



Regional Sales at DB Cargo

Your Local Specialist



Dear Readers,

The transport of the future is tailor-made, environmentally friendly and calls for service providers with extensive experience, a large network and great specialist expertise – just like DB Cargo.

We combine the strength of an international market leader with the benefits of personal support provided at regional level. With some 4,200 private sidings across Europe, we connect customers in all industries with one of the world's largest rail networks, getting your goods onto the rails and taking them to their destination. Our structure is both international and local: our specialists are available Europe-wide and develop bespoke logistics concepts with you, becoming part of your value chain.

Simply get in touch. You can find all our contact details and a brief overview of our services in this brochure.

Sincerely yours,

A handwritten signature in blue ink that reads "Kai Maaß".

Kai Maaß
Head of Regional Sales Germany
DB Cargo AG

A handwritten signature in blue ink that reads "Maarten de Ridder".

Maarten de Ridder
Head of International Sales and
Corridor Development
DB Cargo AG

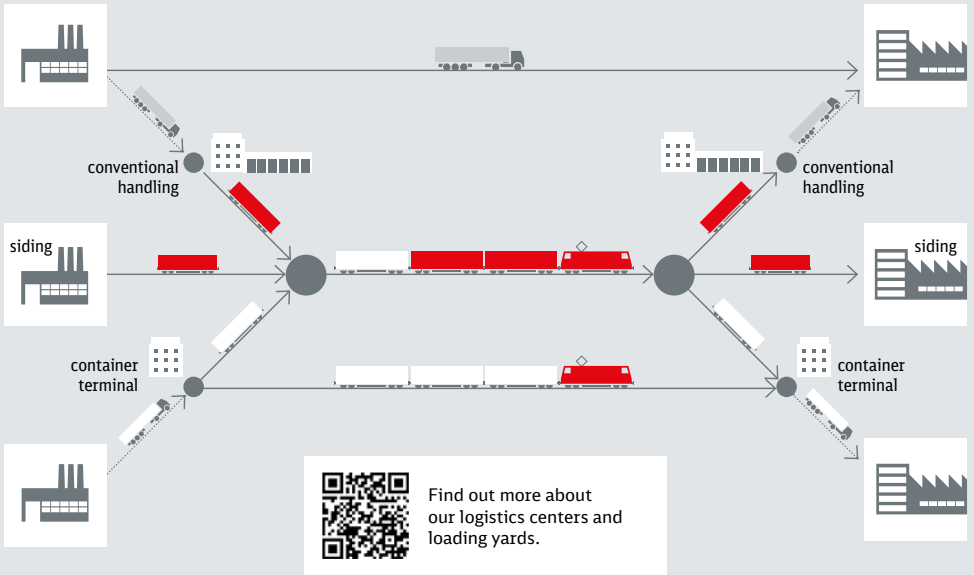
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We are there for you in around 20 countries across Europe – personal support with regional expertise is close at hand.

Regional Sales: Your Local Specialist

Internationally networked and yet close at hand: Regional Sales from DB Cargo excels by giving each customer just the right support – on the spot and in person. Your benefits at a glance.

- **Comprehensive presence:** We provide personal support on the spot, for small and mid-size customers too. This includes advising you on how to optimise your logistics concepts.
- **Close networking:** We maintain regular contact with associations, chambers of industry and commerce, ports, railways and other regional partners.
- **Regional know-how:** Years of experience have given us extensive knowledge of the region and logistics locations.
- **Regional communication:** By communicating directly with the customer, we can develop suitable solutions to logistics challenges.
- **Cross-industry concepts:** We develop solutions for the entire value chain and put them into practice – reliably and from a single source.
- **Contacts throughout Europe:** We provide cross-border support for our customers in Germany and Europe. You too can enjoy the benefits of our custom consulting services on all aspects of logistics.



One mode of transport, lots of access points

Before using rail transport, you need to get your goods to the tracks. There are numerous ways of achieving this. Your contacts in Regional Sales will be pleased to assist you.

- **Loading sites and yards:** Benefit from around 260 loading sidings and some 300 timber loading tracks, which DB Cargo serves throughout Germany.
- **Ports:** DB Cargo serves around 90 inland ports and 20 seaports.
- **Tracks reserved for industry:** Use the access routes often provided by local authorities on industrial estates.
- **Shared use of sidings and railports:** DB Cargo uses over 100 of these multimodal rail logistics centers worldwide. Bilateral agreements enable us to share sidings and railports at numerous locations.
- **Terminals:** We can assist you in handling intermodal traffic (IT) at one of 25 DUSS terminals or more than 125 other terminals.



How to get your own private siding

A private siding is the ideal way to ensure sustainable, reliable transport. What is more, public subsidies are often available to fund construction. We show you how.

Eligibility requirements for subsidy:

- You plan to transport goods long-term by rail.
- Your company has a private legal form.
- You make the application before beginning construction. Applications are submitted via the Federal Railway Authority (EBA).

Funding is available to cover **up to 50%** of the costs of new-build sidings, extensions and reopening of private sidings, as well as facilities for loading and unloading your freight wagons.



Find more information at www.dbcargo.com/sidings
or ask your Regional Sales contact!

Become part of our network

Seven steps to the transport of the future: cost-effective, environmentally friendly and Europe-wide. We show you how:



Customer service for new customers
neukundenservice@deutschebahn.com

**You are interested in
DB Cargo as your partner**

1

**We visit you and get to know your
business and logistics requirements**

2

**Together, we work out your
optimal access point to the
rail network**

3

**We agree the operational and
commercial framework for transport**

4

**You order your transports,
e.g. using our modern
online platform**

5

**We prepare you an individual trans-
port schedule for your shipments**

6

**We take your consignments to their
destination – reliably, securely,
in good condition and on time**

7

**A knowledgeable contact
person is available to help
throughout the transport**

Always nearby: Our Specialists



Your contacts in Europe:

Sweden	phone +46 87 94 0975
Denmark	phone +45 88 30 0944
Netherlands	phone +31 30 235 3772
Belgium	phone +32 3545 9890
France	phone +33 68 605 1661
United Kingdom	phone +44 1302 575 425
Spain & Portugal	phone +34 91 387 99 97
Italy	phone +39 02 367 067 12
Switzerland	phone +41 61 6901 261
Russia	phone +49 151 174 370 53
Poland	phone +48 22 331 70 91
Czech Republic	phone +42 031 1711 600
Slovakia	phone +421 2 68 293 331
Slovenia	phone +38 615 8857 24
Serbia	phone +381 11 303 3877
Austria & other countries in South Eastern Europe	phone +43 1 504 2354 72



**Find your personal contact
in Europe online:**
www.dbcargo.com/contact-international



Your contact in Germany:

We are there for you!

neukundenservice@deutschebahn.com



**Find your personal contact
in Germany online:**
www.dbcargo.com/contact-national

Imprint

Contact:

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55116 Mainz, Germany

Customer service for new customers:

neukundenservice@deutschebahn.com

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Last modified: February 2020