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## Looking ahead together

Together with its customers, DB Schenker Rail is shaping the future of the European freight railway.

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**Future of steel logistics**

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“We want to offer our customers the chance to use their own car at their destination without having to give up the comfortable train journey that gets them there.”

DR SILKE KAULFUSS, HEAD OF PRODUCT MANAGEMENT, MOTORAIL AND NIGHT TRAINS

### Motorail train on the road

It is a popular way to start a holiday: rather than endure painfully long motorway journeys, the whole family enjoy a stress-free, relaxed ride to their holiday destination by train - with their car also hitching a lift by rail. Motorcyclists similarly take this opportunity to start their bike tour in the Alps or along the North Sea coast in a relaxed frame of mind after a good night's sleep. Deutsche Bahn is now trying out alternatives to the existing

trains, because, ultimately, it was no longer economically viable to continue running these trains and technical approval documents for motorail trains are due to expire by the end of 2017. “Under the new Auto+Zug (transl. as “car+train”) production concept, we have for the first time been trialling the transport of cars and passengers by various transport modes on certain routes since summer 2014,” says Dr Silke Kaulfuss, head of product management for

motorail and night trains. In this trial, the customers’ vehicles are carried by car transporter, while the customers themselves travel in comfort by ICE, IC or night train. “We want to offer our long-distance customers the chance to drive around in their own car at their destination without having to give up the comfortable train journey that gets them there. We are going to continue this trial in the winter with our partner DB Schenker Rail Automotive.” **an**



## Always at the ready

*It is simply logical: all success depends on talking to each other. This is true in every context – naturally, including DB Schenker Rail and its customers. This is why we place so much emphasis on entering into dialogue with you – for example, at the steel meeting in Berlin, the innovation workshop in Paderborn or the second Pulp and Paper Summit in Potsdam. We know that, together, we will find the best solution for you.*

Axel Marschall

Member of the Management Board  
DB Schenker Rail



Cover photo: Michael Neuhaus Photos: Getty Images; Oliver Tjaden



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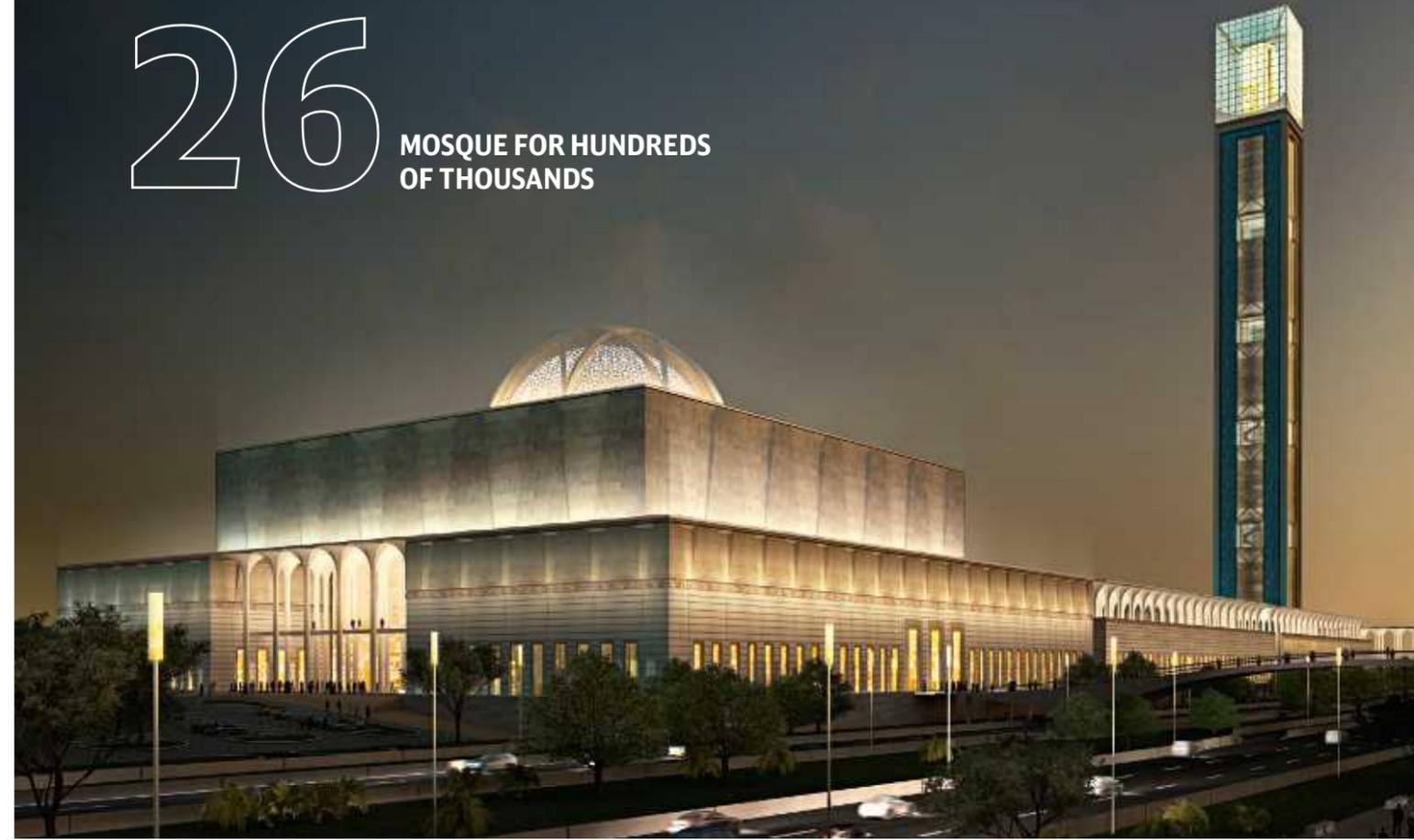
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Photos: Thorsten Futh; KSP Jürgen Engel Architekten; Michael Neuhaus

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## MOSQUE FOR HUNDREDS OF THOUSANDS



# 10

## DISCUSSING INNOVATIONS TOGETHER



**DUISBURG/GERMANY  
WIN-WIN SITUATION IN HEAVY PLATE LOGISTICS**

Uncoordinated wagon inflows, waiting times for unloading – since the introduction of receipt-oriented inflow management such problems have become a thing of the past for Union Stahl, the fast-growing full-range supplier of heavy plate. Since October 2013, the steel mills at Duisburg-Rheinhausen have had to apply for an inflow number from customer service before shipment. Only once this number has been issued, can dispatch occur. No more than eight wagons per day are allowed, thus ensuring a smooth unloading process. Turnaround cycles have risen considerably, and thanks to improved planning, Union Stahl has been able to organise its internal logistics processes more cost-effectively and in a more customer-friendly way. “All in all, we can call this a win-win situation for all parties,” notes Dieter Leewen, the responsible customer advisor. *mh*



**BARCELONA/SPAIN  
NEW CATALONIA-PORTUGAL RAIL SERVICES**

In the beginning of 2014, Transfesa – DB Schenker Rail’s Spanish subsidiary – launched a new train connecting the Spanish region of Catalonia with Portugal, running twice a week and taking a maximum transit time of 34 hours. The main client using this corridor is K-LOG, furniture chain IKEA’s logistical operator. The main points of the route are: Constantí (Tarragona), Valladolid with its connection to the French corridor and Alfareros (Portugal). The successful operation is also the result of a partnership with the Portuguese rail operator CP Carga. The rail service is unique: no competitor provides such coverage of the Iberian Peninsula. It is expected that due to increase in demand, frequency will be boosted in upcoming months. *mh*



**VALENCIA/SPAIN  
NEW STORAGE CAPACITIES**

Transfesa’s third warehouse in Valencia has now gone into operation. The new capacity is encountering growing demand and is opening up potential for new services. For instance, half of the space in the 10,000 square metre warehouse is being used for repackaging parts for air compressors that are transported from Port Valencia to the plant in Saarlouis. The warehouse will also be used by the automotive suppliers Magna China and Maxion Wheels to store and tranship car parts that can be tracked electronically by means of EDI (Electronic Device Information). In addition, the Valencia warehouse will be used by the vehicle-upholstery specialist Auto-trim. These three new customers will account for around 1,500 square metres of warehouse space. *mh*

Barcelona

Valencia



**BERLIN/GERMANY  
ENVIRONMENTAL RESPONSIBILITY AT DB SCHENKER**

As one of the world’s leading logistics service providers, DB Schenker is aware of its special responsibility for environmental and climate protection. In its updated environmental brochure, the company explains how it is actively saving energy and how its customers can achieve their climate protection targets through efficient energy use. With the DB2020 strategy, DB Schenker is striving to establish a leading environmental position in the transport and logistics sector. Against this background, binding targets have been set relating to CO<sub>2</sub> emissions and resource efficiency. These increases in efficiency are also helping our customers to lessen their environmental impact. In addition, customers with an especially keen awareness of environmental issues can opt for a package of eco-friendly solutions that even enables CO<sub>2</sub>-free transport operations. “As far as our products are concerned, we are focusing on a three-pronged strategy of green purchasing, environmentally compatible transport solutions and climate-friendly operating procedures,” explains Dr Karl-Friedrich Rausch, Member of the Management Board of DB Mobility Logistics AG responsible for Transport and Logistics and Chief Sustainability Officer of the DB Group.

The 2014 DB Schenker environmental brochure titled, “Acting green – out of responsibility and conviction” is available from our website at [www.dbschenker.com](http://www.dbschenker.com). *mh*

Duisburg

Berlin

Warsaw



**WARSAW/POLAND  
LARGE INCREASE IN INTERMODAL TRAFFIC**

DB Schenker Rail Polska recorded a huge increase in intermodal transport operations last year. According to the Polish Rail Transport Office (Polish abbreviation UTK), intermodal transport services reached a share of 17.9 per cent – representing a rise of 250 per cent versus 2012. Intermodal transport volumes at DB Schenker Rail Polska have been expanding for years, reaching 15 per cent of total long-distance transport services in 2013. At the port of Szczecin over 60,000 TEU were transhipped – a rise of 17 per cent. “We see great potential for the years ahead and will continue to pursue a growth strategy for intermodal transport operations,” says Michael Hetzer, Member of the Management Board of DB Schenker Rail Polska. *mh*

Photos: Union Stahl PR; Transfesa; Mauritius Images; PR; DB Schenker [3]



# Pilot project in the steel industry – fixed targets for logistics operators

The steel industry is one of DB Schenker Rail’s established customers – but this does not mean nothing ever changes. DBSR and its customer are using agreed objectives to improve rail logistics.

**W**hat company can call itself a pilot customer? The steel manufacturer ArcelorMittal is a pilot customer for DB Schenker Rail. It wants to work with the rail operator to pilot future developments in rail-based logistics. There are connections to be found here in the new Netzbahn business model, in particular. DB Schenker Rail and its customer have come up with a few ideas to help this process along – and joint targets are one of these.

Three years ago, the rail operator and the steel manufacturer agreed fixed targets known as Key Performance Indices; ArcelorMittal was the first customer in its sector to do this. Since then, staff from the rail operator and the customer have held regular KPI meetings to discuss and refine these targets. One of these meetings was held in Berlin very recently. Rail buyers from all ArcelorMittal’s plants in Germany came together to talk to the DB Schenker Rail sales team.

“This event today forms part of a comprehensive improvement programme, which is an essential element in our partnership-based cooperation with ArcelorMittal,” says Christoph Tews, Head of Sales Steel/Ore II in the Industry Sector Metals & Coal. Staff from both companies regularly analyse the agreed performance indices and draw up specific proposals for improvements – which are then actually put into practice.

## Higher utilisation

“One of our targets is the optimum availability of wagons,” Tews stresses. However, one particular problem for the rail operator is inter-plant transport operations which are requested at short notice. There is extremely high demand for the Shi wagons used in the steel industry and for flat cars. In order to increase the number of available wagons, the rail operator and the steel manufacturer get together weekly at plant level. With skilful planning – for example, by redefining route classes and examining load limits – they are able to transport a greater tonnage with the same number of wagons.

“The high volatility of orders, even from week to week, makes planning difficult,” says fleet manager Rainer Frie. One option is to persuade recipients to also unload wagons at weekends.

## Logistics costs are decisive

The customer, meanwhile, is confronted by entirely different demands. First, logistics-related issues in the steel industry need to be incorporated much more firmly into the production process, according to Sybille Klipstein, Logistics Manager at ArcelorMittal. “We need reliable supply chains, which includes timely, punctual delivery by the rail operator,” she says. Second, logistics providers in the steel sector are operating under high cost pressures. “Logistics costs

**GETTING THE OVERVIEW:** Customers and rail staff in Berlin discuss how to improve transport operations.



have now become crucial for an order,” according to Matthias Hirschberg of the steel manufacturer’s Hamburg plant.

The KPIs have proven themselves so successful that both parties want to develop them further: utilisation rates in many places have risen, and transport times have gone down. It is now planned to include additional parameters: the proportion of capacity-checked wagons and the estimated time of arrival of consignments.

The next examination of these performance indices will show whether the two partners are able to meet their commitments. This will happen as soon as November. Estimated time of arrival: 11.11 in Duisburg. *an* ■

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## MANAGEMENT SUMMARY

DB Schenker Rail has agreed Key Performance Indices with ArcelorMittal, the first such customer in the industry. These targets are refined at regular KPI meetings. The two companies use these gatherings to discuss how the number of available wagons and other capacities can be increased in a close network. As this process is already bearing fruit, the partners intend to expand both the concept and the indices in the near future.

Photos: Thorsten Futh

# “Reliability and punctuality”

Sybille Klipstein, Global Buyer at ArcelorMittal, on logistics trends in the steel industry.

## *Ms Klipstein, how have logistics in the steel industry changed in recent years?*

Logistics planning has become more important in companies. In the past, logistics were the final link in the production chain and had to tie up a lot of loose ends. That has changed now. The customary practice at our plants of maintaining stock levels in line with need means that our storage facilities operate at a very low level: even our raw materials are increasingly delivered on a “just in time” basis. For this reason, we need highly flexible yet very reliable logistics with high quality of delivery. At the same time, many companies are now aware that logistics are a major cost factor. That is why it is now important to optimise processes.



## *Does logistics planning now have to be incorporated even more firmly into the production process? And how does this look in the context of increasingly international transport operations?*

Logistics providers need to be brought more firmly into production planning. One trend in our industry is that the time between receipt of an order, production

and delivery to the customer is getting shorter and shorter. This requires precise planning – including capacity planning. As regards internationalisation, one feature of ArcelorMittal, because we operate across Europe, is that even our inter-plant transport operations use regular block trains. Logistics planning is a key element here, too.

## *ArcelorMittal has been working with DB Schenker Rail for years. What changes have there been?*

DB Schenker Rail is an important partner for us. We have managed to make huge improvements in quality in recent years. One of the main achievements is the increased exchange of data. In addition, the rail operator has built up a good team in customer service and marketing, and has improved its international focus. This is a great help to us, of course.

## *What are you hoping for in the future?*

There is still a lot of fluctuation in transport times. This needs to change. We need reliable supply chains, which includes timely, punctual delivery on part of the rail operator. We have great hopes that the Netzbahn will work towards this end here.

# Looking ahead together

DB Schenker Rail's Coal and Steel Division invited its customers to an innovation workshop on freight wagons in Paderborn. Over 50 of them took part in the dialogue - providing many ideas on how to improve DB Schenker's wagon fleet.



**CLOSE TO THE CUSTOMER:** Following a tour of the Paderborn maintenance depot, coil transporting and flat wagons with many new features were presented.



## Hear, hear!

More than 50 participants attended the innovation workshop in Paderborn in mid-May. Here are some of their views.



“We love the railways.”

**JOSEF SCHWEIGER, BRANCH MANAGER, M. PREYMESSER GMBH & CO. KG, LOICHING**

Rising costs and mounting competition are putting the coal and steel industry under pressure to continuously improve its production processes. International supply chains are not excluded from this either: with product quality increasing continually, demands are also growing on the freight wagons on which the finished products are transported. That makes it all the more important for logistics specialists and shippers to exchange views and take the whole topic forward together.

The maintenance depot in the cathedral city of Paderborn, where over 50 guests from the whole of Germany, Switzerland and the Netherlands gathered on 19 May, proved an ideal setting. DB Schenker Rail's Coal and Steel Division had invited them to attend its Innovation Workshop on Freight Wagons in order to step up the direct dialogue with its customers and business partners. “Innovation does not come easily. It takes work,” explains Axel Marschall, DB Schenker Rail's Director of Sales, in his welcoming address, in line with the spirit of the event: “We want to buckle down to it together with you.”

The workshop's aim was for DB Schenker Rail to find out from its customers what improvements they would like to see in the coal and steel wagon fleet. The second item on the programme had some surprises in store for the participants: a tour of the maintenance depot and the presentation of the very latest coil transporter and flat wagon models with their new features

awaited them.

“The coal and steel industry has a longstanding relationship with rail freight transport,” notes Bert Klopert, Head of Rail Freight Purchasing at ThyssenKrupp Steel Europe AG and Chair of the Working Group on Wagon Construction Technology of the German Steel Federation, adding that for decades now rail freight transport's share in the modal split had exceeded 50 per cent. He was cautiously optimistic about the future of his industry. Whereas some 40 million tonnes of crude steel were produced in Germany in 2010, the German Steel Federation expects this figure to reach 43 million tonnes in 2014.

This makes it an opportune moment to step up the dialogue with customers and to set about modernising the wagon fleet. “We are pleased to be discussing these issues together with you on site,” says Dr Jörg Hilker, who has been in charge of DB Schenker Rail's Coal and

### MANAGEMENT SUMMARY

At the innovation workshop on freight wagons held at the Paderborn maintenance depot, DB Schenker Rail presented improvements and new features on coil transporters and flat wagons to more than 50 customers and partners. During private meetings, keynote speeches and a panel discussion, participants were able to put forward their ideas on how to modify the rail vehicles and to specify their demands on the freight wagon of the future.

**WEALTH OF EXPERTISE:** Panel participants discuss the demands made on the freight wagon of the future.



Photos: Michael Neuhaus



“If plastic were to be used instead of wood in several places, you could get a lot more out of the existing flat wagons.”

MIRKO HORAK, LOGISTICS PROJECT MANAGER, VALLOUREC DEUTSCHLAND GMBH

Steel Division since September 2013. Around 70 per cent of the freight wagons in use today would still be in operation in 2030. It was therefore important to modernise the existing wagons now and to implement as many ideas from customers as possible at the same time, he continues.

And this is how it was done: the participants first had a chance to gain an impression of the maintenance depot. “The Paderborn maintenance depot operates virtually round the clock,” explains plant manager Uwe Reyer. Moreover, with its equipment for blasting and painting freight wagons, it boasts a unique selling point and has become the first maintenance depot to be ECN-certified. In the modern production facility it was easy for the visitors to forget that they were standing on a site steeped in history: the DB Paderborn maintenance depot celebrated its centenary in 2013.

The highlights of the tour were the two forums on the freight wagons for transporting flat steel and coils. With the Höckerwagen for transporting coils, wagons of the oldest type, Shimmns 708, which were put into operation in the late 1970s, dominate. Their telescopic hood made of steel was stiff, according to participants, and the release lever required considerable force. “Our employees have to move it 30 to 40 times a day,” says Bernhard Reinecke, Head of Procurement Logistics, Logistics and SCM at Salzgitter Mannesmann. Sometimes, he continues, you are in for a surprise when opening old wagons: “You release the steel hood and rust particles rain down onto the coils.”

On the other hand, the mid-generation coil transporters of the Shimmns 729 type with their tarpaulin cover received only praise for the most part. A considerable improvement was the unanimous view. The tarpaulin cover and release lever were easy to move. “This operates smoothly,” Bernhard Reinecke says, delighted. The problem with the 708, which when operating at high speed in winter tended to suck in snow from underneath that collected in the wagon, no longer occurred with the 729, he adds.

Instead, condensation can arise, which could result in coil corrosion. “This occurs primarily when the temperature fluctuates sharply in spring and au-

## “Productive and open dialogue”

Interview with Bert Kloppert, Head of Rail Purchasing at ThyssenKrupp Steel Europe AG



**Mr Kloppert, how do you feel today as a customer of DB Schenker Rail?**

I feel very well catered for here. I believe that DB Schenker Rail is taking the task of modernising its freight wagon fleet seriously.

**What makes you say that?**

What we have been demanding has already been put into effect here: namely, that the old Shimmns wagons belonging to the coal and steel fleet be dismantled and fitted with tarpaulin covers, and that the loading trays be equipped with arms. That is the right approach.

**How do you assess the manner in which the dialogue has been conducted?**

We in the steel industry have been working closely with the railways for decades. We have had our ups and downs. What we are experiencing here is a productive and open dialogue. We are making very good progress.

Interview: Mirko Heinemann



“The rising demands on occupational safety and staff efficiency call for improved wagon ergonomics and operability.”

ANDREAS WITTE, HEAD OF THE TRANSPORT MANAGEMENT AND SHIPMENT DEPARTMENT, ARCELORMITTAL GMBH BREMEN

tumn,” explains Bert Kloppert. As a solution, DB Schenker Rail presented non-woven mats that absorb moisture, diverting it to the hood walls, and allowing the condensation to escape.

The modern Shimmns ttu 724, also suitable for transporting narrow strip coils, met with great approval. The wagon has four fixing arms per loading tray. The arms can be locked by means of a hand wheel to ensure that coils are stowed securely and in a tilt-proof manner during transit. The coils lie on rubber mats that are firmly screwed to the base. The devil is in the detail here: if the coils are not deposited in the loading tray exactly, they can touch the screw heads, as a result of which imprints can occur on the coils. To overcome this, rivets with flat heads will be used instead of screws in future.

The three flat wagons of the Res 687, Rils 652 and Rij 660 types also attracted great attention. The latter went into operation in 2002 and has adjustable and retractable stanchion and guide strips, an impact absorption device and larger steps for the shunter, so as to increase occupational safety. Such measures are also necessary in view of demographic change; older employees must also be able to operate the wagon safely. The participants were impressed with the detachable loading platform for coils with which flat wagons can be used to transport both coils and sectional and long steel products.

The panel discussion that followed centred on setting the requirements for the freight wagon of the future. Above all, it had to be “robust”, notes Bert Kloppert. “Customers are placing ever higher demands on transport operations.” The automotive industry expected its increasingly delicate, lightweight and thus sensitive raw materials to be delivered undamaged. A further challenge was the question of the maximum temperature that the tarpaulin cover can withstand. Can hot coils with a temperature of 85 °C even be transported? It was also necessary to be kept informed about where the consignment is located at any time. “We need to know promptly if wagons are being detached.”

Josef Schweiger, Branch Manager of the Bavarian logistics service provider M. Preymesser GmbH & Co.

KG, based in Loiching, complained that transport operations involving the older Shimmns wagons had shortcomings: “Goods arriving at the final customer’s premises are rusty or damaged in some other way.” This had to be remedied urgently. Mirko Horak, Logistics Project Manager for Vallourec Deutschland GmbH, called for improved ergonomics and better and more flexible utilisation of the existing flat wagon fleet. Dr Jörg Hilker of DB Schenker Rail promised help. It was necessary to enable reloading wherever possible. “As a company we need to adapt more effectively to your processes,” Hilker concludes.

As the discussion progressed, trends for the future emerged: developments are moving in the direction of multifunctional freight wagons equipped with load securing and sensor systems. In order to develop such features, discussions would have to continue, says Bernhard Reinecke of Salzgitter, suggesting that this event should be seen as a kick-off meeting. Jörg Hilker seized on this. “Of course, they will continue,” he explains, promising: “We aim to implement your ideas step by step.”

mb ■

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“Innovations are successful if pursued systematically.”

THOMAS JÄGER, HEAD OF ASSET MANAGEMENT & TECHNOLOGY WAGONS, DB SCHENKER RAIL



“The new freight wagons should also be suitable for transporting hot coils. It would therefore be important to test the tarpaulin for heat resistance.”

MELANIE ÜBELÄNDER, THYSSENKRUPP STEEL EUROPE

## Three questions for ...

Dr Jörg Hilker, Head of the European Industry Sector Metals & Coal, DB Schenker Rail



**Dr Hilker, many customers and business partners are making very favourable comments about this event. How did the idea of holding a workshop in the maintenance depot come about?**

We have been running the working group on wagon construction together with the German Steel Federation for a number of years. Within it we have already discussed how the freight wagon of the future should look. To be sure that we implement all the ideas correctly, we at DB Schenker Rail arranged this on-site visit where we could actually see the freight wagons – and not only with the logistics experts but also together with production employees from the steel industry.

**What can the customers of DB Schenker Rail expect as a consequence of the innovation workshop?**

We will record all the relevant requirements and improve freight wagons on that basis. We are still using many older

vehicles with steel covers that no longer meet the demands of upscale final customers. We intend to gradually fit these wagons with modern tarpaulin covers and to optimise them to the complete satisfaction of our customers.

**How should the freight wagon of the future look?**

The automotive industry sets the quality standards in the coal and steel sector. If we meet its requirements, then we meet the requirements of other industries. Our freight wagon of the future must therefore meet the needs of the automotive industry fully. It must not allow any damage to the material loaded, no pressure points should arise, and sensors must record data on moisture and any jolts if overrunning occurs during shunting operations. Improved protection against theft is another topic, especially with high-value cargoes.

Interview: Mirko Heinemann



**DIRECT DIALOGUE:** During the Innovation Workshop on Freight Wagons organised by DB Schenker Rail's Coal and Steel Division, customers and business partners provided ideas on improving the wagon fleet.



# Experience counts

DB Schenker Rail UK wins tender to transport four million tonnes of coal per year.

**KNOW-HOW PAYS OFF:**  
DB Schenker Rail UK operates up to 60 such trains per week to ensure supplies to Scotland's only coal-fired power station.



**D**B Schenker Rail UK has been transporting coal through North West Scotland reliably and safely for ten years now. Trusting in this long-standing experience, the power station operator ScottishPower has now concluded a new contract with DB Schenker Rail UK, under which the rail logistics expert will convey up to four million tonnes of coal per year from Hunterston Port on Scotland's west coast to the Longannet coal-fired power station on the east coast. The coal is imported from abroad and suited specifically for firing power stations.

Longannet is Scotland's only coal-fired power station. The station is located on the banks of the Firth of Forth, on 89 hectares of land. It first opened in 1969 and was fully operational from 1973. The power station operates four 600-megawatt (MW) turbines, and has a net output of 2,304 MW of electricity, which is enough to keep the lights on in two million UK homes. It is the second largest coal power station in the UK, and third largest in Europe.

DB Schenker Rail UK will use up to 60 trains per week to ensure the supply of coal to the power station. A Class 66 locomotive hauls the 23 HTA coal wagons, each of which holds 70 tonnes. Every block train will

which it has been using for as long as a decade. Until now, however, it had been dealing with Hunterston Port. Following an invitation to tender, the rail logistics specialist prevailed over its competitors and has now signed a direct contract with ScottishPower. ScottishPower operates several companies in the United Kingdom: Scottish Power Generation Holdings Ltd (SPGHL), Scottish Power Energy Networks Holdings Ltd (SPENHL) and ScottishPower Renewable Energy Ltd (SPREL), which, together with the Board of Directors of Scottish Power Limited, all have responsibility for the formulation and implementation of ScottishPower Strategy.



**COAL PORT:**  
The fuel for the Scottish power station is delivered to the Hunterston Terminal on the west coast.

thus supply the Longannet plant, the only coal-fired power station in the whole of Scotland, with 1,610 tonnes of coal.

Roger Neary, Head of Coal and Biomass at DB Schenker Rail UK, says: "We have offered a robust, reliable service on this route for many years, which put us in a strong position to secure the new contract. We are looking forward to working directly with the end user, ScottishPower, to build on our successful track record."

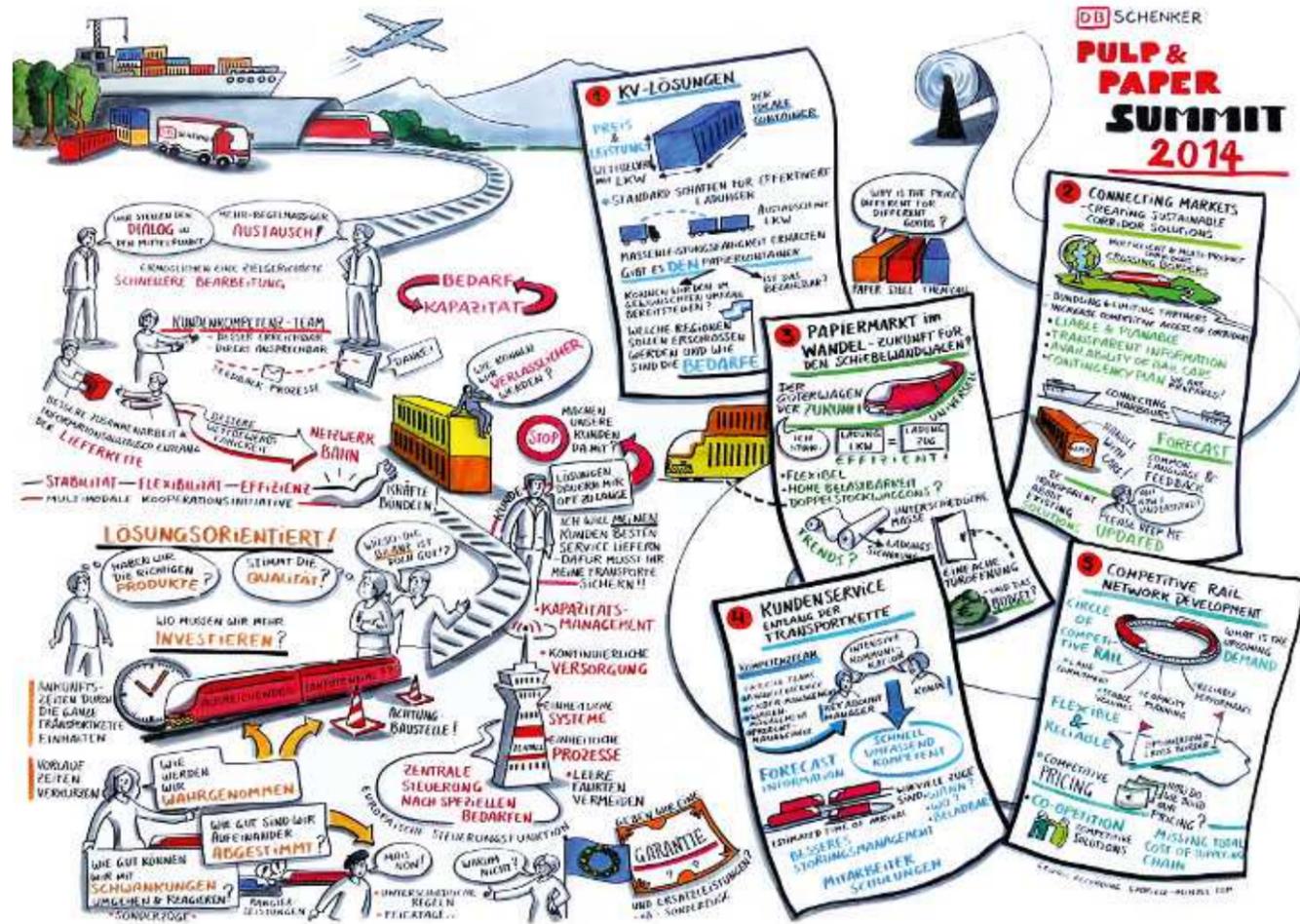
DB Schenker Rail UK is no stranger to the route,

Derek Whitelaw, UK Domestic Coal and Logistics Manager at ScottishPower, explains: "A reliable rail freight link from Hunterston to Longannet Power Station is crucial to our coal logistics chain and we are looking forward to working directly with DB Schenker Rail UK under this new agreement." *mb* ■

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Photos: PR; Corbis; Mauritius Images



**DEBATES:** At the summit meeting held at the Potsdam DB Academy, the participants took the opportunity to hold discussions with representatives from across the sector.



# DB Schenker Pulp & Paper Summit – passionate debates

At the summit meeting in Potsdam, participants discussed the sector’s prospects and the impact on logistics.

Off to Potsdam! After the successful 2013 Pulp & Paper Conference (see *railways* issue 3/2013, page 8), DB Schenker Rail invited its customers again this year to discuss the progress in developing business relations. 85 participants accepted the invitation to the 2014 DB Schenker Pulp & Paper Summit in Potsdam, including international guests from Sweden, Austria, Belgium and the Netherlands. The aim was to review and update the demands placed by customers on their strategic partner DB Schenker Rail.

Following the introduction by Division Manager Stephan Strauss and the keynote speech by DB Schenker Rail Member of the Management Board for

Sales Axel Marschall, five workshops were held on the central topics to which DB Schenker Rail attaches particular importance. In the panel discussions on “Intermodal transport solutions? – Join in!”, “Connecting markets – Creating sustainable corridor solutions”, “The changing paper market – the future of the sliding-wall wagon?”, “Customer service along the transport chain” and “Competitive rail network development”, the participants discussed the current challenges and possible solutions with a lot of passion. One important comment made at workshops was that through greater transparency and early involvement, customers also can and want to bring their influence to bear on the organisation of transport systems.

**VARIED TOPICS:** Specially trained illustrators turn the many topics discussed at the 2014 DB Schenker Pulp & Paper Summit into graphics.

## Customers expect reliability

“The reliability of international shuttle operations was the key topic at this year’s event,” reports Andrew Kelly. Together with Jürgen Röher, he heads the Pulp & Paper industry team. Firstly, discussions centred on the operational stability of the transport service, which has to be increased greatly in future with the help of forecasts and international capacity management. Secondly, there was rapid agreement on the necessary inclusion beforehand of the freight forwarding industry for required corridor solutions and new products.

“For our customers, functioning logistics concepts are indispensable. We have to create reliable transport operations from the outset,” explains team leader Jürgen Röher.

A good practical example of future transport operations is the new DB Schenker Pulp Sprinter for pulp customers, which interlinks goods flows in the international individual-wagon system. Close coordination between rail and customers from the outset has generated added value for the latter through

the bundling of goods. At the same time, operational execution has become more reliable because of advance knowledge of the volumes concerned.

“The intensive exchange with our customers has shown us that we still have a great deal of work to do. At the same time, we are proud of our business relations based on trust and partnership. They show us that what has already been implemented is recognised,” the sales staff of the Pulp & Paper team were agreed. The extremely high appreciation from the participants of this constructive openness and dialogue was demonstrated by the “Thank you for listening” award presented at the end by the participants to Stephan Strauss.

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NEW SERIES (III):

# WoMen at Work



**TOP TEAM:** Guillaume Lebarrois (left) and Kenny Newbrook in Southfields. Behind them, the British workers who gave their French colleague a very warm welcome.

Photo: Oliver Tjaden

## Free trip “next door”

The engine drivers of DB Schenker Rail are constantly on the move – sometimes even beyond their actual working area. “Living My Job” is the name of the programme that has engine drivers from neighbouring European countries visiting each other and comparing notes with their opposite numbers about their respective day-to-day experiences at work.

When Guillaume Lebarrois went to England to meet his colleague Kenny Newbrook, his first impression was: “Rain. It wasn’t a cliché, it really did rain a lot.” The British driver must have seemed like a very old hand to the 28-year-old Frenchman; after all, Newbrook has been working on the railway for 33 years. But Lebarrois didn’t let that intimidate him – and earned his British counterpart’s approval and respect: “Guillaume is very knowledgeable.”

New for Lebarrois was that “in England, the regulations and signals are completely different from the ones we have in France. And the Brits have automatic transmissions, while we change gears manually.” The engines are the same, he noticed; both France and England use class 66 diesel-electric locomotives. What surprised the young Frenchman was that his English colleague wore a shirt and tie to work. He’s not used to that at home.

When Kenny Newbrook, 49, paid a return visit to France, he immediately warmed to the country. “My first impression of France was that the people were very relaxed.” The rail logistics are very similar in both countries, the experienced driver noted. “What was really excellent, I thought, was that the electric locomotive we travelled on in France carried spare brake lines, just in case.”

Both men would have no hesitation in recommending the Living My Job programme to their fellow engine drivers. It represents international corporate culture in action – and not only for the more than 4,500 engine drivers working all over Europe for DB Schenker Rail.

mh ■

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# Cementing transport links for the future

Sustainability is a big issue for the international building materials group CEMEX. This is why DB Schenker Rail transports hundreds of thousands of tonnes of cement and gravel from CEMEX's plants every year, enabling CEMEX to save energy and avoid CO<sub>2</sub> emissions.



**CLOSE COOPERATION:** (from left to right) Tobias Schäfer (DB), Michael Koch (MEG) and Michael Schulte (CEMEX).

When cranes are on the move, so too is the whole economy: the construction sector is one indicator of economic growth. However, the building materials industry is burdened by mounting competitive pressure and high levels of overcapacity. One response to these challenges is to bring together intelligent transport concepts, cost-effectiveness and sustainability.

A case in point is CEMEX, one of the biggest building materials groups in the world, which has its headquarters in Monterrey, Mexico. This company, which was established in 1906, specialises in the production and distribution of cement, ready-mixed concrete, mineral raw materials and construction-chemical additives and operates in more than 50 countries. In Germany, around 2,500 employees work for CEMEX



Deutschland AG at some 230 plants, making CEMEX Deutschland one of the leading companies in the German building materials industry. CEMEX Deutschland has many millions of tonnes of mineral raw materials and cement transported every year, and it cooperates closely with DB Schenker Rail to do this.

## Economic and environmental benefits

“The transport system for cement is an excellent example of successful cooperation between building

nally, since 2008 DB Schenker Rail has also been carrying sand and gravel for CEMEX from the company's own gravel quarries.

This impressive transport volume presents particular challenges for DB Schenker Rail. “These material flows are not merely huge but also very variable,” explains Dirk Jonas, Head of the Building Materials Sales Team at DB Schenker Rail. The rail operator uses a special fleet of wagons – state-of-the-art Uacns aluminium silo wagons and Ucs silo wagons – to make sure



**RÜDERSDORF:** Limestone has been quarried here for more than 700 years; the first cement works was built in 1885. The works has belonged to CEMEX since 2005.

materials producers and DB Schenker Rail,” concludes Michael Schulte, Director Logistics at CEMEX Deutschland AG.

The rail operator carries several hundred thousand tonnes of four different cement types every year from the Rüdersdorf cement works – the biggest CEMEX plant in Europe – alone. Most of this freight goes by rail to Rostock, where it is blown into closed dry-bulk ships. The healthy state of orders in the Scandinavian countries has enabled CEMEX to boost its transport operations in that direction in recent years.

Additional volumes of cement are likewise transported by rail not just from Rüdersdorf, but also from Duisburg, to Regensburg and Nuremberg, where this building material is transhipped to CEMEX's own ready-mixed concrete plants in Bavaria. Consignments are also sent by rail to the Czech Republic. Fi-

that these transport operations are carried out even with fluctuating production volumes. Their partner in cement transport is Mitteldeutsche Eisenbahn GmbH (MEG), a partly owned subsidiary of DB Schenker Rail. “We also operate the connecting line at the Rüdersdorf cement works,” says MEG Managing Director Michael Koch.

This guarantees fast, reliable processes for this important transport operation, he adds.

However, what was crucial to CEMEX's decision to opt for trains was the fact that, by comparison with other transport modes, carrying freight by rail is particularly good for the environment. A freight train uses two-thirds less energy and produces three-quarters less carbon dioxide than a lorry, as measured on the basis of a transport operation from Hamburg to Munich.



**MODERN WAGONS:** DB Schenker Rail uses special aluminium wagons to guarantee cement transport operations even with fluctuating production volumes.



Photos: Michael Neuhäus



MANAGEMENT SUMMARY

## Partners for high volumes

The CEMEX transport operations are a logistical challenge - not just because of the many hundreds of thousands of tonnes that DB Schenker Rail carries every year, but also on account of the fluctuating transport volumes. DB Schenker Rail uses state-of-the-art Uacns aluminium silo wagons and Ucs silo wagons for these transport operations. The rail operator also cooperates closely with Mitteldeutsche Eisenbahn GmbH, in which DB holds a stake.

### Intelligent concepts

An environmentally sensible approach is also evident in the details of transport planning. For instance, CEMEX has invested €1.7 million at its Rüdersdorf works to speed up the loading of wagons. Also, in Regensburg, a hub for the important Bavarian market, CEMEX is setting up a cement-loading facility as an intermediate storage site. Four new steel silos are making transport operations by rail more cost-effective and reducing dust and CO<sub>2</sub> emissions.

“For us, sustainability is not a marketing tool but a simple necessity – a strategic prerequisite – for ensuring success, and thus our company’s future, in the long term,” says Michael Schulte.

“This is an effective, highly efficient system, which brings economic and environmental benefits together for all parties in the best possible way,” says Tobias Schäfer, Key Account Manager DB Schenker Rail, in summarising the position. The environmental considerations in the transport concept have truly borne fruit: every year, CEMEX and Deutsche Bahn spare the environment the emissions of many millions of litres of lorry diesel. an ■

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## “Sustainability strategically anchored”

An interview with Michael Schulte, Director Logistics Germany at CEMEX, on why the cement industry is operating more and more sustainably and what rail can do to help.

**Cement production is very energy-intensive: does sustainability have a part to play here?**

Sustainability has a large part to play at CEMEX Deutschland AG. Although the production of cement requires lots of energy, we want to exploit modern, energy-optimised technologies and use alternative fuels. Emissions and environmental impact are constantly monitored, reduced and transparently communicated. In this way, we save resources, recover waste, reduce our CO<sub>2</sub> footprint and often gain an economic benefit as well, because alternative fuels are usually cheaper. This means that, quite apart from anything else, it is in our interest to save energy for economic reasons.

**The cement industry is becoming more and more global. What can the railways do in Europe-wide transport operations?**

Rail is an excellent transport mode for distances of 200 to 500 kilometres. The increasingly international focus of the building materials industry means that national borders no longer present a major obstacle. However, there is still quite a lot to be done to simplify rail transport operations. After all, national rules are making international rail transport operations disproportionately expensive by comparison with domestic operations – for example, through extra charges for different safety systems. A more homogenous European rail market would raise rail, as a transport mode, to a new level.

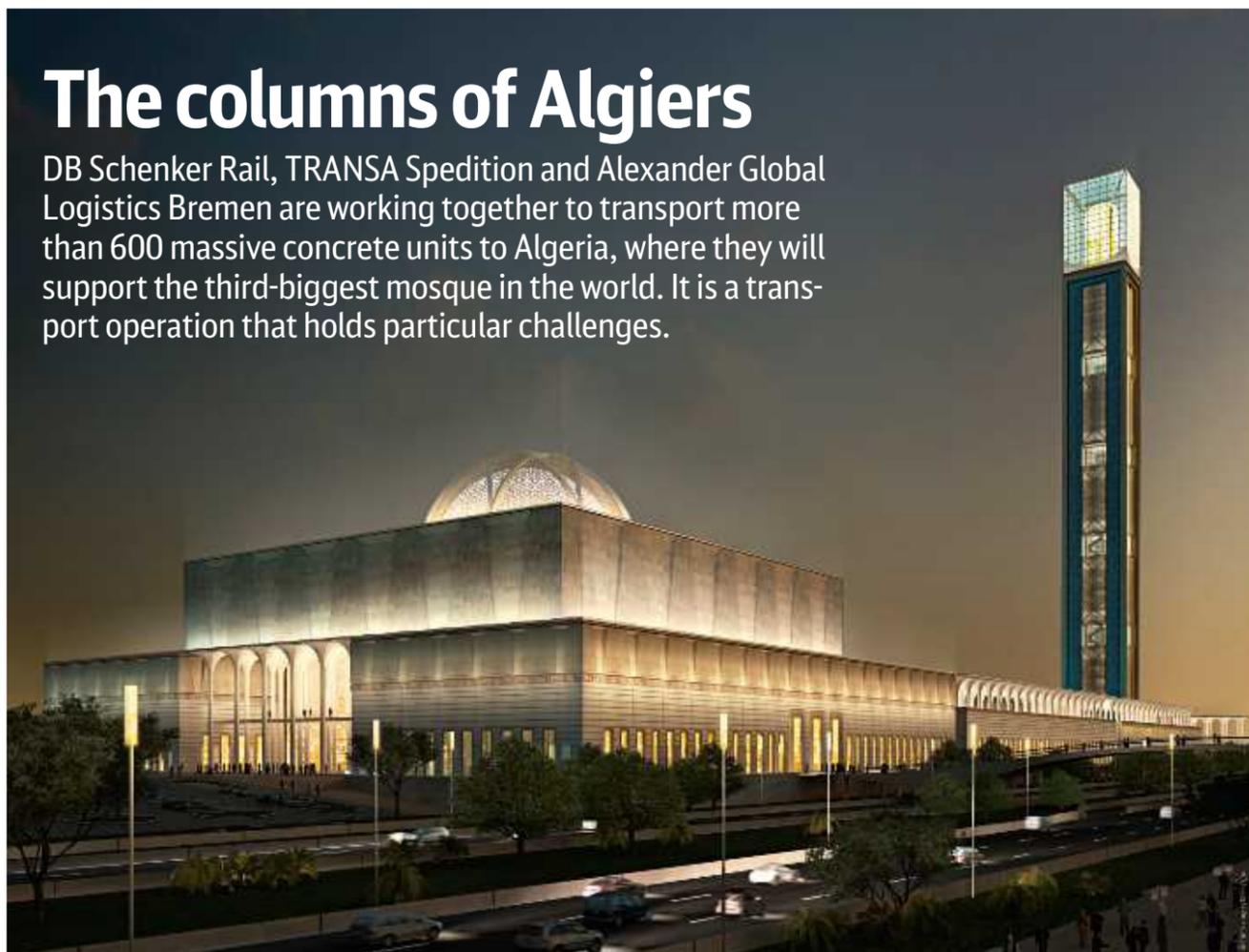
**You have been working with DB Schenker for a long time. How do you view the prospects for this cooperation in the coming years?**

Our cooperation with DB Schenker Rail has been fruitful from the very beginning. Rail, as a transport mode, initially lost part of its share of CEMEX’s transport operations to road operators in the 1990s, but strategic considerations put the focus back on rail from 2000. Various new players have come along as a result of the liberalisation of the sector, and these rail transport companies’ practice of specialising in individual market segments has enabled us, to a certain extent, to benefit from their offerings. Nevertheless, I am certain that DBSR will continue to transport our cement and gravel consignments reliably and punctually in future.

Interview: Axel Novak

# The columns of Algiers

DB Schenker Rail, TRANSA Spedition and Alexander Global Logistics Bremen are working together to transport more than 600 massive concrete units to Algeria, where they will support the third-biggest mosque in the world. It is a transport operation that holds particular challenges.



The enormous, octagonal concrete objects on the flat car presented an unusual scene. The first consignment destined for Algiers set off on 30 April from the siding of the Eurocoles firm in Neumarkt in der Oberpfalz. In all, 614 concrete columns are to form the main supports for Djamaa el Djazair, the third-biggest mosque in the world, which is currently being built near the Algerian capital.

As the mosque is being built in an earthquake zone, one of the principal requirements for the construction work was maximum stability. The Algerian government, the owner of the building, opted for the robust, visually appealing spun-concrete supports made by the Eurocoles firm from Neumarkt in der Oberpfalz, which won out against bids from Austria, the USA, China and Switzerland. Eurocoles will deliver 32 three-part spun-concrete supports with a length of 36 metres and a diameter of 1.62 metres for the mosque's prayer hall. In the centre of the prayer hall there will be a cube with a central dome; the cube will be framed by 216 supports of varying lengths in three rows, each with a diameter of 81 centimetres. In addition, a further 366 columns measuring up to 22.5 metres in length will be made for the whole site, including the entrance arcades. The total value of the order is €27.7

million. One principle is valid for both the transport of the concrete supports and the construction of the mosque: "It is possible only with good cooperation and coordination by the whole team," Annette Wilms-Langer and Kay-Uwe Müller-Gericke concur.

It was Kay-Uwe Müller-Gericke of TRANSA Spedition who established initial contact with the customer. Apart from Annette Wilms-Langer of Regional Sales in Nuremberg, the team includes Renate Tesch of TRANSA Spedition and Ingolf Irkes from Product Management in the Building Materials, Industrial and Consumer Goods Division – they planned the project's implementation, are carrying it out and overseeing it. Andreas Kleeberg in close-range planning at the Nuremberg Production Centre and Peter Labus of the loading advisory service are supporting the transport-handling process on a day-to-day basis. Ingolf Irkes, in particular, is painstakingly supervising the transport of every single wagon on the whole route up to its arrival at the Port of Bremen. As the columns are being transported to Algeria by ship, the precise timing of the wagons' arrival is vital.

The concrete supports are dispatched by rail from Neumarkt to the Grolland district of Bremen. There, they are transhipped onto seagoing vessels. Alexander

## SUPERLATIVE PROJECT:

The mission is to transport 614 concrete columns to Algeria. They will be the main supports for Djamaa el Djazair, the third-biggest mosque in the world.

Global Logistics is responsible for handling this, while DB Schenker Rail and TRANSA Spedition GmbH take care of the rail transport.

Extreme care is required throughout the process, starting with loading. "The outer shell of the concrete columns is very sensitive," explains Peter Labus, technical loading adviser at DB Schenker Rail. He has put together the loading concepts and agreed them with the manufacturer Eurocoles on the basis of the specific data for the columns, which are of different strengths and lengths, and of the construction work schedule. The challenge is to ensure that no marks or dirt are visible on the pristine white surfaces when the columns arrive in Algiers.

Eurocoles is using a stable, permeable insulation foil with breathable and water-repellent properties to wrap the columns. The units are lifted onto the flat cars by cranes. There they lie on anti-slip mats, which



## The Great Mosque

Djamaa el Djazair, the "Great Mosque of Algiers" in English, also known as the "Mosquée de l'Algérie", is a building project measured in superlatives. At 265 metres, its minaret will be the highest in the world. The prayer hall is an enormous cube, which will hold up to 35,000 people.

This impressive edifice is being erected on a site measuring 400,000 square metres, where numerous cultural and religious establishments are being built: an Islamic museum with a research centre, a cultural centre with a library, a theological college and a large number of homes. The projected construction costs amount to €1.1 billion.

International expertise is applied to the building of this prestigious project. The edifice was planned by the German star architect Jürgen Engel, and construction management is in the hands of the consulting engineers Krebs und Kiefer, a company that is likewise German. The execution of the project has been awarded to the Chinese general contractor China State Construction Engineering.

in turn rest on two wooden supports. As the concrete columns have eight edges, they have to be secured from the side by a further two wedge-shaped wooden supports. At the points that rest on the mats, the wrapping foil is removed. "Otherwise, there is a risk of the concrete supports shifting within the foil during transport," Labus explains.

As a rule, seven wagons are loaded, in line with a care-

fully thought-out principle. Shorter concrete supports are loaded onto four wagons. Between them, wagons are placed supporting the supports with a maximum length of 22 metres. On the 19.9-metre-long flat cars, they have an overhang of 2.1 metres. If only long columns are being transported in a set of wagons, Labus plans one empty wagon in the middle of the set. To avoid any shifting of the load, special rules apply to these transport operations: the trains must not run downhill, and in acceleration and deceleration there must be a maximum force of one gram, which is equivalent to the force of gravity. In addition, the trains must not be separated. After covering more than 600 kilometres in 24 hours, the columns are received in the Grolland district of Bremen by Alexander Global Logistics. There they are once more repacked and transhipped for transport below deck by ship. All the columns are due to arrive intact in Algiers by the autumn in this way.

This monumental edifice is due to be completed by mid-2016. The "Mosquée de l'Algérie" will then await pilgrims from all over the world. They will find no ordinary mosque, but a sacred site on the scale of a medium-sized city, with enough space for 200,000 people. mb ■

**DELICATE LOAD:** The sensitive white surface of the octagonal concrete supports needs special protection.

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# More than a transfer point

With the rail link to the car terminal in Bremen's Sebaldsbrück district, Mercedes-Benz will be able to handle two-thirds of its vehicle distribution from there by railway. The new terminal can do more than that though.



### MANAGEMENT SUMMARY

Since March the new terminal has been operating in the Sebaldsbrück district of Bremen with a direct link to the neighbouring Mercedes plant. In the autumn, the terminal will gain a direct connection to the rail network, enabling 60 employees to handle up to 200,000 vehicles per year. The terminal's on-site workshop, in which additional finished vehicle services can be carried out, provides an extra benefit.



In the Sebaldsbrück district of Bremen you can literally watch the German economy buzzing. As if on cue, the gates of the Mercedes-Benz plant open, and a car transporter with brand-new saloon cars straight from the assembly lines emerges. The journey is short, as the destination is the neighbouring terminal operated by DB Schenker Rail Automotive. Here the vehicles are unloaded, accepted by DB Schenker Rail's employees and directed to a parking space.

The terminal site has been handling new cars directly from the plant since the spring, on road-based car transporters to date, but from the autumn a rail siding will take over.

### Wasteland for 20 years

Years of planning went into the creation of this terminal. Daimler had earlier decided to expand its production capacity with the aim of supplying the whole of the Northern European market with Mercedes-Benz finished vehicles from Bremen. The terminal also serves the new hub strategy of Mercedes-Benz, under which outgoing south-bound vehicles and incoming north-bound vehicles from other plants are consolidated. Back in 2011, DB Schenker Rail Automotive found the vacant plot belonging to DB's vehicle

maintenance and DB Netz. Apart from the ideal location in the immediate vicinity of the Mercedes-Benz plant, the site boasted a rail siding. Steam locomotives were once repaired and maintained here. The seven-hectare site had remained unused for 20 years.

The Autoterminal Bremen (ATB) project, in which DB Schenker Rail invested an eight-figure sum, was launched in August 2012. Overgrown with weeds and undergrowth, the site first had to be cleared. The green space lost is to be restored over twice the original area, primarily in the Bremen district of Osterholz. The soil that was heavily contaminated with heavy metals and oil also had to be cleaned up at significant cost. Some 1.25 million paving stones were then laid, their advantage over tarmac being that rainwater drains away better.

DB Schenker Rail Automotive accepts the vehicles straight from the Mercedes-Benz plant. To ensure that no car is loaded onto the wrong truck or train, all vehicles are registered electronically by scanner. "The systems of Mercedes-Benz are cross-linked with our systems," explains Arthur Meurer, Commercial Director of DB Schenker Rail Automotive GmbH. The data sheet in the vehicle is read with a scanner, allowing everyone to know which transshipment phase the vehicle has reached.

**WAITING FOR THE CUSTOMER:** Top-quality cars are handled at the terminal.

Photos: Tine Casper



There are currently 30 employees at the terminal, and when the rail siding is put into operation that figure will rise to 60. Clear rules apply: you are not allowed to wear any jewellery, any sharp-edged buttons or any other personal items that could damage the delicate vehicles. The maximum speed limit at the terminal is 30 kilometres per hour. “We are handling very valuable assets, and this is reflected in the very strict quality standards,” stresses Meurer.

**Workshop for additional work**

The site also accommodates a modern workshop, where employees of Mercedes-Benz, and of DB Schenker Rail Automotive, can carry out finishing touches to the vehicles: here delicate vehicle parts

are covered with film or stickers are applied. For the time being one of the existing block trains operating between the Mercedes-Benz plant at Sindelfingen and Bremerhaven will stop at Sebaldsbrück every day. One train currently transports some 200 vehicles from the plant to the international port, returning empty again. From the autumn, the train will stop in Bremen and also be able to accept vehicles on the way back. *mb* ■

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**DIRECT LINK:**  
The car transporter covers just a few hundred metres from the Mercedes plant to the terminal.



**“Best possible solution for the environment and efficiency”**

Interview with Christian Lang, Manager of the Finished Vehicles Business Unit, DB Schenker Rail Automotive GmbH

**Mr Lang, what strategic role does the new terminal at Bremen-Sebaldsbrück play for DB Schenker Rail Automotive?**

The terminal in Bremen is important because with the terminal we are first and foremost providing a logistics service, but through the hub function we can also interlink with overall logistics chains and achieve further added value. In addition, the terminal’s rail link meets our requirement of consolidating transport volumes on key routes and handling them preferably by rail.

**Can the additional capacity be handled by the existing vehicles?**

The situation in Bremen is that several block trains operate daily between Sindelfingen and Bremerhaven which to date have been running empty on the return

leg. With the stop in Sebaldsbrück we will probably need an extra half day for the round trip, and therefore we may feed one additional train per week into the whole system. That is feasible with the existing wagon fleet. This is the best possible solution for the environment and efficiency.

**What additional services can the Bremen terminal provide?**

DB Schenker Rail has built on the terminal site a modern workshop, which Mercedes-Benz is using for final work on the vehicles. We also use this workshop for additional services, such as covering car parts with film or fitting spare wheels.

Interview: Mirko Heinemann

# Safety first

At the safety day in Toton in Britain, DB Schenker Rail UK proved its expertise at responding swiftly and skilfully to a rail accident with a number of different parties involved.



**T**rains are by far the safest means of transport. Nevertheless, accidents do happen – for a range of reasons and usually with major consequences for people and the environment.

The number of rail accidents in Europe has fallen by around 70 per cent in the past two decades: in 2012 alone, according to the European Railway Agency, the number of accidents across the European Union fell again by seven per cent compared with the previous year. However, if an accident does still occur, rapid action by many players is called for.

In order to prepare for such dangerous missions, DB Schenker Rail conducts regular safety training exercises with a variety of customers and at their premises or – as in the case of its British subsidiary

– at a site of its own. The key element here is interaction with a large number of different participants. In February of this year, DB Schenker Rail UK used a safety day at the Toton Maintenance Depot in the English Midlands to show what excellent cooperation among railway staff, regional fire crews and other participants can look like. “It is absolutely essential to promote cooperation among all those who are going to be called upon when a rail accident happens. This enables us to make sure that all involved will act quickly and efficiently in the event of an accident,” says Marc Binney, Safety and Compliance Manager at DB Schenker Rail UK. The rescue workers of DB Schenker Rail UK’s Breakdown and Recovery Team were called out 15 times last year.

#### OBSERVERS AND PLAYERS:

In the simulated accident, DB Schenker Rail UK’s workers practised their own roles and their ability to cooperate with a large number of different rescue services. A camera crew recorded the exercise for training purposes.

Photos: DB Schenker UK

#### Simulated emergency

The aim of the integrated exercise was to test planning and processes in the event of an accident. The emergency services simulated a worst-case scenario, in which a freight train carrying 20 tonnes of hazardous chemicals derailed, causing a passenger train to do the same. The objective of the exercise was both to rescue passengers and to manage the risks posed by escaping liquids. More than one hundred firefighters, including experts in hazardous freight and specialist rescue teams, used about 20 fire engines and a wide range of different types of equipment during the exercise.

Emergency teams from the rail network operator Network Rail, the British Transport Police, the Not-

tinghamshire police force, emergency doctors and staff of the Environment Agency were also involved. The exercise was recorded on a video, which was subsequently made available to the participants.

“We rarely have the opportunity to test our processes on such a large scale. For this reason, we are very grateful to DB Schenker Rail UK, both for this exercise and for their dedicated participation in our own exercises,” says Richard Cropley, station manager for the regional fire service. “We naturally hope we will never have to handle such an accident, but we will take advantage of every chance to train our ability to cope with such scenarios.”

an ■

#### POST-MISSION FATIGUE:

After the successful exercise, the rescue workers of DB Schenker Rail UK’s Breakdown and Recovery Team retire to discuss how it went.





IN DEMAND

# “The greatest job in the world”

Dirk Fahrenkrug has been an engine driver with DB Schenker for 25 years. He was the first person to drive Germany’s longest freight train from Maschen to Padborg in Denmark. He was accompanied by a reporter from the BILD-Zeitung newspaper.

**Mr Fahrenkrug, what does it feel like to drive a freight train 830 metres long – Germany’s longest?**

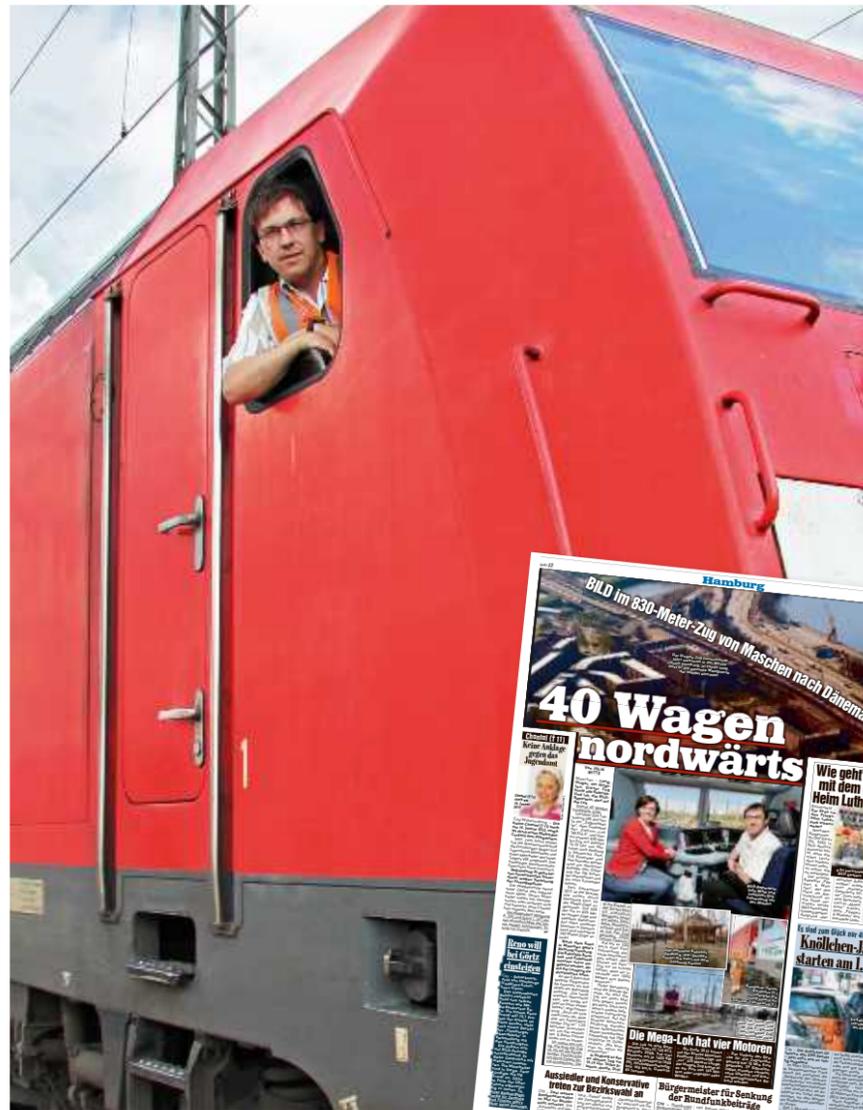
Of course, making railway history is a wonderful feeling. According to transport forecasts, super-long freight trains will probably be used more often to switch more goods onto rail. Also, these trains are no harder to operate. There is a slightly slower response when accelerating and braking, but that is not a problem if you have the right training. You just have to know how much braking power to apply in order to bring the engine to a halt in time within the 1,000 metres from the approach signal to the main signal.

**How often do you drive this route?**

I do it regularly. The exact number of trips varies from one timetable change to the next. As an engine driver from Maschen, the “Turntable of the North”, I alternately drive routes radiating out to all points of the compass – to Bremerhaven and Kassel, and also to Priort near Berlin, or to Rostock.

**The normal maximum length for trains in Germany is only 740 metres, but this one is 830 metres long. The engine has to pull 40 wagons. Does it have any special equipment?**

These super-long trains are pulled by a perfectly ordinary BR 185 electric locomotive. What is special about the engines heading for Denmark is the additional equipment that they have for operating on the Danish and Swedish networks.



**Do you speak Danish?**

No, and it is not a requirement, either. I drive from Maschen to the border station at Padborg, which operates in both languages. There, a Danish colleague takes over. The engine then goes on to Sweden.

**What has the BILD newspaper article done for you personally? Has it made you famous?**

A little – at least, in my immediate circle. Neighbours have come up to talk to and congratulate me. Sometimes people ask whether it’s really me, the man in the BILD-Zeitung. A neighbour who lives some distance away came up to me and said, “Mr Fahrenkrug, now at last I know what you do for a living.”

**Many people dream of becoming an engine driver when they are children. Did you?**

Naturally, when I was a child, I too dreamed about engines. But being an engine driver really is the greatest job in the world. I clock on, go over to the engine and, straight away, am my own boss. The only tiring part is the rotating shift system. When you work from one o’clock at night until noon the next day, it wreaks havoc with your sleeping patterns. However, the wonderful countryside that you get to drive through makes up for it.

**Which would be your favourite route in Germany?**

I find my routes very attractive. However, the trip that I would like to make as a tourist would be from the Swiss border along the Rhine to Cologne. That is probably the most beautiful rail route in Germany.

Interview: Mirko Heinemann

Photos: BILD newspaper; DB Museum Nuremberg

# Save the Date

Forthcoming trade fairs and industry events that DB Schenker Rail will be attending. Seize the opportunity for a face-to-face meeting!



**In Berlin (Germany)**

DB Schenker Rail will be represented at the 31st German Logistics Congress organised by the German Logistics Association (Bundesvereinigung Logistik; BVL). [www.bvl.de](http://www.bvl.de)



**In Rimini (Italy)**

Ecomondo is the platform for green solutions and waste treatment. DB Schenker Rail will be represented by its Building Materials, Industrial and Consumer Goods Division. [www.ecomondo.com](http://www.ecomondo.com)



**COMBINED TRANSPORT:** The Culemeyer heavy trailer – R40 model pictured here – opened up the world of rail to customers that did not have a siding of their own.

SIGN OF THE TIMES

# The Culemeyer heavy trailer

The year is 1930. The shipping container is as yet unknown, and all types of freight are packed and dispatched in whatever receptacle happens to be available. This was a thorn in the flesh for the Deutsche Reichsbahn’s senior construction officer, Johann Heinrich Theodor Friedrich Hans Culemeyer. As an engineer at the Berlin Central Office for Engine Construction, he was involved in taking road-rail wagons and intermodal vehicles that originated in Britain and France and developing them further for Germany. As early as 1931, he registered a patent for a heavy trailer, which was able to transport rail wagons and heavy freight by road. This heavy trailer, soon to be known colloquially as the Culemeyer, could convey a freight wagon to a company from a freight station by road and thus opened up the world of rail to firms that did not have a siding of

their own. The first heavy trailers were composed of two single frames, each with two axles and eight solid rubber wheels, and were capable of carrying a load of up to 40 tonnes. It was not long before the Culemeyer achieved success: in 1938, it was already carrying more than 200,000 freight wagons. The Deutsche Reichsbahn rose to become the leading forwarder of heavy freight. After the war, both the Deutsche Reichsbahn in East Germany and the Deutsche Bundesbahn in the West initially used existing heavy trailers, before going on to develop models of their own. Even in today’s container age – the first of those “boxes” arrived in Hamburg in 1966 – the heavy trailer is an important means of transport for large and heavy freight that cannot be carried in the much cheaper shipping container. an ■



The 04 | 2014 edition of *railways* is due to appear in November.

**Imprint**

Published by DB Schenker Rail AG Marketing Edmund-Rumpler-Straße 3 D-60549 Frankfurt am Main

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Publishers G+J Corporate Editors GmbH Stubbenhuk 10, 20459 Hamburg

Editors Axel Novak (an, dir.) Mirko Heinemann (mh),

Design Ilga Tick (dir.), Matthis Eilers

Photo editing Stephanie Harke

Printers Pfitzer GmbH & Co. KG, Renningen

To contact the editorial team and for collective orders or subscriptions [l-railways@dbschenker.eu](mailto:l-railways@dbschenker.eu)

ISSN 1867-9668

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