



bls cargo

BLS CARGO.
DIE ALPINISTEN.

BLS CARGO



D ————
BLS Cargo ist eine führende Privatbahn im alpenquerenden Schienengüterverkehr durch die Schweiz. Zum Leistungsspektrum gehören internationale und nationale Verkehre im unbegleiteten kombinierten Verkehr, begleitetem kombinierten Verkehr (Rollende Autobahn) und konventionellen Güterverkehr. Für internationale Transportangebote arbeitet BLS Cargo eng mit europäischen Partnern zusammen. Eine besonders enge Kooperationsbeziehung besteht mit der DB Schenker-Gruppe.

Wir beherrschen die Herausforderungen im Alpen transit. Als erfahrene Alpinisten sorgen wir dafür, dass die Berge Ihrem Ziel nicht im Weg stehen.

E ————
BLS Cargo is a leading private railway when it comes to trans-alpine rail cargo transportation across Switzerland. Its spectrum of services includes international and national transportation as unaccompanied intermodal transportation, accompanied intermodal transportation (rolling highway) and conventional cargo transportation. BLS Cargo operates closely with its European partners to provide international transportation services. A particularly close working relationship exists with the DB Schenker Group.

We have an excellent grasp of the challenges in alpine transit. As experienced alpinists, we ensure that the Alps don't stand in the way of your destination.

STANDORTE LOCATIONS

D —————
 Mit Standorten in Domodossola, Brig, Bern, Chiasso, Luino, Spiez, Neuenburg, Erstfeld und Weil am Rhein hat BLS Cargo in allen wichtigen Landesteilen und an den Grenzen die nötige Verankerung, um internationale oder nationale Verkehrsleistungen effizient zu produzieren. Für Schienengütertransport aus der, in die und durch die Schweiz ist BLS Cargo der richtige Partner.

E —————
 With presences in Domodossola, Brig, Bern, Chiasso, Luino, Spiez, Neuenburg, Erstfeld and Weil near Basel, BLS Cargo has the necessary infrastructure at borders and in all key national regions to provide efficient international and national transportation services. When it comes to rail cargo transportation from, into and through Switzerland, BLS Cargo is the right partner.



KENNZAHLEN KEY FIGURES

D —————

43	Prozent beträgt der Marktanteil von BLS Cargo im alpenquerenden Schienengüterverkehr durch die Schweiz
87	Lokomotiven stehen täglich für BLS Cargo im Einsatz
400	Mitarbeitende sorgen für einen rollenden Güterverkehr bei BLS Cargo
22 000	Züge fährt BLS Cargo pro Jahr
120 Mio.	Euro betrug der Umsatz von BLS Cargo im Jahr 2010
3.4 Mrd.	Ntkm leistet BLS Cargo jährlich

E —————

43	per cent market share in transalpine rail cargo transportation through Switzerland is enjoyed by BLS Cargo
87	locomotives are used on a daily basis by BLS Cargo
400	employees ensure non-stop cargo transportation at BLS Cargo
22 000	trains are run annually by BLS Cargo
120 m	euro turnover was generated in 2008 by BLS Cargo
3.4 bn	ntk are completed annually by BLS Cargo

D ————— Nettotonnenkilometer pro Jahr (in Mio.)
E ————— Net tonne kilometres per year (millions)

2001	579
2002	870
2003	1310
2004	2138
2005	2823
2006	3255
2007	3368
2008	3697
2009	2981
2010	3362

NENNEN SIE ES HÖCHSTLEISTUNG.
WIR NENNEN ES NORMAL.

YOU MAY CALL IT TOP PERFORMANCE.
WE CALL IT STANDARD.





10 JAHRE BLS CARGO 10 YEARS OF BLS CARGO

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BLS Cargo wurde am 3. April 2001 gegründet. Wir blicken auf eine erfolgreiche Vergangenheit zurück mit jährlich zweistelligen Verkehrswachstumsraten sowie positiven Jahresergebnissen.

Eine schlanke und schlagkräftige Organisation, internationale Kooperationen, grenzüberschreitende Produktionsmodelle sowie langfristige Kundenpartnerschaften stellen wichtige Grundlagen unseres Erfolgs in den vergangenen 10 Jahren dar.

E —————

BLS Cargo was established on 3 April 2001. We can look back over a successful past characterised by two-digit growth rates in annual haulage volumes as well as positive yearly profits.

A lean and effective organisational structure, international cooperation agreements, cross-border production models as well as long-term customer partnerships have all been important pillars underpinning our success over the past 10 years.

FLEXIBILITÄT FLEXIBILITY

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Wir bieten Ihnen flexible, individuelle Leistungen an und finden gemeinsam die richtige Lösung für die nahtlose Einbindung ihrer Transportbedürfnisse in die Produktionskette.

Ob grenzüberschreitend im Einsatz oder als Kraftpaket in Mehrfachtraktion durch die Alpen: Unsere modernen Lokomotiven sind auf dem neusten Stand der Technik. Rund die Hälfte der Lokomotiven ist über die Schweizer Grenze hinaus im Einsatz, was uns einen flexiblen und kostengünstigen Ressourceneinsatz erlaubt.

E _____

We offer you flexible, individual services and, by working in partnership with you, will find the right solution for the seamless integration of your transportation needs in your production chain.

Whether used across national borders or as a power pack in multiple units through the Alps: our modern locomotives are state of the art. Around half of our locomotives are deployed beyond Swiss borders; this allows us to use our resources in a flexible and cost-effective manner.

D _____ DIE LOKOMOTIVEN VON BLS UND BLS CARGO
E _____ THE LOCOMOTIVES OF BLS AND BLS CARGO

10 Re 486



20 Re 485



18 Re 465



33 Re 425



FLEXIBEL SEIN: WICHTIG IN DEN ALPEN.
ÜBERLEBENSWICHTIG IM BUSINESS.

FLEXIBILITY: IMPORTANT IN THE ALPS,
VITAL IN BUSINESS.

PARTNERSCHAFT PARTNERSHIP

D —————

Als Alpinisten und Experten des Schienengüterverkehrs verstehen wir die Anliegen unserer Kunden und bauen auf langjährige Partnerschaften.

BLS Cargo ist stolz auf die langjährigen Partnerschaften mit internationalen und nationalen Kunden. Namhafte europäische Unternehmen aus den Branchen kombinierter Verkehr, Automotive, Montan, Kaufmannsgüter, Chemie, Holz, Papier, Entsorgung und Mineralöl zählen auf die Dienste von BLS Cargo.

Gemeinsam mit den Kunden werden Transporte optimiert und Produktionsprozesse effizienter gestaltet. Die Kunden profitieren von den Synergien, die sich durch die langfristigen Partnerschaften ergeben.

Mit kundenspezifisch zugeschnittenen Informationen über den Verlauf der Transporte garantiert BLS Cargo den Kunden ein Höchstmass an Transparenz.

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As alpinists and experts in rail cargo transportation, we understand the concerns of our customers and build on partnerships that go back many years.

BLS Cargo is proud of its long-standing partnerships with international and national customers. Prominent European companies from the intermodal transportation sector and the automotive, mining, merchandise, chemicals, timber, paper, waste disposal and mineral oil industries depend on the services provided by BLS Cargo.

Transportation operations are optimised and production processes are made more efficient in collaboration with customers. Customers benefit from the synergies that result from these longterm partnerships.

By providing customer-specific information along the course of transportation routes, BLS Cargo guarantees its customers the highest degree of transparency.

WO VIELES UNVORHERSEHBAR IST,
HILFT EIN VERLÄSSLICHER PARTNER.

WITH SO MANY UNKNOWNNS, A PARTNER
YOU CAN COUNT ON IS A BIG HELP.



Walter Leopardi, Managing Director, SITFA S.p.A.



Livio Ambrogio, CEO Ambrogio Trasporti Spa

I _____ LA CERTEZZA DI UN SERVIZIO AL TOP

Per noi, ma soprattutto per i ns. Clienti, l'importante è sempre stato avere delle imprese ferroviarie partner estremamente affidabili. In grado di far viaggiare i treni come da programma, di informare tempestivamente sull'andamento dei trasporti, ma anche di far fronte ad eventuali richieste improvvise di traffico straordinario. Sotto tutti questi punti di vista, in BLS Cargo abbiamo trovato il partner ideale. E nel corso degli anni, la collaborazione è cresciuta sempre più, e continuerà a crescere anche in futuro.

E _____ THE GUARANTEE FOR A TOP QUALITY SERVICE

For me but above all for our clients, the most important thing is always to have railway undertakings as partners, who are extremely reliable. Capable of operating services as scheduled, of keeping me quickly updated about how my trains are running, but also able to handle the occasional ,ad hoc' request for additional services. Taking all these into consideration, we found our ideal partner in BLS Cargo. Over the years, we have worked together to develop the business, and it will continue to grow in the future.

I _____ Tranquillità da dedicare al cliente

Per anni, fra le mie normali preoccupazioni di imprenditore, c'era l'incertezza quotidiana sul servizio ferroviario. Arriverà il treno? Arriverà puntuale in Belgio? Arriverà puntuale in Germania? Potremo effettuare un treno straordinario? Avremo sempre le informazioni che ci servono? Un' ansia costante, spesso giustificata, da condividere con i colleghi esteri. Da quando lavoro con la BLS Cargo, ho «dimenticato» i treni, e posso dedicarmi a tempo pieno all'azienda e ai suoi clienti, e dormire tranquillo, perché quando mi sveglio, il treno è già arrivato.

E _____ PEACE OF MIND FOR THE CUSTOMER

For years, one of my regular concerns as an entrepreneur was the daily uncertainty about the train service. Will the train arrive? Will it reach Belgium on time? Will it get to Germany on time? Will we be able to use a special train? Will we always have the information we need? A constant anxiety, often justified, to be shared with colleagues abroad. Since I have been working with BLS Cargo, I have «forgotten» about the trains, and I can devote all my time to the company and its customers: I sleep soundly, because when I wake up, the train has already arrived.



BLS Cargo AG
Postfach 5433
Bollwerk 27
CH-3001 Bern
www.blscargo.ch

freight@bls.ch
Tel. +41 58 327 28 44
Fax +41 58 327 28 60