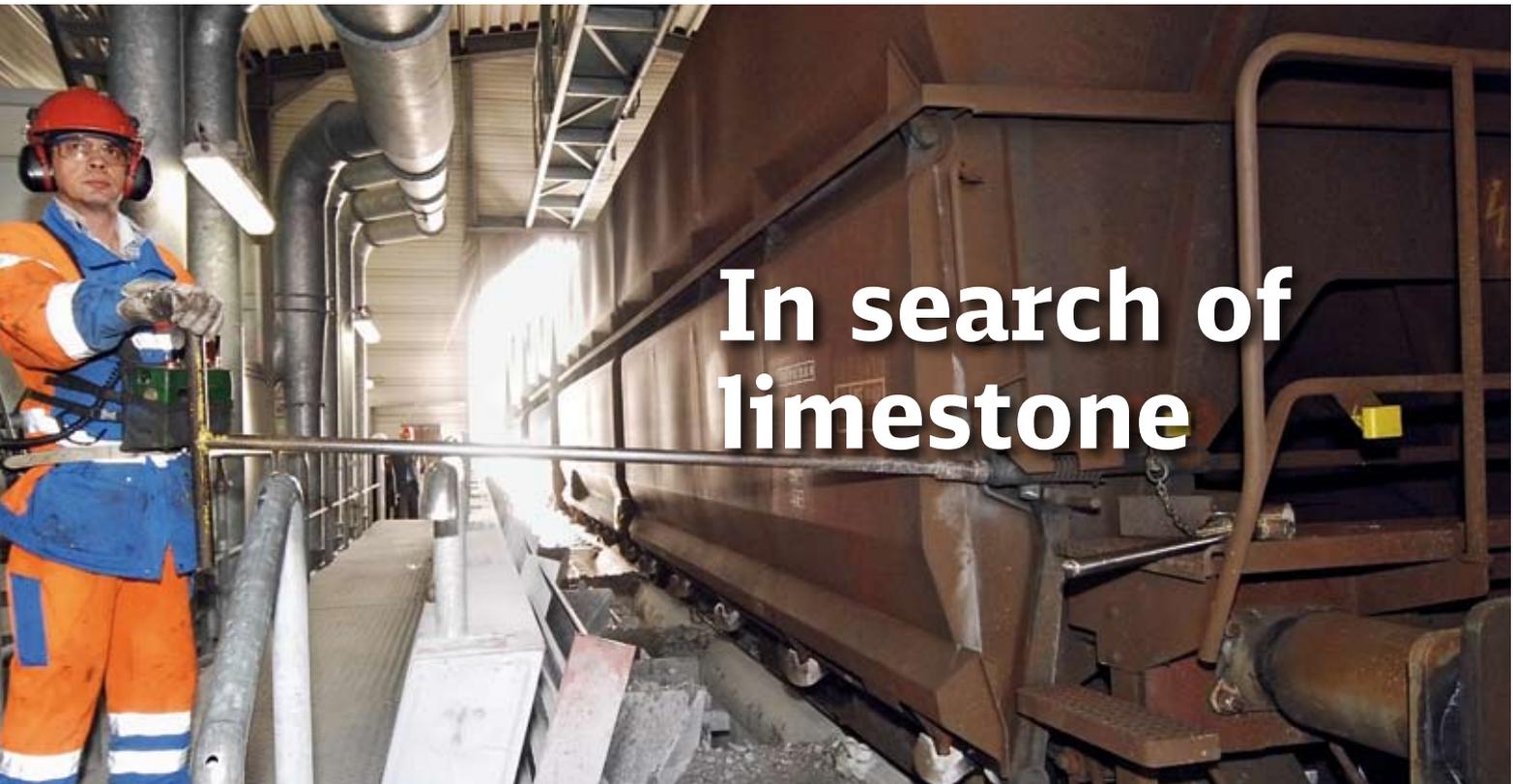
Kühne + Nagel and DB Logistics are aiming to work even more closely together in future. This has been agreed at a meeting between leading representatives of the two companies. The principal aim in view is to encourage the transfer of freight shipments from road to rail, while at the same time strengthening the European single freight car network. The main focus of joint activity will be on transport between Germany and Scandinavia, as

well as Eastern Europe and the CIS states, where in the next few years a significant growth in the volume of goods is expected.

„We are delighted that Kühne + Nagel, as one of the biggest suppliers of transport and logistics services worldwide, is increasingly putting its faith in rail - and on single carload transport in particular,“ said Dr. Norbert Bensele, Chairman of the Management Board of DB Logistics. „This shows that our strategy is going in the right direction, and

that rail is increasingly coming to offer a genuine alternative to road transport.“

Ewald Kaiser, Chief Operating Officer for Rail & Road Logistics at Kühne + Nagel International AG, is also convinced of the advantages of the new agreement: „In this way we can underpin and continue to extend our already excellent cooperative relationship. The objective is to get more freight shifted from road to rail wherever it makes sense.“ ■



In search of limestone

Solvay S.A. is the biggest producer of soda in the world. The limestone that is required for the production of this chemical product is obtained by the German Solvay Group exclusively by rail from Belgium. Railion's subsidiary BTT BahnTank Transport GmbH is responsible for the smooth running of the shipments.

Four railroads are involved in the international transport operation: the Belgian SNCB, Railion Nederland, Railion Deutschland and Niederrheinische Verkehrsbetriebe AG (NIAG). Together they carry the massive quantity of 650,000 tons of limestone per year to the Solvay works in Rheinberg. With the other raw materials coal and coke, the carbon dioxide that is needed for soda production can thus be obtained. Soda in its turn forms the foundation of numerous chemical processes and products – ranging from detergents and cleaning agents to industrial glass products. It is also an essential ingredient in the paper industry and in water treatment. For years Solvay obtained its limestone exclusively from German quarries. Some years ago, however, the quality of the deposits deteriorated, in view of the content of ancillary substances like heavy metals. So Solvay looked for an alternative source of supply.

„At the Belgian quarry of Carrier les Petons we found what we were looking for,“ explains Bruno Zastrow, Head of Logistics at Solvay. „Its limestone is of an exceptionally high grade. To begin with, we only used trucks and inland waterway vessels to ship it to our Rheinberg works.“ After taking over the quarry in 2004, Solvay increased the quantity that was mined to more than a million tons a year. At the same time, the first rail shipments were introduced. The Environmental Ministry of North Rhine-Westphalia also accompanied the project, and supported the transfer of limestone production to Belgium, as in this way contamination of the Rhine could be avoided.

Klaus Hoppbach, BTT's Key Account Manager for Solvay, has been a part of the responsible working group right from the start: „In early years,“ he explains, „we had already been successful in carrying

out rail shipments for Solvay within Germany. So it was an obvious solution to ask us to take on their international transport operations as well.“

Comprehensive modernization

Solvay invested some 12 million euros in new facilities for the rail shipments. This included modernization measures at Solvay's Rheinberg plant, as well as a siding at the Carrier les Petons quarry, making it possible for the limestone to be carried by rail from start to destination. „The original idea was to unload the stone onto a heap using a front wall tipper, but we replaced this with a modern underground bunker, equipped with automatic conveyer belts and a dust extraction system,“ says Manfred Uhlenbruch, whose responsibilities at Solvay include rail logistics. „In addition, we have what are known as discharging vehicles. These travel automatically on the conveyer



Klaus Hoppbach (l.) and Manfred Uhlenbruch inspecting the modern underground bunker in the Solvay works in Rheinberg

650,000 tons of limestone are carried to the Solvay works in Rheinberg per year

belts, and offload the limestone where they find room. As a result the pile can be built up with maximum efficiency.“

When it comes to rail transport, the equipment used is also state of the art. The bulk goods bogie cars of the Fals-y 182 series that are used can take a load in excess of 63 tons, and are ideal for Solvay’s underground bunker. This is because they unload automatically with the help of gravity, which shortens the time considerably. „With the new cars we can raise capacity in case of need to 750 tons at short notice,“ Mr. Hoppbach explains. And this is an important requirement, seeing that Solvay works round the clock and must have a sufficient supply of the product available at all times. „At present we have a block train traveling every day, except Sundays, carrying up to 1800 tons of limestone from Belgium to Rheinberg. In case of need, two extra trains a week can be put into service,“ adds Hubertus Burckhardt, BTT’s Head of Tank Car Management, who is responsible for the coordination of the international rail shipments.

International coordination

One challenge presented by the project is to harmonize the limestone transports of the various railroads involved. „So that we can introduce speedy countermeasures in case of irregularities, we rely on Tracking & Tracing for the entire route, and stay in constant touch with the Customer Service Centers of the rail companies in Duisburg, Utrecht and Brussels and with NIAG’s office in Moers,“ Burckhardt explains. „As a result we can provide substitute equipment rapidly in case of need, so production shortfalls can be avoided.“ SNCB provides most of the locomotives that are used as far as Moers. These are manned, depending on the route section, by Belgian, Dutch or German drivers. Railion is now supplying all the carrying equipment, amounting to some 100 freight cars. The last short leg of the journey, from Moers to the Solvay plant, is managed by NIAG with its own traction units.

Besides coordinating transport operations, BTT performs further services for Solvay. These include ongoing monitoring of the vehicle pool: only when the cars used are

technically impeccable can the train sets be fitted out in the best possible way. The BTT team also works out the time frame in consultation with the customer, and provides detailed information about the timetable position of the trains and estimated arrival times. This is then communicated to all the railroads involved, subject to continual updating until the trains actually arrive. „In this way we keep both Solvay and our partners in the picture at all times,“ says Burckhardt, explaining the advantages of the system.

„Our seamless coordination means that Solvay’s production works has a secure source of supply at all times,“ emphasizes Hans-Georg Werner, Managing Director of BTT. „At the same time we continue working to optimize every aspect of the process, from the traction units to the qualifications of our staff.“ ■

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LOG>FORUM 07: **New perspectives** in single freight car transport

Under the motto of 'New perspectives in network management', Federal Transport Minister Wolfgang Tiefensee, Deutsche Bahn CEO Hartmut Mehdorn and Chairman of DB Logistics Dr Norbert Bensele jointly opened the first DB Logistics Customer Congress in Potsdam at the beginning of March. More than 200 guests from the worlds of industry, logistics and politics accepted the invitation and met together to discuss current trends in the transport and logistics market.

LOG>FORUM 07, which took place in Potsdam's restored Kaiserbahnhof station, was the kickoff for a completely novel series of annual events which will offer a platform for discussion and networking in relation to centrally important logistics themes, with a different thematic emphasis from year to year. This year the main focus was on network management and Railion's single freight car system. Intensive discussion took place on the requirements of customers and the feasibility of meeting them.

In his introductory speech, Mr Tiefensee emphasized Germany's outstanding situation as a central hub and transit country for rail freight transport. Mr Mehdorn then pointed to the achievements of Deutsche Bahn in responding to the challenges of the market: „For years, mobility and logistics have been engaged in a process of drastic change. We have consistently responded to this situation, and are now the world's second biggest supplier of logistics services, with a sales revenue of 30 billion euros.“ But if Deutsche Bahn is to remain

competitive on the international level, he added, there is a need for further investment. Dr Bensele's contribution highlighted the significance of single freight car transport: „Every year we carry well over 80 million tons of freight on this network, so making an essential contribution to the continued functioning of the economy.“

Intensive workshops

An important feature of the LOG>FORUM 07 was the three informative workshops on the

subject of networks, in which participants had the opportunity for discussion. The first was a workshop under the title 'The DB Logistics single freight car system fit for the future?' To launch this, Railion CEO Klaus Kremper, member of the Railion board Eckart Fricke and Dr Jörg Hilker, Head of Marketing Rail at Railion, contributed short introductory speeches describing the 'Production System 2ooX' and Railion's single freight car services.

Dr Kremper emphasized Railion's leading European role in single freight car transport. With more than 3,100 sidings served, he concluded, this represents one of the biggest and most environmentally friendly transport systems in the world. Dr Hilker added that intensive workshops had already taken place with customers, as part of the planning of new services in single freight car transport. New additions to the service include the specification of standard transit times, and proactive information about any deviation from scheduled times of arrival. As a supplement to the scheduling details that have been issued in the past, the new RSO internet portal should offer further information to accompany the transport (for more about this, see also the article on page 33).

Lively discussion

The introductory speeches were followed by a lively discussion about the strengths of the single freight car system and the points where it needs to be improved. Steel customers, for instance, called for further optimization of transports going in the direction of France. Dr Kremper responded by stating that while the production systems of the two rail companies are very different, joint platforms for cooperation on the production level are nonetheless being set up. With reference to customers' frequent complaints about the shortage of freight cars, Dr Bensele explained that far-reaching investments are planned in this area: over the coming five years Deutsche Bahn plans to invest some 1.7 billion euros in locomotives, and in

freight cars above all. An internal program, he added, is currently running with a view to bringing certain investments forward.

A further point of discussion was the situation relating to the order and provision of empty freight cars. Mr Fricke explained that the new Production System 2ooX can be expected to make the entire system more stable, to which Dr Hilker added that in future it may be possible for the weekends as well to be more intensively used for special services. Dr Kremper stressed that in case of future bottlenecks more direct trains could be put into service for the provision of empty freight cars. Progress, he added, is also being made in relation to reloading. In 2005 there were some 20,000 freight cars, and in 2006 more than twice that number that were successfully reloaded for the return trip. All in all, he concluded, the perspectives he had indicated should lead to improvement in the situation.

Possibilities of network optimization

There followed a workshop on 'Planning and control of logistics networks – how to reconcile service with cost targets?' This opened with a talk by Professor Uwe Clausen, holder of the Chair of Transport and Logistics at the University of Dortmund and Director of the Fraunhofer Institute for



Railion's CEO
Dr Klaus Kremper

Material Flow and Logistics, about possible ways in which logistics networks can be optimized. In the light of practical examples, he emphasized the connection between the successful operation of a network and the qualifications of the employees associated with it.

Another speaker was Hans-Jörg Hager, Chairman of the Management Board of Schenker Deutschland AG, who gave a talk on the subject of European land transport networks. He spoke about the important success factors for Schenker, the market leader in this field, among which he included the availability of Schenker's own networks and employees in the various different countries, equal access to the network for the customers and so, based on these factors, a consistent level of quality. A further success

(fltr.): Federal Transport Minister Wolfgang Tiefensee, Deutsche Bahn CEO Hartmut Mehdorn and Chairman of DB Logistics Dr Norbert Bensele jointly opened the first DB Logistics Customer Congress in Potsdam





A networking dinner in the track hall of the Kaiserbahnhof concluded this very successful event

factor, in his view, was a clearly defined range of products and adherence to prescribed time frames.

The third workshop, which took place in parallel to this, offered a completely different kind of approach. Here the topic was ‚Network neurologics – is there a speed limit to thinking?‘ Neuropsychologist Dr Christian Scheier investigated the question how the network of the brain functions, and asked whether neurological insights can usefully be transposed to logistics networks.

A concluding plenary session gave the opportunity for the results of

the whole day to be summed up. Dr Bensele was clearly very pleased with the way the event had gone, and stressed the importance of intensive discussion with the customer. Those taking part expressed appreciation of the constructive content of discussions, the efficient organization and attractive setting of the event and the contributions made by top quality speakers. Much new information, they said, had come their way, and they had been given a clear picture of the strategy of DB Logistics – and above all that of Railion. All participants were agreed that the event, as an occasion for a close dialog between DB Logistics and its customers, should be repeated.

DB Logistics Award

Another highlight of the LOG>FORUM 07 was the conferring of the DB Logistics Award. The award was won by Dr Marc Jaquemin of the Johann Wolfgang Goethe University of Frankfurt am Main for his dissertation on ‚Network management in air transport – statistical and dynamic planning models for the design of hub & spoke networks‘. The prize, which has a value of 10,000 euros, has been awarded annually since 1978 by the Stinnes Foundation. The contribution of Dr Jaquemin’s supervisor, Professor Heinz Isermann of the Seminar for Logistics and Transport (part of the Business Science faculty of the Frankfurt university), was

also acknowledged. The Professor’s chair was given 5,000 euros in appreciation of his having encouraged and supervised Dr Jaquemin’s work. Conferring the award, Dr Bensele again stressed the importance of innovative research approaches for the sustainable development of the logistics market.

Exclusive discussions in an exclusive setting

The place where the event was held was a further indication of its importance to DB Logistics. The venue chosen for LOG>FORUM 07 was the Kaiserbahnhof station, right next to Park Sanssouci, which was restored by Deutsche Bahn in 1999. Designed in the style of an English country house, the building was erected in the early years of the last century for Kaiser Wilhelm II. Many illustrious passengers alighted here in their time, among them President Theodore Roosevelt and Tsar Nicholas II. For some years the Kaiserbahnhof has been the home of the DB Academy, which provides further training for executive staff from the entire Deutsche Bahn Group.

In conclusion of this altogether very successful event, a networking dinner took place in the track hall of the Kaiserbahnhof. This gave the participants one more opportunity to discuss the topics of the day and – in keeping with the motto of the occasion – to form new contacts. ■

Dr Norbert Bensele (r.) hands over the DB Logistics Award to Dr. Marc Jaquemin



TROIKAchemielogistik is the name of a new, innovative logistics concept jointly developed by the Railion subsidiary BTT BahnTank Transport GmbH and the Schenker subsidiary Fertrans. It offers safe and reliable Combined Transport between Western Europe and Russia.

The word „troika“ is originally Russian and describes a threesome, three horses or other draught animals that work together alongside each other. A group of three people, for example in politics, is also often called a troika (cf. triumvirate). With the new logistics concept, the cooperation partners BTT and Fertrans offer their customers the transport of chemical products in the Combined Transport system to Russia. Similar to Railion's business-sector products, TROIKA-chemielogistik consists of basic components which can, as required, be pieced together out of the carriers train, truck or ship. The service components comprise for example customs clearance, warehousing and running monitoring, but also



the heating or pre-heating of containers that some hazardous goods require, and depot maintenance.

The new logistics concept was developed to take account of the constantly growing demand for chemical products in the main industrial areas in the Moscow region and in the chemicals triangle Samara-Kazan-Vladimir, east of Moscow. Since the beginning of the year, BTT and Fertrans have been catering for safe and reliable chemicals transports in 20-foot tank or box containers from Western Europe to Russia and back. The chemicals products involved – including both hazardous

and non-hazardous freight as loose or packed goods – are in the main transported from Belgium and West Germany to Russia or from Germany to Estonia and from the Ukraine to South Germany. In order to at all times guarantee the safety of these sensitive chemicals transports, both cooperation partners keep strictly to the regulations: for example the „Regulations Concerning the International Carriage of Dangerous Goods by Rail“ (RID) or legislation concerning freight such as the „Uniform Rules Concerning the Contract of International Carriage of Goods by Rail“ (CIM). ■

Nieten Fracht opens branch in St. Petersburg

Nieten Fracht Logistik GmbH is a company operating throughout Europe that specializes in timber logistics involving carriage by rail. Nieten is a one hundred percent Deutsche Bahn subsidiary. In April the company extended its activities in Eastern Europe by opening a branch office in St. Petersburg.

Many visitors from the worlds of politics, industry and logistics and from the industrial associations accepted the invitation to the opening ceremony, held on 24 April at the Haus der deutschen Wirtschaft [House of German Industry] in St. Petersburg. In his opening address Karsten Sachsenröder, Head of the Construction Materials, Industrial and Consumer Goods market unit and representing the shareholder of the Nieten company, described this geographical expansion as a further step in the close partnership between Deutsche Bahn AG and the Russian national railroad RZD.

There are many reasons for Nieten's opening a branch office of its own, some of them to be sought in the steadily rising demand for timber products of Russian origin. In addition, the expanding port facilities in St. Petersburg and at the new port complex Ust Luga, 120 kilometers to the west, represent a major challenge for the rail logistics expert. Already today Ust Luga has its own rail ferry quay. This, it is hoped, will eventually be given a connection to the ferry port of Sassnitz-Mukran on the island of Rügen. Moreover, there are plans for the construction of sawmills and a major timber terminal close to the port – reason enough for Nieten to want a permanent office on the spot. ■

(fltr.): Artur Brunner, Stellvertretender Generalkonsul, Friedrich Limbach and Manfred Eberhardt, CEOs Nieten Fracht Logistik, Karsten Sachsenröder, Head of the Construction Materials, Industrial and Consumer Goods market, and Vladimir Zmitrovich, Head of St. Petersburg branch office



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DB Logistics restructuring

The Transportation and Logistics division of Deutsche Bahn AG has been given a new management structure. The overriding aim of this move is to improve the division's market presentation, shorten internal decision paths and facilitate the development of holistic strategies with a view to better customer services.

The new structure is based on two business areas. The Rail Freight Transport area incorporates the business units Railion DB Logistics and Intermodal DB Logistics, while Schenker DB Logistics now unites its business units Land Transport, Air and Ocean Freight and Contract Logistics under the banner of Freight Forwarding and Logistics (see diagram). The new structure is designed to enable the individual business units to stay more closely in touch with the market, operating on their own responsibility, and to provide more effective links between the different modes of transport.

One future objective of the new structure is to make it possible for the customer to be offered services that exceed the competence of the individual business units, so providing integrated products from a single source. The Transportation and Logistics Division Board is set over the business units – a body to which Dr. Bensele and the board

members of the various business units belong. The main focus of their work is on the development of global networks and integrated products.

The Railion business unit

As a result of the restructuring, the Production and Sales arms of single freight car transport have been combined under the Railion DB Logistics brand. It is hoped that uniting sales and production will lead to improved coordination between the activities of the two sectors and shorten decision paths. This is reflected, moreover, in the new structure of responsibilities. Railion Chairman Dr Klaus Kremper now also takes on the function of member of the board with responsibility for sales. With the Mining and Chemicals / Mineral Oil / Fertilizers market units, and the new market unit for Construction Materials, Industrial and Consumer Goods (see article on page 18), the sales sector remains focused on

specific industries as in the past. Automotive business will still continue to be managed by Schenker Automotive RailNet GmbH. In order to emphasize Railion's European orientation and press ahead with the associated extension of its international network management, a new department for International and Network Management has been specially created (for further details, see the interview with Dr Christoph Wolff on page 15). This means that Railion is ideally positioned for continued growth, above all in the European rail freight transport market.

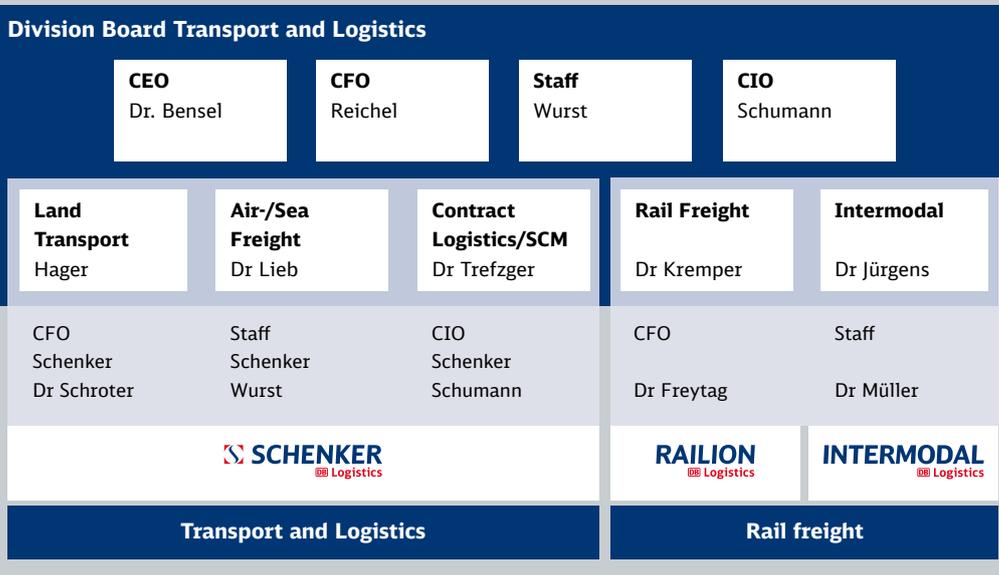
Intermodal Business Unit

The Intermodal DB Logistics brand, the specialist in combined transport (KV) in the DB group has now achieved a greater level of independence, a testament to the growing importance of combined transport across Europe. Forecasts for 2015 predict significant growth in the quantities transported on the major axes.

Intermodal's business has been focused along the three European transport axes, central, east-west and north-south, since 2007. Operational and sales specialists now work hand in hand on each of these axes to provide the customer with a one-stop customized solution.

To continue to be well positioned, Intermodal is implementing this new organizational structure as well as consistently developing production concepts. In addition extending its continental range of services in Europe, Intermodal is also focusing on optimizing seaport connections, for example by creating a hub for the western ports. ■

Structure DB Logistics



Growing beyond borders



Foto: DB AG/Klee

With about 300 million carried tons Railion is today the biggest rail freight transport provider in Europe. Hardly any other European railway is as strongly positioned internationally. With its own companies, cooperations and new products, the focussed freight forwarder is driving this positive development forward in the direction of all four points of the compass.

A Freight train of Railion on the Gotthard-Nordrampe' line section near Erstfeld

Bulk quantities and long distances – these are still the strong points of the railways as opposed to the truck. And it is not least for this reason that Railion sees considerable opportunities for growth above all in the international field. Already today the company transports about sixty percent of its total transport volume across at least one European border. A large percentage of the 5,000 freight trains that are in service every day is cross-border. And over 400 internationally deployable multi-system locomotives are in operation. Given the liberalisation of European rail freight transport at the beginning of the year, the course is set for further growth but also for increased competition. More and more private railway undertakings (RUs) are trying to gain a hold in the market. Railion, on the other hand, is now well-positioned and is further extending its leading international role.

Railion's strategy consists in the expansion and consolidation of its own structures abroad and in

bilateral and multi-lateral forms of cooperation. To the first category belong the integration of state railways, as this has already been successfully practised with Railion Nederland and Railion Danmark. A further pillar is the setting up of our own operations companies, such as Railion Italia. This company came into being two years ago out of the private railway company SFM, in which Railion already had a 95 percent stake, and it fulfils important traction tasks in Italy by serving the Railports. Under the direction of Railion, a system of these multimodal logistics centers has been set up in Italy, which can provide customers without a private siding with an alternative to the classical single-wagon transport. It was only back in April of this year that the inauguration of the fourth Railport in Anagni near Rome was celebrated (see article on this subject on page 29).

In the field of bilateral cooperation, Railion works together with state railways and with private RUs. On the West axis, France, the

third largest rail transport market in Europe, is in the forefront. For a long time now the Deutsche Bahn and the French national railway SNCF have been cooperating with each other. Back in 2001 the joint venture Rail Euro Concept (REC) was established in order to optimize freight transport between both countries. With great success. Since then all the freight trains of the partner railways travel without stopping at the border on the main axis routes from Mannheim to Cologne and on to the Metz region. A joint pool of locomotives is used and locomotive drivers who are technically and from the language point of view well-trained. The latest success story of the cooperation between DB and SNCF is the SpainShuttle, a direct train according to the single-wagon system for the rapid transport of goods from Germany to the Spanish border in South France in the Mediterranean coastal region (see article on this subject on page 5).

For traffic to and from Scandinavia, Railion Danmark and the

partner Green Cargo – the Swedish freight railway service – are in the process of more closely interlocking their operations systems. In addition to those already in use, further jointly planned and controlled multi-system vehicles will be deployed, thus making seamless cross-border transport possible and, as a result, guaranteeing a higher quality of service.

Many new developments in the East

Railion has also been active on its Eastern axis for years now, for tra-



A very promising link between Germany and Russia: the railway ferry service from the harbour of Sassnitz-Mukran on the island of Rügen.

de is flourishing here, not least since the enlargement of the EU. Admittedly, there are still obstacles to be overcome, such as the many different voltage and signalling systems, national regulations and different gauges in Germany and the CIS. However a pilot train that only needed three days for the 1,800 km long stretch between Berlin and Moscow has already proved that the railway can be even faster than the truck. An important product when it comes to wagonload traffic is the Russia Express. Every day this direct train links Berlin, Hamburg, Munich, Cologne and other industrial centers with the great metropolitan areas in Russia. In the opposite direction its counterpart, the Europe Express, runs its service. The quality characteristics here are short transit times, fixed time frameworks and cross-border monitoring.

A further very promising link between Germany and Russia is the railway ferry service from the harbour of Sassnitz-Mukran on the island of Rügen. The partners Railion, the Russian railway RZD and the Danish shipping line DFDS Lisco participate in this forward-pointing project. Three times a week the ferry „Vilnius“ provides a service that can accommodate up to 49 broad gauge wagons or 108 truck trailers.

Railion has also been cooperating successfully with Poland for years now. As the second largest market in Europe, our easterly neighbour can point to a high number of international rail transports, while at the same time competition is constantly becoming stronger in the context of recent liberalization. PKP Cargo is here the most important partner. In the middle of last year Railion and the Polish PCC Rail SA signed a cooperation agreement. The goal: improving the competitiveness of both transport undertakings in the European market and the generation of new traffic. The aim is to set up the joint railway undertaking „East West Railways Sp. z o.o.“. With the help of this joint venture, chemical goods in particular are to be transported on both a national and cross-border basis.

Now that states from Eastern and South-East Europe have joined the EU, a new growth region has come into being. In the previous year alone external trade between Germany and the Balkan states achieved double-figure growth rates in many segments. Exploiting this development by offering tailored logistics services is one of the primary objectives of Railion. One example is the linking of the West Balkans region including Slovenia and Croatia. A product which has been successful here for years now is the „LjubljanaLine“. In around just ten hours, the shuttle links Munich and the Slovenian capital several times a day – an interesting offer for customers who desire collective and feeder connections to the big European economic centers and in the direction of the Balkans.

The example of the Balkans illustrates clearly how Railion constructively links product development and customer service, thus providing customers with convincing arguments for including the railway in their delivery concepts for West and Northern Europe. For this to succeed even better, Railion has its own representative offices in Ljubljana and Zagreb. The members of staff there are highly qualified and they support the working out of service offers to customers in the region. They also concern themselves with the quality and security of the transports. (For contacts, see information box at the end of this article.)

Successful in the Alpine transit field

At about 18 million tonnes per year, the exchange transports with Switzerland and the trans-Alpine transports to Italy are among the internationally most significant from Railion's point of view. In order to be able to offer the customer all-round services from a single source, the company has since 2001 been involved in the Swiss private railway undertaking BLS Cargo AG. Together, the partners send well over 160 freight trains a week over the Gotthard Pass. At the start of the year Railion also acquired a Swiss RU: Brunner Railway Services GmbH (BRS). It provides the ideal complement to the range of services offered by BLS (see article on this subject on page 4). ■

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Since 1 May Dr Christoph Wolff (aged 46) has been head of the recently created International and Network Management board division of Railion Deutschland AG, while also (in dual role) heading the Internationalization Projects department of DB Logistics. His appointment shows DB Logistics trying to do more to meet customer demands for new services in cross-border rail freight transport, as well as combining numerous projects in this sector. Railways spoke to Dr Wolff about his expectations and goals in relation to his new position.

Dr Wolff, already today about 60 percent of Railion's transport operations are international. Is this where the future of rail freight transport lies?

International rail freight transport is the most rapidly growing sector of the rail market. This is true not just of Railion but of other European rail companies as well. As compared with road transport, rail offers competitive advantages when long distances have to be covered. But it has not always been possible to exploit these advantages hitherto. Up to the present time, international rail freight transport has had a lower share of the market than transport over similar distances on the national level. One reason for this is the different technical standards in the various countries. This above all is an area with great growth potential for the future.

You studied Mechanical Engineering and Business Science; most recently you directed the Railroads / Local Transport / Shipping / Ports business unit of the corporate consultancy firm McKinsey. What experience from the past do you bring to your new post?

Since 1994 I have been working closely with various railroads. My enthusiasm about rail freight transport resulted initially from projects in Austria and involving the rail companies of other neighboring countries. I have been familiar with Deutsche Bahn since 2000, on the basis of a great many projects. For example, I was heavily involved in working on the RailPlus program as well as on international working groups for matters relating to purchasing of services and international freight car management. I am acquainted, besides, with almost all the European rail companies as a result of my managerial

position at McKinsey, and in recent years I have also worked intensively on similar projects in Asia.

What do you think will be your main tasks in future?

Over the next five to seven years, considerable developments are to be expected in European rail freight transport. Railion is in an excellent position to take advantage of these market developments. My most important task will be to contribute to raising the potential of international rail freight transport, and to continue to build on Railion's already established position as Europe's leading freight railroad.

Why have the International and Network Management departments been combined in a single board division, and what benefits do you think this offers to the customer?

With the increasing internationalization of rail freight transport, new things are expected of management. European concepts like corridor management, sector-specific railroads and production systems will in future be linked to one another and optimized in the interests of customers. The further development of the planning and control processes for this is a challenge to all the railroads, one that we are also trying to meet with our International and Network Management division.

At DB Logistics you now head two departments with the same thematic emphasis. What are the differences between them, and where do you find points of contact?

First of all, an important focus of my tasks will be on international rail freight transport at Railion. In



Dr Christoph Wolff

addition to this, there are some markets in which the different business units of DB Logistics have to cooperate particularly closely, and which therefore fall in the sphere of responsibility of the Transportation and Logistics division, at a higher level in organizational terms. These include what are termed internationalization projects, principally relating to Russia, China and India.

Since the start of this year, the European rail freight transport market has been opened up to all railroads. What are the implications of this for Railion?

The opening up of the national rail freight transport markets constitutes the basis for a European market without frontiers. This should give more impetus to the competitiveness of rail freight transport. The individual railroads will have to face the question how they are going to cooperate with one another and how they should define their market position. At all events there are new possibilities offered, especially for Railion – which as Europe's number one freight railroad is in a good position to make a decisive contribution to the development of this market. ■

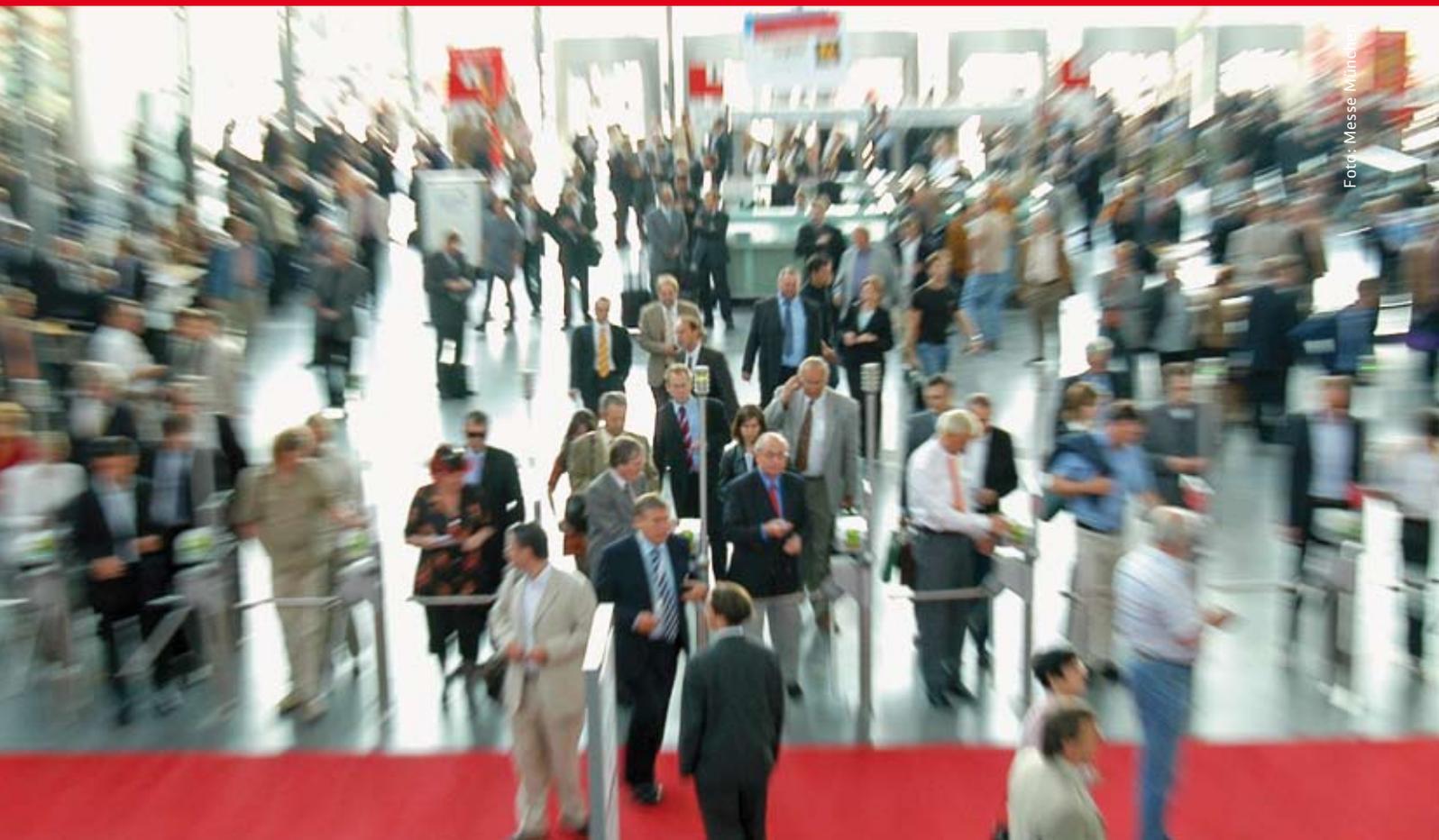


Foto: Messe München

Global logistics power



The eleventh transport logistic trade fair will be taking place at the Munich Trade Fair Center from 12 to 15 June. Under the heading of 'The Global Logistics Powerhouse', DB Logistics, with its brands Railion, Intermodal and Schenker, will be presenting its far-reaching portfolio of services.

This year once again this event – the leading trade fair in the world for logistics, telematics and transport – will be a meeting point for the complete who's who of the industry. The entire range of the transport and logistics sector will be on view, together with many new trends, ranging from telematics to intra-plant transport operations and materials management, and extending as far as logistics and freight transport. This year's big event for the logistics industry shows the increasing effect of globalization: even two years ago, more than 40 percent of the exhibitors came from abroad, and the numbers continue to grow. Record attendance is anticipated this time, with something like 1,400 exhibitors from more than 50 different countries, and visitors in excess of

40,000 coming from 100 countries. On the 86,000 square meters of the exhibition area, which includes an open-air exhibition ground, a comprehensive accompanying program has also been arranged, comprising workshops, functions and numerous information services.

DB Logistics has put the theme of globalization at the center of its publicity. At its stand – which measures more than 800 square meters and is located in hall B 6 (stand numbers 209/310) – the logistics specialist is not just presenting its entire range of services, it is also highlighting its unique position on the global logistics market. This is based on the fact that DB Logistics, with its brands Railion, Intermodal and Schenker, enjoys top positions in worldwide

air and ocean freight and contract logistics, European Combined Transport and European land transport, while also incorporating the rail resources of the biggest freight railroad in Europe.

Numerous subsidiaries, affiliated companies and other companies of the Group are arrayed around the DB Logistics stand, providing a further demonstration of the wide range of logistics services on offer. These include ATG Autotransportlogistic GmbH, Hangartner AG, BTS Kombiwaggon Service GmbH, Railog GmbH, Metrans a.s., TFG Transfracht International, Polzug GmbH, TRANSA Spedition GmbH, BLS Lötschbergbahn AG, Kombiverkehr GmbH & CO KG, Fertrans DB Systems, DB Telematik and DVA.

Competence centers for comprehensive information

Theme corners, or ‚competence centers‘, are dotted about the stand – here experts from Railion, Intermodal and Schenker are available to talk to visitors about the wide range of services offered by the various business units. Railion alone is represented by eight areas of competence in the field of rail freight transport, where information is offered about its varied and far-ranging sector-specific transport and logistics services throughout Europe:

- Network Rail
- International Rail
- Logistics Rail
- Customer Service Rail
- Chemicals + Mineral Oil
- Construction Materials, Industrial + Consumer Goods
- Automotive
- Steel + Coal.

As a supplement to the specialist consultancy offered at these competence centers, Railion has arranged an interesting and informative trade fair program. Details may be found at www.railion.com as part of the run-up to the event.

Intermodal is represented with a competence center of its own – ‚Combined Transport in Europe‘. Not only will the entire range of services of the business unit be displayed here – a number of forums for open discussion have also been scheduled. Three more competence centers give the Schenker business unit a platform for displaying its comprehensive services in the field of logistics.

Innovative equipment on the open-air exhibition ground

At this year’s transport logistic event, yet again numerous innovations from the Railion, Intermodal and Schenker fleets can be admired on the open-air exhibition ground. Among the freight cars exhibited is the double pocket car of the Sggrs 734 series. In view of its loading length, it is ideally suited to the transport of maritime containers. Also on view are the large-volume

sliding wall car used in the automotive industry (freight car class Hiirs-tt, series 324), with a load capacity of around 200 square meters, a six-axle special freight car of the Samms class (series 489) for the shipment of exceptionally heavy freight and the Rnoos 644. This last is a new freight car for the shipment of round and cut timber, which is provided with an innovative stanchion closure system. A multi-system locomotive of series 185 will also be shown on the open-air exhibition ground. This versatile engine can be used for international services. Outside the Federal Republic, it is currently authorized for transport operations in France, Austria and Switzerland. Denmark and Sweden should soon be added to the list.

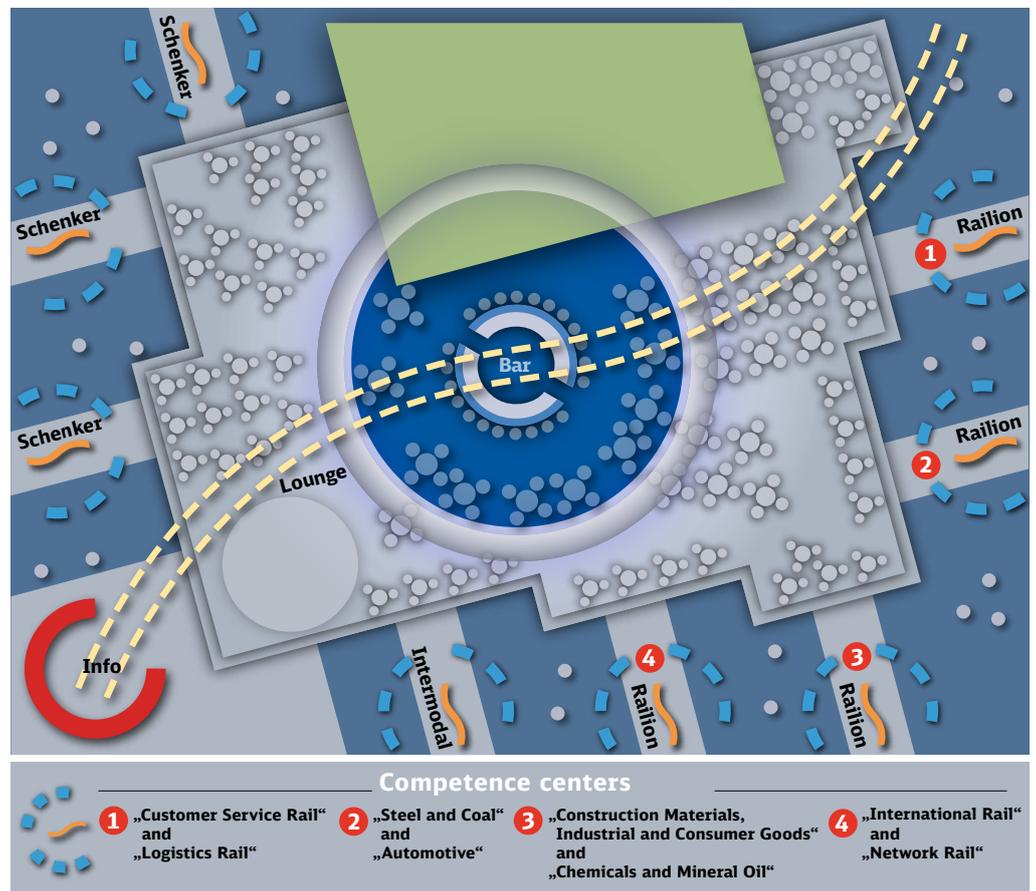
International theme days

Internationalization is not just a buzz word for DB Logistics and its business units. Their global orientation and international competence will also be illustrated in a series of ‚theme days‘. Fully informed sales staff from many

countries and different continents will be available to talk to visitors on the spot, and explain to them how DB Logistics works on the level of daily business. Bahn-TV, Deutsche Bahn’s own television channel, will also feature at the trade fair, with daily reports from the stand. The main emphasis will be on the discussion of logistics themes, with moderator Monika Jones reporting on the issues of the day. Top-ranking representatives of DB Logistics, Schenker, Railion and Intermodal will also be giving short interviews in which the Global Logistics Powerhouse will be presented.

The theme days moreover add up to a colorful accompanying program at the DB Logistics stand. Along with catering appropriate to the region, this will also include various show acts. First in line is the ‚America Day‘ on 12 June. This will be followed by ‚Asia Day‘, at which Asian martial art stars will show their astonishing skills, with a ‚Europe Day‘ to conclude the series on the Thursday and Friday. ■

Further information about the activities of DB Logistics at the transport logistic trade fair may be found at www.dblogistics.de





The Construction Materials, Industrial and Consumer Goods market unit:

A universal expert in services to industry

At the start of this year the Agricultural Products / Forestry / Consumer Goods and Construction Materials / Disposal market units were combined to form a new market unit for Construction Materials, Industrial and Consumer Goods. The most important features of this restructuring are the wide range of industries and goods covered, and the highly qualified specialist teams.

The new market unit is in an ideal position to meet the market's need for specific transport and logistics services, both nationally and internationally. Customers are given consistent support in all their affairs by specialist sector-specific teams in Sales and Product Management, with all services provided from a single source. When projects of exceptional complexity are involved, the Project and Logistics Management office makes certain that the knowledge of experienced logistics consultants is available as early as in the planning phase.

The new orientation of Sales in terms of industrial sector is based on the Construction Materials and Industrial and Consumer Goods organizational units. In the Construction Materials department, the

structural focus on the customer's requirements is also reflected in the organization of the teams:

- Construction Materials
- Lime / Gypsum / Slurry
- Railroad Construction
- Disposal.

At present the department is engaged in a large number of tunnel projects and other municipal planning activities. One example is the transport services provided in connection with the extension of the capital's future airport, Berlin Brandenburg International (BBI). For the construction of the terminal and the take-off and landing runways, the market unit will be coordinating the delivery of approximately 2.5 million tons of gravel and sand over the next five years.

The Industrial and Consumer Goods department includes the following teams:

- Industrial and Consumer Goods
- Pulp & Paper (Continental / Seaport to Hinterland)
- Agricultural Products.

The specialist and first point of contact for all timber logistics operations will continue to be the DB subsidiary Nieten Fracht Logistik GmbH.

Logistics for biofuels – a growing market

The various sector-specific teams work out transport and logistics solutions on an individual basis to meet the needs of their customers. One example of this is the market associated with bio-



When it is a matter of the safe, rapid and environmentally friendly transport of waste, the new market unit is the obvious choice

genous fuels. With its innovative solutions, backed up by the most suitable transport facilities, the Construction Materials, Industrial and Consumer Goods market unit is meeting the challenges of a new and growing area of business, and so at the same time making a double contribution to environmental conservation.

The production of environmentally friendly fuels, like bioethanol or biodiesel, results in large flows of transport. To enable the logistics services involved in the transport of such massive quantities to run smoothly, the environmentally friendly carrier rail is the ideal partner. Railion supports the manufacturers of biofuels all the way along the process chain with a wide

range of logistics services. Special freight cars are provided both for the transport of the preliminary products used in the production of biofuels, like cereals or oilseed rape, and for the shipment of the final products biodiesel and bioethanol, making this a complete all-round service.

Another new area of business in this sector is the transport of wood pellets, seeing that there is an ever-increasing demand for environmentally friendly low-emission pellet heating systems. Together with the timber transport specialist Nieten-Fracht-Logistik, Railion has acted to meet the needs of the market, procuring innovative equipment for the shipment of pellets and other substitute fuels – the WoodTainer

XXL (for further details, see article on page 34).

Disposal logistics made easy

When it is a matter of the safe, rapid and environmentally friendly transport of waste so that it can be disposed of or exploited in the best possible way, Railion is the obvious choice. Economy, efficiency and environmental protection – here again the Construction Materials, Industrial and Consumer Goods market unit is the first port of call. This applies both on the national level and to cross-border disposal transport operations, in which the rail logistics specialist has many years of experience behind it. ■

Contact persons in the Construction Materials, Industrial and Consumer Goods market unit

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The Chemicals / Mineral Oils / Fertilizers market unit
and BTT BahnTank Transport GmbH:

Clever transport solutions



Anyone needing the services of a specialist for the carriage of liquid, gaseous or free-flowing goods could do worse than turn to the Chemicals / Mineral Oils / Fertilizers market unit and Railion's subsidiary BTT BahnTank Transport GmbH. Their special area of expertise is the safe and speedy transport of goods to destinations anywhere in Europe.

Together the two experts in this industrial sector have a wide-ranging knowledge of the market and the products that are involved, and offer their customers consultancy services on an individual basis for all matters connected with the transport of hazardous goods. BTT provides system solutions that are ideally tailored to the requirements of the given situation, ensuring high safety standards and flexibility throughout the shipment. As a freight forwarding specialist, the company organizes pre-carriage and onward carriage by road, both in Combined Transport and on the single freight car network, as well as dealing with transshipment at the terminal and the main leg of the journey by rail.

BTT's professional staff are also prepared to take responsibility for the all-round management of the customer's rail tank cars – including the selection, hire and technical maintenance of equipment, the centralized management and scheduling of operations and the monitoring of shipments.

Above all when it is a matter of the transport of chemical products and mineral oils, safety is an absolute top priority. These are temperature-sensitive and highly volatile shipments, some of them explosive. Consequently the highest possible quality of service must be guaranteed right along the logistics chain: all shipments are supervised throughout, and the steps of the

operation are documented by a quality management system. All operations observe the statutory regulations for the carriage of hazardous goods and have DIN ISO 9001:2000 and SQAS certification. To ensure that everything runs safely and smoothly, BTT moreover continues investing all the time in new equipment and in the training and professional qualifications of its staff.

Extended services

BTT's Combined Transport and single freight car transport sales sectors have been reorganized since October 2005, and now make up two separate specialist divisions. This move was in response to



Railion's subsidiary BTT continues investing all the time in new equipment

the increasing rapidity of changes on the market and the growing competition. In the course of the restructuring the company has also extended its range, with a view to aligning its logistics services even more closely to the needs of the customer.

Combined Transport

The Combined Transport section is now divided between two business units: **BTT*RailConcept*** and **BTT*SupplyChainConcept***. These are designed to handle both national and international flows of goods, offering customers a comprehensive range of services. **BTT*RailConcept*** has been specially developed for container shipments where there is a connection to a siding, and supports both individual and complex logistics solutions for single freight car and block train operations. Goods can also be transferred to other carriers. Services offered by the **BTT*SupplyChainConcept*** business unit comprise intelligent logistics solutions for container shipments, with all carriers being involved. This includes customer-specific and complex intermodal transport operations, as well as defined product and sector-specific solutions with the aim of influencing the modal split in favor of rail.

Since the beginning of this year there has been a new logistics strategy in place for Combined Transport operations between Western Europe and Russia. This is the **TROIKA*Chemielogistik*** project. It has been developed and implemented with the help of the Schenker subsidiary *Fertrans*, and offers customers container transport services for chemical products, by rail, truck or ship as required. The stan-

dard package includes the handling of customs clearance procedures, warehousing and shipment monitoring. The logistics services offered also extend to temperature control of the containers and depot management. (For more about this, see page XX.)

Carload transport

Above all when it comes to the carriage of large quantities of hazardous goods or sensitive products over long distances, rail is the ideal solution. As an agency of Railion Deutschland AG, BTT is an all-round provider of block train or single freight car services for the conveyance of chemicals and mineral oils, as well as for shipment involving groups of freight cars. Moreover, BTT offers the complete range of logistics services – loading, unloading, shunting and the shipment itself. For the latter you can choose between three block train products – *Plantrain*, *Variotrain* and *Flextrain* – as well as the options offered by Railion's single freight car network. In this way BTT can provide a transport solution that meets the customer's every need.

In addition BTT offers special sector-specific products for particular transport requirements. **RAILION *chem-solution***, for example, consists of a cross-border network of dispatch and delivery points, linking the most important chemical industry sites in Germany in a single network. Optimized transit times, and shipment monitoring from departure to destination, are just two examples of the wide range of services on offer.

RAILION *oil-solution* is a block train product that is specially customized to meet the requirements of

mineral oil shipments. It combines the advantages of *Plantrain* and *Flextrain*, so ensuring maximum flexibility and high standards of service, coupled with an adaptable pricing strategy.

Companies in the fertilizer industry will also find that BTT has developed individual transport solutions for their benefit. In many cases special freight cars are used for the carriage of fertilizers. BTT has a fleet of special freight cars numbering around five thousand, and all are provided with a special inner lining, to guarantee the purity of the product – yet another indication showing how BTT has the right solution for practically any kind of transport requirement. ■

Transshipment of a container at the terminal München-Riem



Railion DB Logistics

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Foto: DB AG/Reiche

Railion Montan:

A new unit responsible for mining operations

To carry steel blocks at a temperature of 800 degrees, pivoted bogie cars are specially fitted out with thermal hoods, which protect the cast blocks during the shipment effectively against cooling

Massive transport consignments and fluctuating quantities mean that mining logistics is faced with new challenges on a daily basis. To meet this situation, Railion has combined all its sector-specific expertise in a new organizational unit.

Railion Montan is the name of the independent unit in the Railion network that offers the mining industry every kind of service all along the logistics chain, both nationally and internationally. A new feature is that the required production resources, like locomotives and freight cars, are now directly allocated to the organizational unit. This facilitates direct access throughout the department, and also results in flexible planning and scheduling. As well as qualified consultancy and the customized planning of transport services, Railion Montan is also responsible from now on for the execution of transport operations. Supervision of the trains during transport is provided by the Customer Service Center in Duisburg and the Cargo Head Office.

In addition to this, Railion Montan also provides numerous cross-carri-

er services. These include shunting and unloading at a siding, as well as taking responsibility for plant shunting services or the planning of pre-carriage and onward carriage. The amalgamation of the skills of Sales and Production under a single umbrella will benefit the customer, above all because of the enhanced transparency of the process – and in view of the fact that Railion Montan can now respond more rapidly and flexibly to customer requirements, when these involve varying quantities or additional flows of goods.

All the right equipment for outstanding services

Every year Railion Montan carries something like 125 million tons of steel, coal, ore, scrap metal and non-ferrous metals to destinations throughout Europe. Quite apart

from the comprehensive knowledge of logistics and familiarity with the industry that is required, this would not be possible without the right equipment. For the professional management of their shipments, customers have a choice from about 40,000 special freight cars – whether for the shipment of steel coils, cast components, brown coal, ore or lime. Railion Montan is capable of working flexibly, and handles shipments of every size, from consignments with just one freight car to exceptionally large volumes of freight. In the latter case, Fal freight cars may be used – these are special large-scale hopper cars with a reinforced draw hook, capable of managing up to 44 loaded freight cars per train in a double train combination. Even 800 steel blocks at a temperature of 800 degrees do not present Railion Montan with a problem.



Foto: DB AG/Klee

To carry these, pivoted bogie cars are specially fitted out with thermal hoods, which protect the cast blocks during the shipment effectively against cooling. This saves energy and cost, as the steel can then be immediately subjected to further processing at the destination.

A powerful presence at transport nodes

Logistics in the mining industry is typically characterized by the regular transport of large volumes, and generally concentrates on a limited number of routes. In the important heavily populated areas of Berlin, Hanover, Duisburg, Saarbrücken and Gladbeck, Railion Montan is currently setting up special regional offices, where employees can respond on site at short notice to customer requests. In Hagen, at the heart of the main sales area of the mining industry, Railion Montan also operates a Mining Logistics Center. This is ideally equipped for the warehousing, handling and transshipment, cross-docking and distribution of mining goods. The Center has an area of 8,500 square meters and a storage capacity of up to 460,000 tons, and with its convenient location is ideally placed to provide just-in-time supply operations for the local mining industry.

Italy also plays an important part in the steel industry. Italian recipients without a siding of their own

can benefit from Railion's Railport system. With its multimodal logistics strategy that goes by the name of **'Railport Italia'**, Railion offers consignors and recipients without a siding of their own a reliable alternative to the Italian single freight car transport system (see also the article on page 28). After the **Railports** in Turin, Desio and Castelguelfo, just recently one more have been set up in Anagni in the vicinity of Rome.

When it is a question of the transport of bulk goods, coal shipments are the second pillar of Railion Montan's operations. Every year the unit carries something like 40 million tons of coal. Its staff work with customers to develop suitable programs for handling shipments of every quantity. So that power stations and steel manufacturing companies can reduce their stock in hand, Railion Montan offers just-in-time solutions that provide a secure source of supply. Here again, thanks to its new market positioning and status in the Railion organization, Railion Montan is able to react more rapidly and flexibly to customer requirements, such as volume fluctuations or additional shipments. One example of successful partnership is to be seen in the transport services provided for MIBRAG: just recently the 50 millionth ton of brown coal was carried to Eon's power station in Schkopau (for further details, see article on page 5). ■

In Hagen, at the heart of the main sales area of the mining industry, Railion Montan also operates a Mining Logistics Center

Coal shipments are the second pillar of Railion Montan's operations

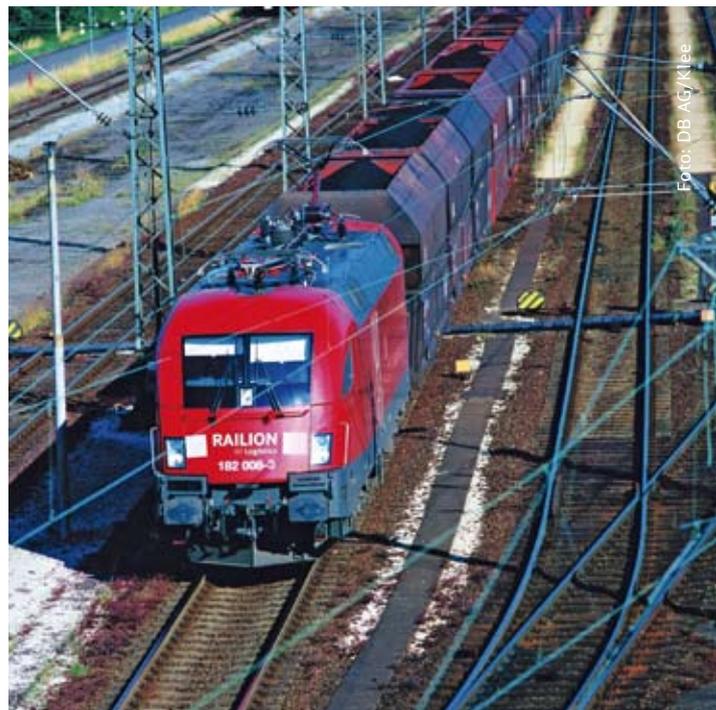


Foto: DB AG/Klee

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Foto: Porsche AG/Warter

Schenker Automotive RailNet GmbH:

Specialist for automotive logistics

More than almost any other sector of industry, the automobile industry requires precise and reliable logistics for its materials and vehicle transportation. Schenker Automotive RailNet is the leading rail-related provider for automotive manufacturers and systems suppliers.

What many people do not know is that in every second new car produced in Germany, logistics services provided Deutsche Bahn are involved. This makes it clear just what contribution the railway makes to the overall success of the automotive sector. With the globalization of markets, requirements are increasing. The automobile industry is continually striving to manufacture its products faster, more flexibly and more efficiently in world-wide production systems that are becoming more and more closely networked. Schenker Automotive RailNet's goal is to meet this challenge.

Automotive RailNet:

Transport time is an essential factor for the automotive business sector when it comes to being successful in international competition. For this reason Schenker Automotive RailNet offers the automotive in-

dustry an exclusive network: the Automotive RailNet. It links the production and the logistics locations of the automobile manufacturers, the original equipment manufacturers (OEMs) and countless suppliers by providing an average of 120 trains a day. The direct train links require transportation times of six hours – given a transport distance of about 150 kilometres – up to a maximum of 72 hours when for example several state borders have to be crossed and great distances covered.

Extending the network in the direction of Eastern Europe, Russia and Turkey

The pan-European involvement of Automotive RailNet has today become a matter-of-course. At present, connections with Turkey, Romania and Russia are at the focus of attention. In order to effectively

integrate these countries in the rail system, creative solutions are required. By establishing **Railports** – multi-modal logistics centres – for the automotive business sector, Schenker Automotive RailNet is in the process of working out and implementing a concept that will enable the regional concentration of the flow of materials and vehicles.

RailNetDesigner:

The permanent expansion of networks, also at an international level, and the increasing trend towards extreme reductions in reaction time, reflecting alterations in operations and the flow of materials, make the designing of networks a highly complex process – particularly where rail freight transportation networks are concerned, since they involve precise planning and coordination. With the aid of the simulation tool RailNetDesigner, Schenker Automotive RailNet can,

together with the customer, look into the future and calculate the effects on the network of fluctuations in production volume or changed structures and then deduce the measures and steps to be taken in terms of quality assurance and utilization management.

RAILIONautomotive-solution:

Integrating automotive trains, be they block trains or single freight cars, on a just-in-time basis to suit the customer's production and distribution processes calls for standardized, customized solutions and services which far exceed the transportation field alone. For Schenker AutomotiveRailNet this means keeping an eye on the overall process and that involves advising the customers and the planning, implementation and constant improvement of logistics concepts. With RAILIONautomotive-solution, Schenker Automotive RailNet and Railion have together developed a solution which combines the fields of competence of both partners in respect of the management of procurement and distribution logistics for the automobile industry. The product includes the service packages transportation, tracking & IT, and Equipment and Consulting. In the portfolio the special requirements of both supply transportation and vehicle transportation are taken into account. The customers can select the service components from the modular range of services they desire, for the most part on an individual basis. The service package Tracking & IT in particular has, thanks to two additional new online applications, further interesting advantages for the customer.

Sector-specific timetable Automotive:

For the dispatcher in the automobile industry only one thing counts: the parts or the vehicle must reach their destination as agreed. The precondition for the choice of a logistics partner is the trust that requirements will be fulfilled absolutely reliably. In order to increase reliability in the field of dispatching – especially where urgently awaited parts are concerned – Schenker Automotive RailNet and Railion have developed and made available the sector-specific timetable Auto-



The main factory of Volkswagen in Wolfsburg

otive as an Internet-based application. In this timetable, which is as convenient to use as the timetable information in the passenger transport field, the departure and arrival times of automotive trains can be obtained. Volkswagen Logistics was the first user to successfully test this service.

LINC@AutomotiveRail:

LINC@AutomotiveRail stands for the information platform "Logistics Information Concept". It supports the management of logistics chains. Particularly in the field of international transportation, customers demand reliable supply chain management which offers quality, transparency and flexibility for both customer and provider. LINC translates all these requirements into action, for it is individually configurable, open for multiple interfaces, such as for example EDI, multilingual, and it also possesses an intermodal control hierarchy. The software is at present being used by General Motors Europe.

Innovative and cost-saving special equipment

The transport equipment that Schenker Automotive RailNet and Railion provide for the automobile sector is impressive: around 1,400 special wagons, 300 carrier wagons with a lowered loading area and 750 special swap bodies for materials transport on the part of Volkswagen Logistics, General Motors Europe, DaimlerChrysler, BMW and other manufacturers are available. In coordination with these customers further substantial investments are planned here.

Schenker Automotive RailNet will present the entire range of rail-related logistics solutions for the automotive industry at the transport logistic 2007 Trade Fair in Munich at the DB Logistics stand in the rail freight transport stand area. ■

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Special equipment of Schenker Automotive RailNet and Railion in use at Adam Opel AG in Rüsselsheim



Creating intermodal networks in China

The economic juggernaut China expects to see a drastic increase in container transport in the near future. To prepare for this, the Chinese Railroad Ministry has joined with seven international investors, one of them being Deutsche Bahn, to found a new logistics company – China United International Rails Containers (CUIRC).

The aim of CUIRC is to create a competitive intermodal rail transport network, based on new and efficient terminals. The head office of the company, which was founded in March, is in Beijing. Other shareholders in CUIRC, besides Deutsche Bahn, are CRCTC (a company owned by the Chinese Railroad Ministry), the Hong Kong financial investor Proinsky, the Shenzhen company CIMC (a world market leader for container equipment), the Chinese financial investor New World Hong Kong, the CMA and CGM shipping companies from France and ZIM from Israel. The Intermodal business unit of DB Logistics is involved in the project as the expert in Combined Transport.

Manfred Michel, COO (Chief Operation Officer) and Member of the Board of Directors of CUIRC, who is also CEO of Deutsche Umschlagsgesellschaft Schiene – Strasse (DUSS) mbH [German Road-Rail Transshipment Company], thinks China is in urgent need of modern intermodal terminals and equipment: „In the next five years we can expect to see a fivefold increase in the annual volume of transport, taking it to a total of ten million TEUs.“ In support of

his argument, Michel points to the Chinese government’s current five-year plan. In his view there is a particular need for modern transshipment terminals in the interior of the country. CUIRC therefore plans to build 18 new terminals in the coming two years. As well as smooth-running transshipment operations, these will also provide important additional logistics services on request. The first CUIRC terminal, in Kunming in southwestern China, commenced operations in January.

By rail to China

With Deutsche Bahn having a participating interest in CUIRC, Intermodal is getting ready for increasing flows of goods to and from China. One aspect of this is the project to create a rail connection between Europe and Asia, over a distance of 10,000 kilometers. „Our objective is to transpose the successful European model for hinterland transport operations to China,“ says Dr Sebastian Jürgens, Head of Intermodal. This however will depend on close collaboration between the German, Russian and Chinese rail networks. An agreement to this effect between Deutsche Bahn AG, the Chinese Railroad

Ministry and the Russian national railroad RZD was signed at the end of 2006. For long-distance transport, rail offers crucial competitive advantages. The route across the Eurasian continent is not only shorter than the passage by sea, it is also much quicker. Whereas a freight train needs something like twelve days to get from China to Duisburg, a ship going to the same destination will take forty days at least. ■

Year for year Intermodal DB Logistics together with its affiliated companies and partners transports millions of load units all over Europe. The many additional new transports demonstrate that Combined Transport (CT) is continuing to grow.

The operator Kombiverkehr, in which Intermodal has a 50 percent share, has for example substantially improved its offers of services in Slovenia. In 2004, together with Adria Kombi, it introduced the product “Adria-Express”. With its help, load units can, since mid-April, be transported from Munich via

Round table conferences

In seaport to hinterland transport operations, capacity bottlenecks frequently lead to delays. Intermodal has joined with the Technical University of Berlin (TU Berlin) to initiate port conferences which, it is hoped, will alleviate the situation by getting all the parties involved in the transport chain to sit down at a single table.

The port conferences, which so far have been set up for the northern and western ports, were launched in mid-2006. Besides logistics companies, those taking part include shipping companies, freight forwarders, quayside operating companies and rail operators as well as end customers in industry. Their common objective is to overcome bottlenecks in seaport to hinterland operations. A major problem is the inadequate or tardy exchange of information between the players on the sea and land sides. „It often happens that the rail operators are not told in time when the containers coming in from the sea are ready to be loaded for transport to the hinterland. And the handling companies as well are frequently not informed in advance about which carrier is responsible for the further shipment and where it is going to,“ says Carsten Tillack, project officer at Intermodal, explaining the problem. The result is that seaport to hinterland transports get held up.

In order to combat these difficulties a working group was created under the auspices of the Northern Ports Conference, with a view to improving the flow of information. The group has the patronage of Hamburger Hafen- und Lagerhausgesellschaft (HHLA) Member of the Board Dr Stefan Behn. In mid-April a pilot project was launched at the Port of Hamburg, with a number of companies taking part: HHLA, Hapag Lloyd, Polzug, Transfracht, Schenker, Kühne + Nagel and Heinrich Deichmann Schuhe [Heinrich Deichmann Shoes]. Among the improvements that have been tried out are a loading schedule that is coordinated between the various players, the punctual communication of transport orders to the rail operators before the ship docks and prompt notification of all parties further down the chain by the quayside operating companies in case of changes of schedule or quantity. Based on the results of the pilot project, it is further hoped that a comprehensive IT

solution can be developed and implemented. Players involved in transport operations at the western ports are currently working on a similar strategy.

Besides improving the flow of data, the port conferences also plan to develop an industrial planning model with a view to harmonizing the mid-term forecasts of the various players. „In the complex field of seaport to hinterland transport, where feedback is often a factor, it is particularly difficult to form valid forecasts of the flows of transport to be expected. The planning models of the various parties involved are also very different,“ explains Roman Grig of TU Berlin, which has taken on responsibility for the project. The basis of the industrial planning model is a neutral base of planning data for the period up to 2015, which is being compiled with the help of information from all the players on the expected development of the flows of transport and their determining factors. As a neutral authority, TU Berlin guarantees that the data will be treated as confidential, while also consolidating the information and checking its plausibility. With the help of the new model, all parties involved should be in a position to coordinate the expansion of their facilities precisely in keeping with changing future requirements. ■

Combined Transport on the up

Ljubljana to the Adriatic port of Koper in just 24 hours. At the same time the product provides ideal transport possibilities for forwarders and transporters in import and export with North Africa and the Near and Far East. Via Munich, the „Adria-Express“ is connected with the entire quality network of Kombiverkehr. As an important traffic hub, Ljubljana also provides combined solutions to the South-East European markets.

Likewise in mid-April, METRANS a.s. – an affiliated company of the Hamburger Hafen- und La-

gerhausgesellschaft (HHLA) and Intermodal – expanded its production concept on the existing Hamburg–Prague route. In future a total of 28 CT trains per week and

per direction will travel on the line in the new 4-a-day system. METRANS will thus increase its capacity along this route by 33 percent. ■



Gateway to Europe

Foto: Beernink

At the start of January, the Betuwe Line, one of the greatest infrastructure projects ever in the Netherlands, was completed. This highly-modern, double-track railway route is intended exclusively for freight transportation and connects Rotterdam Port with its hinterland – a unique transport concept in Europe. This summer already the first freight trains will roll along the new route.

The Netherlands have invested a good five thousand million euros in the construction of the Betuwe Line. Named after the Dutch region of Betuwe in the province of Gelderland, which it transverses, the route, with a total length of 160 kilometres, extends to close to the German border. It is made up of an already existing section and a newly constructed section: the 48-kilometre-long so-called Port Line from the Rotterdam outer port of Maasvlakte to the marshalling yard of Kijfhoek and then the ensuing 112 kilometres of the new route to the border crossing between Zevenaar and Emmerich. In order to ensure that the Betuwe Line passes as few nature reserves as possible, it runs parallel to the A15 motorway over 80% of its route. 18 kilometres of tunnels and 155 kilometres of noise protection barriers also contribute towards making the route tolerable both from the point of view of the environment and for residents.

Transport round the clock

With the help of the Betuwe Line, the rail link between Rotterdam

and its European hinterland will be decisively improved. Around eight percent of the goods handled in Europe's largest port at present reach their destinations by rail. Thanks to this optimized rail link, coal, ore and oil and chemical products, but also cars and containers can in future be transported from Rotterdam to the Ruhr District up to one hour faster. In addition, the Betuwe Line can also provide substantially more capacity than the old rail link and it is even more reliable owing to the fact that the route is reserved exclusively for freight transport. The route will, in future, be open for transport on a round-the-clock basis. Railion Nederland will also profit from this new freight train route and intends, within the next two to three years, to handle about 60 percent of its total traffic to Germany by this means.

When all the work is completed, a train travelling at a maximum speed of 120 km/h will be able to travel along this highly efficient route every six minutes – this corresponds to a capacity of more than 400 trains a day. In actual practice, about 50 to 100 goods trains a day will be in

operation during the initial period. From the German-Dutch border the freight will then be transported into the Rhine-Ruhr area and on to Switzerland and other Central European countries, including the Czech Republic, Slovakia, Hungary and Italy.

Modern and safe

The Betuwe Line numbers among the most modern freight train routes in the world – and not without reason. Equipped with ETCS – the European Train Control System – it has efficient electronic signalling and speed control. As a new EU standard, this system will be deployed for the first time on this new link and is intended to replace the different national control systems in European rail traffic. At present, Railion is equipping 48 locomotives with ETCS and the German inductive control system Indusi, including 26 type 189 multi-system locomotives for cross-border traffic deployment.

The power supply is also guaranteed via a uniform standard: the European 25kV/50 Hz system. This system affords many advantages compared

to the 1,500 direct current system otherwise used in the Netherlands. With its help, heavier and longer trains can be propelled and trains can accelerate more easily.

Although the Betuwe Line is not yet in operation for normal freight trains, many supporters are already demanding that it be extended.

Sales Manager Harm Winkeler: "We notice that Rotterdam is developing more and more into a 'railway port'. The growing importance of China and increasing bio-mass and coal imports make good rail connections necessary." Of great interest is the extension of the line to Maasvlakte II, the westwards extension of the Port of Rotterdam into the North

Sea. It is also significant that the German Minister of Transport, Wolfgang Tiefensee and his Dutch counterpart Karla Peijs have also agreed on the further development of the section of the route between Emmerich and Oberhausen to three tracks. The beginning of construction here is planned for the year 2010. ■

The Italian alternative

Mid-April saw the start of operations at Anagni *Railport*, located in the vicinity of Rome. This adds a new site to the multimodal logistics strategy of 'Railport Italia'. Railion now offers consignors and recipients without a siding of their own a reliable alternative to Italian single freight car transport.

Castelguelfo, Desio, Turin and now Anagni – this is already the fourth *Railport* set up by Railion in Italy. Each *Railport* is a versatile and effective logistics center, facilitating the direct transshipment of goods between road and rail and offering numerous additional services, such as intermediate storage and the handling of customs clearance procedures. The *Railport* solution is designed to deal with the transshipment of many different kinds of freight – anything from pallets to goods that must be lifted by crane, as well as bulk goods and containers. The Anagni *Railport* alone has 280,000 square meters of storage space available, 100,000 being under cover, plus four train-length tracks each measuring 400 meters.

It is above all for single freight car shipments to and from Italy that the *Railport* concept offers crucial benefits, in view of the short transit and turnaround times. Single freight cars and wagon groups can be combined into block trains at predefined points on the German rail network, and will then be sent on the main leg of the journey as shuttle trains, traveling directly to the various *Railports* in Italy without any need of further shunting. „Another feature is the international monitoring of shipments by the Customer Service Center. And the services are extremely

reliable – an important factor for our customers in Italy, as also is the possibility of using the return journey for shipments going north," explains Sandra Puchert, the member of Railion's Logistics Services team responsible for the *Railport* Italia transport strategy, who is thoroughly familiar with the local conditions.

The single freight car shipments destined for Anagni are currently assembled into a train-set at Weil am Rhein. The present schedule involves three shuttle departures a week going to Italy. Railion provides the traction in Germany. In Switzerland BLS takes over the shuttle trains, and in Italy the private rail company Nord Cargo (NC) handles the transport of the shipments to Anagni. There the goods are transhipped and delivered to

the recipients by truck. Alternatively, products can also be put into intermediate storage and delivered subsequently in response to a stock issue request. The *Railport's* catchment area is comparatively wide: onward carriage by road may take goods as far as Naples, a distance of 170 kilometers.

„Already in May we successfully launched a further logistics platform in Lonato on Lake Garda," says Frank Schuhholz, Head of Logistics Services. „This shows that the *Railport* idea is proving popular with our Italian customers as well." ■

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A shuttle train at the *Railport* Anagni

Transshipment of the parts of an industrial furnace complex to broad gauge freight cars at the harbour of Sassnitz-Mukran



Foto: RAILLOG

A major multimodal project

Over the last five months, Railog GmbH and Schenker Deutschland AG have been transporting the parts of an industrial furnace complex for the supplier of systems and industrial machinery SMS Demag on a regular basis. The parts are carried on the Sassnitz/Mukran–Klaipeda rail and ferry link to Novotroisk in Russia. The combined use of road, sea and rail makes this a unique transport solution.

Above all the integrated combination of ship and rail, by way of the Baltic link between Germany and Lithuania, seemed ideally suited to this complex and demanding project. First of all the parts of the furnace system were conveyed by truck from SMS Demag's many European factories to the seaport of Sassnitz-Mukran on the Baltic island of Rügen, where they were transhipped to broad gauge freight cars – this in view of the fact that Sassnitz-Mukran, as well as being the biggest combined rail terminal and ferry port in Germany, is also the only location in Western Europe where rail and transshipment faci-

lities are available for the Russian broad gauge.

Something like 60 truckloads, with a total weight in excess of 850 tons, were then carried across the sea by the ferry ‚Vilnius‘ on a crossing lasting around 18 hours, to reach Klaipeda in Lithuania. Once arrived there, Railog and Railion Russija (foreign representation of Deutsche Bahn AG in Russia) coordinated the next stage of the parts' journey to their Russian destination – Novotroisk in the southern Urals, where the industrial furnace system is to be used in the steel processing industry. For the transit from Germany to Russia, a distance of some 3,700 kilometers, the shipments – which were carried out in the period from November to March of this year – took an average of just eleven days.

Safety benefits

The cooperation of Railog and Schenker offered SMS Demag a number of advantages at once: for example, direct transshipment to the freight cars at the port of Sassnitz-Mukran was a guarantee that the highest standards of safety

would be observed. In addition, considerable savings both of time and of cost could be achieved. This was because the two logistics specialists took on responsibility for all the rail paperwork and border formalities, as well as tracking the progress of the cars from start to finish.

Railog and Schenker showed themselves to be visibly satisfied at the successful accomplishment of this massive multimodal project. Aloys Winn, Member of the Management Board of Schenker Deutschland AG and responsible for Land Transport, stressed the benefits of working with Railog: „As contractor for the project as a whole, we have been lucky to have in Railog an acknowledged and effective partner for rail logistics – even out of the ordinary transport services are something it handles on a daily basis.“ Railog Managing Director Günther J. Ferk adds: „Our expert knowledge of block train systems and carload transports going to Eastern and Southeastern Europe means that we are in much demand as a partner for exceptional projects, as well as for scheduled shipments involving complex delivery chains from door to door.“ ■

The fairy ‚Vilnius‘ at the harbour of Sassnitz-Mukran



Foto: RAILLOG

Combine harvesters for Turkmenistan

In order to deliver 50 John Deere combine harvesters by rail to Central Asia, Railion Deutschland, Railog GmbH and Railion Russija Services worked hand in hand. The destination was Ashgabat in Turkmenistan, a good 5,600 kilometres and six borders away.

Two block trains each with around 20 wagons were required to bring the 50 combine harvesters on the tracks. They were put together in Mannheim Rheinau. The run from the John Deere factory in Zweibrücken to the transshipment terminal in Mannheim was carried out by truck. With the help of a gantry crane, the large machines were then reloaded onto special four-axle flat cars made available by the Hamburg special wagons provider TRANSWAGGON. With a loading length of approximately 27 metres and a loading width of around three metres they provided sufficient space for up to two combine harvesters.

“The preparations for loading had to be completed in the space of a few weeks and we had only three weeks left to get the 50 combine harvesters to Turkmenistan,” recalls Rudolf Lang-Himmelsbach, regional sales coordinator with Railion in Mannheim. He was responsible for the project coordination of operations between all those involved on the forwarding side in Mannheim. Robert Block, responsible for the planning and execution of the entire transport, describes the great challenge: “In addition to the tight timeframe involved, we had to take into account quite a number of different aspects. For example exceeding the loading gauge, special measures required to secure the load, and the specific national features of the railways concerned.”

Transports as border crossers

A total of six state borders had to be passed by the block trains. This called for the complete monitoring of the transport over the entire distance. “This way we always knew



the exact location of the trains and whether we were keeping to our timetable,” Block explains. From Germany the train first headed off to Malaszewicze on the Polish-White-Russian border, where the load had to be re-registered according to the terms of Eastern European freight regulations. Just a few metres further on in the border town of Brest on the White-Russian side the combine harvesters were then loaded onto Russian broad gauge wagons. “Not a particularly easy undertaking,” Jörg Siedenbiedel, the general manager of Railion Russija Services recalls, the man responsible for the organization of the transport from Brest on. “For our staff in Brest had first of all to acquaint themselves with the John

Deere combine harvester and we then had to transfer the load from one TRANSWAGGON wagon onto two Russian flat cars that were only half as long.”

From Brest the journey went on to Smolensk and Samara in Russia and from there to Kazakhstan, Uzbekistan and finally to Ashgabat, where the final delivery run to the end customer by truck was organized by the firm of John Deere itself. “In the course of this challenging project everything worked out according to plan, thanks to the good cooperation on the part of all those involved,” Block is glad to say. “Both trains deployed managed to clearly undercut the set timeframe of three weeks.” ■

Transshipment of Combine harvesters in Mannheim-Rheinau



The CREAM team during the official kick off in mid-January at the Railion headquarters in Mainz

A seamless connection from West to East

The CREAM project officially kicked off in mid-January at the Railion headquarters in Mainz. The transnational EU research project to improve and increase rail traffic between the Benelux countries, Turkey and Greece. Along with Railion Deutschland, the project partners include 25 European logistics service providers and research institutes from a total of 11 countries.

CREAM stands for “Customer-driven Rail-freight services on a European mega-corridor based on Advanced business and operating Models”. In addition to the investments made by its individual project partners, the EU has also provided over 12 million euros in funding for the project. The main focus is a pan-European corridor stretching from the Netherlands towards the Bosphorus via Germany, a route promising one of the highest growth potentials in European freight traffic. CREAM endeavors to make rail freight traffic more attractive along this pivotal route using competitive connections across borders. The initial duration of this practice-oriented project is three years.

The project partners aim to shift a total of 200 million ton kilometers of freight from road to rail. To reach this goal, multi-system locomotives are to be increasingly

employed, border stops are to be curtailed and alternative connections, including sea routes, are to be taken into consideration. Furthermore, a modern transnational train surveillance system and the use of modern technologies in transporting sensitive goods are also included in the nine working areas as defined by CREAM.

“We are involved in practically every process”, stresses Ferhat Hacıimamoglu, responsible for the CREAM project at Railion. Railion chairs the sub-project on developing transnational quality management, which aims to harmonize and thus optimize operating procedures in the individual countries. Hacıimamoglu is convinced that “we can only provide consistently good performance for our customers and attract further companies to the railways if we are able to assure quality beyond our borders.”

Combined expertise

At the first meeting of railways and research institutes participating in the quality management sub-project in Skopje, Macedonia at the end of March, partners held lively discussions on various ways of implementing quality assurance. Railion collated the most important results, which will then be integrated as defined standards in a transnational quality manual which is to be completed by the end of this year. “This book will enable us to move on to the second stage of training all of our CREAM partners’ relevant specialists”, says Hacıimamoglu of the plans on the horizon. “Implementation will then follow in the third and fourth stages of the project.

The CREAM project intensifies the close cooperation between DB Logistics and 14 central and southeastern European railways

which began with the ZEUS project. "The difference to ZEUS is that by adding partners from the technology sector, such as universities and external consultants, we are now able to develop and implement new, innovative technologies, for example telematics systems," enthuses Frank Weppner, head of

the CREAM project at Railion. In addition to integrating universities and consultants, the project also involves the forwarders involved along the way. Customers can also get involved, be it through direct talks with project employees or online. For example, the forum at www.cream-project.eu allows you

to address your thoughts and ideas to the CREAM team directly. For Weppner it is precisely these common interests that form an important aspect of the project: "That lets us optimize the combined expertise of all of our partners." ■

Complete order processing via Internet

With the Internet portal RailService Online (RSO), Railion intends to offer the complete processing of an order via Internet to its customers. The new portal will in future combine all the former online services of Railion under one roof and keep customers up to date at all times.

The Customer Service Center is the central contact point for all Railion customers in Germany and processes around 200,000 transport orders per month. With the help of the new Internet portal, the processes involved are to be made more simple both for the customer and for Railion. "With RSO the entire process chain from the first transport inquiry to the ordering of empty wagons, order placement, status information, and the settling of accounts can be processed," is how Rainer Elter, head of order management and communication processes and systems in the Customer Service Center, describes the advantages.

The previous customer service, above all, will be one of the existing applications that will, in future, be integrated into the system. It was via this channel that to date the transport orders and the ordering of empty wagons, amongst other things, had taken place. However, both applications have one decisive disadvantage when compared with the new service portal: they are one-way streets; in other words the customer can only send data to the customer service center; he has no access to the applications there. It is intended to change this with the help of RSO.

"In addition to order placement, the customer will in future be able to have access to information that

is important for him, information generated in the customer service center itself," explains Elter. "This will include new functions such as for example real-time tracking of the transport or the transmission of invoice data in PDF format."

Online service made easy

The new Internet portal will have a convenient, user-friendly interface and will substantially decrease the overall amount of work involved. The user is only required to log in to the system once and after that all the services provided are at his disposal on a round-the-clock basis. Routine processes are also made easier, for once data has been entered into the computer for the first time it can then be reused as the basis for further orders. The customer and transport data do not then have to be registered anew on the occasion of every order placement or order of empty wagons. The new application will also take into account important security aspects and data protection considerations. "Since around 50 percent of the transports which the Customer Service Center processes are sent abroad, we are also developing the system for foreign customers on a multi-lingual basis," Elter adds.

At present the block train portal – a partial application of RSO – is

being tested by a big steel company. Subsequently more companies and undertakings will be successively linked up with the new system. "RSO cannot of course replace personal consultation and personal contact," Elter emphasizes. "We see in the application rather a meaningful complement of genuine benefit for the customer."

The Internet portal can be found under www.myrailion.com ■

Railion Deutschland AG

KundenServiceZentrum

Team RSO

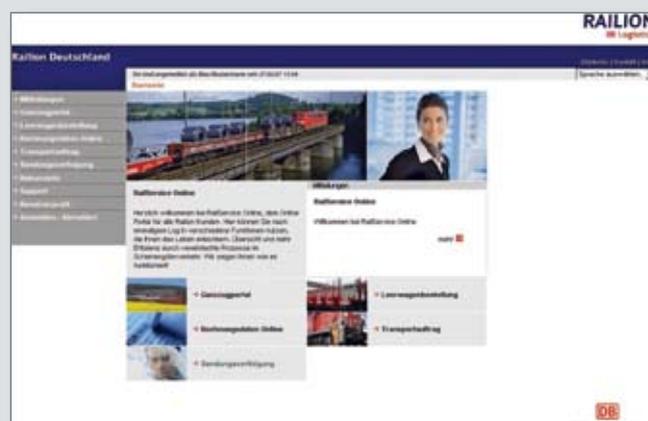
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*0,14 € / full minute (rounded up)





XXL Solution for bulk freight

Efficient and flexible – these are the two most important attributes of the WoodTainer XXL, an innovative transport system for bulk freight that is not sensitive to moisture.

Three containers fit onto a 60-foot standard container wagon of the type Sgns; this corresponds to a net load of 60 tonnes or 138 cubic metres per wagon. As its name suggests, the WoodTainer XXL is, thanks to its considerable volume of 46 cubic metres and its high net load, ideal for the transport of wood chips, sawdust, scrap wood and other bulky freight not sensitive to moisture such as recycling paper, bio-mass material or granulate materials.

In addition to their large volumetric capacity, the containers also have other advantages: they can be easily loaded with the help of wheel loaders and unloading can be carried out with the help of a forklift with an endless rotating device which turns and tips over the load at the rear end within the space of around 40 seconds. In order to ensure that the containers can be smoothly emptied in winter as well,

they have a special coating against frost. In addition, the construction of the containers makes it possible for them to be stacked in a space-saving fashion both when empty and when full. Their approval for use internationally and the fact that they can be deployed both for rail and road is also of advantage. This way the WoodTainers can be flexibly employed in Combined Transport in the whole of Europe. ■

Technical Data WoodTainer XXL

- max. container volume: 46 m³
- max. total weight of container: 23 t
- tare: 2.95 t
- height: 2900 mm (CT-profile C45)
- length: 20 ft
- width: 2900 mm
- max. vehicle load capacity 20 t, in CT 13 t
- max. speed: 120 km/h
- unloading performance of approx. 600 m³/h fork-lift with rotating device

The volume-optimized 20-foot WoodTainer XXL container was developed by innofreight and has been on the market for approximately two years now. A total of 1,000 of their innovative transport containers are at present in use in Europe. The DB subsidiary Nieten Fracht Logistik GmbH has rented 60 of them. The containers are at present deployed on different routes in Germany and Switzerland, in order to further optimize the transport of wood chips.

Virtual loading of freight cars

Within the framework of the “Research Initiative, Rail” project Railion has together with other rail carrier partners developed an online application program to optimize the loading of freight cars. The software goes under the name of “Cube IQ” and will be presented at the transport logistic fair in Munich for the first time.

Cube IQ was developed in cooperation with the Swiss Institute for Applied Optimization (IfaO) and Railion’s loading advisers. “The expert input on the part of the loading advisers in particular was an important component in the development of the software,” says project head Christian Schroer. He is the Railion man responsible for overseeing the technical side of the project. Owing to the practical

know-how of the advisers, the program is not just in a position to optimize the utilization of storage space, the whole range of safety guidelines and loading restrictions are also taken into account. “For example Cube IQ automatically checks to see if the prescribed axle weight is exceeded and positions partition walls in the relevant cars to secure the load,” Schroer explains.

All the Bahn’s freight cars are at the virtual disposal of customers thanks to the new software. Another advantage of Cube IQ: the customer can individually edit and modify his packages for loading, since the program is able to calculate not just square forms but other forms as well, such as cylinders for rolls of paper. In addition, the user also has the possibility

of deciding whether a package can be stacked or tilted over. And once the system has worked the optimum load, it independently produces a graphic loading plan with the help of which loading can be optimally carried out in practice.

By deploying this new software, Railion hopes to achieve numerous synergy effects. “We are thinking here, in addition to the optimal capacity utilization of the freight cars, of the avoidance of transport damage, a reduction in transport costs and, of course, of the possibility of further increasing the quality of our service,” Schroer sums up. Cube IQ will be available online under the “Portal C” project promoted by the Federal Ministry of Economics and Technology (www.portal-c.info). ■

EcoTransIT now a UIC instrument

A good three years have passed now since EcoTransIT (Ecological Transport Information Tool) was piloted. The Internet tool calculates the environmental effects of transports and was jointly developed by Railion, Green Cargo, SBB Cargo, Trenitalia and SNCF Fret. Since March, it has been an official instrument of the International Union of Railways, UIC.

With the growing importance of climate protection, the question of the environmental compatibility of transports is one that is increasing constantly in importance. A quarter of all the CO₂ emissions in the EU does after all originate from the field of transport. In the light of the increase in freight traffic, environmentally sound transport is becoming a central issue for many companies. EcoTransIT shows just how the environmental effects of such trans-

ports can be calculated. This freely available Internet application can work out the environmental effects of transports from 17 different European countries – on a cross-carrier basis as well if necessary. The energy consumption and pollutant emission figures for rail, truck, ship, airplane and Combined Transport are all compared, whereby different standards, such as the methods of power generation in the various countries, are also taken into account.

Now EcoTransIT has been officially integrated as a UIC „Environment“ instrument, a department which devotes itself to environmental protection. At a meeting in Paris the subject of extending the range of the tool was jointly discussed. And so, from October on, Great Britain and the Iberian peninsula will also join the ranks of those countries which are already covered by EcoTransIT. The two railways RENFE and EWS would for this purpose like to join the EcoTransIT community. ■



Grafik

Space for big and small

ATG Autotransportlogistic GmbH will, from the autumn on, extend its fleet of wagons by 400 double-deck wagons of the type Laaers 560, thus responding to the increasing demand of the automobile industry for all-purpose wagons.

The new ATG-wagon impresses above all through its flexibility for it is suited both for the transport of limousines and for that of sport utility vehicles (SUVs) - vehicles such as the VW Touareg or the Porsche Cayenne. "Thanks to the loading length of over 30 metres and the load limit of 34 tonnes, the new double-deck wagon can accommodate ten instead of formerly eight SUVs," Wolfgang Dirham, head of technical and quality management at ATG, elucidates

the progress. "This way we can achieve a much better utilization ratio in this category."

The new double-deck wagon is also an improvement on its predecessor in terms of width. The approximately 500 millimetres wider loading track decreases the likelihood of damage to the rims of broader vehicles. In addition, the type 560 wagon is the first series wagon of ATG with a spindle for adjusting the upper loading level. The advantage: in contrast to the previously standard winch technology where only pre-defined heights could be selected, a much finer height setting of the loading levels is now possible. This enables the simultaneous loading of a wagon on both levels with SUVs and limousines.

And in order to ensure that limousines with low chassis clearance can also be loaded, the new double-deck wagon has been equipped with gently slanting drive-on ramps and new-style wheel stoppers. "Thanks to its universality we can now deploy it in the automobile works in much more flexible fashion. Time-consuming manoeuvring while loading different automobile models is no longer necessary," explains Heiner Gerstenberg, head of Wagon Dispatching at ATG. "And so we have gained a lot of precious time for our customers." ■

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*0,14 € / full minute (rounded up)