

**AXEL MARSCHALL**

**Interview with the new  
Head of Sales**

Page 21

**MAX BÖGL**

**Concrete for Bologna's  
high-speed station**

Page 24

**ECO PLUS**

**Grillo-Werke  
runs CO<sub>2</sub>-free**

Page 26

# Made in France

**50 trains every week, 550,000 cars every year:  
Euro Cargo Rail (ECR) now transports new Peugeot and Citroën cars  
via the new Gevrey hub for GEFCO.**

Page 08



**6A** DB Schenker Rail locomotives

**CLASS 152**



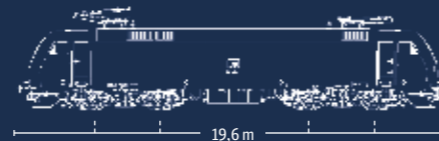
Launch:	1996-2001	Total Fleet (DB):	170
Power:	6,400 kW	Manufacturer:	KM, Siemens
Speed:	140 km/h	Tractive effort:	300 kN
Weight:	87 t	Length:	19.6 m
Special features:	-		

Countries of Operation: Germany

**ADLER'S SUCCESSOR:** All 152 locomotives are based in Nuremberg, where Germany's first locomotive, the Adler, first got up steam in 1835.

## German Long-Distance Runner

The Class 152, which has been in use on Germany's rails since 1996, is one of the last locomotives to be built under the leadership of Krauss-Maffei. The legendary Bavarian engine works was taken over by Siemens in 1999. Unlike newer designs, the 152 is not technically equipped for cross-border journeys. The extremely reliable machines have, however, proven



themselves as long-distance haulers on DB Schenker Rail's domestic German services and are, at 8,700 hp, among Europe's strongest freight locomotives.

Title Photo: Beat Schweizer/Anzenberger.com / Photos: Rüdiger Wolk/Imago; Deutsche Bahn AG; Kai Hartmann/DB Schenker Rail



## Dear Readers,

**Y**ou'll be seeing a new face and reading new handwriting in this column. The supervisory board of DB Schenker Rail appointed me as Head of Sales of our company with effect from 1 February 2012. I am pleased to be taking on this responsible role. I am aware of the huge challenges that await me and the high demands that you, our customers, will be placing on me. Please read more on this subject on page 20!

In this edition, I'd like to draw your attention towards France. Our young and no longer small French national company, Euro Cargo Rail, is writing a real success story. ECR is now the largest private rail company in France and an integral interface of our European network. ECR connects central Europe with Great Britain and Spain.

Companies from a wide range of sectors are entrusting growing freight volumes to our French company and have provided it with a turnover growth of 60 per cent in the last year. And now, Euro Cargo Rail has secured another coup: since the beginning of the year, our French colleagues have been working for logistics operator GEF-CO to transport Peugeot and Citroën cars. As part of this contract, more than half a million new cars will be shipped on European rails during 2012. We're in a very optimistic mood in France.

With a market share of 26.5 per cent, DB Schenker Rail is now Europe's largest rail freight company. We also want to be the best - whether we succeed is up to you to decide, not us.

Put us to the test!

Best regards,

Axel Marschall  
Member of the Management Board  
DB Schenker Rail

# 08 Cover story: Made in France

French automotive logistics firm GEFCO was looking for a new partner for transporting new cars and found one in Euro Cargo Rail (ECR).

## Markets & Innovation

**20 Home game for Marshall**  
Axel Marshall, the new Head of Sales at DB Schenker Rail introduces himself in an interview with *railways* and explains his goals

## Customers & Projects

**22 Feed for Porkers**  
ECR has won a major contract, transporting animal feed in France for Cooperl

**23 Corn for Europe**  
Transporting wheat and maize is a demanding business. DB Schenker Rail Romania has seen a rapid increase in transport volumes

**24 High Speed on Concrete**  
On behalf of Max Bögl, DB Schenker Rail has delivered 6,000 tonnes of slab track units for Bologna's new station

**25 Pipes on Rails**  
DB Schenker Rail transported 761 wagons of pipes for Salzgitter Mannesmann Großrohr GmbH

**26 A Tradition of Progress**  
Grillo-Werke in Duisburg is the tenth customer to book Eco Plus and thereby enjoy completely CO<sub>2</sub>-free rail transport in Germany

**27 "Coil hotel" Hagen celebrates its Birthday**  
DB Schenker Rail's largest warehouse for the metals and coal industry in Germany is ten years old

**28 News from DB Schenker Rail (UK)**  
The British DB subsidiary is to transport 78,000 MINIs from Oxford to the port of Southampton this year. DB Schenker Rail (UK) is also expanding its connections through the channel tunnel and strengthening its cooperation with the container shipping group CMA CGM

**30 News from Transfesa**  
DB's Spanish subsidiary, Transfesa Auto Rail, has set up a car train network between Barcelona, Madrid, Zaragoza and Seville – and expanded its activities for Opel

## Company & People

**31 More punctual over Belt and Sound**  
The introduction of capacity booking has increased the punctuality of single-wagon transport between Sweden and Germany to 95 per cent

**32 CO<sub>2</sub>-free in the United Kingdom**  
Already available in Germany and planned in the UK: rail freight transport with zero greenhouse gas emissions

**33 Call for locos from Spain**  
For use on the growing Spanish standard gauge network, Transfesa has acquired used diesel locomotives from its British sister company, DB Schenker Rail (UK)

**33 Small but powerful**  
The Hungarian DB national subsidiary LCH celebrates its tenth anniversary



Photos: Beat Schweizer/Anzenberger.com; ddp images/AP Photo/Vadim Ghirda

- 02 Super Heroes
- 06 News
- 34 On the Move
- 35 Save the Date & Imprint



**DUISBURG/GERMANY**  
**CLOSER TO CLIENTS FOR SALES AND PRODUCTION**

DB Schenker Rail's customer services in Germany, based in Duisburg (formerly Customer Service Centre), has taken on a more customer-centric structure since 1 January in order to focus on further developing this essential factor of influence for customer satisfaction. As a result, a central "European Customer Service and Support" unit has been created within the DB Schenker Rail sales division, which drives the scope and quality of Europe-wide customer services according to shared principles and processes across all service functions. The head of the new European Customer Services unit is Jens Küter (photo), who was previously responsible for running the Customer Service Centre. The existing customer service functions of industry service, wagon management and order management were each aligned to the five market areas and will be the direct responsibility of each market area director. Furthermore, the production functions formerly bundled together in Duisburg were tethered to the corresponding production units of DB Schenker Rail. The new structure creates a distinct interface between sales and production, and guarantees sales the best possible cooperation with production to enable them to fulfil customer requirements. *dv*

**PARIS, FRANCE**  
**LONGER AND FASTER**

Euro Cargo Rail (ECR) is celebrating a premiere for French freight transport: working with its customer T3M, the DB Schenker Rail subsidiary put a regular 833 m-long freight train on the rails for the first time on 10 January, running it at 120 km/h. The train travels between Paris and Marseilles (848 km) five times a week. Until now, only freight trains with a maximum length of 750 m and a maximum speed of 100 km/h were permitted in Paris. The infrastructure on the line had to be altered to accommodate the higher speed and greater length. *dv*



Photos: PR



**POZNAŃ, POLAND**  
**NON-STOP SHUTTLE CONCEPT TO POLAND**

Since December, transports between Western Europe and Poland resulting from the cooperation between DB Schenker Rail and Polzug Intermodal, the market leader for intermodal transport to Poland, have been operating using direct shuttle trains with multi-system locomotives. Each week, 15 pairs of trains run between Hamburg and Bremerhaven and the economic and industrial centre Poznań in western Poland. End-to-end responsibility for the transports lies with DB Schenker Rail. From the German-Polish border, the trains are operated by the Polish subsidiary DB Schenker Rail Polska. At the HUB Terminal Poznań, operated by Polzug Intermodal, the containers are loaded onto domestic Polish shuttle trains to connect with Poland's major economic centres. The direct shuttle trains grant consignments shorter transport times and mean that they are more reliable. *dv*



**BERLIN, GERMANY**  
**RAIL FREIGHT COMPANIES FOR BETTER INFRASTRUCTURE**

Four leading rail freight logistics companies from central Europe now want to plead their case with one single voice to politicians and national infrastructure operators for the expansion of important European freight corridors. In Berlin, the chairmen of DB Schenker Rail, TX Logistik (Germany), SBB Cargo (Switzerland) and BLS Cargo (Switzerland) presented to the public their common position on freight corridor 1 from Rotterdam/Antwerp via Duisburg, Mannheim, Basel and Milan to Genoa. They pointed out the current bottlenecks at Oberhausen, Basel, Chiasso and Milan, and stressed that an extended freight route from the North Sea to the Mediterranean would need to be suitable for 1,500 m-long trains and ensure considerably faster and simpler operations. The initiative is coordinated by the Community of European Railway and Infrastructure Companies (CER). *ok*

# Made in France

**50** trains every week – 550,000 new cars transported every year. The freight volume that ECR has been transporting through France and across its borders for GEF- CO since December is a milestone and a record for the DB subsidiary founded only seven years ago. This large-scale order by GEF- CO, the logistics company owned by the PSA Peugeot Citroën group, exceeds anything that ECR has done for the automotive industry so far.

“The award of the contract which amounts tens of millions, is an enormous success for us,” says ECR Managing Director Emmanuel Delachambre. “Thanks to our flexible and innovative transport concept, we were able to replace the French freight company Fret SNCF, to which this contract had previously been entrusted.”

In doing so, ECR capitalises on its reaction speed, among other assets: there were only six months between the initial contact from the customer and the final bid – a very short time when you consider all the necessary preparations and the coordination of production, planning, purchasing, IT, HR and security.

Under extreme time pressure, the logistics experts at ECR developed a new and conclusive concept for the distribution of new cars, which persuaded GEF- CO (see interview on page 16). After an in-depth investigation of the current production flow organisation and the transport volume, ECR presented the customer GEF- CO with a proposal to reorganise the flow of goods with a central hub in Gevrey, near Dijon.

**Euro Cargo Rail (ECR) has signed one of the most important contracts in the company’s history. Since December, the French DB subsidiary has been transporting the PSA group’s new Peugeot and Citroën cars on behalf of GEF- CO.**

**COGS IN MOTION:**  
A shunter at the Gevrey hub, near Dijon, puts together trains of wagons carrying new cars from the PSA group.

Photos: Beat Schweizer/Anzenberger.com; GEF- CO; Illustrationen: illuteam43

This hub in Burgundy is where almost all trains meet with new cars from the five PSA plants in France and two other factories in the Czech Republic and Slovakia, to be sorted into trains to 15 distribution centres in France and other European countries. Gevrey is one of the largest shunting yards in the country - ECR has leased half of the tracks from the French infrastructure operator RFF. There alone, the DB subsidiary has taken on 30 new employees. GEFCO has set up a second, smaller hub in Achères, near Paris, so that it can also process wagons from the PSA factories in Aulnay and Poissy.

**“With our innovative transport concept, we were able to prevail”**

EMMANUEL DELACHAMBRE

GEFCO has a large fleet of its own wagons for transporting new Peugeot and Citroën cars. Euro Cargo Rail provides the long-haul and shunting locomotives and puts the trains together in the two hubs. ECR also uses the extensive network of DB Schenker Rail, Europe’s leading rail freight company, to offer efficient solutions for international transport beyond all borders of France.

“Our customers can benefit more than ever from cross-border synergies,” says ECR head Delachambre, “DB Schenker Rail’s pan-European network is growing and blossoming.” This means that GEFCO can rely on a mature, Europe-focused company that also efficiently operates long-haul trains across borders to northern and eastern Europe.

**Innovative concept - shared responsibility**

For its massive contract for GEFCO, ECR is also relying on cooperation with the private French rail freight companies Europorte and Colas, each of which takes on part of the transport

*Continued on page 15 ->*



**TURNTABLE:** The Gevrey shunting yard is one of the largest in France. ECR has leased half of the tracks to its new customer, GEFCO.

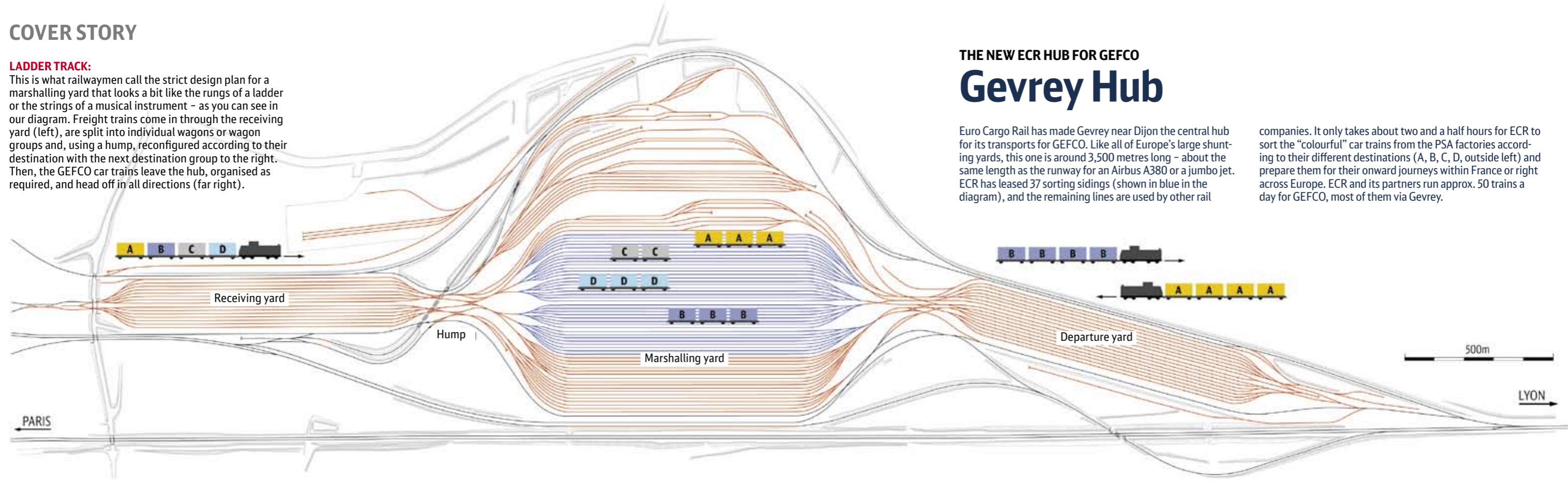


**MANPOWER:** ECR has taken on 30 new employees in Gevrey.

## COVER STORY

### LADDER TRACK:

This is what railwaymen call the strict design plan for a marshalling yard that looks a bit like the rungs of a ladder or the strings of a musical instrument – as you can see in our diagram. Freight trains come in through the receiving yard (left), are split into individual wagons or wagon groups and, using a hump, reconfigured according to their destination with the next destination group to the right. Then, the GEFCO car trains leave the hub, organised as required, and head off in all directions (far right).



### THE NEW ECR HUB FOR GEFCO

## Gevrey Hub

Euro Cargo Rail has made Gevrey near Dijon the central hub for its transports for GEFCO. Like all of Europe's large shunting yards, this one is around 3,500 metres long – about the same length as the runway for an Airbus A380 or a jumbo jet. ECR has leased 37 sorting sidings (shown in blue in the diagram), and the remaining lines are used by other rail

companies. It only takes about two and a half hours for ECR to sort the "colourful" car trains from the PSA factories according to their different destinations (A, B, C, D, outside left) and prepare them for their onward journeys within France or right across Europe. ECR and its partners run approx. 50 trains a day for GEFCO, most of them via Gevrey.



**COUPLED UP:**  
An ECR employee connects the compressed-air line between two wagons.



**BLUE FLEET:**  
ECR uses its own locomotives, the wagons belong to GEFCO.



**PLAY OF COLOURS:** In France, the DB Schenker Rail locos don't come in red, but in white and grey.

(see map below). “Our solution is also innovative in terms of production,” says Ben Smail, Commercial Director at ECR. “By working with other private operators from the freight sector, we enable our customers to be independent and not just rely on one supplier.”

In view of the significance of this proposal, ECR has brought proven partners on board, although it handles 80 per cent of the transport itself and takes overall responsibility for GEFCO. Emmanuel Delachambre: “This means that we control the majority of the flow of goods and all operations via our new hub at Gevrey.” ECR also maintains capacity for increasing traffic and adding new customers at the huge shunting yard in Burgundy.

In general, the automotive industry is particularly dependent on changing demand: as a result, as a service provider to GEFCO and PSA, ECR has to handle fluctuating volumes, integrating them into a flexible production plan. To do this, ECR draws on its own expertise in the automotive sector as a partner to a number of well-known manufacturers,



**“The majority of our transports for GEFCO go via Gevrey”**

EMMANUEL DELACHAMBRE

as well as on the know-how gathered over the years by DB Schenker Rail.

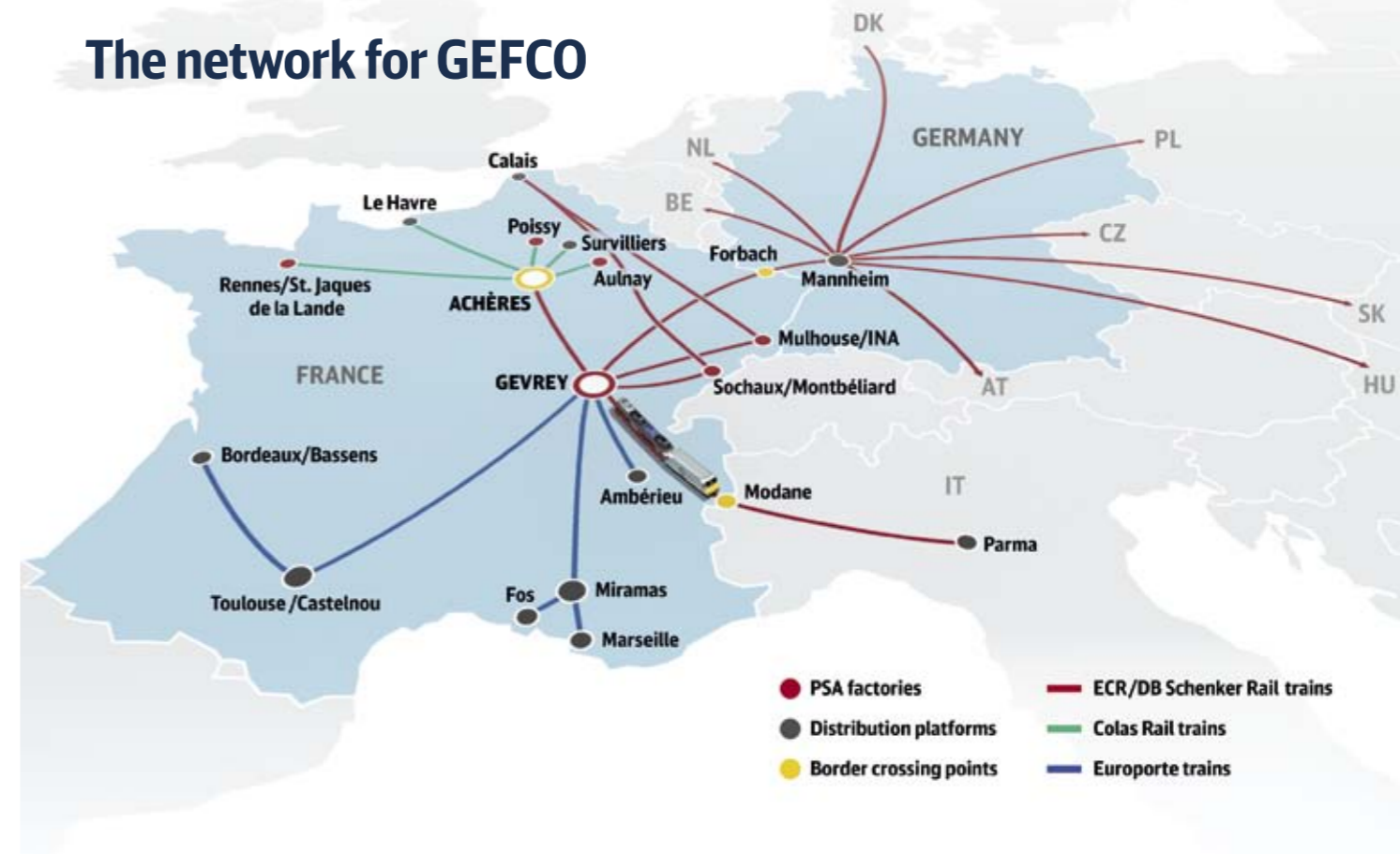
Europe’s leading rail freight company enjoys an excellent reputation in France for innovation and punctuality. “With this large new client, we can strengthen our position in the French market,” says Delachambre. “Since ECR was founded seven years ago, we have managed to forge a rapid and sustained path to success in an intensely competitive market as a startup company. In the meantime, we have become one of the most important private providers in the French rail freight market and a strong competitor to Fret SNCF with a market share of 16 per cent in 2011 – and a continuing upward trend.”

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**READY TO GO:** A train full of new Peugeots and Citroëns waiting in Gevrey to depart to a French or foreign distribution centre.

## The network for GEFCO





## INTERVIEW

## “A minor revolution”

Antoine Redier, 47, vice president for vehicle logistics at GEFCO talks about the new cooperation with Euro Cargo Rail and the outlook for the European automotive industry.

### What are GEFCO's expectations of its new logistics partner?

Antoine Redier: What we expect from our partners is performance that meets the specifications: naturally, this includes transport, but also complete process transparency, including any difficulties that may arise. In the event of any problems, we expect our logistics partners to produce a corrective action plan that we can jointly follow.

### Why did GEFCO change its supplier?

Redier: Our decision to change supplier in France was a difficult one to make. We had been using one single rail carrier in France for decades, right up until the end of 2010. The change in December 2011 was to complete the transition from this carrier to a system with three independent carriers and two rail hubs. For us, this constituted a minor revolution. We wanted to balance our supplier portfolio to ensure that we didn't switch from one monopoly to another. We expect more reliability and flexibility for our consignments, even if we know that this does not depend solely on the performance of the rail carrier – the infrastructure in France also plays an important role. We expect that transport times will be significantly reduced while costs remain the same, and that any consignment risks can be identified easily. All of this should also contribute to a reduction in transport damage, which leads to additional costs and delivery delays for our customers.

### What challenges have you seen with the transition from the old production system to the new process suggested by ECR?

Redier: Previously, GEFCO's rail transport was very simple: we handed over the wagons to our previous carrier, and stated their destination. It was the carrier's responsibility to take them to their destination, bearing in mind certain re-



**ANTOINE REDIER:** “The automobile market is a strategic market for the European industry”

quirements with regard to frequency and volume, while we waited for them to be unloaded at their destination. Today, we have an extra responsibility to ensure that loading quantities at the individual factories are coordinated to make up the trains at the various shunting yards according to their intended destinations. We have plenty of experience with this type of management for road or sea transport, but in terms of rail transport, this is something new. Above all, we have to coordinate three independent rail carriers.

### What is the outlook for the automobile market in the wake of the economic crisis affecting Europe?

Redier: The automobile market is a strategic market for European industry and especially for GEFCO, as our business is closely linked to the automotive sector, with deliveries to factories, the sale of components or finished vehicles. We can look at the matter from a number of different perspectives: in western Europe, we have almost 500 cars per 1,000 people. If we look at the concerns of the population with regard to the economy and the environment, this of course means that we need

to maintain this level: short-term leasing, car sharing and car hire are becoming more and more popular. The western European market is therefore mainly a market for vehicle exchange with low growth in the private sector, but on the other hand, there'll be definite forward momentum in terms of the logistics of hired vehicles. Certain European countries have been severely affected by the economic crisis, primarily those in southern Europe. These once important markets will need a little time to digest the economic crisis. The main risk concerns credit: buying a car is a considerable investment and often requires the buyer to take out a loan. If access to credit is limited, there are fewer buyers and the automotive market will start to feel the impact. As I'm sure you understand, we don't have highly optimistic expectations for 2012, but the purpose of logistics is to apply itself to every situation, and that's exactly what we'll do. ■



## FACTS &amp; FIGURES

## GEFCO

GEFCO is one of Europe's leading transport and logistics firms. The company, founded in 1949 and part of the PSA Peugeot Citroën automotive group, works for a number of international groups, including big names from the automotive industry and components suppliers, air and

space travel, electronics, consumer goods, investment goods and equipment industries. GEFCO employs 9,400 people in 29 countries throughout Europe, North Africa, Asia and South America. In 2010, the group recorded a turnover of €3.4 billion, more than three

quarters of which came from overseas markets. A good third of the annual turnover stemmed from outbound automotive logistics. GEFCO transported 2.7 million cars, half of them by rail and half by sea. [www.gefco.net](http://www.gefco.net) ■



## FACTS &amp; FIGURES

## Euro Cargo Rail

The private French rail freight company Euro Cargo Rail (ECR) was founded in 2005 and became part of the DB Group in November 2007 with the takeover of the British company EWS (now DB Schenker Rail UK). The company, based in Paris, is an important link in the European DB Schenker Rail network today, allowing international long-haul transport from central Europe to Spain and Great Britain in addition to national transport in France.

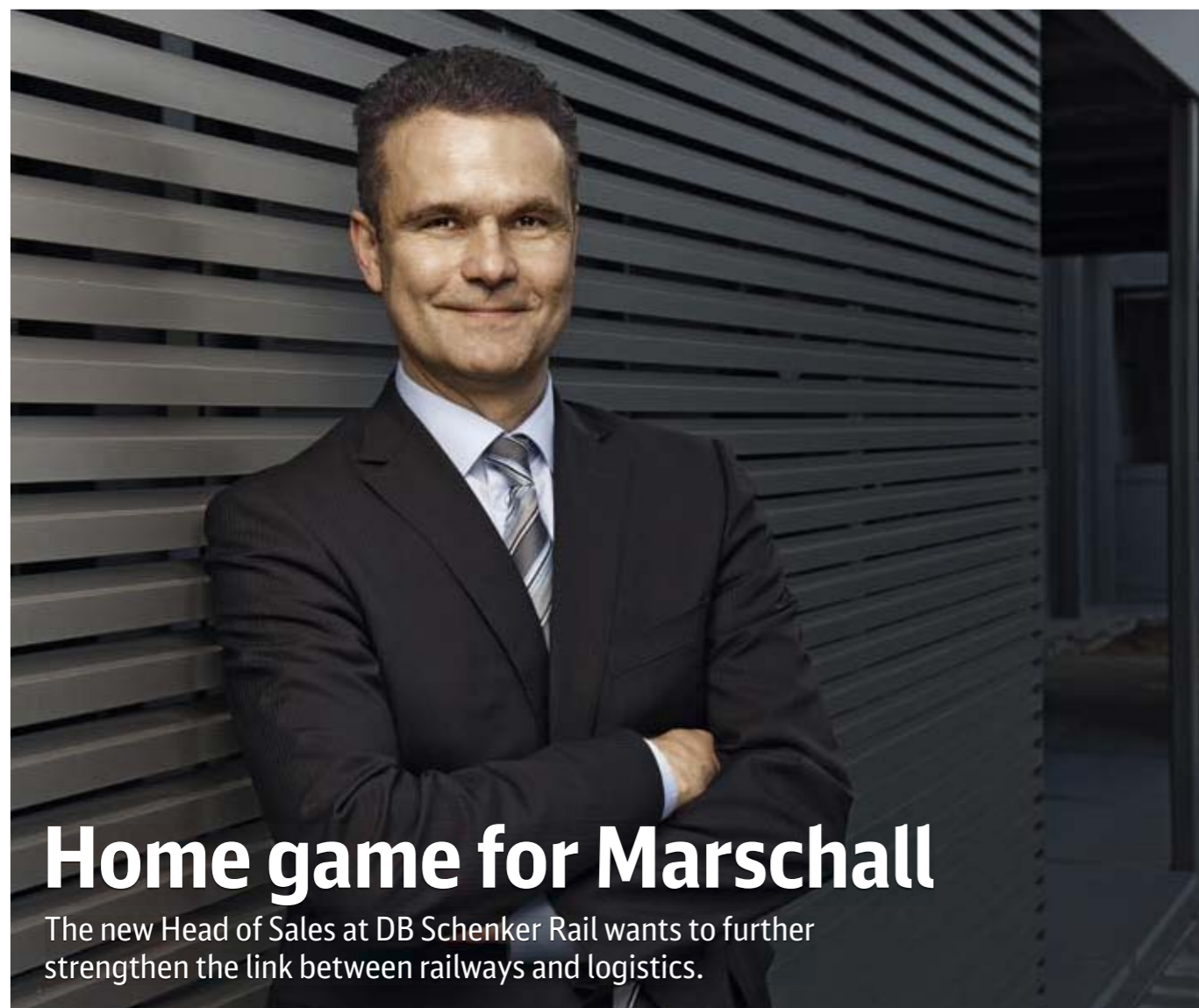
**ECR IN FIGURES:**

- 830 employees
- 2,000 wagons
- 135 locomotives
- 60 French customers with 155 destinations in Europe
- €110 million turnover (2010)
- Head office: Paris

In 2011, ECR increased its turnover by 60 per cent and came close to a balanced result for the first time. With the large GEFCO contract, ECR is set to grow even more in 2012 and will further increase its market share as France's largest private rail freight company from 16 per cent (2011).

[www.eurocargorail.com](http://www.eurocargorail.com)

Photo: Euro Cargo Rail PR



## Home game for Marschall

The new Head of Sales at DB Schenker Rail wants to further strengthen the link between railways and logistics.

It's only logical for someone like me, born in Mainz, to end up working in the rail freight industry one day," says Axel Marschall, alluding to the DB Schenker Rail headquarters in the state capital of Rhineland-Palatinate. The 46-year-old took up the role of acting Head of Sales of DB Schenker Rail in November 2011, and on 1 February, he was finally appointed permanently to the post. Axel Marschall succeeds Karsten Sachsenröder, who left the company at the beginning of November (see railways 5/11, page 6).

The link between railways and logistics has fascinated Marschall throughout his entire career. After studying business administration in Cologne from 1988 to 1992, he initially worked as a business consultant for Gemini Consulting, before joining the DB Group in 1999. After his entry position as head of the "Projects Group Development" department, he took over as head of the central strategy department of DB Schenker in 2005. From 2009, he ran the Automotive division of DB Schenker Rail and then the newly created DB Schenker Rail Automotive GmbH

from 2010. Axel Marschall will stand down from this position as soon as a successor has been nominated, which is set to happen in the coming weeks.

"Axel Marschall and his colleagues have expanded DB Schenker Rail's Automotive division into the largest and most powerful automotive rail logistics company in Europe. He has worked with customers to develop successful international solutions. Axel Marschall brings with him the expertise that we need to successfully expand our European sales," says Dr Karl-Friedrich Rausch, board member responsible for Transportation and Logistics at DB Mobility Logistics AG and chairman of the supervisory board of DB Schenker Rail GmbH.

Marschall lives in Frankfurt am Main, and is married with four daughters and one son, aged between one and twelve. In our interview (right) he talks comprehensively about his goals and announces that "we will focus even more intensively on our customers' processes than before."

ok ■

Photos: Kai Hartmann/DB Schenker Rail

## "Positioning sales as the middle man"

Axel Marschall answers a few questions for *railways*.

**W**hat were your feelings at the beginning of February when you took up your new position as European Head of Sales for DB Schenker Rail?

**Axel Marschall:** It felt good. Rail freight transport in Europe has a great future and many opportunities – for reasons such as climate protection, energy efficiency and increasing transport distances. As the European market leader, DB Schenker Rail is starting from an excellent position.

**Mr Marschall, you've now been in office for over 100 days, although the first few weeks were just on an interim basis. How is it going so far?**

**Marschall:** We're in a good position, and we're working in an attractive growth market. Nevertheless, competition is getting considerably tougher and markets and customer requirements are changing very dynamically. Apart from continually developing our core business, we will expand our European network and implement new production and sales procedures. DB Schenker Rail has already grown strongly in Europe.

**What are your targets for this year and for the future?**

**Marschall:** I would like to position sales even more effectively as a middle man between customer and corporate interests and strengthen the economic prospects. In concrete terms, we have started to optimise our customer services functions. For instance, we have created a central "European Customer Service and Support" unit, which is part of the sales division and drives the scope and quality of Europe-wide customer services across all service functions. In close collaboration with production, the sales division will implement process innovations across all business sectors that will enable us to focus even more intensively on our customers than before. Customer focus takes very high priority for me. Furthermore, we will be taking care of our fleet of wagons and strengthening future sectors. All these changes will be communicated openly, so that both customers and employees know where we are headed.

**In Germany, where you earn almost three quarters of your turnover, you didn't make it into the black in 2011. What can you do from a sales perspective?**

**Marschall:** In our core market, we did indeed suffer a sharp decline in our margins in 2011, despite growth. For us, the most important thing is to concentrate on working towards the future, in close

collaboration with our customers. But I also want to stress that we must tailor our prices and structures according to cost trends to ensure that rail freight transport remains attractive in the long term.

**While Europe's flow of freight is becoming more and more international, rail freight transport often still struggles with national borders.**

**Marschall:** That's a central topic for us. We take care of our customers across national borders and we have already developed many solutions to that end. We're innovative here too, if you consider our Daimler concept or the new transports from the UK to the Netherlands or Poland via the channel tunnel. The essential goal is to increase the frequency of international transport and to operate those transports smoothly across system borders. This firstly leads to better prices, and secondly ensures that our customers can organise their transports more efficiently.

**If you could make three wishes for your new job, what would they be?**

**Marschall:** Firstly, enough time for customers and staff, secondly the courage to follow through consistent prioritisation, and thirdly increases in productivity across all divisions.

**And if you had three private wishes, what would they be?**

**Marschall:** Experiences with family and friends, health and optimism.

**Do you have a personal role model, and if so, who?**

**Marschall:** Everyday heroes with civil courage.

**As someone from Mainz, what costume did you wear for the last carnival season?**

**Marschall:** Motocross rider.

**What's your favourite toy? Model railway or ... ?**

**Marschall:** Model cars that also travel by rail! ■

### "CUSTOMER FOCUS TAKES HIGH PRIORITY":

Marschall wants to collaborate closely with customers to develop future-oriented concepts.





**GRAIN TRAIN  
IN FRANCE:**

ECR anticipates rising demand for feed transports.



## Feed for Porkers

ECR has won a major contract, transporting animal feed in France for Cooperl.

As the leading French producer of pork products, Cooperl uses huge quantities of cereals for pig feed. To transport this feed, the cooperative uses the services of Euro Cargo Rail (ECR). The DB Schenker Rail subsidiary is already well-positioned for grain haulage in western France – and since the beginning of the year has been transporting feed from the suppliers' warehouses to the Cooperl factories in the Brittany towns of Plestan and Vitré.

A volume of 200,000 tonnes is planned for this year, with three return trips taking place each week. All transports use the same train – a production method that ensures a good use of resources. By doing this, ECR guarantees its customer fixed departure

times and flexible responses to possible changes in departure location.

"The reactions from Cooperl to the first transports we have completed have been very positive," says Philippe Jamard, responsible for grain transports at ECR. "This gives us cause for optimism that we'll be transporting larger volumes for this customer in the future." *dv*

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## Corn for Europe

Transporting wheat and maize is a demanding business. DB Schenker Rail Romania has seen a rapid increase in transport volumes.

Cereal exports are a tradition in Romania. In the time of the Hapsburg Empire, Austro-Hungary was fed by wheat from this country in southeast Europe. And today, thanks to EU integration, Romanian grain is delivered to many countries. DB Schenker Rail Romania has also played a role in this development.

"The transport of wheat, maize and rapeseed is a growth sector for us," says Eduard Iancu, Managing Director of the group's Romanian and Bulgarian subsidiaries. "Last year, the proportion of our turnover increased almost sevenfold in comparison with 2010, now bringing it to 8.5 per cent. And we anticipate further rises."

In order to be able to meet the quality requirements of international producers, traders, transporters and handlers, DB Schenker Rail Romania bought 67 grain wagons from Germany last year. The possibility of offering end-to-end international transport is another important sales argument: many consignments cross several national borders on their way to Austria, Germany and Italy. And around half of the volume consists of cereals from Hungary, which are shipped onward from the Romanian port of Constanta on the Black Sea.

Cereals are a seasonal product and what's more, the quantities can vary significantly depending on harvest yield and market situation. As a result, demands on planning and flexibility are particularly high when it comes to the provision of rolling stock and line ca-

capacity. As part of the European network of DB Schenker Rail, Iancu's team is able to very rapidly develop reliable concepts for its customers. "DB Schenker Rail Romania is a young and dynamic company that always comes up with the right solution to meet our demands," says Rossella Trombetta, Managing Director of the grain trading company Don Carlos Romania, which had around 10,000 tonnes of cereals shipped to Italy via DB Schenker Rail Romania last year. "We can rest assured that our transports will be operated to a very high standard, and we receive all the information we need to monitor our deliveries, even at very short notice."

Eduard Iancu is convinced that it won't stop at the previous total volume of around 100,000 tonnes: "The growth potential is huge, because up to now we have only really served customers from western Romania. Together with our colleagues from DB Schenker Rail Logistics and Forwarding we are now increasingly making efforts to secure orders from other parts of the country." *dv*

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Photos: ddp images/AP Photo/Vadim Ghirda; Cooperl



**CONCRETE FOR BOLOGNA:**  
Max Bögl supplies slab track units for the Italian high-speed line.

## High Speed on Concrete

Modern high-speed trains no longer travel on gravel, but on ballastless tracks. On behalf of Max Bögl, DB Schenker Rail has delivered 6,000 tonnes of slab track units to Bologna.

**W**ith 20 lines, the main station in Bologna, built in 1864, is one of the largest through stations in Europe. As the link between the lines to Florence, Verona and Milan, “Bologna Centrale” is an important hub for Italy. Its suitability for modern high-speed trains, however, is limited. Alongside the building of the fast Milan-Bologna-Naples line, the city is obtaining a new underground station exclusively for these high-speed trains. The tracks for this line, which will be laid on a 440-metre underground section in the station area, come from Germany, more specifically from Neumarkt in the Upper Palatinate in Bavaria, made by the construction company Max Bögl GmbH & Co. KG.

Using six dedicated trains, DB Schenker Rail transported 6,000 tonnes of slab track units to Bologna between September and just before Christmas. The FFB Slab Track Bögl is an innovative track solution that is made not with gravel and sleepers, but with prefabricated concrete slabs. This reduces maintenance requirements and achieves higher levels of safety and travel comfort with minimum wear on rolling stock.

DB Schenker Rail transported 452 slab track

units, each weighing 12.82 tonnes, with five of them fitting on one wagon. “In the station, we’ve given special attention to vibration and noise reduction,” explains Walter Obermeyer, customer support agent for Max Bögl at DB Schenker Rail. “That’s why the slab track units are almost twice as thick as normal and are fitted with an additional elastic mat on the underside.”

From Neumarkt, the trains ran via Kufstein to Austria and then to Italy via Brenner. To achieve this, DB Schenker Rail worked with Lokomotion Gesellschaft für Schienentraktion mbH and Rail Traktion Company SpA (RTC). The trains were scheduled to arrive on Saturdays, allowing them to be unloaded over the weekend. “We always managed to achieve that, too,” says Obermeyer. Max Bögl can look back on many years of working with DB Schenker Rail, for instance during the construction of the Katzenburg Tunnel in southern Baden or tunnelling beneath the Schelde in Antwerp harbour. *rb* ■

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Photos: PR; Salzgitter Mannesmann Großrohr GmbH

## Pipes on rails

DB Schenker Rail transported 761 wagons of pipes for Salzgitter Mannesmann Großrohr GmbH.

**S**now, ice, rain: despite adverse conditions, the Würzburg/Gemünden Pipe Transports logistics project for Salzgitter Mannesmann Großrohr GmbH was completed successfully. Using the single wagon system, 761 wagons were delivered quickly and securely to the satisfaction of the customer. “The staff at the production centres in Hanover and Nuremberg have done a great job,” praises Wolfgang Rebhan, Head of Regional Sales Nuremberg.

The high-quality steel products were manufactured in the Salzgitter-Immendorf West factory. The bundled handover of the wagon groups to DB Schenker Rail took place in Salzgitter-Beddingen. Twelve wagons carrying a total of 60 pipes were prepared for unloading in the reception area each day. They were then loaded onto trucks and taken

to temporary external storage, before being brought to the building site. “Professional planning and quality execution of the transports themselves were particularly important,” says Manfred Rau, project manager in the Metals & Coal division.

The success of these networked logistics led to another order from the customer. A further 618 wagons of pipes were turned around in Schwandorf up to November. Another 200 will follow after a break in production. *rb* ■

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# A Tradition of Progress

Grillo-Werke AG in Duisburg is the tenth customer to book Eco Plus and thereby enjoy completely CO<sub>2</sub>-free rail transport in Germany.

The Grillo-Werke is one of the founding fathers of industry in the Ruhr region. The 170-year-old family company processes zinc and has a secondary interest in sulphur chemistry. This Grillo division has now become the tenth customer to book Eco Plus from DB Schenker Rail – CO<sub>2</sub>-free rail transport within Germany. To achieve this, DB buys the electricity needed to run the transports from renewable sources. The CO<sub>2</sub> saving achieved goes towards the customer's climate account.

In total, Grillo is set to transport

75,000 tonnes of sulphuric acid/oleum, sulphur dioxide, dimethyl sulphate and hydrochloric acid. For transporting hazardous goods, Grillo also uses its own fleet of 80 pressurised vessel wagons, which were developed especially for the company and exceed current safety standards. They are fitted with derailment detectors, over-riding protection, optimised transfer facilities and rollover protection.

A Tradition of Progress – under this motto, Grillo and its 1,700 employees feel committed to work towards improvement and innovation while holding on to prov-

en successes. Future-oriented environment management plays an important part in this. By opting for Eco Plus, Grillo can apply this principle to its logistics processes, too. ok ■

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## “Eco Plus fits in with our philosophy”

Dr Joachim van de Flierdt (photo left), Head of Chemistry Division at Grillo-Werke, interviewed for *railways*

*Green logistics is said to be a popular trend – in reality, demand is limited. But Grillo doesn't do things by halves. Why?*

van de Flierdt: Because climate-friendly transport fits in with our corporate philosophy. We first heard of Eco Plus in 2010, we contacted DB Schenker Rail at the Transport Logistic 2011 exhibition in Munich, and have now concluded this contract for our chemistry division.

*What role does climate and environment protection play for Grillo-Werke?*

van de Flierdt: For us, economy and the protection of people and the environment are equally important business goals. The city of Duisburg honoured us with the ÖKOPROFIT business award in 2010 in recognition of our corporate responsibility.

*Are there any other examples that reinforce this approach?*

van de Flierdt: Yes, of course – here are just two examples of many: at our Frankfurt-Höchst site, our sulphuric acid production plant also generates CO<sub>2</sub>-free energy, specifically 330,000 tonnes of steam and 42,500 megawatt hours (Mwh) of electricity. And our new head office in Duisburg is an example of maximum energy efficiency. It was designed to be 80 per cent below the statutory energy conservation regulations. ■

**ENERGY EFFICIENCY:** The new head office of Grillo-Werke in Duisburg-Hamborn is an excellent example of economical use of energy.



## The “coil hotel” in Hagen celebrates its Birthday

The Metals & Coal Logistics Center in Hagen, DB Schenker Rail's largest warehouse for the metals and coal industry in Germany, is ten years old

More than ten years ago, on 9 November 2001, the company then known as DB Cargo opened the Logistikzentrum Montan (LZM – Metals and Coal Logistics Center) for the storage, handling, picking and distribution of steel coils. Many insiders almost affectionately call the facility the “coil hotel”. The location could scarcely have been better chosen. Hagen, the industrial city on the eastern edge of the Ruhr region, is a traditional centre of the steel processing industry.

In addition to steel bars and wire, many of the businesses in the area produce rolled, split, refined or coated sheet materials. Customers include car manufacturers and parts suppliers, as well as many other sectors. The LZM is well connected, not only by rail but also via the A1, A45 and A46 German motorways.

Within ten years, the LZM has become established as a central handling and storage location for coils, receiving supplies from steel producers in Germany, the Netherlands, Belgium, Italy and even China and

India. With a floor area of 8,500 m<sup>2</sup> and a capacity of 460,000 tonnes per annum, the logistics centre and its prime location enable just-in-time supplies to the industry – both by rail and by road.

It has a high performance platform connection with a working length of 170 metres, 1,300 variable bays and two cranes with sensor-controlled coil grippers, capable of lifting up to 40 tonnes. The LZM also offers additional services such as the packing and unpacking of coils – to ensure they're comfortable at the Hagen hotel. rb ■

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**COIL TO COIL:** The LZM is the link between international steel producers and their customers.

Photos: Private; Michael Reisch; PR

## MINI takes the train

This year, DB Schenker Rail (UK) will transport at least 78,000 MINIs from the BMW factory in Oxford to the port of Southampton in southern England for export.

**D**emand for the cult MINI, made in the UK, is high in China, Japan and the US: that's part of the reason why DB Schenker Rail (UK) was recently awarded the contract to transport at least 78,000 new cars from the BMW factory in the historic university city of Oxford by rail to the export docks in Southampton on the south coast of England. Since 3 January, five MINI trains a week have been underway.

"This new assignment is a superb start to the New Year for us," says Lucja Majewski, Account Manager, Logistics at DB Schenker Rail (UK). "This means that 65 per cent of all MINIs destined for export are now transported by rail." It is possible that the number of new vehicles transported by DB could rise even further during the course of the year, because demand for the MINI is predicted to increase in overseas retail markets. ok ■



**FROM OXFORD TO THE WORLD:** The MINI is manufactured in the historic university city.

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## Gaining ground on the island

DB Schenker Rail (UK) and the container shipping group CMA CGM have agreed to expand shunting yards in central England and Southampton.

**CONTAINER-TERMINAL:** CMA CGM relies on the rails.

**B**oth companies want to bring more container transport onto the rails over the course of the year, further lightening the load on the roads. That's why DB Schenker Rail UK and the world's third largest container shipping group, CMA CGM,

have decided to intensify their cooperation, formalised with a two-year contract signed back in April 2011. As part of their agreement, both parties have committed to creating additional capacity if demand should increase.

The expansion of the infrastructure now proposed for various sites is directly linked to this intention and is set to further increase the market share for rail freight transport. Graham Fraser of CMA CGM explains, "This declaration of intent is important for us, because it opens up new ways to build up the use of rail freight transport. DB Schenker Rail (UK) has proven to be a dynamic partner that understands us and works with us towards our common goals." Dr Carsten Hinne, Managing Director, Logistics at DB Schenker Rail UK, adds: "This agreement will ensure that CMA CGM brings more containers onto the rails, in accordance with its objectives." ok ■

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## Offices on rails



The British infrastructure operator Network Rail is moving to its new head office in Milton Keynes this spring. DB Schenker Rail (UK) is bringing office furniture from Switzerland by rail.

**T**housands of desks and office chairs will be delivered to the Birmingham freight terminal from Basel in the spring of 2012. To the south-east of this metropolis lies Milton Keynes, where British rail network operator Network Rail will now have its head office. Environmentally friendly transport fits the picture: "Our headquarters is set to be one of the most sustainable buildings in England, so it makes sense to encourage the use of rail transport wherever we can," said Tim Coucher, project director at Network Rail. "By choosing DB Schenker Rail, we can save around 100,000 lorry journeys and cut CO<sub>2</sub> emissions by 90 per cent."

Jonathan Bailey, Account Manager for International Logistics at DB Schenker Rail (UK), cites his

company's expertise: "We take care of the environment and our Europe-wide network offers a seamless transport solution that is tailored precisely to the needs of Network Rail." The new headquarters building, known as The Quadrant: MK, will be the new workplace for 3,000 employees from 2012. This will bring planning and customer services under one roof, allowing customers to benefit from better service and shorter decision times. ok ■

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## Six new trains through the tunnel

DB Schenker Rail (UK) is promoting the development of direct connections with continental Europe

**I**nternational rail freight transport via the Channel tunnel is really taking off. The existing 16 weekly trains (per way) are likely to be joined by another six over the course of the year - two each from the United Kingdom to Italy, Poland and Spain. David Kerr, Commercial Director of DB Schenker Rail (UK): "We are building on our commitment to long-distance European transport and

making good use of DB Schenker Rail's pan-European network." The new connections are backed by the recent successful authorisation of the larger European wagon profile for the High Speed One route between the tunnel portal in Folkestone and London (see *railways* 5/11, page 38). ok ■

**FUTURE HEAD-QUARTERS:**

The new Network Rail head office is set to be one of the most ecological buildings in England.

Photos: PR

## Collecting components in Spain

Transfesa now collects parts from Spanish suppliers for Opel and transports them to Germany by train.



This order has enabled us to show our customer, Opel, a completely different side of Transfesa,” said Antonio Hernández, manager of the Spanish DB subsidiary in Barcelona. “We have never worked on this kind of vertical integration for Opel before.” The new contract specifies that Transfesa collects automotive components from suppliers in Zaragoza and other cities from their respective loading ramps, transporting them by road to the PLAZA rail terminal in Zaragoza.

There, the Spanish components are stored temporarily in a warehouse, consolidated and then sent on by rail through France to Eisenach in Thuringia to be used in Opel’s German production plants. DB Schenker Rail’s established Zaragoza-Eisenach freight corridor is also known as the Opel Otello Train. Hernández: “This cooperation is also ideal for strengthening the relationship between the sister

companies Transfesa and DB Schenker. Above all, however, this integrated logistics chain meets all the expectations of our customer, Opel.” *ok* ■

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**ON THE ZARAGOZA PLAZA TERMINAL:**  
Manuel Junqueras Fandos, Fernando Gil Leonar, Laura Muñoz and José Eugenio García López.

## New: Transfesa Auto Rail

Transfesa now connects Barcelona, Zaragoza, Madrid and Seville three times a week with a car train for private and business customers.



**READY TO GO:** Car train at Madrid’s Auto Centre Terminal operated by Transfesa subsidiary Semat.

The new service, called Transfesa Auto Rail (TAR), transports new or used cars between four of the biggest cities in Spain, offering companies and also private customers an environmentally friendly and superb value way to send their cars by rail. The least expensive price for car transport is €59 – less than the cost of a tank filling.

Transfesa works on TAR with Semat and can offer its customers a range of additional services such as the collection and delivery of cars to a specified address, workshop services such as painting, and also storage with 24-hour monitoring. Transfesa uses wagons from the Iberian Rail pool for this service. *ok* ■

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Photos: PR; LOOK-foto

## More punctual over Belt and Sound

The introduction of capacity booking has improved the punctuality of single-wagon transports between Sweden and Germany to 95 per cent.

With the aim of making European single-wagon transport perform better, DB Schenker Rail and six other European rail freight companies formed the Xrail alliance in February 2010. This cooperation has resulted in a number of projects – including the XMAN pilot project, initiated in September 2011 by DB Schenker Rail and the Swedish freight carrier Green Cargo.

The aim of XMAN is to increase punctuality on selected Xrail links between Sweden and Germany through stricter capacity planning. Unusually for single-wagon transport, Green Cargo reports its likely transport quantities for each day. On the particularly busy stretch between the Maschen marshalling yard near Hamburg and Mannheim, capacity in the trains is reserved for these transports. A confirmation is given eight hours before arrival in Maschen – capacity that is no longer required can then be released, which guarantees high utilisation levels.

The introduction of capacity booking has increased

the punctuality of transports from 75-80 per cent to around 95 per cent in the space of just a few months. “Our pilot project shows that with a little more planning and transparency, it is possible to achieve significant improvements to European single-wagon transports,” says Bastian Muth, head of single-wagon transport system planning at DB Schenker Rail. “Measures like this are anything but trivial, because they demand extensive changes to the structure and processes of the rail companies involved. The Malmö-Maschen corridor has the unique prerequisites to enable us to test this type of capacity management in operation.” However, it isn’t possible to roll this out to the entire network without systemic IT support, Muth adds. The success to date has encouraged the partners to continue the project: DB Schenker Rail and Green Cargo want to gather further experience with XMAN in 2012. *dv* ■

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**FASTER SOUTHWARDS:** Trains from Sweden to Germany cross over the Öresund Bridge.





# CO<sub>2</sub>-free in the United Kingdom

Already bookable in Germany, planned in Great Britain: rail freight transport with zero greenhouse gas emissions.

Toward the end of the year, DB Schenker Rail (UK) intends to offer customers a brand new range of CO<sub>2</sub>-free transport options on electrified lines within the British rail network. Working with Renewable Energy Systems (RES), a feasibility study is currently underway to look into the construction of a wind farm in Margam to generate green electricity to supply the rail network.

A number of customers in the UK are demanding rail transport that generates no greenhouse gases. Companies such as Danone Waters UK & Ireland are actively seeking new ways to improve the climate balance of their logistics chains. Since August 2010, a similar offer has been marketed in Germany under the name Eco Plus – for Great Britain this would be a first.

“We’re still in the pioneering phase,” explains Mark Nicholls, the project manager at DB Schenker Rail (UK). “We have submitted our plans to the authorities and we’re waiting for the necessary approval.” If no further delays arise, the wind turbines could be installed at Margam during the year to then supply regeneratively produced electricity to the railway network run by the infrastructure operator, Network Rail. This kind of green offering is only possible on electrified lines. For this purpose, DB Schenker Rail operates a fleet of modern and high-performance Class 92 electric locomotives. **ok** ■

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**ELECTRICITY FROM THE WIND:** British rail transport is set to become more environmentally friendly.



Fotos: fotolia.com; PR



**OPERATING IN SPAIN:** Steve Hynes (left) and his maintenance team in front of a British Class 58.

## Call for locos from Spain

Transfesa, the Spanish subsidiary of DB Schenker Rail, has bought nine used Class 58 British locomotives from DB Schenker Rail (UK) and is using them for construction logistics for the future high-speed line between La Encina and Alicante on the Costa Blanca. These heavy diesel locomotives haul construction materials and rails on the 119 km-long section of line. The background: Transfesa mainly operates Iberian broad gauge rolling stock in Spain. The rapidly growing Spanish high-speed network (AVE), however, is built using the European standard gauge. As a result, the construction locomotives for the new lines must also use the 1.435 metre gauge – just like the Class 58 from the UK. The locomotives are currently stationed at the ADIF base in Monforte del Cid, where Transfesa Group staff handle their maintenance and servicing. **ok** ■

## Small but powerful

DB Schenker Rail has established itself in Hungary, too: the DB national company Logistic Center Hungaria (LCH) has just turned ten.

It started at the beginning of 2002 with an order from Audi. Ten years ago, LCH took over the factory shunting service on behalf of Audi Hungaria Motor (AMH). Since then, the Hungarian subsidiary of DB Schenker Rail has handled more than 20,000 whole trains carrying up to 1,400 gross tonnes per train for its customers. Audi manufactures almost its whole engine range in Győr – including some for other brands within the parent VW group.

DB Schenker Rail Automotive connects Győr and the main Audi factory with three daily trains, operating almost every eight hours. LCH, classified as a “top service provider” by the Audi transport logistics team, has been using a DB Intermodal Services container terminal in Győr for its services since 2003. It has more than 26,000 m<sup>2</sup> of usable space with a 250-metre platform infrastructure and regular connections to European seaports. The freight that LCH handles at the terminal includes steel transports from Stomana (Bulgaria) to Western Europe.



In recent years, LCH has also managed to win other well-known clients in addition to Audi. For example, the DB Schenker Rail national subsidiary in Hungary will be assembling the factory rail lines for the new Mercedes-Benz factory in Kecskemét.

In cooperation with DB Schenker Rail Romania and DB Schenker Hungary, LCH also runs entire trains for various clients inside Hungary and as transit traffic. “This shows that we can not only run a factory shunting service, but can also successfully operate cross-border trains,” said Dr Michael Hetzer, Managing Director of LCH, on the occasion of Logistic Center Hungaria’s tenth birthday. **rb** ■

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**FEAST:** Ten years after its foundation, LCH in Hungary handles not only factory shunting services, but also successful cross-border transports.



## A hint of anarchy

Jochen Walz has found his new home, Romania, to be a country of many faces.

**JOCHEN WALZ, 31,** has been working for DB Schenker Rail Romania in Bucharest since March 2011. As Head of Maintenance, he is responsible for the management and maintenance of rolling stock for the group's Romanian subsidiary.

**R**omania is booming – despite its economic problems. Growth and change are visible, especially in the capital, Bucharest, where international firms are establishing branches and new office buildings are shooting up all the time. Yet its eventful past is also apparent: ancient churches are hidden beneath the glass towers, small villas from the late 19th century can be spotted here and there in the shadows of industrialised buildings from the 1970s, and the vast parliament building, constructed in the socialist wedding cake style and the second largest building in the world after the Pentagon in Washington, competes for your attention against magnificent structures such as the Royal Palace.

Bucharest is overwhelming – in no other metropolis anywhere in the world have I seen such an impenetrable confusion of styles. The traffic is wild, too, and ever increasing. Half a million commuters from a population of around two million ensure that the city descends into chaos twice a day at rush hour. And the feeling of anarchy becomes even more intense when you suddenly come face to face with a pack of feral street dogs. There are estimated to be 100,000 of them in Bucharest. On their own, they don't tackle the throngs – but in groups of five or ten, they all but own the side streets and some pedestrians are forced to make a hasty retreat.

Occasionally, an entirely different Romania also shows itself in Bucharest – especially when a horse-drawn carriage strays into the streets of the capital.

These vehicles are the preferred means of transport in the countryside – and the countryside begins right outside the gates of the metropolis. Carts laden with hay, furniture or people characterise the image of the country streets and take you on a journey back through time to a pre-industrial age. I love to head out and discover this beautiful country at the weekends. Walachia, where Bucharest lies, the Carpathians, Transylvania or the Black Sea coast: each region has its own unique charm.

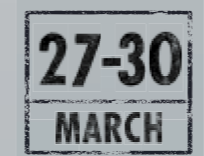
The variety of Romania is also reflected in its population. It's not just lifestyles that differ drastically between the city and the countryside. The country is home to a range of different ethnic groups which all maintain their own culture – primarily Hungarians and Roma alongside Romanians, but also Germans, Turks and Tatars. So if you spend any time in the various regions, you hear some very peculiar languages – in addition to Romanian, which is closer to Latin than Italian – for example, the German of the Transylvanian Saxons, which is similar to the language spoken in Luxembourg; Hungarian, which is more closely related to Finnish than any other European language; and the language of the Roma, which is descended from Indian Sanskrit.

Even after almost a year here, Romania still surprises me. At least I am starting to move with greater confidence in the bustling capital, Bucharest. And as my knowledge of the Romanian language increases, I will be able to unlock more of this enigmatic country's secrets. dv ■

Photo: Andrei Pungovschi/Anzenberger.com

# Save the Date

This is where you can meet us! These are the forthcoming trade fairs and industry events which DB Schenker Rail will be attending:



**in Paris (France)**  
DB Schenker Rail and DB Schenker Logistics will have a joint presence at **SITL Europe** in the French capital.  
[www.SITL.eu](http://www.SITL.eu)



**in Moscow (Russia)**  
**Transrussia** is one of the most important marketplaces for the logistics markets in the CIS and Baltic states. DB Schenker will be present.  
[www.transrussia.ru](http://www.transrussia.ru)



**in Birmingham (UK)**  
**Multimodal 2012** is an absolute must for freight transport companies – and for DB Schenker Rail (UK).  
[www.multimodal.org.uk](http://www.multimodal.org.uk)



**in Barcelona (Spain)**  
**SIL** is the most important logistics and transport trade fair in the Mediterranean region. DB Schenker Rail will have a stand there.  
[www.silbcn.com](http://www.silbcn.com)

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