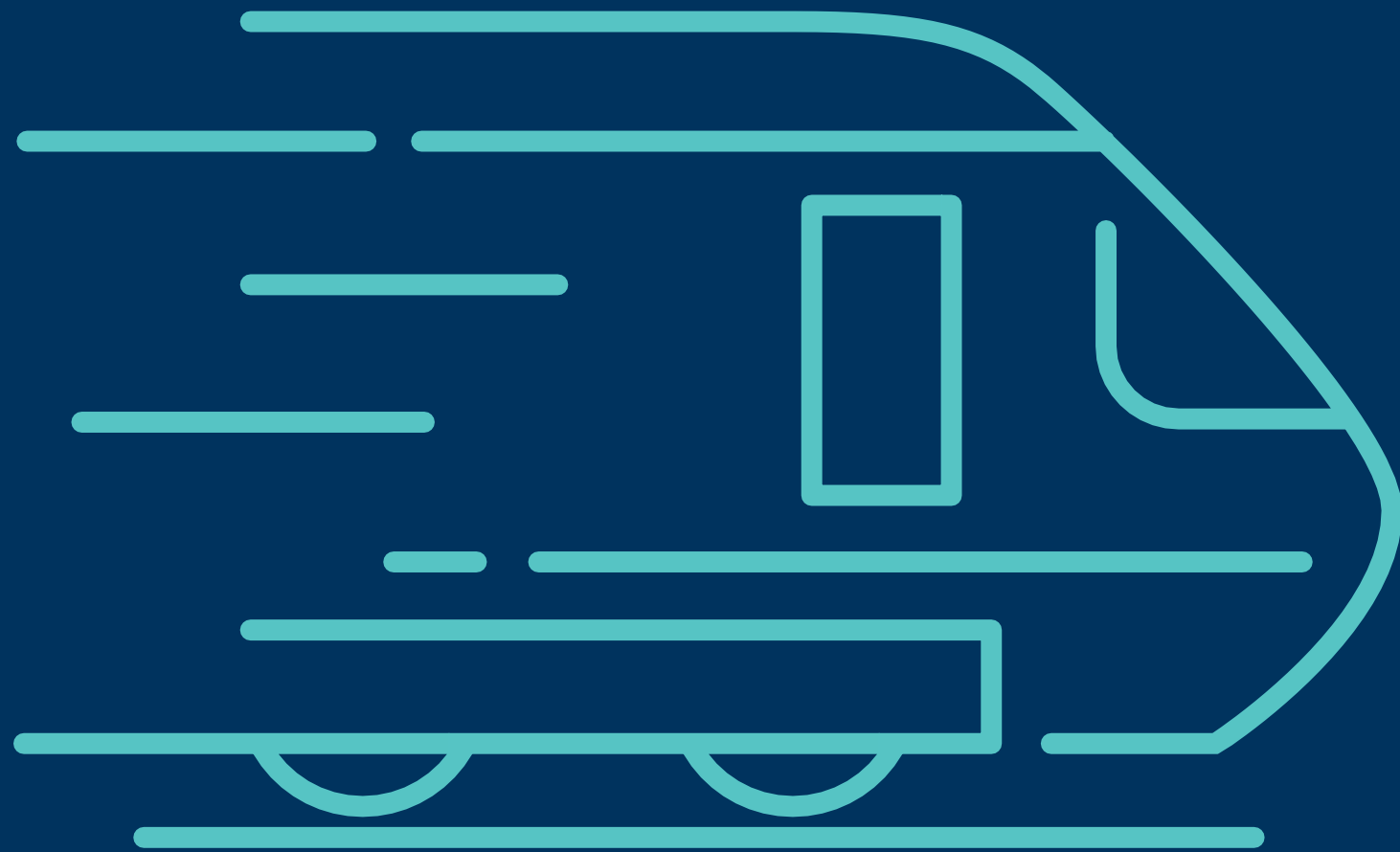


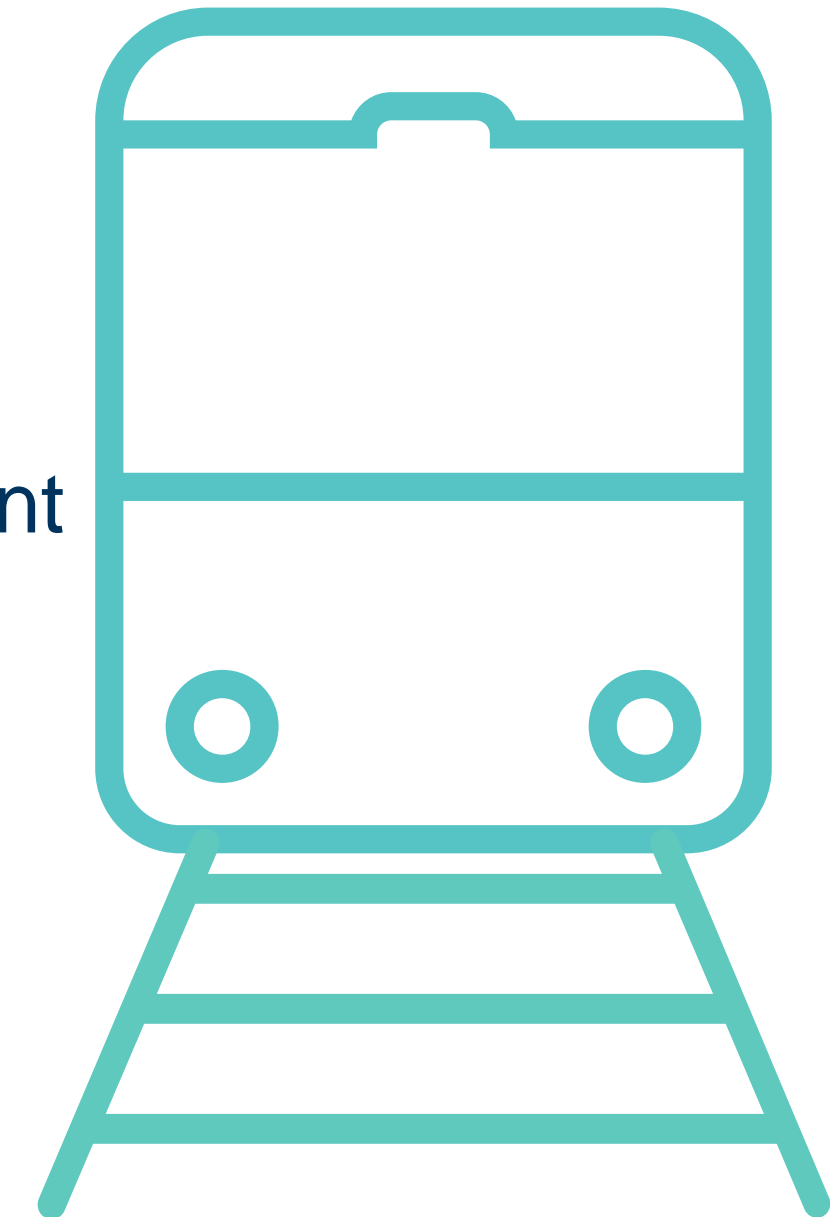
INTRODUCING OURSELVES:
RAILTRANSPORT
IMPORT/ EXPORT



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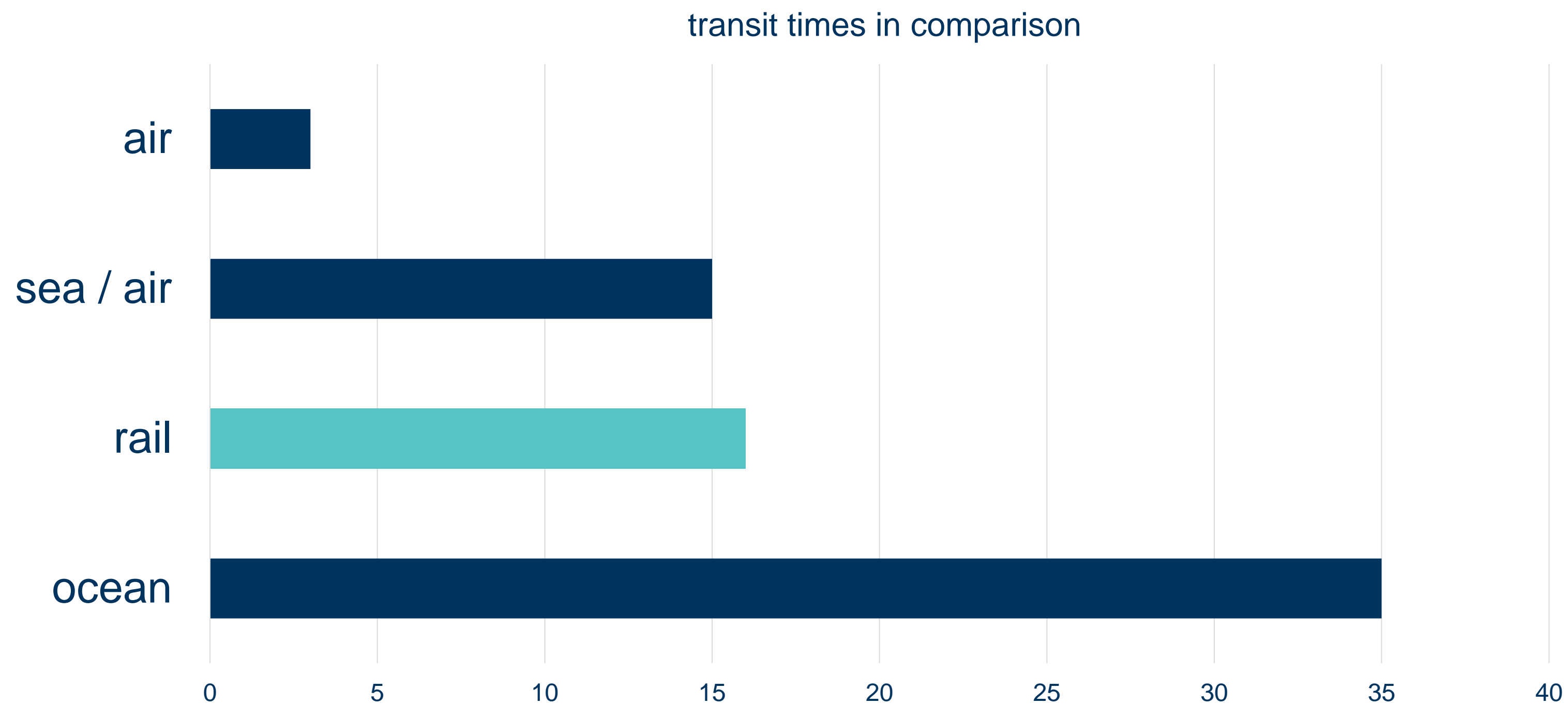
Advantages:

- > Ecologically sensible
- > Short transit time
- > Faster delivery option
- > Competitively priced
- > Inexpensive pre- and oncarriage
- > LCL + FCL
- > Clear cost structure
- > Short-term capital commitment
- > Low inventory



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CHINA – EU alternatives:



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Overall spectrum:

- > Destinations
- > Possible routes
- > How to book



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Most common routes to Hamburg:

Station of departure	Mode	Transit time (approx.)	Arrivals per week
Zhengzhou (also from terminals Shanghai, Ningbo, Qingdao, Guangzhou, Tianjin, Shenzhen)	LCL + FCL	15 – 17 days	5
Wuhan	LCL + FCL	15 – 17 days	2
Chongqing	LCL + FCL	15 – 16 days	4
Hefei	LCL + FCL	15 – 17 days	1
Suzhou	LCL + FCL	22 days	1
Haerbin	FCL	23 days	1
Xiamen	LCL + FCL	17–19 days	1
Xi'An	LCL + FCL	16 – 19 days	7

Shipments are also possible to other destinations like Duisburg, Nuremberg, Munich, Leipzig, Liege, Prague, Paris und Warsaw. Additionally, GOH, temperature controlled containers and OT in gauge are accepted.

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Most common routes to Hamburg:

Station of departure	Mode	Transit time (approx.)	Arrivals per week
Xi'an Express	FCL	10 – 14 days	2
Shilong	FCL	23 – 24 days	2
Shenyang	LCL + FCL	20 – 22 days	1
Chengdu	LCL + FCL	15 – 17 days	1/4
Yiwu	LCL + FCL	17 – 18 days	1
Jinan	FCL	18 days	1
Yantai	FCL	18 days	1
Hanoi	FCL	23 – 26 days	7

Shipments are also possible to other destinations like Duisburg, Nuremberg, Munich, Leipzig, Liege, Prague, Paris und Warsaw. Additionally, GOH, temperature controlled containers and OT in gauge are accepted.

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Most common routes from Germany

Service	From	To	Transit time in days	No. of services per week
FCL + LCL	Hamburg / Munich / (LCL also from Duisburg)	Zhengzhou	18 – 20 days	HAM: 4 / MUC: 2
	Liège / Rotterdam / Antwerp	Zhengzhou	18 – 20 days	2
	Milano	Zhengzhou	23 – 25 days	1
FCL	Duisburg / Malaszewicze	Yiwu	18 – 20 days	1
FCL	Hamburg / Duisburg / Frankfurt / Munich / Nuremberg / Stuttgart / Ulm	Xi'an	18 – 20 days	1 – 3
	Mannheim / Oslo / Rostock / Vienna	Xi'an	18 – 20 days	1

Further information about oncarriage - DAP/DDP or city limits to all major cities in China is available on request.

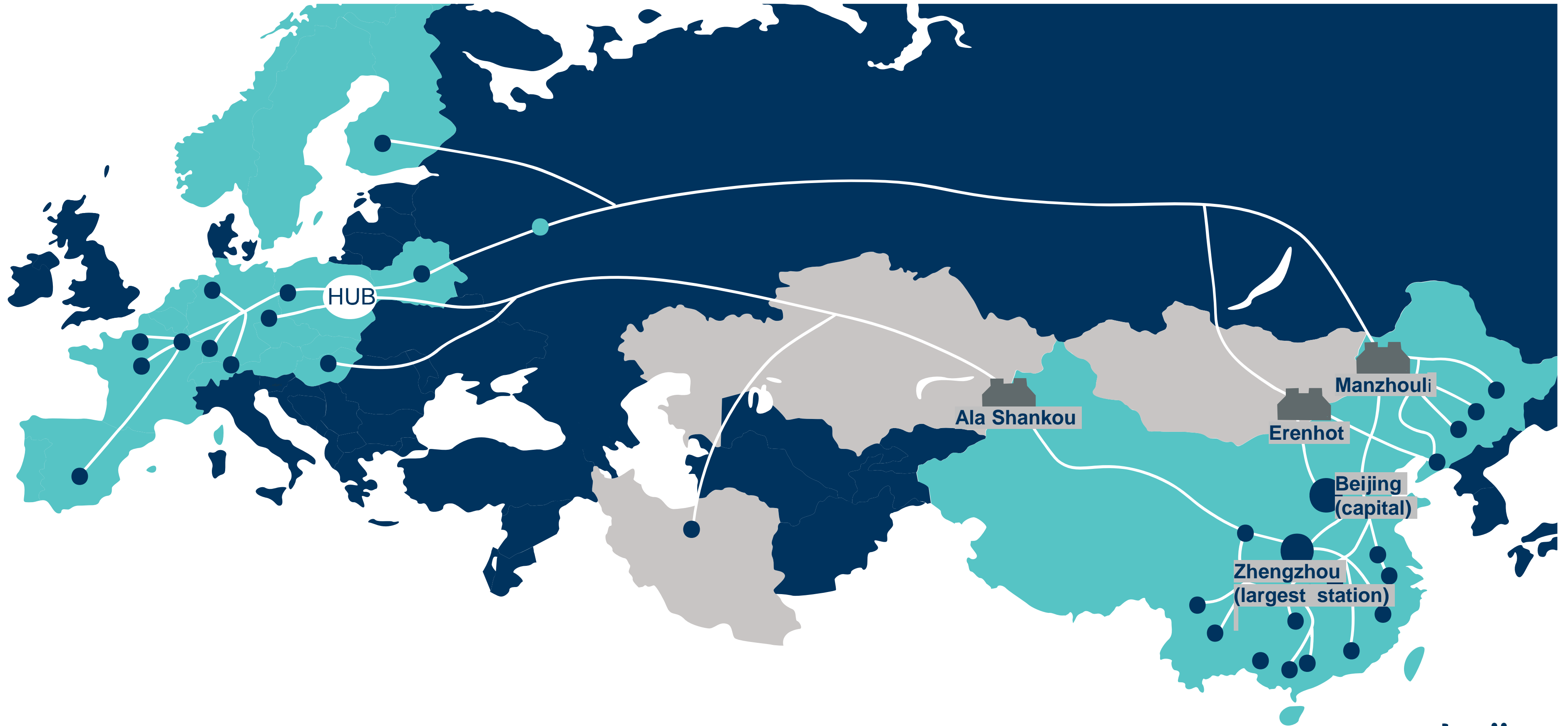
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Most common routes from Germany

Service	From	To	Transit time in days	No. of services per week
FCL	Hamburg / Duisburg / Malaszewicze	Wuhan	18 – 20 days	2
FCL	Hamburg / Duisburg / Malaszewicze / Warsaw	Shenyang	20 – 22 days	1
FCL	Hamburg / Duisburg / Malaszewicze / Warsaw	Haerbin	21 – 23 days	1
FCL + LCL	Duisburg / Malaszewicze	Chongqing	18 – 20 days	2 – 3
FCL	Nuremberg / Tilburg	Chengdu	18 – 20 days	NUE: 2 / TIL: 4
FCL	Hamburg / Duisburg / Warsaw	Changchun	21 – 22 days	1

Further information about oncarriage - DAP/DDP or city limits to all major cities in China is available on request.

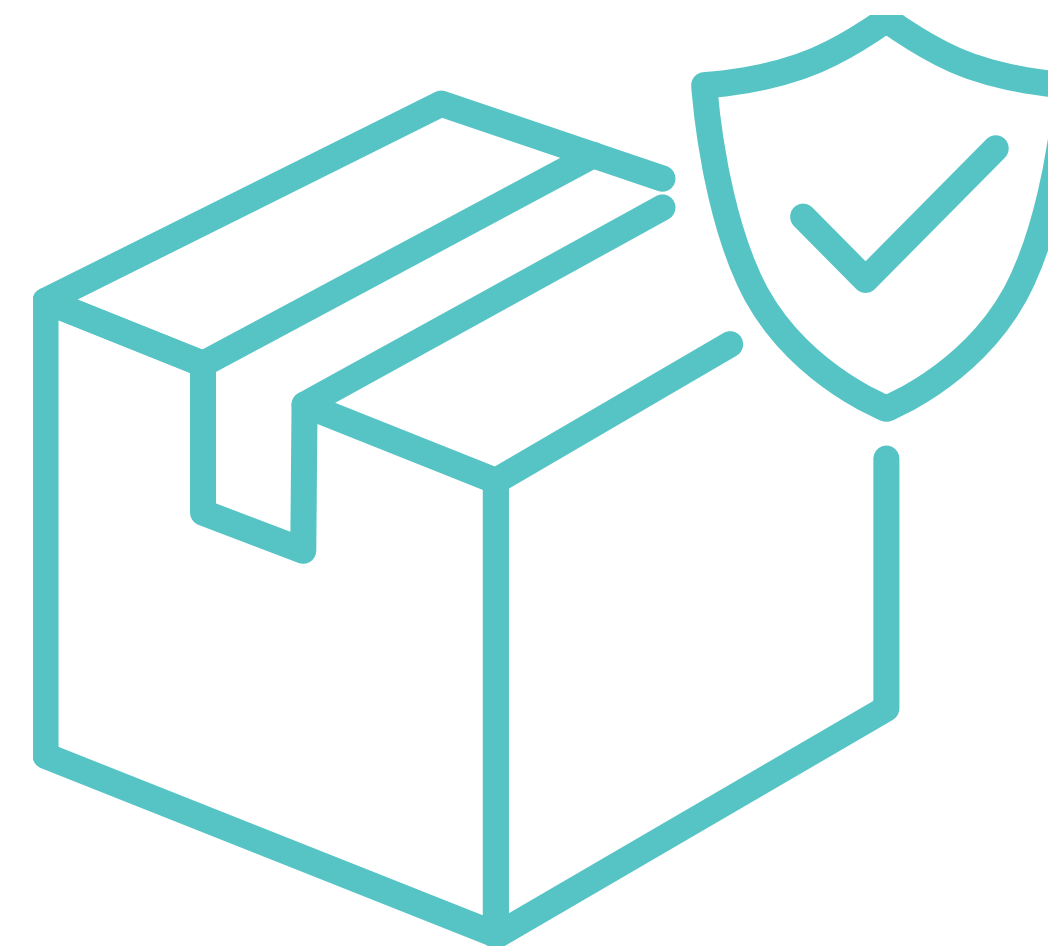
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Types of commodities and closing times

- > Standard container 20', 40' HQ, Reefer, GOH, OT
- > Max. net weight of accepted freight:
21 to / 20' & 23 to / 40' to Hamburg
Kollo heavier than 3 to need to be checked bevor acceptance
- > 20' containers are only loaded in pairs.
(difference in weight between containers may be 5 to max.)
- > Perishable goods are not accepted
- > Closing time: approx. 4 – 5 days prior to departure



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How to book:

Please place your order for rail transport with your regular contact at Kopf + Lübben.



CONTACT

Kopf & Lübben GmbH

Otto-Lilienthal-Str. 18
28199 Bremen
+ 49 421 - 38 99 1 - 0

Kopf & Lübben GmbH

Grimm 8
20457 Hamburg
+49 40 - 37 48 00 - 0

Kopf & Lübben GmbH

Cargo City Süd, Geb. 537 a
60549 Frankfurt
+49 421 - 38 991 - 18

rail@kopf-luebben.com

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