



DB Schenker – Your Specialist for Steel Transportation by Rail

Delivering solutions.

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mobile phones



Your rail logistics partner for the steel industry

DB Schenker Rail Deutschland AG: Industry Sector Metals & Coal in figures (2010)

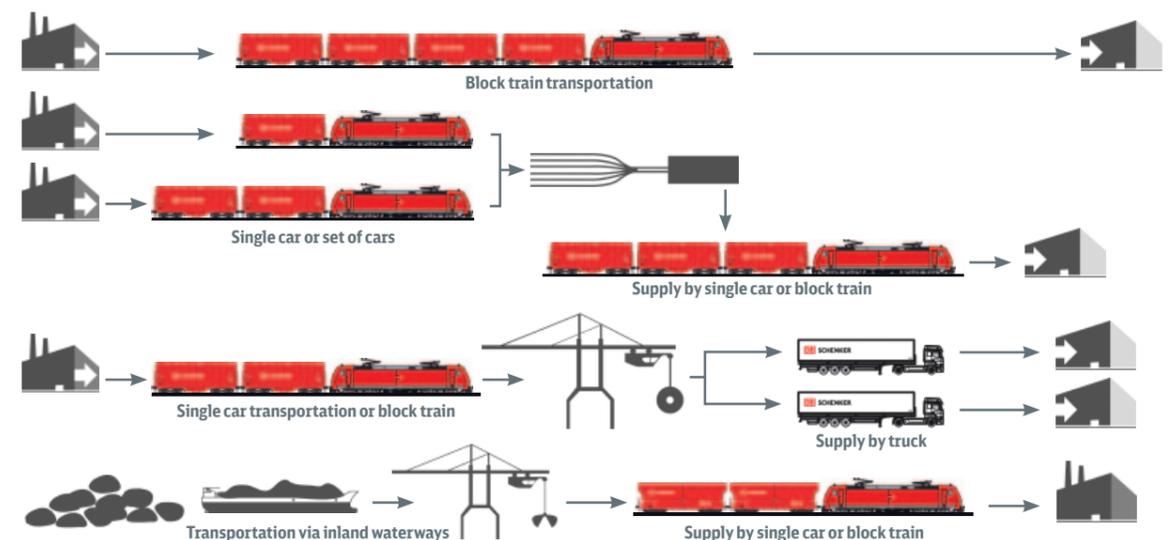
Tonnage transported	103.4 million t
Tonne kilometers	23.729 billion
Shipping distance	229 km
Single cars (t)	31%
Block trains (t)	69%
National (t)	68%
International (t)	32%
No. of freight cars	42,000

As a steel producer or processor, you want to keep your transportation volume flexible while retaining the option of transporting large volumes at short notice. Planning reliability and firm delivery dates are absolutely essential.

The Industry Sector Metals & Coal in the DB Schenker Rail Business Unit is your reliable logistics partner. Thanks to our large vehicle fleet and the specialized knowledge of our team of experts in this sector, year after year we transport around 56 million tonnes of steel – ten million tonnes of which are scrap – for the steel industry. We also supply around four million tonnes of coal and 14 million tonnes of ore to the steel industry.

We can provide transportation services for just one car per year all the way up to multiple trains a day depending on your needs – you can choose between spot contracts or long-term contracts.

- DB Schenker Rail offers you reliable planning, security of supply, flexibility in day-to-day business and transportation management with an international focus.
- Access to an area-wide single car network and operation of national and international private sidings
- 42,000 cars specifically for the mining and metals industry
- Custom consulting and development of cross-carrier transportation and logistics concepts with our core competency in rail transportation
- Additional logistics services, such as pre-carriage and onward carriage, transshipment, and warehousing
- Inter-plant shipments and intra-plant logistics
- Comprehensive customer support around the clock, 365 days a year from our customer service center in Duisburg
- Paperless order processing for national transportation
- International transportation monitoring and shipment tracking
- Support from our European subsidiaries and partners





Your contact for all of Europe

▶ Anagni railport, Italy

Our Anagni railport, which is located southeast of Rome, provides the following infrastructure and equipment and then some:

- 100,000 m² covered space
- 180,000 m² uncovered space
- Diverse resources for professional freight handling
- Modern security system

As Europe's largest rail freight company, DB Schenker Rail carries freight across the continent. DB Schenker Rail creates the optimum combination of single cars and block train transportation services for your freight – from the shipper to the recipient and all from a single source. We've made it possible by combining our tailor-made customer services with the benefits of the integrated system provided by DB Schenker Rail and additional cross-carrier logistics and services.

To keep up with increasing demands for international transportation services, our activities abroad center around establishing area-wide railports in Europe and cooperating closely with subsidiaries and partner rail companies abroad. This focus lets us offer

you reliable cost-effective transportation solutions, storage capacities at short notice and optimized transit times, as well as countless additional logistics services. Half of our mining and metals shipments are already international.

DB Schenker Rail has one of the world's largest open production systems. We are flexible when it comes to arranging the timing, volumes and routes for single car shipments, and what's more, shipments can be ordered at any time up to two hours before pickup by DB Schenker Rail in the German single car network. Our experienced employees will develop the right transportation concept for you, whether that includes pre-carriage or onward carriage by truck, professional goods handling, or additional customized logistics services at DB Schenker Rail's warehouse and logistics centers.

Railports enable the innovative integration of rail-based logistics into our customers' processes and transportation chains, giving them the chance to tap into the benefits of transportation by train and truck. They are available in numerous locations in Germany and Europe and are being expanded on a successive basis.

▶ Steel logistics center in Hagen

Our steel logistics center in Hagen is our largest warehouse for the metals and mining industry in Germany:

- 8,500 m² area
- 460,000 tonnes storage capacity per year
- 60 trucks per day

Not only does the steel logistics center in Hagen handle the storage of your coils, it also organizes transshipment and onward carriage of your freight by truck. The steel logistics center can pack and unpack your coils on request.



*The Hagen logistics center and a selection of railports and rail logistics centers are provided as examples. Our customer consultants would be happy to provide information on our current logistics centers and railports.



Your partner along the transportation chain

ThyssenKrupp Steel Europe
DB Schenker Rail developed a customized solution for steel transports from ThyssenKrupp Steel Europe to automotive sites in northern and southern Germany.

- Effective bundling of transports
- Shorter, regular transport times
- Increased transport volume
- Higher economic efficiency and customer satisfaction

As a logistics partner for our customers in the steel industry, we enable planning reliability along the entire transportation chain. We are one of the largest suppliers of raw materials to steel mills that always places a priority on ensuring a reliable supply of ore, coal, lime and scrap. When delivering to steel producers' receiving customers, we have a wide range of special vehicles with professional equipment for transporting coils, sections, pipes, cast components and even outside metal sheets. DB Schenker Rail specializes in out-of-gauge consignments, especially in international transportation.

With our sector-specific products, which are carefully designed to meet the customer's needs, and interface-optimized transportation planning, we are ideally positioned to meet your requirements.

In addition to carrying out your incoming and outgoing shipments, we work continuously to optimize your supply. We have introduced selective receipt-oriented supply control for scrap logistics to control and optimize transportation for scrap shippers and recipients.

DB Schenker Rail offers customers an individualized car provision agreement to ensure that specific cars are provided daily at agreed upon sites according to customer requirements. Agreements can be made for single cars and/or block train transportation services.

Scrap supply control
Our receipt-oriented supply control for the scrap market is an innovative logistics solution with clear benefits for the shipper and recipient:

- Plannable material flow
- Acceleration of the transportation process
- Improved car turnover times
- Improved provision of empty cars for shippers
- Reduction of raw material stocks at steel mills
- Supply chain coordination

DB Schenker Rail controls all national and international scrap transport to steel mills in close consultation with the receiving customer.

