

News release

18th September 2014

DB Schenker Rail UK chalks up another win in the Intermodal market

DB Schenker Rail UK's presence at UK Ports including Felixstowe, Southampton and London Gateway, together with its ongoing commitment to the Intermodal market, has led to the company winning new business.

DBSR UK ran the first train out of London Gateway on 23 September 2013, and since then has seen an increase in terms of containers moved to and from the port. The company expects to have moved c4,000 containers by the first anniversary of the port opening.

Customers are moving to DBSR UK for a complete portfolio of services including terminal management, loading, unloading and delivery. New customers are enjoying improved levels of service and the availability of DBSR UK's industry leading order-tracking software, Anubis.

DBSR UK works with each customer to understand its individual needs with the aim of optimising inventories, reducing time-to-market and total spend, as well as adding value.

Key facts about DBSR UK's intermodal provision are:

- Performance achieved provides for 98% right time arrival
- Imports through the port are primarily from South Africa and South America and include tinned foodstuffs, specialised wooden products, including plywood and furniture, and Castor Oil
- Exports through the port include high value British foodstuffs, as well as recognised brands.

Neil McDonald, Head of Sales at DB Schenker Rail UK said:

"The intermodal market is buoyant as customers look to the most cost efficient and environmentally friendly way of moving freight across the country. DB Schenker Rail UK is committed to a market where all customers can access good value, flexible and reliable services. Our new customers are telling us they want more choice - not just in their decisions between moving containers on road or rail, but also between rail freight providers.

"We are delighted that customers are turning to us in response to the improvements we've made in performance. We seek to build long term relationships with our customers, and provide services built around their individual needs. We are the only provider in the UK that offers a range of flexible options for customers, allowing them to move smaller quantities of goods by purchasing only a proportion of the train – an option which is serving our customers' needs well."

Following new business wins from MOL, Evergreen, Hamburg Sued, Hapag Lloyd, OOCL, and Hyundai, DBSR UK has won business with Deutsche Afrika-Linien shipping line, whose UK agent is Cory, to move containers from Trafford Park to London Gateway.

Caron Friston, Liner General Manager at Cory Brothers said:

“Since the move of our DAL Deutsche Afrika-Linien service to London Gateway, DB Schenker Rail UK has demonstrated a willingness to work with us in a very positive way. The train timetable was changed very quickly to accommodate the SAECs vessels arrival and departures at London Gateway and they have displayed a proactive approach to understanding the needs of Cory Brothers, DAL and our client base. Every opportunity has been taken to involve us.

“We feel the relationship we’ve built and joint cooperation developed between Cory Brothers and DB Schenker Rail UK will be mutually beneficial to our businesses as we seek opportunities to grow through London Gateway – this new route from Trafford Park is a great example of that.”

- Ends -

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Notes to editors:

- DB Schenker Rail UK is the UK’s largest rail freight operator, operating around 3,200 trains each week and employing around 3,400 people in the UK.
- In addition to undertaking rail freight operations, we provide a range of passenger haulage, engineering support, technical and hire services nationwide.
- We support our wide ranging customer base by moving containers as well as coal and other fuels, to products for construction and the automotive industry and consumer goods, from UK ports and through the Channel Tunnel to Mainland Europe.
- DB Schenker added London Gateway to its existing network, which already connects the major ports Felixstowe and Southampton to DBSR UK’s inland terminals, in September 2003.
- We were awarded the Rail Freight Excellence Award at the 2013 Rail Business Awards for our innovative twice-weekly service between Barking in east London and Wroclaw, Poland.
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