



You operate in **many**
different fields.
So do we.

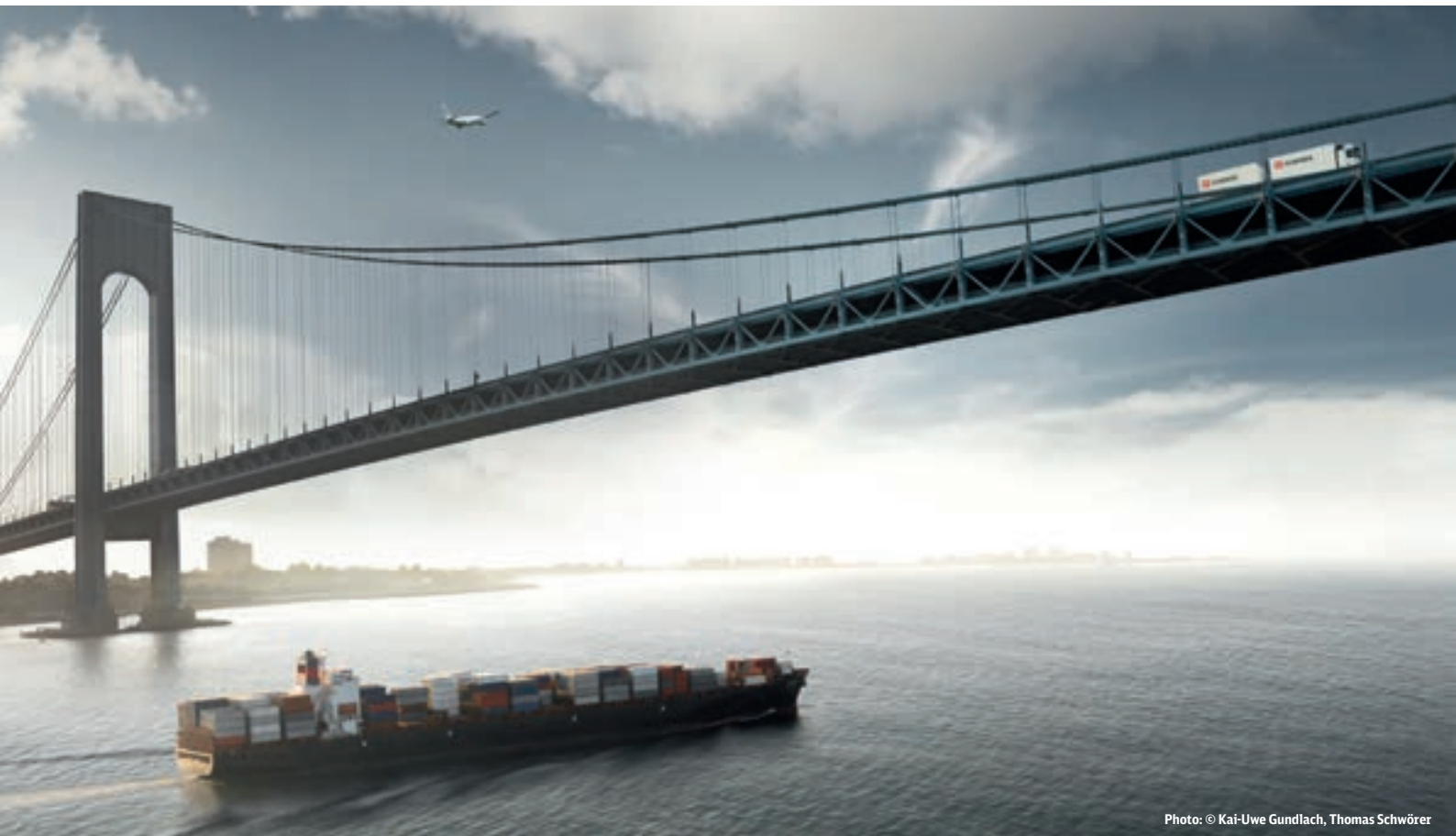


Photo: © Kai-Uwe Gundlach, Thomas Schwörer

Vertical Market Industrial – Best connections to the industry.

DB Schenker is structured in Vertical Markets to increase our focus on industry needs. The Vertical Market Industrial offers innovative and tailor-made solutions for each market segment and customer. Our global team of DB Schenker experts provides the infrastructure, tools and processes in order to bring your business to the next level with effective and efficient logistics.

Our approach ensures a successful logistics model for you.

We handle goods in end-to-end supply chains and offer our customers high-quality innovative and cost-efficient transport and logistics solutions from one single source. Furthermore, we are constantly enhancing logistical processes – locally, nationally and worldwide. We have a presence in 130 countries around the world; with over 100,000 employees we work in a worldwide network, but operate locally. Thanks to about 2,000 locations in the world's most important economic regions, we have a global network dedicated to customer service, quality and sustainability.

We are within the Top 5 across all products:

- **No. 1** in Europe in Land Transport
- Shipments (in thousands): 95,325
- **No. 1** in Europe in Rail Freight
- Transportation volume (in million tons): 399
- **No. 2** worldwide in Air Freight
- Air Freight volume (in thousand tons): 1,095
- **No. 3** worldwide in Ocean Freight
- Ocean Freight volume (in thousand TEU): 1,905
- **No. 5** worldwide in Contract Logistics
- Turnover (in million euros): 1,75

Source: Annual Report Deutsche Bahn AG 2012

Your reliable partner for the Industrial market.

DB Schenker supports the manufacturers and suppliers in all segments of the Industrial market. We establish most effective and efficient logistics for your business needs – with global coverage and across all products.

DB Schenker's Industrial market know-how:

Due to our successful cooperation we have a long and lasting relationship with many of the industry leaders in their respective sectors. On the following pages, you will find some examples of our capabilities in serving our Industrial customers. From small switch gears and transistors over sensitive lighting equipment and electrical cabinets up to complete turbines and vehicles for the construction, mining and farming industry – the Industrial market covers a wide range of different industry sectors. With our global team of experts we ensure the best support to our customers along your entire supply chain.

Dedicated approach for all segments. These are our Industrial Sub-Verticals:

- Machinery and Mechanical Equipment
- Electrical Equipment
- Raw, Base and Building Materials

Your benefits at a glance:

- Extensive industry knowledge and market intelligence within the Industrial arena
- Bundling of industrial logistics expertise and sharing of best practices
- Scalable solutions across all Industrial segments and supply chain stages, tailored to your individual needs
- Innovative approaches and concepts that help you to increase productivity and/or service quality
- Integrated approach with global coverage and competencies across all modes (Air, Ocean, Road, Rail, Contract Logistics/SCM)



Photo: ©Volker Schlichting, fotolia.com



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DB Schenker Industrial Solutions. Special services for diverse industries.

At DB Schenker we constantly invest in knowledge, technology and markets in order to remain a leading logistics service provider in Industrial markets.

What this means to you:

With our broad solution portfolio in Air and Ocean Freight, Road & Rail Transportation as well as Contract Logistics/SCM we support you in maintaining or building up a leading position within your Industrial segment.

We have proven “best practice” solutions in place for every aspect of your supply chain and even offer integrated concepts that enable you to generate benefits from end-to-end perspective.



Photos: © istockphoto

DB Schenker offers various logistics solutions for Industrial markets:



- Lead Logistics Provider (LLP) & 4th Party Logistics (4PL) Solutions
- Network Design & Supply Chain Consulting
- Integrated IT Setup for end-to-end Visibility
- and many more



Global presence and local commitment.

DB Schenker is present in several regions all over the world (see highlighted parts in the map). The points in the map show some countries in which DB Schenker was operating diverse projects. In the fold-out you find the explanation for each country and the respective project.






Transport Mode - Product

-  Air Freight
-  Ocean Freight
-  Land Transport

-  Rail Logistics
-  Contract Logistics

Subvertical

-  Machinery and Mechanical Equipment
-  Electrical Equipment
-  Raw, Base and Building Materials



Selected Industrial projects of DB Schenker:

Europe

- **Central Europe:** Transportation of steel products in open trailers
- **CIS countries:** Transportation of fully assembled tractors and harvesters from Germany via rail
- **Denmark:** Same day Air Freight delivery to the USA for machinery and refrigeration technology
- **Finland:** Finished and semi-finished paper product transports
- **Germany:** European-wide spares and tools supply solution for wind mills
- **Netherlands:** European-wide road procurement network for electric parts with control tower in Netherlands
- **Nordics/Baltics:** Lead Logistics Concept for electrical components
- **Poland:** Regional distribution center for power tools and construction equipment
- **Romania:** National spares distribution for electrical equipment
- **Russia:** Import customs clearance and FTL distribution for electrical products
- **Sweden:** National part-load and parcel transportation for power tools and construction equipment
- **Turkey:** Heavyweight transformers to Saudi Arabia



Photo: © Rüdiger Nehmzow

Americas

- **Brazil:** Import customs clearance management for electrical and mechanical products
- **Canada:** Heavyweight transformer transports from Germany
- **Mexico:** Buyer's Consolidation Concept for machinery and refrigeration technology
- **Uruguay:** Regional finished goods distribution for power tools and construction equipment
- **USA:** Heavyweight transformer transports from Poland; dedicated charter flights to Europe

Asia-Pacific

- **Australia:** Production Vendor Managed Inventory (PVMI) for lighting systems
- **Brunei:** Air and Ocean imports for pipeline equipment
- **China:** Regional warehouse and "buyer's consolidation" solution to worldwide destinations for elevator and escalator components
- **India:** National distribution of semi-finished agricultural vehicles
- **Indonesia:** Project logistics for mining equipment

- **Kazakhstan:** Finished agricultural vehicle and parts distribution
- **Papua New Guinea:** Project logistics for mining equipment
- **Singapore:** Regional distribution center for power tools and construction equipment
- **Turkmenistan:** Transportation of semi-finished construction equipment per rail from China

Middle East – Africa

- **Egypt:** Supply of power plant components
- **Mauretania:** Transportation of pipeline components
- **Qatar:** Supply of power plant components
- **Saudi Arabia:** Regional distribution center for power tools and construction equipment
- **South Africa:** Regional spares management and supply for agricultural equipment

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