

Newsletter

DB SCHENKER

THE MAGAZINE FROM THE BUSINESS UNIT DB SCHENKER LOGISTICS No. 69 / 13



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in 15 days** P. 4

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to and from China in the
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Multi-customer facility
north of Tokyo



Dr. Thomas C. Lieb,
Chairman of the Board of
Management, Schenker AG

Dear Readers,

The end of a year is always a good time to have a look back at what we have achieved this year. In 2013 we were faced with a challenging economic situation – in particular in the first six months. Nonetheless we are convinced that our Schenker 2020 strategy, as outlined in the last issue of this magazine, is guiding us on our way to be the leading integrated logistics provider with global reach in 2020. And since we all know that strategy has to be followed by action, we continue to focus on our customers' needs.

When it comes to growth, you will find a couple of highlights in this issue: a new subsidiary in Laos, a joint venture in Abu Dhabi, new logistics centers for Healthcare in Korea and in the Netherlands, as well as new capacity and hubs in Belgium, Japan, Kenya, and Switzerland. Not to forget to mention that we are planning to open more than 30 shared logistics centers worldwide in the next five years. By doing this, additional 500,000 square meters of warehouse space will become available for newly won business.

When it comes to setting standards in CO₂ efficiency, please have a look at page 20, our new distribution center in Australia is equipped with T5 fluorescent lighting, one of the smartest options around as an alternative to LEDs, offering comparable energy savings and low cost replacement parts.

And as we are also striving to be one of the top employers in our industry, we invest in the quality of our staff. Just one example: the first training circle of the DB Schenker Logistics Academy China was successfully concluded. During the one-year training program with customized courses and fruitful practical activities, the participants gained professional knowledge and extensive experience in the field of Contract Logistics and Supply Chain Management. And in early December, as part of our social responsibility program, we supported a 747 flight with relief goods from Frankfurt to the Philippines. Our German subsidiary chartered the aircraft, collected the goods, transported them to the airport, and in the Philippines, our national organization is busy supporting the relief activities with goods from all over the world.

For 2014 we may expect to see a slight recovery of the economy and we are convinced that we will make another step forward on our way to be the leading integrated logistics provider with global reach. Let me wish you and yours health and happiness, a Merry Christmas and a successful year 2014.



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First freight train from Zhengzhou arrived in Hamburg

On behalf of the city of Zhengzhou, DB Schenker cooperated in the first freight train ride from the north-central Chinese city to Hamburg. The voyage was organized by the Zhengzhou International Land Port Development and Construction Co., Ltd. The train with 51 containers arrived the freight yard in Hamburg-Billwerder in early August. DB Schenker acted as logistics partner to Zhengzhou for all services outside China which includes operations as well as additional logistics services.

The growing Chinese goods traffic, together with the ongoing shift from production-intensive industries to the Chinese hinterland, offers a lot of potential. DB Schenker in Asia is in an excellent starting position," said Dr. Rüdiger Grube, Chairman of the Management Board of Deutsche Bahn AG at the occasion of the arrival of the train in Hamburg.

Zhengzhou, the capital of Henan province, has nearly nine million inhabitants and is considered as an important industrial center and transportation hub. As the first global logistics provider, DB Schenker used the new connection for the transportation of containers for different customers from trade and industry. For three years, DB Schenker trains are travelling on the

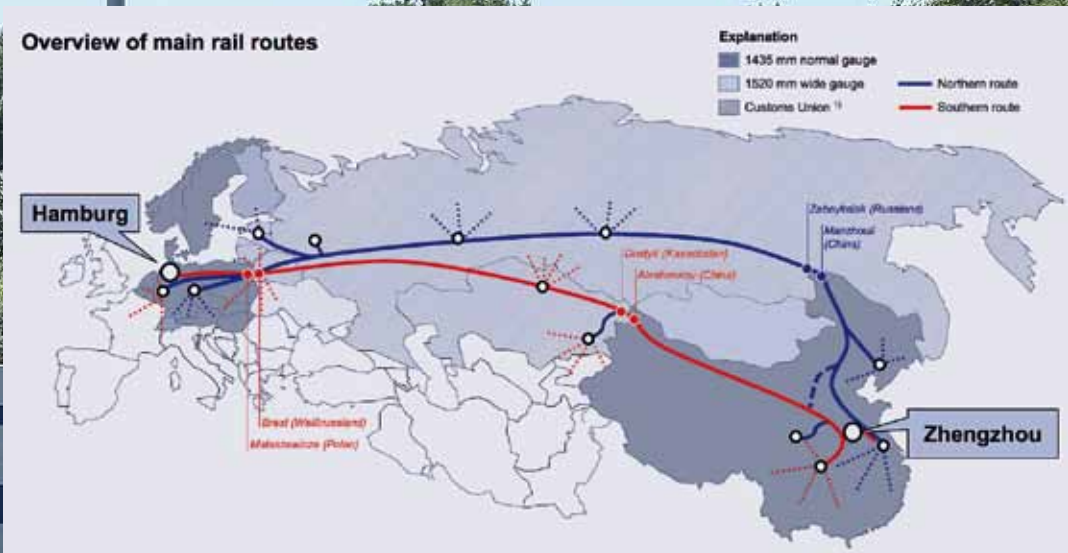
Euro-Asian route, in the past two years, more than 300 freight trains were sent to and from China. DB Schenker Logistics has been in China for decades and has a closely-knit network of locations in all major economic regions.

In particular, the relatively short travel time from the Chinese inland, the arrival in the middle of Europe and the ability to distribute containers from here quickly and safely further, indicates the offer of DB Schenker. The train from Zhengzhou covered the 10,214 kilometer route through China, Kazakhstan, Russia, Belarus and Poland to Germany in a record time of just 15 days.

DB Schenker has a long experience in travelling the Euro-Asian route. Already in 1973 the first container travelled along the Trans-Siberian. And a first goods train been started in Beijing

arrived at Hamburg in 2008. As of 2011 DB Schenker has set up regular weekly block train service between China and Germany mainly for the automotive and electronics industry.

Picture right: At the arrival of the Zhengzhou train in Hamburg-Billwerder, from left: Yermukhambet Konuspayev, Kasakh Embassy, Alexander Hedderich, Chairman DB Schenker Rail, Knut Fleckenstein, MdB, Dr. Rüdiger Grube, Chairman of the Management Board of Deutsche Bahn AG, Yi Ma, Mayor of Zhengzhou, Frank Horch, Senator for Economics, Transport and Innovation, Hamburg.



Photos: Michael Rauhe

Now with a domestic network in Turkey

The national DB Schenker organization in Turkey is currently establishing its own domestic network for procurement and distribution. "Having our own land transport network in Turkey will enable us to cover yet another important market for our customers and further tighten our network," said Karl Nutzinger, the Member of the Management Board of Schenker AG, responsible for Land Transport at DB Schenker.

Photo: DB Schenker



Network expansion in the growth market of Turkey is taking place in three steps. The first phase extends from the starting point in Edirne over Istanbul to the distribution nodes Bursa and Izmir. The second phase encompasses transports between Eskisehir, Afyon and Antalya. These phases of the expansion project have already been completed.

Phase three, beginning in Istanbul, extends from Ankara to Aksaray and Mersin all the way to Gaziantep, with further route dispersal in up to eight directions into the interior from the respective node. "This phase will go into operation in early 2014. We can thus offer our customers throughout Turkey regular departures, reliable lead and transport times, attractive prices and end-to-end consignment tracking in national land transports in line with consistently high DB Schenker standards," explained Erik Leiss, CEO of DB Schenker Arkas.

The Turkish national organization offers the entire range of DB Schenker services. Principal importers include Germany, the USA, China including Hong Kong and France. DB Schenker is active primarily for customers from the automotive, electronics, machine, crystal glass and pharmaceutical sectors. Germany is the most important export destination for Turkey, followed by the United Arab Emirates, India and the USA. The automotive industry is the country's largest export sector, followed by machines, iron, steel and textiles.

With more than 40 regular lines, DB Schenker Arkas offers one of the highest transport frequencies for groupage from and to Europe. Thanks to a direct connection to DB Schenker's Euro-hub in Salzburg, companies in Western and Central Europe can take advantage of daily departures to Istanbul, Izmir, Ankara and Bursa. With some 85,000 shipments weighing a total of approximately 185,300 metric tons, land transport by road and rail underwent very positive development in 2012. DB Schenker Arkas is also among the top three air freight service providers in Turkey.

In September 2013, DB Schenker Rail began offering a service known as the DB SCHENKER *bosporus-shuttle* with three pairs of trains each week between Germany and Turkey. The trains cover the 2,300-kilometer stretch between Nuremberg and Istanbul in five days.

Focussed production for higher quality

Not a magic formula, not another buzz word and not a restructuring program: Governance@Land is to drive the Land Transport business unit to outstanding performance. Karl Nutzinger, the Member of the Board of Management at Schenker AG responsible for Land Transport, tells more about the new approach.

Newsletter: What is the objective of Governance@Land?

Karl Nutzinger: Today, DB Schenker Logistics is the market leader in European Land Transport. Our target is to expand this position, even in a fast changing and challenging market. Our vision is to be the leading integrated transport and logistics provider in this field. This is why we are continuously optimizing our pan-European services and also continue expanding our European coverage. Our reputation is built on our efficient network, operational excellence and our focus on customer solutions. With our initiative Governance@Land we have now further energized our Land Transport service offerings and our European organization to meet even higher standards in agility, effectiveness and commitment.

Newsletter: What does that mean?

Karl Nutzinger: We have grouped our experts for terminal handled cargo in the dedicated product unit System

Freight and our experts for full loads, which is usually not terminal handled, in the product unit Direct Freight. With this we will be able to offer the high-quality service of a dedicated specialist, while benefitting from the synergy of a team that covers all means of production as well as the scope and size of a unique network. And our clients will continue to benefit from our one-face-to-the-customer approach.

Newsletter: From the point of view of a customer, what will be the most visible effect for the market?

Karl Nutzinger: One result of our focused and specialized production are full load freight solutions at highest standards, for customers with large Truck Load volumes. Besides our core business, groupage, where we continue to invest in our network coverage, new products and even faster transit times, we have built up a critical mass in direct freight which is unique in the industry. Our clients benefit from our capability to offer solutions by road, rail and inter-



“Meet even higher standards in agility, effectiveness and commitment,” says Karl Nutzinger, the Member of the Board of Management at Schenker AG responsible for Land Transport.

modal combinations in Europe. At present, we are already market leaders with our share in the full load business. We will consequently extend this position and enhance our offering in terms of efficient fleet management, solutions for specific industries and key markets.

Newsletter: Are there more good news for the customer?

Karl Nutzinger: This initiative will take effect step-by-step during 2014. By improving our organizational set up, customers will find a fully comprehensive and consistent land transport service environment all over Europe. We are particularly promoting the international business and are expanding our regional dispo concept using more and more standard trailers out of our central equipment pool. Our initiative ensures that our well-known products in System Freight and Direct Freight will significantly contribute to the competitive advantage of our customers and enable them to use our comprehensive service portfolio in all weight bands: from parcels to bulk loads. And they will continue to enjoy the characteristics we are famous for: entrepreneurship and true partnership.

Photos: DB Schenker



Tilburg to become the hub for Europe

In Tilburg in the Netherlands, a DB Schenker logistics center has been set up specifically to serve the needs of customers in the healthcare sector. Located at the Katsbogten industrial estate, the facility is designed to become the hub for services in Europe. It is the fourth DB Schenker logistics facility at the Tilburg location.

The logistics market for the healthcare sector is developing at tremendous speed,” says Leon Janssen, CEO of DB Schenker Logistics in the Netherlands. “We chose this location in view of its central strategic location and because of the many years of expertise in contract logistics available right here in Tilburg. We will provide end-to-end supply chains for the healthcare sector from this hub, and with over 20 years’ experience in this challenging field, we can offer our customers the guarantee of a reliable organization for their logistics operations.”

The 11,500 square meter facility complies with all the latest safety, quality and environmental protection specifications for healthcare products, in line with the current Goods Distribution Practices (GDP). Temperature-sensitive products can be stored in special temperature zones from 2 to 8°C and from 15 to 25°C. A clean room is also available to provide additional services. The preparation of products for shipment and storage in accordance with the customer’s specific requirements can also be carried out in special zones.

DB Schenker has established a competence center in Tilburg for the health-



Photo: DB Schenker

care sector. The team of specialists will monitor market developments and the development of laws and guidelines in this sector, and will also develop new logistics solutions.

The new DB Schenker logistics center in Tilburg is designed to become the hub for services for the healthcare sector in Europe.



Expanding the Healthcare logistics footprint

As part of the strategy to further build global supply chain competence in the Healthcare market, DB Schenker has opened a new logistics center in South Korea to provide healthcare and pharmaceutical logistics services. The facility is located in Gunpo, near Seoul, and constructed over an area of approximately 6,100 square meters.



Photos: DB Schenker

The logistics center is fully equipped for Healthcare operations, including cold storage range of 2-8°C and 15-25°C products, specialized vaults for sensitive pharmaceutical products (such as psychotropic and radioactive items) with emphasis on quality, compliance and safety. It is already TAPA-A certified and has also attained the Korean Good Supplying Practice (KGSP), which certifies security, efficacy, safety and stability in healthcare logistics services.

The new logistics center in South Korea is one of the 26 contract logistics sites in 15 countries offering specialized services for the Healthcare/Pharma customers. The global healthcare logistics network is being expanded continuously with more specialty hubs recently opened in India and Philippines, as well as planned key additions in countries including Singapore, Sweden, Australia and The Netherlands.

The dedicated DB Schenker Healthcare warehouses are GDP (Good Distribution Practices) compliant facilities with a strong adherence to quality, security, and regulatory standards. Many key sites are also equipped with a variety of cold chain temperature zones (15-25°C; 2-8°C and -25°C). DB Schenker has also set in place a Global Quality Framework Program, focusing on the key quality requirements of the Healthcare/Pharmaceutical industry, in terms of stringent quality and U.S. Food and Drug Administration (FDA) or equivalent regulatory requirements. This program is driven by a team of qualified professionals and pharmacist in key countries to ensure the delivery of consistent standards and working practices across current and future Healthcare operations.

“Healthcare Logistics is more than just moving boxes. It is a critical part of our job to deliver safe, effective Healthcare products to save lives,” says Peter

Logan, Vice President Healthcare Vertical Market, Contract Logistics/SCM, at DB Schenker. “We combine our global network and our industry experience to fulfill our customers’ expectations, by delivering innovative end-to-end transformational solutions, leveraging visibility platforms and enabling globally competitive supply chains.”

With over 20 years of experience in the healthcare logistics industry, DB Schenker offers integrated supply chain solutions including highly specialized transportation (air, ocean and land services), cold chain solutions, secured and licensed warehouses, and industry related added value services, such as labeling/redressing, kitting and repacking.

The new logistics center in South Korea is one of the 26 contract logistics sites in 15 countries offering specialized services for Healthcare/Pharma customers.



New assignments for Fast Moving Consumer Goods

The customized DB Schenker warehouse for Fast Moving Consumer Goods (FMCG) in Willebroek, Belgium is enjoying success. “Thanks to several innovations which have been implemented over the last two years, the Kellogg company entrusted us with the logistics for their new Pringles brand earlier this year. As of November Kellogg’s brands will be added along with co-packing activities,” reports Ulrich Pütz, Managing Director at Schenker nv, the Belgian branch of DB Schenker Logistics. “Moreover, our long-term customer Nestlé has assigned us co-packaging activities too. We are proud to announce that the integration of this new activity proves successful.”

One substantial investment was made in the installation of an auto-unloading zone and the acquisition of an auto-pilot, both of which are currently being used for the new Pringles business. These make it possible to unload trucks which arrive directly from the production sites at night and during the weekends, 24/7.

In one area of the warehouse, DB Schenker has erected a mezzanine floor exclusively dedicated to co-packaging activities: this enables the logistics experts to provide their customers with best-in-class value-added services; a large part of the Nestlé products are co-packed in this area, for example. The new co-packaging area offers excellent working conditions for up to 100 employees. For this, DB Schenker relies on workers from a sheltered workshop.

Sofie Hofman, Head of Supply Chain Operations Belgilux at Nestlé: “With the construction of the mezzanine, DB Schenker is demonstrating its readiness to invest in long-term partnerships with its customers. Besides the major reduction of its carbon footprint, in-house co-packing gives Nestlé the advantage of anticipating the increasing demand for flexibility and availability even better.”

The FMCG logistics center in Willebroek was erected in 2005 and is located on the Brussels-Antwerp axis. It covers 85,000 square meters with a storage capacity of 85,000 pallets in five different temperature zones ranging from -22°C to +18°C and ambient

temperature. “When we started our innovation program two years ago, we had a sound base: more than 30 years of expertise in FMCG logistics and a dedicated staff of about 100 employees,” summarizes Monique Van Hoof, Business Unit Director Logistics at Schenker nv. “Now we can confidently say that we offer our FMCG clients in the Benelux countries first-rate conditions for optimizing their transport and acquiring efficient time-saving value-added services.”

Photo: Schenker nv



Based in Antwerp, Schenker nv is one of the Belgian market’s leading services providers for integrated logistics and employs 680 staff at eight branches: Antwerp, Brussels, Eupen, Mechelen, Zaventem, Willebroek, Zaventem and Zeebrugge.

DB Schenker has erected a mezzanine floor which is exclusively dedicated to co-packaging activities in its state-of-the-art FMCG warehouse in Willebroek.

Vestas outsources all European warehouse operations to DB Schenker

Vestas, one of the world's leading producers of wind turbines, has entrusted DB Schenker with warehouse operations for spare parts and service tools throughout the EMEA region (Europe, Middle East and Africa).

Via one central warehouse located in Grimma near Leipzig in eastern Germany and three area warehouses in eastern Europe (Bucharest, Romania), southwest Europe (Ourense, Spain) and northern Europe (Umeå, Sweden), DB Schenker now mainly organizes all transactions

for Vestas. In addition, approximately 75 emergency stock locations are to be established throughout the EMEA region to guarantee two/three hour service for spare turbine part orders.

“We chose DB Schenker because they can match our strategic need for storing and distributing spare parts and tools in the EMEA region and have proven to be a reliable and valued business partner. DB Schenker knows our processes and systems, and we are looking forward to building on our existing relationship to maintain the quality of spare parts distribution expected by our customers,” explains Tommy Rahbek Nielsen,

Global Senior Vice President of Supply Chain Planning. “By outsourcing our warehouse operations, our supply chain setup will become more scalable because we can open and close depots depending on our customer service contracts and adjust our warehouse capacity as demand fluctuates.”

Dr. Thomas Böger, member of the Management Board at Schenker Deutschland AG: “We have already enjoyed a close, successful cooperation with Vestas for many years. We are well versed in the specific services Vestas needs to process spare parts, tools and components and can provide a high-capacity network. By using a SAP GWS system to manage all the processes involved, we ensure that every Vestas spare part, tool and component is handled punctually while focusing on service and costs.”

DB Schenker now mainly organizes all transactions for Vestas, one of the world's leading producers of wind turbines, via one central warehouse located in Grimma near Leipzig in eastern Germany and three area warehouses in Bucharest, Romania, Ourense, Spain, and Umeå, Sweden.

Photo: vd-design



Expanding Contract Logist

DB Schenker has opened its to date largest logistics center in Japan. It is located at Baraki, only 25 kilometers away from central Tokyo next to the Wangan Expressway.

The Baraki Logistics Center with a total area of 33,000 square meters is a multi-customer facility, while a major portion of the available space is reserved for products and parts of the electronics industry. The building should be fully occupied by March 2014.

Location, seismic engineering, environmental technologies with 2,940 solar panels on the roof, a rainwater purification system and LED lighting which will help to save 30 percent energy, and 24 hours security service make the building extremely attractive for customers from various industries. By applying principles like 5S/POP (permanent optimization program) and providing optimal work conditions in the integrated offices for the employees, the new logistics center will help the company to further improve its high quality services.

To prove the high standards of quality management, environmental care and work conditions the warehouse is expected to get TAPA-A certification by the end of 2013 and ISO 9001, ISO 14001 as well as OHAS 18001 (Occupational Health and Safety Assessment Series) by summer 2014.

Schenker-Seino Co., Ltd., the Japanese arm of DB Schenker, combines the global network and knowhow with the domestic state-of-the-art infrastructure of Seino Transport and is one of the major integrated logistics service providers in Japan.

According to plan fully occupied by March 2014: The Baraki Logistics Center, 25 kilometers away from central Tokyo. With a total area of 33,000 square meters, the multi-customer facility is to date the largest DB Schenker logistics center in Japan.



Photos: DB Schenker



ics in Japan



Cutting-edge laundry facility for Sochi

On behalf of Herbert Kannegiesser GmbH – a global leader in laundry technology – DB Schenker moved a cutting-edge laundry facility from Minden, Germany to the Russian Black Sea city of Sochi. The facility, valued at approximately ten million euros, will be used during the Winter Olympics in February 2014.

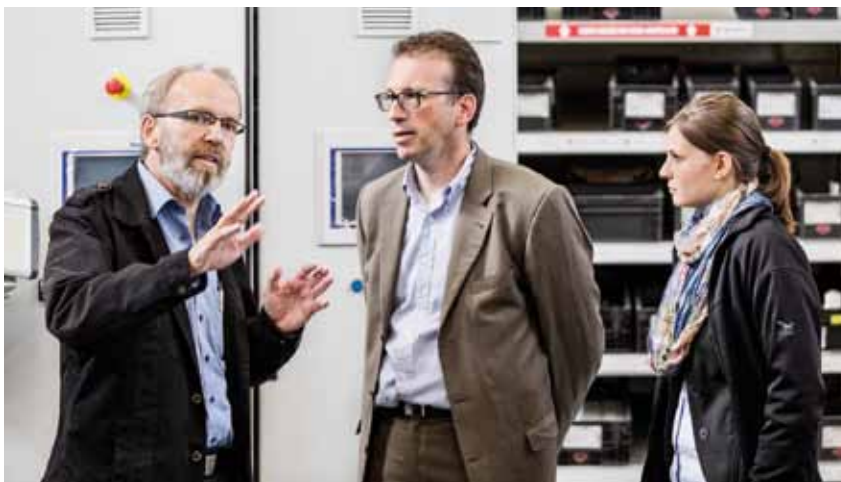
For this project, the events specialists were cooperating closely with the rail logistics experts at DB SCHENKER *railog*, the experts in rail logistics from TRANSA Spedition GmbH and OOO Railion Russija Services, both of which are DB Schenker companies. Within a few weeks, the latter organized the precise rail transport of 42 40-foot high-cube containers to the construction site in Sochi. These containers, all carrying delicate technology, were assembled at Minden train station and sent as a block train to the border of Poland and Belarus.

Once the containers cleared the border, they were transferred to broad-gauge cars in Brest, Belarus. In addition, several continuous batch washers and wash presses over 13 meters long were transported to Brest by truck. They were unloaded in Brest and consolidated into a special train with the containers. A security force accompanied the special train to ensure there were no problems during transport. Belarusian Rail-

ways (BC) and Russian Railways (RZD) also gave high priority to the Kannegiesser train. RZD's transport control center in Moscow monitored the transport with the exact timetable and short transit times.

In Sochi, Kannegiesser's project managers could count on multilingual specialists from DB SCHENKER *sportsevents* to answer all logistics questions related to this large-scale task. "As logistics experts, athletic mega-events are a welcome challenge for us. Our specialists start work long before the actual event takes place, making sure that everything is in place for the opening ceremony – down to every last washing machine," explained Christian Schultze, Head of DB SCHENKER *sportsevents*, Schenker Deutschland AG.

DB Schenker experts moved a ten million euros laundry facility from Germany to the Russian Black Sea city of Sochi.





DB Schenker experts moved a cutting-edge laundry facility from Minden, Germany to the Russian Black Sea city of Sochi. The facility, valued at approximately ten million euros, will be used during the Winter Olympics in February 2014.

Photos: DB Schenker / Michael Neuhaus



Optimized capacity in Belgium

Thanks to its modern logistics center in Zwevegem, DB Schenker Logistics offers customers in the Belgian provinces of Hainault and West and East Flanders an even faster connection to European and world markets.



Photos: DB Schenker

With over 5,000 square meters of space for operations and 2,900 square meters of office space, the new facility provides optimum conditions for high-quality services and future growth,” says Ulrich Pütz, head of the national company Schenker NV.

The new facility, built at a cost of EUR 13 million, offers optimum infrastructure for national and international land transport. The terminal uses the latest environmentally friendly technology such as solar panels, sensor-controlled lighting and service water recycling and sits on a 36,000 square meter site. Over 70 bays can accommodate a

variety of types of vehicles, ranging from delivery vehicles for local transport to standard trucks and wide-bodied vehicles.

The site’s approximately 120 DB Schenker employees previously worked at two sites in Waregem, ten kilometers away, and moved to the new cross-dock terminal in Zwevegem one year after construction began.

“We offer our customers the full range of logistics services, from land transport and air and ocean freight to intermodal concepts,” says Pascal Duhamel, who heads the new DB Schenker location in Zwevegem. “With 40 regular scheduled transports daily, we connect the Flanders region quickly and reliably to all destinations in

Optimum infrastructure for national and international land transport: the new terminal in Zwevegem, Belgium.

Europe.” The location also has its own air freight team, which immediately logs consignments electronically. A dedicated daily shuttle transports export consignments to the airport in Brussels and picks up certain import consignments for the region, which are then distributed on the following morning.

Schenker NV is one of the leading providers of integrated logistics solutions in Belgium and has some 680 employees as well as locations in Antwerp, Brussels, Eupen, Mechelen, Zwevegem, Willebroek, Zaventem and Zeebrugge.

New platform in Irun

In Irun, in the north of Spain, DB Schenker has set up a new state-of-the-art platform. The modern facilities have a total area of 10,000 square meters.

The new premises have an area for cross-docking measuring 2,300 square meters. On one side there are 18 loading bays and hydraulic ramps, whereas the other side has six gates of 10.50 meter in length, ready for loading and unloading vans and small trucks. Nearly 1,000 square meter of warehouse space houses cutting-edge infrastructure for storage and logistics. Two loading bays and a pair of hydraulic ramps are serving this 14 meter in height area. There are 780 square meter of office space, comprising by two grounds and a lower grand floor, with 260 square meter each.

“Its strategic geographical position, close to the highway AP-8 which links the Iberian Peninsula with France and two kilometers from the border, plays a key role on commercial and logistics development of the North Spain. Also it works as an important gateway between Spain and European countries. With the new logistics center, we are not only sending a strong signal and clearly committing to growth - we are also reinforcing the connection to the worldwide DB Schenker network,” said Philippe Gilbert, Regional Director Europe West, DB Schenker Logistics. Gonzalo Cerame, Branch Manager of DB Schenker Spain-Tir in the Basque



Country, stated: “The new platform is equipped with a practical and comfortable structure to both employees and truck maneuverings. Furthermore, now we have the opportunity to provide warehousing services.”

DB Schenker Spain-Tir in Irun offers a wide range of LTL and FTL solutions throughout Spain, which assures nationwide 24/48 h distribution, as well as worldwide. There are currently 30 employees working there.

Intensified presence in Laos

Laos: DB Schenker has established its own legal entity in the country and will now operate under the name of Schenker (Lao) Sole Co., Ltd., to better serve its customers across the region.



Photo: DB Schenker

Although present in the country since 2001 as a representative office of Schenker (Thai) Ltd., the process of establishing a legal entity manifests DB Schenker's strong commitment to its customers in Laos. The fully-owned company would enable DB Schenker to expand its service offerings and operational capabilities, while being more competitively priced. In the first phase of its planned investments in Laos, DB Schenker has invested in establishing a 3,000 square meter Logistics facility in Vientiane, the capital of Laos. The distribution centre would look to service customers across key industries such as telecommunications, consumer goods and garments. DB Schenker is also putting in place a comprehensive human resource

development program to increase the knowledge and capabilities of its logistics professionals locally.

On the occasion of the signing agreement, Victor Lim, DB Schenker's Managing Director for Thailand, Myanmar and Laos mentioned, "This is an important milestone in our rich history in the Indochina region. This step is to enable our customers to take the full advantage of the upcoming ASEAN Economic Community regulations and be competitive in the region."

On the impact to DB Schenker's international land transportation services in Asia, the Landbridge service, Lim added, "With Laos holding a key geographical position and sharing its borders with some of the most important economies in the region, it is imperative that we grow our international

trucking services to let our customers have the choice of using the most cost effective mode of transport for their goods."

Jochen Thewes, CEO of DB Schenker in Asia Pacific commented, "Being the pioneer International Logistics provider to set up a branch office in Myanmar and now a wholly-owned operating company in Laos, and with the strong heritage and footprint in operating in these emerging markets, customers will benefit from the comprehensive expertise and established Indochina network to strengthen their Asia Pacific business strategies."

A new subsidiary in the DB Schenker network: Laos holds a key geographical position, sharing its borders with some of the most important economies in the region.



The logistics hub for Switzerland

DB Schenker is building a new logistics center in Pfungen near Zurich, Switzerland, to offer customers in industry and trade logistics services that will be even more efficient and economical. The center is scheduled to open in late March 2014.

Jörg Eggenberger, CEO of Schenker Schweiz AG, said: "We are investing over 40 million Swiss francs, our biggest investment ever in Switzerland's infrastructure for our customers. Thus, we are reinforcing our growth path. Our unmistakable industry focus and solutions for all modes of transportation contribute to our customers' value added."

The new Pfungen logistics center, which is near the A1 and A51 highways, will combine the former Embrach and Kloten sites and offer integrated solutions. It will shorten cross-docking distances between land transport and air freight and offer value-added logistics services such as picking, customs clear-

ance, production supply and warehouse logistics. "Most importantly, we will be able to do an even better job of integrating our customers' goods into our global systems," explained Eggenberger. With over 2,000 locations around the globe, DB Schenker offers a unique network. "Our employees are already proud of the new logistics center in Pfungen; they are heralding it as a new gateway to the world," added Olaf Jaeckel, CFO of Schenker Schweiz AG.

With over 500 employees at eleven locations and revenues of 250 million Swiss francs in 2012, Schenker Schweiz AG is one of Switzerland's leading providers of integrated logistics services. Its sites in Aarau, Basel, Berne, Eiken,

Embrach-Embraport, Geneva, Schaffhausen, Stabio, St. Margrethen, Zurich and Zurich Airport provide over 65,000 square meters of warehouse and cross-docking space. Border offices in Basel (Weil), Basel Umschlagbahnhof, St. Margrethen, Thayngen and Wolfurt, Austria offer professional customs clearance.

The new Pfungen logistics center in Switzerland will combine the former Embrach and Kloten sites and offer integrated solutions. It will shorten cross-docking distances between land transport and air freight and offer value-added logistics services.



Photos: DB Schenker



New multi-customer facility in Kenya

As a pioneer in global contract logistics, DB Schenker Logistics has opened a new multi-customer facility in Kenya. Customers from the industrial, electronics, healthcare and consumer industries will benefit from the high-quality services DB Schenker is offering.

The facility is located on the main highway from the port of Mombasa to the East African hinterland and only five kilometers away from Jomo Kenyatta International Airport, meaning it is strategically very well positioned in terms of accessibility and future growth. The modern DB Schenker logistics center has a total area of 11,800 square meters, with a warehouse measuring 6,200 square meters and open yard operations covering 5,600 square meters.

“We have managed to secure new accounts due to our reputation for good service. This new logistics center will offer services for customers like Glaxo-Smithkline and Organo Gold, who have awarded us warehouse and transportation service contracts for the domestic Kenyan market as well as other markets in East and Central Africa,” says Ako Djaf, DB Schenker, Regional Product Manager Logistics, Near Middle East & East Africa.

The success of contract logistics in Kenya is the result of exceeding customer expectations by implementing and strictly following up standard operating

procedures and key performance indicators based on the customers' agreed service levels. “Continuous improvement initiatives like monthly productivity monitoring, recognition for highly productive staff and training and development programs have led to optimized productivity and leadership evolution in our team,” says Henrik Sorensen, CEO of Schenker Ltd., the Kenyan branch of DB Schenker.

Schenker Ltd. operates four offices, two in Nairobi, one at Mombasa Port and one at the border at Malaba, and currently has a staff of 139, offering domestic distribution, global air and ocean freight, comprehensive contract logistics and supply chain services. Schenker Ltd hold all required licenses for customs clearance, transportation and warehousing. They also hold the IATA license.

Customers from the industrial, electronics, healthcare and consumer industries will benefit from the high-quality services offered by the new logistics facility in Kenya.

Photo: DB Schenker



Setting pace in carbon emissions reduction

Victorian Minister for Public Transport and Roads, Terry Mulder recently opened a new specially adapted eco-friendly DB Schenker distribution center in Altona, Australia.

The 18,000 square meter six million euros logistics center located close to major roads and port facilities makes it the fifth largest site in the Australian DB Schenker network. The facility operates eight recessed docks and a 2,000 square meters awning, allowing transport and logistics operations to co-exist on the one site safely and efficiently. It features low emission T5 lighting - an innovation that operators say will save emissions equivalent to the output of 13 residential homes, annually.

Photo: Lucas Dawson

Ron Koehler, CEO Schenker Australia Pty Ltd said: "The T5 fluorescent lighting installed at Altona is one of the smartest options around as an alternative to LEDs, offering comparable energy savings and low cost replacement parts. Our new facility will also harvest rainwater to deliver significant savings similar to one of our other centres at Tullamarine. We've made a serious commitment worldwide to being a more sustainable company and this is just one more step we're taking."

Schenker Australia Pty Ltd is currently celebrating 50 years of Australian operations and employs 1,200 people. Customers include the international automotive industry and its suppliers, aerospace, entertainment electronics, the retail and consumer goods industry as well as healthcare, industrial and chemical industries.

The T5 fluorescent lighting installed at the new Altona logistics center in Australia is a smart option as an alternative to LEDs, offering comparable energy savings and low cost replacement parts.



Dürer on view



Specialists from DB SCHENKERart provided support to an extraordinary Dürer exposition at the Städel Museum in Frankfurt on Main, Germany.



Photos: DB Schenker

A must for art lovers: From 23 October 2013 to 2 February 2014, the Städel Museum in Frankfurt am Main, Germany presents a comprehensive survey of the work of Albrecht Dürer (1471-1528), presumably the most famous German Renaissance artist.

The exhibition encompasses a total of more than 250 works, including some 190 by Dürer. The specialists from DB SCHENKERart provided support to this extraordinary exposition, transporting the unique works, taking care of loans coming from eleven countries, from institutions like the Paul Getty Museum in Los Angeles, the Louvre in Paris and the National Gallery in London.

Altogether, the presentation introduces the oeuvre of the German master in the entire breadth and wealth of his artistic expression. Twenty-five panel and canvas paintings, eighty drawings, a further eighty works executed in various printmaking techniques, and books written and illustrated by Albrecht Dürer are on view. These works are juxtaposed with examples by fore-runners and contemporaries who were of importance to the artist – whether

because he creatively explored their achievements, or because his own works served as points of departure for a new rendering in the oeuvre of a colleague.

Dürer in Frankfurt: specialists from DB SCHENKERart provided support to this extraordinary exposition.

SilTerra honors service in **Malaysia**

SilTerra Malaysia, the Malaysian wafer technology pioneer, has honored Schenker Logistics (Malaysia) Sdn. Bhd. as its long-time business partner. During a tribute event and luncheon held on September 10, 2013 in the Kulim Hi-Tech Park, Kamarulzaman Bin Mohamed Zin, CEO of SilTerra Malaysia, complimented DB Schenker in Malaysia on the excellent job done over the last thirteen years in general and on a recent successful logistics project in particular.

DB Schenker had arranged for the transport of a valuable scanner tool, a PAS5500/850B produced in the Netherlands by ASML, the world's leading provider of lithography systems for the semiconductor industry, which had been safely moved from the supplier's door to its final destination, a clean room in SilTerra's facility in Malaysia.



Photo: DB Schenker

The project team of Schenker Logistics (Malaysia) Sdn. Bhd. (from left): Mohd Azha Mohamad Osman (Senior Executive Project), Mr. Baharudin (General Manager Projects Key Accounts), James Tee (General Manager Projects), presenting the award: Kai Kudenholdt (Director of Ocean & Projects), Andrew Tee (Project Supervisor) and Mazlina Abu Hassan (Senior Executive Project).

Growing in the **Middle East**

With the establishment of a new joint venture with its long-term global network partner **Salem Freight International in Abu Dhabi**, DB Schenker continues to grow in the Middle East.

After operating in Abu Dhabi for more than 20 years, Salem Freight International and its staff of 80 has been active in the market as Schenker Logistics LLC since June 1, 2013. Farook AlZeer will extend his existing responsibilities to Managing Director of the new entity in addition to Managing Director of Schenker LLC in Dubai.

Customers will enjoy the benefits of DB Schenker's global integrated network and products such as Air & Ocean Freight, Contract Logistics, Projects, Oil & Gas and specialized Vertical Markets including the aerospace dedicated solution, DB SCHENKER **aeroparts**, essential to Abu Dhabi's rapidly developing aviation sector.

"A major part of the world's future growth will come from markets in Middle East and Africa," outlined Peter Glatz, Regional Director Near Middle East / Africa, Schenker AG. "This is why we continue to strengthen our presence in the UAE, a strategic central location at the crossroads of important trading routes between East and West. We plan to further strengthen our network in this growing region."



Photo: Andy Vargoczky

Signing the contract, front, left to right: Tareq Salem Ebraheem Mohamed Al Nuaimi, (Salem Freight International, and Peter Glatz, Regional Director Near Middle East / Africa, Schenker AG. Back row, from left: Andy Vargoczky, VP KAM and Sales NMEA, Farook AlZeer, Managing Director of Schenker LLC in Dubai and now Schenker Logistics LLC in Abu Dhabi, Oliver Kluge, CFO Region NMEA.

Strong recommendation for **Oil & Gas**

The **Regional Oil & Gas division of DB Schenker** based in Dubai, UAE, received kudos from Indonesian customer PT Century Dinamik Drilling (MB Century), a market leader and foremost provider of oil, gas and geo-thermal drilling services in the Asia-Pacific region. The customer had contracted DB Schenker's specialists to load and ship moving rigs and oil well equipment from the port of Muara in Brunei on the north coast of Borneo in Southeast Asia to the port of Muscat Oman on the southeast coast of the Arabian Peninsula.

The DB Schenker team was responsible for loading and shipping 61 packages with a combined weight of 889 tons and a volume of 4,350 cubic meters. The heaviest piece was a 55-ton rig trailer. "It is with sincere conviction and strong recommendation that we commend DB Schenker Oil & Gas for showing great dedication and far exceeding their commitment to the timely and



Photos: DB Schenker

safe loading of our cargoes," stated Fadjar Daranawandi, Senior Purchasing & Logistics Coordinator at PT Century Dinamik Drilling, based in Jakarta, Indonesia.

DB Schenker loaded moving rigs and oil well equipment from Indonesian customer PT Century Dinamik Drilling (MB Century) onto Rig # 104, the break-bulk vessel destined for Muscat, Oman.

Improved temperature **monitoring**

DB Schenker Logistics has improved its **temperature monitoring services** in global freight transport. The DB SCHENKER **smartbox** service has now been expanded, with two additional products specially designed for the pharma industry and for warehousing. DB SCHENKER **smartbox** easypharma is a certified solution designed for the pharma industry and for medical transports. It measures and stores temperature and humidity readings collected during transport. The stored data can be read easily with a USB connection. The expanded memory allows up to 32,000 measurements which can be provided to the customer via the eServices on the DB Schenker homepage.

DB SCHENKER **smartbox** logistics enables monitoring of temperature and humidity levels in standard or cold storage warehouses. The device transfers the data to a computer in real time, where it is stored in a database. The advantages of the system include the precise accuracy of the measurements and the wireless transfer of data. If the temperature or humidity thresholds,

which can be configured individually, are exceeded, an alarm is automatically triggered, enabling further steps to be taken.

These new products expand and optimize the existing transport monitoring portfolio of DB Schenker Logistics. The individual modules in the DB

SCHENKER **smartbox** family offer solutions for all modes of transport and applications across the entire supply chain.

DB Schenker Logistics has improved its temperature monitoring services for the pharma industry and for warehousing.



“Moving our own headquarters”

DB Schenker has a new headquarters, in Frankfurt, Germany, close to the airport. 500 DB Schenker staff moved from nine different locations to one central site - a real challenge for the DB SCHENKERmove specialists. The logistics team had 48 hours to get all offices moved.

The moving crew had their own special T-shirts printed. Around 70 staff had red shirts emblazoned with the slogan: “We For Ourselves.” Thousands of cartons carefully labeled by DB Schenker staff were loaded into trucks, then driven to the new headquarters in the so-called Alpha Rotex building. Exactly to the right place. Each carton was brought to the workplace with the corresponding number. “We are working on a white gloves, white soles principle,” said Sascha Lademann, from Schenker Deutschland AG in Berlin, heading the relocation team. Rubber wheels were used in corridors, covered with construction cloth and protective paper - meaning that DB SCHENKERmove did not leave a trace. For the experts, this was a very special job, not only because of the enormous logistical demands. “We’re moving our own headquarters - that’s a high point of our year,” Lademann said. And everything went well.

A few days later, Dr. Karl-Friedrich Rausch, Member of the Management Board of DB Mobility Logistics AG responsible for Transportation and Logistics, received the symbolic key to the new DB Schenker building in Frankfurt’s Gateway Gardens from the builders Dr. Alois Rhiel (OFB) and Jürgen Groß (Groß & Partner). In attendance for the hand-over were Volker Bouffier, Minister-President of the federal state of Hesse, Olaf Cunitz, Mayor of Frankfurt am Main, and over 100 guests from the political and business communities. “Not only will the move make our operations even more effective in the future, we are also sending a clear signal of Frankfurt’s importance as an international logistics hub. Our employees will feel right at home in the modern building,” said Rausch.

The new logistics headquarters has office space for some 500 DB Schenker employees. Just over 300 employees from DB Schenker Rail’s European headquarters, 120 employees from the management of the Transportation and Logistics Division with overarching corporate functions such as strategy, legal affairs and human resources, and numerous employees from functions that fall under both DB Schenker Rail and DB Schenker Logistics, some from other countries in Europe, have been working here since August 19. In November, an additional 100 employees from the European Operations Center and Cargo Control Center of DB Schenker Rail also moved into the building.

The Alpha Rotex was designed according to DB’s modern Open Space of-fice concept. The concept encourages team-based collaboration and embodies a modern understanding of management, leadership and change in corporate culture. The open plan design offers a wide range of work stations, including standard work stations, or “single spaces,” which offer employees space to work individually, and common areas for social coffee breaks to encourage communication. The ground floor of the DB Schenker headquarters houses a state-of-the-art conference area and a restaurant open to the public, which includes a coffee bar and outdoor terrace.

Sustainability has been a factor in construction of the 68 meter building since the planning phase. The Alpha Rotex was built according to the requirements of LEED Gold (Leadership in Environmental & Energy Design) environmental certification. This certificate sets especially high standards for water and energy efficiency, use of environmentally friendly materials and resources, indoor air quality, and innovative design. These requirements also correspond to the sustainability standards DB Schenker and the entire DB Group have set for themselves.



Photos: DB Schenker



Service for H&M in Bulgaria

Hennes & Mauritz (H&M), one of the world's leading fashion companies, which over the last two years has been expanding in Bulgaria, recently placed an order with the Bulgarian national organization Schenker EOOD and a team of around 50 employees focussing on logistical storage and transport.

DB Schenker can supply the H&M stores within 24 hours thanks to its customer-focused logistics system and well developed domestic network in Bulgaria. The Greek transshipment points in Thessaloniki and Athens are also supplied with H&M fashion. DB Schenker currently provides a regular service from its 7,000 square meter logistics warehouse in the Iliensko district of Sofia to ten H&M stores in Bulgaria and 27 in Greece.

DB Schenker supplies H&M stores in Bulgaria within 24 hours.



Photos: DB Schenker

Test run for the World Cup 2014

The international soccer association FIFA had selected **GoalControl**, located in Würselen, Germany to be the official supplier of goal line technology at the 2013 Confederations Cup in Brazil. DB Schenker Logistics ensured the smooth transportation, customs clearance and on-time delivery of the goal line systems to the stadiums. Experts at Schenker Deutschland AG were responsible for transporting the system's 14 high-speed cameras, computers, cables, assembly equipment and even the soccer balls including ball pumps by air freight from Germany to the six stadiums in Belo Horizonte, Recife, Brasilia, Salvador, Rio de Janeiro, Fortaleza. After delivery, the systems, which took up roughly 25 cubic meters of space, were assembled and installed.

The new goal line technology system continuously captures the position of the ball in three dimensions. If the ball crosses the goal line completely, the central processing unit sends an encrypted radio signal to the referee's watch in less than one second.

The short time frame posed a special challenge for the logistics experts at



DB Schenker: „In some cases, we had only nine business days to collect the freight in Würselen, take care of the flight and customs formalities and deliver it to the stadium. After all, the systems should be installed and tested in the stadiums by the time the test matches are held“, stated Christian Schultze, head of DB SCHENKER *sportsevents*, Schenker Deutschland AG.

DB Schenker Logistics ensured the smooth transportation, customs clearance and on-time delivery of the goal line systems to the stadiums at the Confederations Cup in Brazil.



Selected warehousing areas for lubrication oils and greases

DB Schenker in Finland has been awarded a storage and distribution contract from Neste Oil, a refining and marketing company focused on low-emission, high-quality traffic fuels. Roughly 5,000 pallets of lubrication oils, greases, car care and household chemicals will be stored at the new 25,000 square meter multi-customer warehouse located in Nurmijärvi, Finland.

The facility will be TAPA A-certified and will offer various storage conditions, fulfilling Neste Oil's strict safety requirements for chemicals storage, as well as those of regulatory authorities. There, DB Schenker provides selected warehousing areas for different products all in one location. These include an unheated area for lubricants which do not need temperature control, an ambient temperature area for unclassified products as well as a certified area for products that are highly flammable, corrosive or irritant and need to be stored under special supervision.

Along with warehousing, DB Schenker will also offer value-added services such as labeling, re-/co-packing

and sampling, as well as domestic distribution in Finland and international distribution. Neste Oil's products are exported mainly to Russia and Ukraine. For these eastbound exports, DB Schenker will produce the needed export documents electronically in cooperation with Neste Oil on the customer's extranet.

DB Schenker has also previously signed a contract with Neste Oil Russia in St. Petersburg to warehouse all of Neste Oil's own packed products imported for Neste Oil's local retail stations.

In Finland, DB Schenker provides customer Neste Oil with services and selected warehousing areas for different products all in one location.



Photos: DB Schenker

Recycling paper using cargo bikes

Recicleta, the first program that collects paper waste without producing carbon emissions, being collected with the cargo-bikes, was organized by the non-profit organization "Viitor Plus" (Future Plus). It is now being developed with the help of DB Schenker. Schenker Romtrans SA encourages this kind of project for long term sustainability and solving social problems. The cargo-bikes will help to grow the quantity of paper waste collected by the non-profit organization and is going to lower the carbon footprint made by the activity of collecting recyclable materials. Since 2009 when it was launched, the Recicleta project helped reduce 6.4 tons of CO2 in Bucharest, it collected 200 tons of paper which was recycled, the equivalent of 3,000 trees saved from being cut down and offered jobs for five persons with social problems.



DB Schenker Logistics in Romania supports a project to collect paper waste without producing carbon emissions, using cargo bikes.

One of the **biggest single air freight shipment pieces**

One of the **biggest single pieces ever** to be moved in the history of DB Schenker has been handled successfully by the Air Freight department based in Dubai, UAE. The specialists organized the entire transport from Singapore to the Egyptian capital of Cairo on behalf of Middle Delta Electricity, Egypt. The single piece with a gross weight of 95,340 kilograms and measuring 14 meters in length and approximately four meters in width and height required the charter of a very special means of transport: the AN 124, the world's second biggest aircraft. "The challenge from a logistics point of view was not only to manage this transport from one airport to the other," reported Vincenzo Verdura, Head of Air Freight Region Near Middle East & East Africa, Dubai. "We actually handled the shipment on a door-to-door basis, including loading, unloading, customs procedures, security escort, special permissions and delivery arrangements." Incidentally, this transport was only the second part of the success story, as the heavyweight piece had already been moved by DB Schenker on the forward run from Cairo to Singapore before.



Photo: Emad Kamish

One of the biggest single pieces ever to be moved in the history of DB Schenker: The single piece with a gross weight of 95,340 kilograms and measuring 14 meters in length, approximately four meters in width and height, required the charter of the AN 124, the world's second biggest aircraft.

For Currywurst in Shanghai

In cooperation with DB Schenker Logistics in Germany, DB Schenker in China recently realized successfully the ocean freight transport of a traditional German city railway wagon from Berlin, Germany to Shanghai. The heavy wagon of 18 tons and a dimension of 17.90 meters length, 3.10 meters width and 3.25 meters height was loaded in Berlin in the end of 2012 and arrived to Shanghai in less than two month.

The railway wagon belongs to a legendary railway model range from the 1920s. In Germany, the restaurant and catering company Wöllhaf has channeled those railway wagon types into food stalls offering the traditional German dish "Currywurst" (German sausage with curry sauce) at the German airports in Berlin and Stuttgart. Under the name of "Die Ess-Bahn" (The eating train) those extraordinary food stalls have meanwhile become iconic... And now this concept is adopted in Shanghai.

After its arrival to Shanghai in winter, the rail wagon was stored until the weather conditions became better. In the meantime the wagon was refurbished and placed at the Shanghai Fashion Center Yangpu on May 14, 2013.

In order to position the wagon at its final destination, the Special Transports Team had to come up with a customized solution for the client. The

ground of the last 250 meters to the wagon's ultimate place of location was not able to bear the weight of the wagon. Consequently, DB Schenker lifted the wagon onto particular hover cushions, used for moving overweight objects, in order to spread its load. Next, the train wagon hovered on the cushions over the ground to its final place of location.



The first Currywursts offered by the Ess-Bahn in front of the Shanghai Fashion Center were available in the beginning of July 2013, with the support of DB Schenker.

Photo: DB Schenker

A steam locomotive on the grass

“How did that old steam locomotive get onto the grass?” is a question asked by many passengers traveling from western Germany to Berlin by ICE who happen to be looking out of the window just outside Bielefeld. Right there, in the middle of the grassy area in front of a modern factory building, stands an old restored steam horse. DB Schenker’s heavy freight experts in Hagen know

the answer all too well: they lifted the old locomotive from the rails onto a special transporter and transported it by road to its new home, over two weekends. Finally, the locomotive was successfully lowered onto a piece of railway track. This is the fulfillment of an office furniture manufacturer’s childhood dream as well as an eye-catching new landmark.



Photos: DB Schenker / Michael Neuhaus



Strong interest in young industry

With over 500 attendees and 33 sponsors and exhibitors, the **2013 Mexican International Renewable Congress (MIREC)** was a huge success. The congress gathered businessmen in the renewable energy sector from many different countries. The modules were mostly focused on wind and solar power. Wind power potential in Mexico is estimated at 71,000 MW, which is equivalent to cover the 2010 household electricity demand more than three times. The energy potential of geothermal energy is greater than 40,000 MW for electrical

and heat applications and 53,000 MW for hydroelectric plants. As the market is hungry for renewable energy, DB Schenker in Mexico participated at the event. Attendants emphasized the need of a reliable service provider who has the expertise in the semicon/solar industry, working in an environmentally friendly way.

P&G recognizes top performing global partners

The Procter & Gamble Company (P&G) has recognized its top performing external business partners at its annual External Business Partner Recognition Dinner in October 2013. Nearly 80 top suppliers and agencies attended the annual event to recognize and celebrate key contributors who have demonstrated partner excellence. Among the companies which received Excellence Awards for consistent high performance was DB Schenker. P&G has more than 82,000 suppliers and agencies.

Extended partnership for Sochi

In early October, the long-standing partners DB Schenker Logistics in Austria and the Austrian Olympic Committee (ÖOC) signed a new cooperation agreement. For several years the ÖOC has been depending on DB Schenker's expertise in global solutions.

Schenker & Co AG is the official logistics partner of the "Austrian Olympic Team" and will be responsible for transporting the equipment of "Austria Tirol House" in Sochi/Russia before, during and after the XXII. Winter Olympic Games in 2014.

"The experience in worldwide transport arrangements makes DB Schenker into a competent partner," said Dr. Karl Stoss, President of ÖOC. He added: "In sports and event logistics, we can rely on the DB Schenker Logistics team." Under the aegis of the specialists from DB SCHENKER *sports-events*, sixteen semitrailers with marquees and equipment will travel to Sochi from Bad Rappenau in Germany and Innsbruck. A chair lift and gondola will also be transported to Russia by land.

"We are especially proud of our long partnership with the Austrian Olympic Committee, which demonstrates the confidence that the Committee and the athletes have in us," said Kurt Leidinger, CEO of Schenker & Co AG for Austria and South East Europe.

Photo: DB Schenker



Signing the contract for Sochi, from left: Dr. Karl Stoss (ÖOC), Kurt Leidinger (DB Schenker), Dr. Peter Mennel (ÖOC).

A leader 3PL in Gartner's Magic Quadrant Report

Gartner, Inc., the world's leading information technology research and advisory company, recognized DB Schenker Contract Logistics as a 'Leader' in the Gartner Magic Quadrant for Global Third-Party Logistics Providers (3PL) report (by Greg Aimi, James Lisica). DB Schenker was one of the four named 3PL leaders included as part of the 'Leaders' magic quadrant, selected among a pool of twelve evaluated global service providers.

As per Gartner, "Leaders show strength in ability to execute and completeness of vision, which includes their understanding of the market and customers' needs. Compared with their competitors, they offer a broader set of integrated services across significant global regions. They score better on providing

customers with continuous improvement and innovation, and provide specialized solutions within particular industry segments. They also demonstrate excellence in operations, customer service and responsiveness."

"We believe our strong position in the Leaders quadrant by Gartner is confirmation of our progress and efforts to become one of the world's leading providers of logistics services and deliver customer value through a good structured growth strategy, reliable solution execution and devoted logistics experts," says Robert Walpole, Head of Logistics / Supply Chain Management Development for DB Schenker Logistics.

First training cycle concluded

In October, the first training circle of the DB Schenker Logistics Academy China was successfully concluded.

During the one-year training program with customized courses and fruitful practical activities, the participants gained professional knowledge and extensive experience in the field of Contract Logistics and Supply Chain Management. DB Schenker had opened its own academy for employees in China in 2012, in order to train, retain and attract more employees in China, and to further increase DB Schenker's attractiveness as a logistics employer in China.

Karl-Heinz Emberger, CEO North and Central China, Schenker China Ltd., led the graduation ceremony in Shanghai and complimented the Academy graduates. "We are proud to have you working in our company and we hope that you will stay with us for many years



Photo: Ansson Zhou

to come", he said. "We continuously optimize the academy by enhancing and innovating its training models, contents and methods. The selection of participants for the second academy year has already started successfully."

Successfully concluded the first training cycle: participants of the DB Schenker Logistics Academy China, with Karl-Heinz Emberger, CEO North and Central China, Schenker China Ltd., center, back row.

Change in Spain

After decades of successful work **Jaume Ballester** retired from his responsibility as CEO of Schenker Logistics, S.A.U., in Spain, effective September 2013. Nonetheless, he continues to hold the responsibility as Head of Land Transport in the Region Europe West.

Lluís Gay, so far heading Land Transport in Spain since 2007, took over the responsibility of CEO of Schenker Logistics, S.A.U. He has 28 years of experience in freight forwarding, is in Land Transport for 24 years now and has a rich knowledge base, having worked in all departments from sales to operations in all positions from administrative to management.

New CEO of Schenker Logistics, S.A.U.: Lluís Gay.



Photos: DB Schenker

Retired from his responsibility as CEO of Schenker Logistics, S.A.U.: Jaume Ballester.



New CIO Region Europe Southeast

Rolf Göder has taken over the responsibility as CIO Region Europe Southeast effective September 16, 2013. He is an experienced project manager and specialist for optimizations of business processes and structures and brings with him several years of experience in leading large and heterogeneous IT teams of well-known international companies. His predecessor Alfons Schaffer retired effective August 31, 2013, after over 45 years of extraordinary commitment to group.



New CIO Region Europe Southeast: Rolf Göder.

Present at the Climate Summit in Warsaw

Janusz Górski, CEO of DB Schenker Logistics in Poland, represented Polish business at the United Nations Climate Change Conference (19th Conference of the Parties, COP 19) in Warsaw in November 2013, at a discussion session entitled "Climate Action and Partnerships" was a part of a twoday Business Forum "Caring for Climate". This session was the only one dedicated to the Polish perspective and business initiatives regarding environmental protection undertaken in Poland. The event was attended by Marcin Korolec, the Polish Minister of

the Environment. Janusz Górski is also a member of the Programme Committee of the UN Secretary General's Initiative, Global Compact in Poland, the largest organization in the world supporting corporate responsibility and sustainable development. The main objective of the discussion session "Climate Action and Partnerships" was to present actions and solutions which support the protection of environment by the Polish business.



Represented Polish business at the United Nations Climate Change in Warsaw: Janusz Górski, CEO of DB Schenker Logistics in Poland.

Norbert Müller becomes **Honorary Professor**

Dr. Norbert Müller (52), Global Dangerous Goods Safety Adviser at Schenker AG, Essen, has been awarded the title of "Honorary Professor" by the SRH College of Logistics and Business. Müller has been teaching "Hazardous Goods Logistics" at SRH Hamm in West Germany since 2008. The title pays tribute to his outstanding professional achievements in applying scientific knowledge and methods in practical situations. Müller has been passing on his extensive knowledge of dangerous goods logistics at presentations, seminars and lectures for more than 25 years, thus making a valuable contribution to increasing safety in the transport and storage of dangerous goods and substances. Back in 1997, the Chamber of Commerce and Industry appointed him and swore him in as an official appraiser for the transport and warehousing of dangerous goods.



Photo: DB Schenker

Outstanding professional achievements in applying scientific knowledge and methods in practical situations:
Norbert Müller.

Head of **Shared Services Accounting**

With effect from August 1, 2013, **Carsten Waschkowitz** joined the Schenker AG Head Office in Essen and has taken over the responsibility for the newly established function as Head of Shared Services Accounting DB Schenker Logistics. For the last twelve years he was working as a consultant for Pricewaterhouse Coopers. In his last position as consulting partner he was responsible for the sector Transportation & Logistics and DB Schenker Logistics as well as DB. Since 2003 he was working as a consultant for DB Schenker Logistics on several projects. He has wide experience in the

transformation of the Finance function and will develop a concept for Shared Service Accounting for DB Schenker Logistics within the framework defined by the DB group project "Global Accounting Shared Service Center (SSC)".



Photo: DB Schenker

Head of Shared Services Accounting:
Carsten Waschkowitz.

Heading Land in **Spain**

Effective September 2, 2013 **Paul Willems** took over the responsibility as Head of Land Transport of DB Schenker Spain-Tir, the DB Schenker Logistics arm in Spain. Willems, 44, born in Holland, has strong ties to the country since 1995. He has developed his professional career in some important companies and began working for the group in 2010 at the Schenker AG Head Office in Essen. Willems has carried out a wide variety of positions, mainly in the Corporate Development Direct Loads.



Photo: DB Schenker Spain-Tir

Head of Land Transport of DB Schenker Spain-Tir:
Paul Willems

Albin Budinsky awarded honorary doctorate

In July 2013, the Senate of the University Petre Andrei (UPA) in Iasi, Romania has awarded **Albin Budinsky, Head of DB Schenker Logistics in Romania**, an honorary doctorate. The Dean of the UPA, University Professor Dr. Tompea Doru, explained that this was the very first time for the University's Senate to award an honorary doctorate for business reasons. "To date, our University has given such titles exclusively to scientists and those engaged in cultural activities. We grant this honorary doctorate to businessman Albin Budinsky with great esteem and have done this in particular to laud him for his advocacy for projects involving

young people. For instance, in 2010, our University received the "Ten for Romania" prize for its voluntary social engagement."

Professor Diana Lupu, the Deacon of the Science Faculty added: "We bestow this award of merit upon Albin Budinsky for his outstanding achievements that resulted in the fostering of the business partnerships between Austria and Romania and the development of the intercultural relationships between the two nations."



Photo: DB Schenker

Honored for his advocacy for projects involving young people:
Albin Budinsky.



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