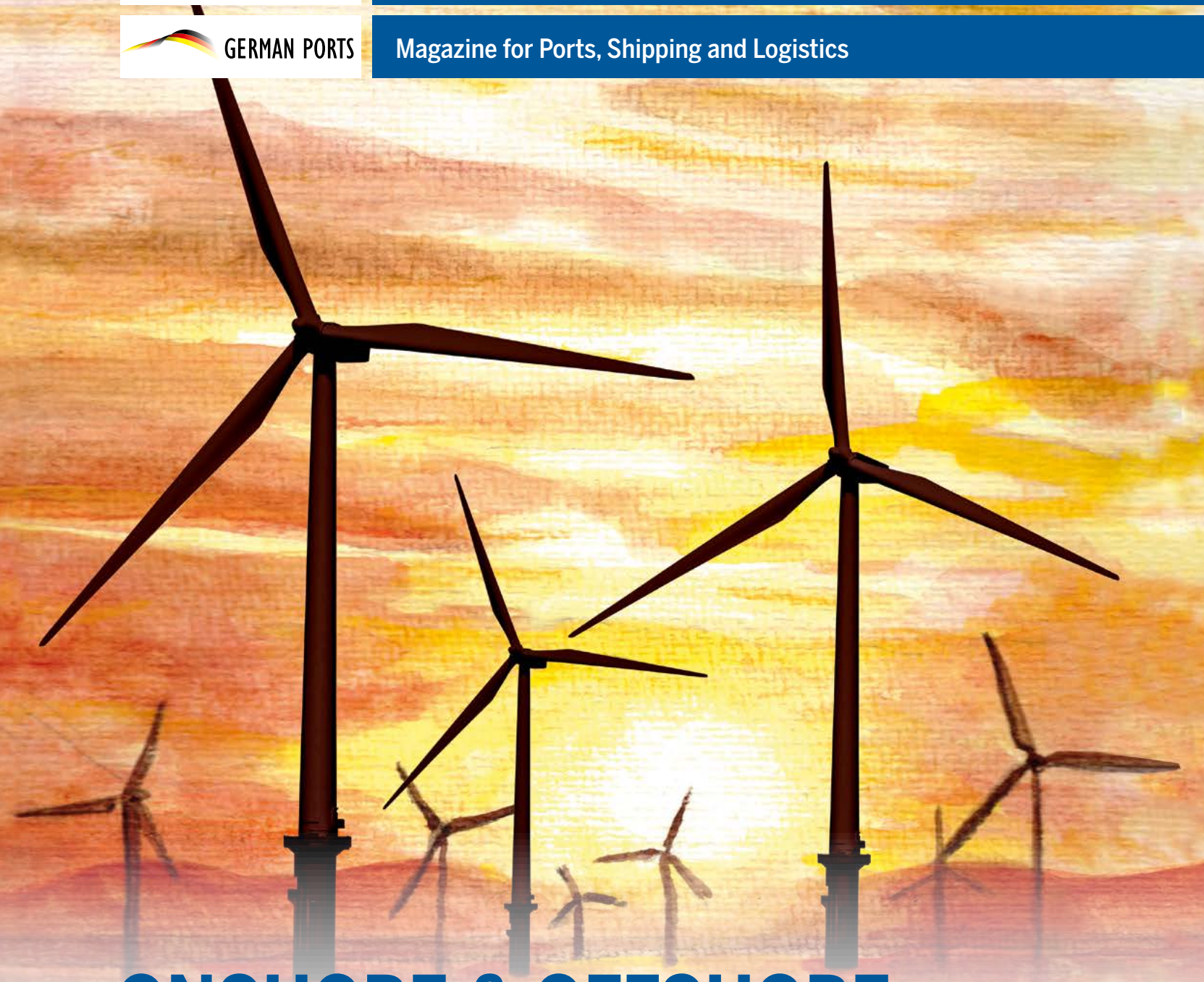
EDITION
AUGUST
2018

# LOGISTICS PILOT

GERMAN PORTS

Magazine for Ports, Shipping and Logistics



# ONSHORE & OFFSHORE

## Main topic: Wind power

FIVE REASONS
FOR BLG LOGISTICS

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# SO YOU CAN MEET ANY DEADLINE.

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# "Wind – making the North strong"

Irina Lucke, CEO of WAB e.V. and
Managing Director of EWE Offshore Service & Solution

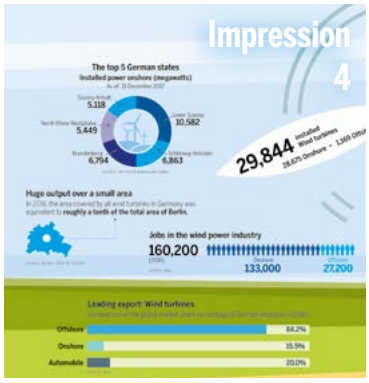
Dear readers!

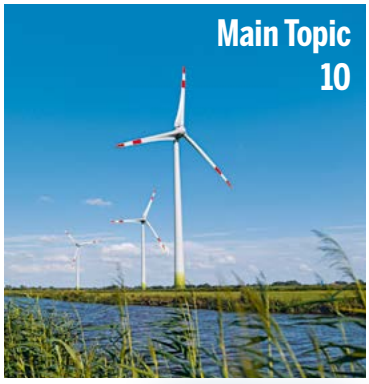
In the North, people have always lived with and made a living out of the wind. In recent years, Lower Saxony and Bremen have made a name for themselves throughout Germany as windpower locations, with both of these German states coming to the early realisation that the energy revolution is only possible using the wind power industry as a basis. This is being guaranteed by Offshore-Wind – reliable, economical and sustainable.

The German energy revolution is regarded as an example to the rest of the world. In the wind energy sector alone, Germany has been involved in some significant and internationally acclaimed innovations. Unfortunately, the basic conditions have worsened due to the expansion cap. At peak times we have up to 4,000 employees at our Bremerhaven site, now just a mere 1,500. In the North there is also a wealth of unique expertise which must be tapped into. This is why the industry is calling for change. The cap has to be changed! We need an expansion trajectory of at least 30 gigawatts until 2035 so that the wind power industry can begin gathering momentum again. We must continue to invest in research, development and innovations to strengthen the sector and our region and, ultimately, to firmly establish Germany as a nation of industry.

The August Edition of LOGISTICS PILOT invites you to familiarise yourself with all aspects of our industry. I hope you find it an enlightening read.

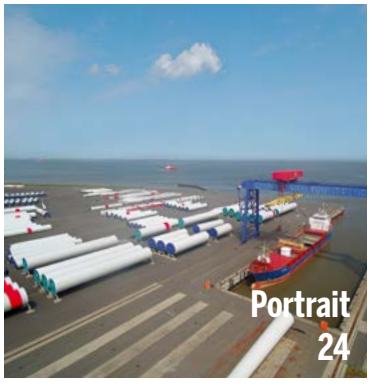
Yours, Irina Lucke












PHOTOS: WAB E. V., FOTOLIA - KSENIAKR, FREEPIK, WINDEACARE, KLOSKA, ENERCON GMBH - MARKUS HASS, PIXABAY, FREEPIK, BREB GMBH & CO. KG

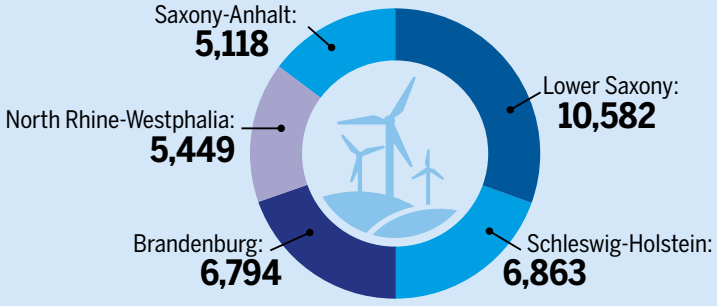
# Moved by the wind

In 1987, Germany's first wind-farm was made operational. More than 30 years later, wind power has turned from what was seemingly a niche solution into a key pillar of the energy revolution and one which makes a significant contribution to the energy produced in Germany, both on land and at sea.

## The top 5 German states

**Installed power onshore (megawatts)**

As of: 31 December 2017

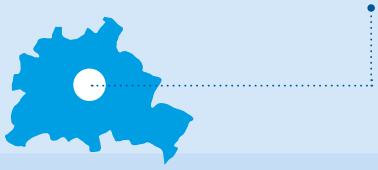



SOURCE: DEUTSCHE WINDGUARD GMBH

**29,844** installed Wind turbines
28,675 Onshore • 1,169 Offshore

## Huge output over a small area

In 2016, the area covered by all wind turbines in Germany was equivalent to **roughly a tenth of the total area of Berlin.**



SOURCE: GLOBAL 100% RE SYSTEM

## Jobs in the wind power industry

**160,200**
(2016)

Onshore
**133,000**

Offshore
**27,200**

SOURCE: BWE

## Leading export: Wind turbines

Comparison of the global market share percentage of German producers (2016)


SOURCE: BWE

**56,154** Megawatts installed output

1993: 260 kW

**Average effeciency of a wind power plant**

2016: 2.848 kW

SOURCE: FRAUNHOFER-INSTITUT FÜR WINDENERGIE UND ENERGIESYSTEMTECHNIK

## Largest wind power plant 2017

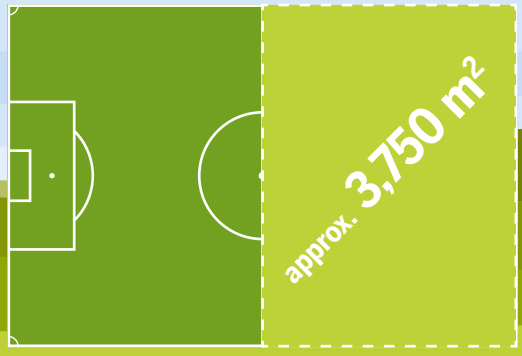
| Technical data | Offshore | Onshore |
|---|---|---|
| Turbine type: | V164-9.5 MW | E-126 / 7,580 kW |
| Producer: | MHI Vestas Offshore Wind A/S | ENERCON GmbH |
| Rotor diameter: | 164 m | 127 m |
| Coated rotor surface: | 21.124 $m^2$ | 12,668 $m^2$ |
| Annual energy yield: | 46-47M kWh | 17-20M kWh |
| Efficiency: | 9.5 MW | 7.58 MW |
| Household supply: | approx. 15,000 homes | approx. 5.600–6.600 homes |

SOURCE: FRAUNHOFER-INSTITUT FÜR WINDENERGIE UND ENERGIESYSTEMTECHNIK, MHI VESTAS OFFSHORE WIND A/S

**Electricity produced by wind power in 2017**

**103** Billion kWh of power

## Little space required




An area half the size of a football pitch is needed for a modern **onshore plant with a 3-megawatt output**, including roads for vehicle access.

SOURCE: BWE

## Proportion of wind power

**18.8 %** **of the German electricity mix in 2017**

**48.71 %** **of electricity from renewable energies in 2017 (forecast)**

**9.43 %** **of wind power generated worldwide in 2016**

SOURCES: ELECTRICITY REPORT, AG ENERGIEBILANZEN, GLOBAL WIND ENERGY COUNCIL (GWEC)

SOURCE: BWE WIND POWER FACT SHEET GERMANY 2017, AS OF: MARCH 2018

ILLUSTRATION: FOTOLIA – KSENIAKR, FREEPIK

## SUMMARY NEWS

**HAMBURG.** In May, the supervisory board of the German Maritime Centre (DMZ) in Hamburg approved Bremen's application for membership. "**Bremen's acceptance into the DMZ marks an important step**. This offers the opportunity to actively shape the activities of the centre for excellence in maritime industry and grants access to the funding options provided," says Martin Günthner, Bremen's senator for industry, employment and ports.

**BREMEN.** In collaboration with metalworkers, electricians and carpenters from bremenports, pupils from Ernst-Reuter-Platz school **repurposed a container into a bicycle workshop**. A workbench, cupboards, electrical fittings and custom wall mounts for bikes were specially built into the unit which was provided by CHS Container.

**BREMEN.** Since May, along with **'Cargosure24'**, **Lampe & Schwartze Marine Underwriting** has allowed the loading industry, dispatchers and brokers to **take out cargo insurance for all modes of transport, all via a digital platform.** According to information from the Bremen underwriting firm, it is the first product of its kind on the German market.

PHOTOS: VANDREAS BURMANN - NPORTS, EMS-FEHN-GROUP, C. STEINWEG, BLG, BREMENPORTS, EUROGATE

## Straight to the electricity – Cuxhaven's new landside electric plant

**CUXHAVEN.** As of May, a new landside electric plant in Cuxhaven's offshore port has been contributing to the reduction of air and noise pollution caused by ships. It is the first facility of this type among Nports' harbours and the third in Germany along with those in Lübeck and Hamburg. It comprises a station with two transformers and one converter which converts the AC supply from the public grid (400V/50 Hz) into ship-electricity (440V/60 Hz). The eight-metre high cable feed has been built so that it can be safely led onto the ship using a system of rollers. "With this new facility, Lower Saxony's seaports, and in particular Cuxhaven, continue to assert their outstanding position. **In addition to the innovative turbines from the offshore industry centre, Cuxhaven now has the ability to supply transporter ships with energy and do so without any emissions**," said Lower Saxony's minister for industry, employment, traffic and digitisation Dr. Bernd Althusmann at the launch of the facility. Through its port company NPorts, Lower Saxony is investing around another 1.5 million euros into the port infrastructure in Cuxhaven.

## 'Fehn Pollux' refitted at the SEC shipyard

**LEER.** 'Fehn Pollux' was recently equipped with the prototype of a newly developed sail propulsion system at the SEC shipyard in Leer. **The 90-metre long multi-purpose cargo ship from the Fehn Ship Management fleet was given a so-called eco-Flettner rotor.** Thanks to its significant speed range, this rotor makes use a large spectrum of wind speeds for energy and is therefore intended to reduce its fuel consumption and harmful emissions due to the extra thrust gained from wind power. 'Fehn Pollux' is now being used as a normal goods ship again.

## Partners in one cool combination

**HAMBURG.** Both technology companies **akquinet and Identec Solutions have combined their expertise** and now they claim they want to revolutionise the management of cool containers. With 'TOPS Expert Cloud' akquinet also offers the first cloud-based Terminal Operating System (TOS) while Identec Solutions has developed 'CTAS Reefer', a modern, wireless cool-container monitoring system. Together, the products are meant to ensure a fully **automated, seamless cool container monitoring system** and allow for smart power management and preemptive maintenance strategies thanks to the data provided by CTAS Reefer, according to the business partners.


## BLG with good results

**BREMEN.** "Our company is doing well as we have set out a strategic course," said Frank Dreeke, chairman of BLG LOGISTICS at the 138th annual general meeting at the end of May. He also took a look at the company's last **business year for 2017 in which the company managed to make a profit of 1,536,000** Euros. Shortly before this, BLG LOGISTICS had officially launched a new logistics centre in Falkensee near Berlin which is in charge of overseeing all external storage processes for the Siemens switchgear plant in Germany's capital.

## Lock gate replaced

**BREMEN.** At the Olebshaus lock in June, the sluice gate on the outer main side was successfully replaced. After the previous sluice gate had been dismounted and laid flat onto the Neustadt port surface, the 36 metre-long and 16.7 metre-high steel colossus was placed into its new position, with the help of a pontoon crane. "The renovation of the sluice gate is a **essential step, in guaranteeing the efficiency of the industrial port**," according to the CEO of bremenports, Robert Howe. According to him, this modernisation of the sluice gates also represents an important contribution to flood protection in the region of Bremen.

## And the winner is: EUROGATE

**BREMEN/SHANGHAI.** In May, at the 'Asian Freight, Logistics & Supply Chain Awards' (AFLAS), EUROGATE was awarded the prize for "**Best Green Container Terminal Operator 2018**" for the first time. The awards event is hosted by the publication "Asia Cargo News". The prize was awarded following votes made by readers of the specialist publication who are mostly those involved in import and exports. **Michael Blach** (right), CEO of EUROGATE Group management board, accepted the prize in Shanghai. "This accolade is both a big compliment and an incentive to continue optimising the quality and the services we provide to our customers," said Blach.

## SUMMARY NEWS

**BREMEN/BERLIN.** The winners of the 'German Brand Award' were acknowledged at a gala which took place in Berlin in June. It was here that the Bremen logistics company **IPSEN LOGISTICS** was awarded a golden prize in the category 'Industry Excellence in Branding– Logistics & Infra-structure' **for its new release onto the market.** The award was accepted by the exectuvie partner, Eduard Dubbers-Albrecht and sales manager for Germany, Valerio Kreutzer. The award is presented by the German Design Council and the German Brand Institute in recognition of successful brands and brand communication.

**BREMEN.** According to Martin Günthner, 2017 was a "largely successful" year. This statement by the Bremen senator for industry, employment and ports on the 27 April coincided with the **release of the annual publication 'Hafenspiegel für Bremische Häfen 2017'**. He claims that a new chapter has been written with the newly achieved record of 165,610 pas-sengers at the Columbus Cruise Center ship terminal in Bremerhaven. Moreover, the turnover of 2,303,895 vehicles in Bremen significantly surpassed the previous record set in 2014. However, 26,000 containers fewer left the port compared to the previous year, with 5.5 million containers shipped in total.

PHOTOS: CUXPORT, JADEWESERPORT, ANDREAS BURMANN - NPORTS, EMS-FEHN-GROUP, HAGERPRESS, BLG LOGISTICS, MARIKO, LESCHACO, ZEABORN


## New RoRo-connection via Cuxhaven

**CUXHAVEN.** Since May, RoRo ships from French ocean carrier, LD Seaplane, have been regularly setting a course for Cuxhaven. In addition to parts for the aviation industry, the ships which make the trip between Saint-Nazaire and Hamburg are used to transport heavy-duty rolling and project goods and new utility vehicles from France intended for the German market. **Thanks to this link, Cuxport has been able to further established itself as the crossroads for northern European short-sea traffic** and created potential for business growth with the offshore wind power industry in France.

## Modern warehouse is opened at Wilhelmshaven freight village

**WILHELMSHAVEN.** At the JadeWeserPort at Wilhelmshaven freight village **AE Trade Online officially opened a warehouse measuring 1,800 square metres** used for the storage of decorative home and garden products. Among the guests at the event were Olaf Lies (right), Lower Saxony's minister for the environment, energy, construction and conservation, and Andreas Bullwinkel (left), CEO of JadeWeserPort-Marketing for Wilhelmshaven Container Terminal. "We would like to wish AE Trade Online a warm welcome and are pleased the first online trader is using the excellent site location as a way to optimise its logistics processes," said Bullwinkel.


## Ready for offshore operations

**EMDEN.** In June, the **'Emswind' was christened on the spit of land on the 'Rysmer Nacken' at Port Knock and transferred to Ems Maritime Offshore (EMO) and the Dutch partner, Van Laar Maritime.** The traffic control ship is predominantly intended for operation in the North and Baltic Sea. CEO of EMO, Knut Gerdes, says that a charter contract for "Emswind" is due to be concluded with Tennet for an offshore project in the North Sea.

## Double the infrastructure

**CUXHAVEN.** At the end of May, Cuxhaven officially launched its **new berth 9.1 along with the new ramp at the Hansa-Quay**. The former project was essential as the existing berths 8, 9.3 and 9.4 were frequently occupied due to offshore projects. "An 86 metre-long wharf including concrete overhang provide a high-per-formance harbour infrastructure for cargo turnover. This allows us to continue to meet growing demand on the site in the future," said Holger Banik, CEO of Lower Saxony Ports.

## ‘Breakbulk Europe’ firmly in its sights

**STADE.** In May, in the presence of Enak Ferlemann, State secretary at the German Federal Ministry of Transport and Digital Infrastructure and Dr Bernd Althusmann, Minister for Economy, Labour, Transport and Digitisation for Lower Saxony, LNG Stade and Dow Deutschland Anlagengesellschaft signed a **cooperative agreement for a liquid gas terminal** at Stade Industry Park. The terminal is due to be built between the end of 2020 and 2022. According to the project partners, the facility is due to help provide around 15% of Germany’s natural gas supply in the final expansion phase.

## With vision and free hands

**BREMEN.** At the start of this year, BLG LOGISTICS tested **smart glasses in the packaging of car parts at the logistics centre in Bremen**. With these data glasses, employees can see, among other things, a step-by-step guide which shows exactly how to package and arrange, for example, rearview mirrors, door handles or steering wheels for shipping all over the world. By tapping on the glasses, employees can scroll back and forth through the processing instructions without having to resort to paper copies like in the past. BLG LOGISTICS test new concepts such as this one in so-called 100-day projects. Initial conclusion: By using the smart glasses, employees not only have their hands free for packing the parts, but new colleagues can be trained more efficiently using the glasses too.


## Alternative drive concepts on the agenda

**OLDENBURG.** The maritime industry in northern Germany is currently working on a shift towards shipping operations which keep emissions as low as possible. In June, 80 representatives from shipyards, suppliers and service providers met in Oldenburg at an **event hosted by Lower Saxony’s Green Shipping centre for excellence** to discuss possible solutions. Alternative drive concepts and innovative assistance systems were the focus of the talks. Maritime Cluster Norddeutschland, Mariko, and universities for applied sciences, Jade and Emden/Leer are partners of the centre for excellence which was founded in 2015.


## Leschaco founds Digital Corporate Venture

**BREMEN.** In mid-May, **Leschaco founded its own start-up with Logward**. The Bremen shipping company says this initiative is part of a digital strategy which will support the company in identifying new business opportunities and developing innovative business models. The aim of the start-up is to develop software solutions which will enable the automation of shipping processes across the supply chain. At the same time, Leschaco has increased its presence in Spain and is opening a new office site in Barcelona in June.

## Bremen-US Breakbulk merger

**BREMEN.** Just in time for the ‘Breakbulk Europe’ trade fair in Bremen, the Hanseatic city’s very own **Zeaborn group announced the merger** of its break bulk and heavy cargo operations **with those of US-based carrier, Intermarine**. Both companies are combining their assets and operational units into one joint venture with a new name, **Zeamarine** – this includes all offices, staff and customers. Zeaborn is primarly active in Europe and Asia and has a majority share in the joint venture; Intermarine is chiefly focussed on the sea traffic betwen North and South America.

# Wind of Change

Germany's first windfarm opened in 1987. Four years later, the Scorpions heralded the political change with their song 'Wind of Change'. And there have been many changes in the direction of energy policy since then – most recently with the Renewable Energy Act of 2017.

PHOTO: ENERCON GMBH - MARKUS HASS

An overview: After a start-up phase in the 80s and 90s, the wind power market in Germany began to gather serious momentum. In 2002, the market reached its first milestone with a newly installed output of 3,100 megawatts (MW) before plant construction in the first two decades of the new millennium was in part significantly reduced due to changes made to the Renewable Energy Act (REA). It was only in 2013 that companies were again able to build on the installations from the beginning of the 2000s before the sector saw its best year to date in 2017 – this was also due to a change in REA towards a system of tenders. 6,584 MW of new output was put into place in the last year according to data from Germany's National Wind Power Association (Bundesverbandes Windenergie – BWE). Meanwhile, a strong onshore market comprising 28,675 turbines and a much more appealling offshore market with 1,169 units ensured that wind power was to become, above all other renewable energy sources, the most significant regenerative source of power by far, despite claims from numerous experts that the sector had already seen its heyday.

## Wind power remains competitive

The leading federal state in Germany in terms of wind power is Lower Saxony with a total installed output of 10,582 MW (as of: 31.12.2017). And at the beginning of the year, Olaf Lies, Minister for the Environment for Lower Saxony proclaimed: "Lower Saxony is number one in German wind power – we have the expertise, we have the staff and we have the wind." In a recent conversation with LOGISTICS PILOT he also seemed optimistic and emphasised the importance of wind power as a key foundation of the energy revolution: "Wind power has now produced an astonishing cost trend and is becoming a competitive form of electricity production. In just a few short years, we should see the first offshore projects underway taking place without any funding from the REA. The cap for offshore wind-energy is outdated and needs to be raised significantly. In order to ensure the success of the energy revolution, it is essential that we increase our expansion of wind power infrastructure on land and at sea."

While he believes the new system of tenders has been effective in terms of cost reduction, he has seen a negative trend developing over the last year for tenders for wind power on land as a result of the widely used special provisions for energy associations. "There is a risk of a major expansion dip in 2019 and 2020 as a result," warns Lies. He therefore called for the federal legislature to take corrective measures as soon as possible. He appealed: "Firstly, official approval


Off into the mountains: The transportation of wind turbines poses a constant challenge. With its expertise and many years of experience, ENERCON enables these rotor blades to be transported via lorry to France to the onshore wind farm at 'Montagne Ardechoise' in the Auvergne-Rhone Alps region.

in accordance with emissions law must be made an essential requirement for participation in tenders in order to stop the development of negative trends in future. Secondly, from the perspective of industry policy, we need to get to work on the special tenders outlined in the coalition agreement soon in order to reduce the impact of the anticipated expansion dip."

To ensure approval is upheld for further development of wind power on land, the minister sees the need for nationally consistent regulations which will better place the local authorities to get involved in increasing the profitability of renewable energy systems. However, these regulations need not lead to cost increases, he says. "I believe it is important that a proportion of the taxes and payments made remain within the region and express my total support for this approach," said Lies.

## The domestic market sees a downward trend

At ENERCON in Aurich, East Frisia, the largest producer of wind turbines, the REA 2017 is regarded as a step in the wrong direction. "The introduction of the tender system in Germany led to a great deal of market uncertainty along with increased pressure between competitors and price erosion," says Felix Rehwald, leader of company communications at ENERCON. "In the first stages in 2017, overhead costs were applied to almost entirely speculative, low-value tenders in a unclearly defined tender layout, whose implementation was completely dubious and which had effects throughout the whole wind power sector," he explains.

As a result of this development, ENERCON is reporting a huge shift of delivery assignments - away from the national market and towards the international market. "As a result, the share of international business, which was at around 50 per cent before the change in system by the REA, has now grown to almost 70 per cent; however the domestic market which is essential for the German wind power industry has been showing a relatively negative trend since the change," says Rehwald. In the context of these developments which he believes are going to continue in the coming years, Rehwald appreciates the German government's suggestion of making prompt changes to the current system of tenders. "Among other things, four-gigawatt special tenders are planned for the wind power sector," he says optimistically. He then immediately goes on to say that the construction of wind farms

PHOTOS: ENERCON GMBH. MINISTRY FOR THE ENVIRONMENT, ENERGY, BUILDING AND CONSERVATION - HENNING SCHEFFEN

"Lower Saxony is number one in German wind power – we have the expertise, we have the staff and we have the wind."

Olaf Lies, Minister for the Environment for Lower Saxony

requires long planning cycles and that this measure will be seen to pay off following the investment of a significant amount of time.

ENERCON's appraisal of the increased activity on the international market is also confirmed by the WindEnergy Trendindex (WETI). This was revealed on 25 May at a press conference in Hamburg as a precursor to the 'WindEnergy' industry event taking place there between 25 and 28 September. So those on the market in Asia and elsewhere in Europe are rather more optimistic about the future than their German counterparts. Also according to WETI, the perception of the framework conditions for offshore wind is far more positive than for onshore. A total of 700 industry experts from across the world took part in the online survey which was carried out in March and April of this year by the trade fair, WindEnergy Hamburg, in cooperation with the opinion polling institute, wind:research.

## Cuxhaven, the ideal location

A good example to show how a change in energy policy can influence the structure of a location is the town of Cuxhaven. The reason for this is that this town on the North Sea coast in Lower Saxony has gradually transformed itself into the leading offshore base port in the region in recent years. Besides other influences, the continuous expansion of the site's German Offshore Industry Centre and the establishment of Siemens Gamesa headquarters played an important role in this process. It is out of here that the first turbine buildings will be shipped in March: The almost 360-tonne, 22-metre long turbines, each with an output of eight megawatts, were intended for an offshore wind farm off the Belgian coast. Now they are leaving the plant at a weekly rate with the special ship "Rotra Vente" and heading towards Belgium and Great Britain



## Calls for fast implementation of the coalition agreement

In September 2017, the ministers for economic affairs and energy and the senators of the northern German states of Lower Saxony, Schleswig-Holstein, Mecklenburg-Western Pomerania, Hamburg and Bremen signed the Cuxhaven Appeal 2.0 (Cuxhavener Appell 2.0) along with representatives of the offshore cities and the industry. In the 11-point paper the German government calls for the improvement of the general conditions for the expansion of the offshore wind power sector. Among the conditions of the paper is one requesting an increase of the expansion volume up to at least 20 GW by 2030 and up to at least 30 GW by 2035 as well as access to widely available network usage. The signatories are also keen to implement an ambitious funding programme for research and development of offshore wind power, including the creation of test sites for trialling new solutions. One section of the terms outlined within the Cuxhaven Appeal 2.0 was also reflected in the coalition agreement in February this year. Both the proposal for increased expansion of renewable energies before 2030 and the tendering of a short-term special offshore wind contribution were well received by the Wind Energy Foundation (Stiftung Offshore Windenergie). This also applies to the formal statement made in the energy section of the coalition agreement: "Offshore wind power is of great importance to Germany's industrial policy and may lead to cost reductions. So we are in favour of a national offshore test area where we will be able to conduct research into the potential of offshore solutions for the energy revolution." The sector is now demanding the fast implementation of the projected special offshore wind power contribution. "The coalition agreement needs to put into practice soon for the benefit of the climate, the industry and all those involved. This is also about the credibility of our policy," says Dr. Ursula Prall, CEO of the Wind Energy Foundation (Stiftung Offshore Windenergie). Otherwise even more investments and jobs in the modern sector of offshore wind power will be at risk."

## A new lease of life for rotor blades

The number of scrapped rotor blades is under control for now. However, the Federal Wind Power Association (BWE) expects the decommissioning of wind turbines to drastically increase as of 2021. One company which is already offering a treatment solution for turbine blades made of fibreglass-reinforced plastic is the Bremen-based firm, neocomp. Their innovative concept of making cement out of rotor blades was honoured with the "GreenTec Award" environmental accolade in 2017. This process is now also beginning to be used in Bremerhaven in cooperation with EUROGATE. "We are offering an economically practical solution for the treatment of fibreglass-reinforced plastic – through recycling defective rotor blades but also in the ship building and automotive industries," says Mika Lange, manager for the disposal of fibreglass and carbon-fibre reinforced plastics at neowa, the company overseeing the projects being carried out by neocomp in Bremerhaven.

The starting position: In Germany it is not permitted to dispose of materials which have a thermal value. The processing of turbine blades in waste incineration plants is also problematic as the carbon-reinforced plastics and resins they contain are damaging to the unit filters. The neocomp process therefore looks as follows: The rotor blades are first broken up into smaller pieces using a diamond saw and a water jet treatment on-site. Then the company transports these smaller pieces of material in containers to Bremen where they are again treated using a so-called cross-flow shredder with the addition of remnants from paper manufacture. Once this process is finished, it produces a mixture which neocomp delivers to cement plants. Here it used as an energy source through combustion or mixed into concrete as a raw component. In the latter case, old rotor blades can eventually be repoured as new cement foundations for wind turbines.


and Holland. Before the end of the year, 300 nacelles are due to leave Cuxhaven on their journey out to sea. Overall, the order books are so full for the next four years that Siemens is evenly planning to produce 400 turbines a year at the site.

"With the Cuxhaven site, we are making significant progress in the industrial manufacture of offshore wind turbines. The position of the factory directly on the harbour's edge offers the necessary space we need for the highly economical serial production of the nacelles," says Dr. Markus Tacke, CEO of Siemens Gamesa Renewable Energy. Above all, Cuxhaven's central location near wind farms in the North Sea, its well established harbour areas and the existing RoRo ramp were the main reasons that it was chosen as the site for the company headquarters from a large number of competitors. "Lower Saxony, the town of Cuxhaven as well as industry funding and the employment agency have helped us and our suppliers to gather a highly motivated team right away and in no time at all. Cuxhaven, for us, is in many ways the ideal location within our European manufacturers' association for the offshore markets," Tacke points out.

## Emden: Becoming an offshore-town

In Emden too, hopes that the town might become established as a major location for the wind power sector were recently given a further boost. This is because, "a unique, pan-European centre for excellence for on and offshore wind turbine servicing" is currently being established in the town's harbour, according to Bremen wind power service provider REETEC which set up the service hub along with OWS Offshore Wind Solutions which it acquired last year: The company offers both affordable full-maintenance services and modular solutions for the on and offshore markets. "In the medium term here in Emden we want to have the technology and the engineering expertise here on standby with a service capacity for up to 500 wind turbines," states Detlef Lindenau, Executive Partner of REETEC. This means that the site offers a wealth of possibilities. Lindenau gives the examples of the site's geographical location which allows it to serve a large area covering the entire North Sea and the quay connection with its large warehouse where rotor blades between 50 and 60 metres in length and entire nacelles can be brought up to specification. The new centre for excellence also offers a modern 24/7 control room for long-distance monitoring on the high seas and has the 'Wind Lift I' at its disposal, a constructor-service ship fitted with a 500-tonne primary crane.

REETEC/OWS have already been able to secure a ten-year contract for servicing and maintenance of the

PHOTOS: SIEMENS, NEOWA

BARD Offshore 1(B01) wind farm with its owner and operator, Ocean Breeze Energy (OBE). The wind farm situated 89 kilometres north-west of Borkum will be operational from the beginning of May with the new service operation vessel "Acta Auriga", which has been chartered by OBE for an initial period of two years. "So Emden is on the best path to truly establishing itself as an offshore wind power town," Lindenau asserts.

The construction of a service station for offshore wind farms, which was started at the beginning of this year on the premises of Emden airport by Energie Baden-Württemberg (EnBW), is an important step in this direction. As of 2019, this is where the maintenance and service work will be carried out for the offshore wind farms 'EnBW Hohe See' and 'EnBW Albatross' which are currently already under construction. "Thanks to its location and its infrastructure, Emden is very well equipped to operate out North Sea wind farms," says Michael Boll, technical director at EnBW Offshore Service. (bre)

The transporter ship 'Rotra Vente' is 141 metres long and has capacity for several nacelles used in 8-megawatt turbines.

# From scre
# emergenc

# wdrivers to y aid boxes

As a service partner and systems supplier, the Bremen-based Kloska Group has a product range comprising around 130,000 different items. Not only does it supply these goods to around 270 companies in the wind power sector but also to firms in the shipping, craftwork and construction industries.

PHOTOS: KLOSKA

When both technology for wind turbines replacement parts for diesel motors, safety equipment and food are shipped out, as is the case for the Kloska Group, then it is not that easy to describe the main business operations in just a few words. So the company's founder, Uwe Kloska, keeps it plain and simple: "We deliver everything a team might need to set-up and maintain a wind turbine – from screwdrivers and digital measuring devices to emergency aid boxes. We go further than all the rest and are particularly skilled at finding solutions that our tailored to our customers' needs."

His daughter, Nadine Kloska, has been at the company since 2007 and manages the group's business operations along with her father. The firm first started as a technical trading firm in 1981. The first office premises on Bremen's Europa-Hafen then operated as the nucleus of the company. There we practically had the ships on our doorstep which is one of the main reasons why the company became a general supplier for the shipping industry over the following years, Uwe Kloska explains. Now the group comprises 20 companies with over 800 employees. 200 of which are based out of Bremen and Bremerhaven. In Lower Saxony we have 150 employees spread across Cuxhaven, Emden, Leer, Meppen and Wilhelmshaven. The group also has a global network of suppliers and partners. "The latter is a must as wind power, much like the shipping industry, is a business sector where it is crucial to be flexible and quick to react," says Nadine Kloska. "What is more, there are often people working on the suppliers, construction ships and offshore platforms who are not trained seefarers and who don't like to do without a certain level of comfort. As a result, customers' demands and requests have steadily been on the increase in recent years."

## So much depends on wind power

The group supplies to around 270 companies in the wind power market sector. This not only includes manufacturers of wind turbines but also servicing and assembly companies and producers of foundation structures and rotor blades. "The many years of experience we have gathered as an

FACTS

**Kloska Group**

Founded: 1981

Headquarters: Bremen

Employees: more than 800

Portfolio: Service partner and systems supplier for shipping, shipyards, onshore and offshore, industry, craftwork and construction

Turnover in 2017: 240 million euros

established shipping equipment supplier are of course a great help as well," says Nadine Kloska. The most requested tools are torque and combination wrenches as well as voltage detectors. Protective equipment and clothing items such as life-jackets, safety shoes, helmets and saftey nets are just as in-demand. The offshore service offering is also complete with special solutions for hydraulic, hose and lifting technology as well as specialised emergency aid boxes for wind turbines. These boxes contain drinking water, rations and rechargeable torches, among other things. They also contain commodes, hygeine cloths and sleeping bags. Simpler specialist solutions include requests for several transformer platforms. For these, the on-site recreation and fitness rooms are fitted out with TVs and game consoles as well as cross-trainers, treadmills and dumbbells.

## Currywurst is the favourite

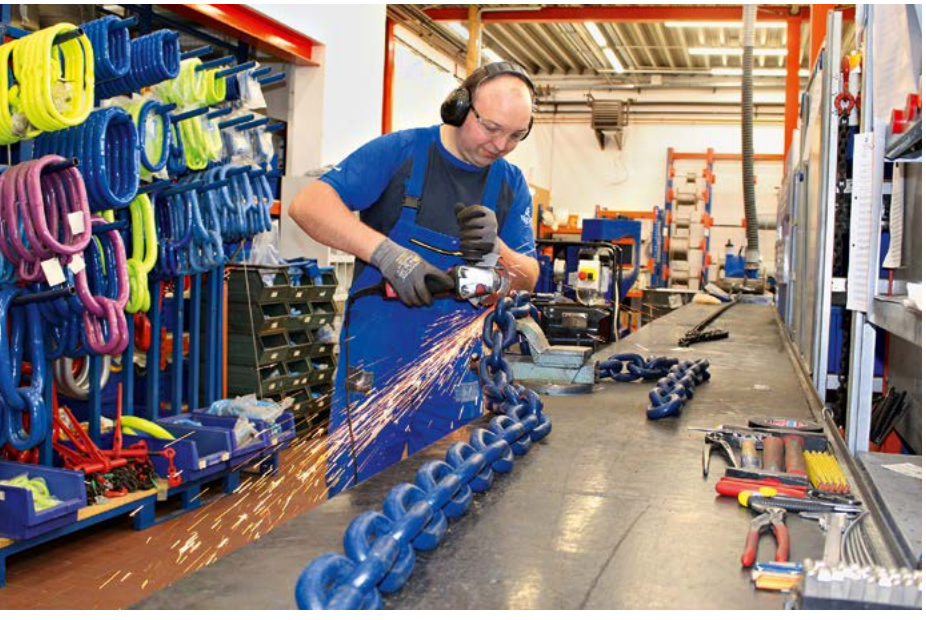
Among the services offered by Kloska there is also an offshore catering and housekeeping service. For example, leaving the site in Emden, crews often head towards the converter platforms 'DolWin alpha' and 'DolWin beta' in the North Sea with their own cooks and stewards. The "all-rounder package", as Nadine Kloska calls it, ranges from ration supplies and on-site catering by the aforementioned cooks all the way up to a laundry and room cleaning service. As for the catering, all the usual delicacies are on offer. Besides fruit and vegetables, currywurst with chips and hamburgers have become the food of choice for these wind power experts. And on a Sunday, a fillet of beef is traditionally served. With Kloska providing rations to not only wind turbine staff but also more than 1,000 trader ships all over the world, they have come to notice a fair few regional differences in catering choices. "We realised that Europeans prefer red meat, whereas our customers from Asia mainly ask for rice and chicken. One of the most unusual orders we ever received was an order for dried crocodile meat and another for Oktoberfest beer in June," Nadine Kloska tells us.

## 130,000 items in various locations

As a systems provider with such a wide range of services, the Kloska Group also needs suitable storage and workshop facilities. In addition to the sites in Lower Saxony and Bremen, the company also stores over 130,000 different areas across facilities in Germany, Belgium, the Netherlands and Poland. Around 80 per cent of these goods is requested by customers from within the wind power industry. Whenever an order is made, it is shipped by lorry as soon as possible and then brought to the wind farm by ship. Catering generally happens on the basis of

PHOTOS: KLOSKA, MICHAEL IHLE

In the Kloska Group workshops, high-grade lifting elements are produced and assembled.



Glimpse into the rations store of the general ship supplier Basté & Lange in Hamburg which has been a part of the Kloska Group since 2004.

a two-week rota system. All other services are provided entirely according the customer's own wishes. The Kloska network's workshops play just as important a role as the company's storage facilites. This is where the functionality of catching and safety harnesses for offshore wind farms is tested, as well as eye, hearing and breathing protection equipment and survival suits. These can also be repaired and certified upon request. Kloska is also an audited partner for various producers.

## Bremen Entrepreneur of the Year 2017

In May last year, the Kloska Group was awarded the prize for 'Bremen Entrepreneur of the Year'. During her presentation of the award, Franca Reitzenstein, president of 'Die Familienunternehmer' (The Family Entrepreneurs) said in her speech: "The entrepreneurs of the year are father and daughter and directors of one of Bremen's most successful family businesses who have begun a successful succession process, who are shining examples of entrepreneurship and who have amazed us with their modesty and down-to-earth approach." Those at Kloska were extremely pleased with the praise they received - not least because the award has significantly raised the company's profile on the market. "There is no doubt that we have become better-known as a result, allowing us to make interesting new contacts," Uwe Kloska explains. With this renewed drive, it is hoped that the company will continue to grow and pursue a course towards digitisation. "We are planning to increase or to further expand our locations in Lower Saxony and Bremen. Our most recent milestone was the expansion and new construction of storage facilities in close proximity to Wilhelmshaven deepwater port in 2016." (bre)

**In 2017, Uwe and Nadine Kloska were presented the awared for 'Bremen's Entrepreneur of the Year', an award presented annually by 'Die Familienunternehmer' ('the family entrepreneurs') and 'Die Jungen Unternehmer' ('the young entrepreneurs') in collaboration with Sparkasse Bremen.**

More information:
**www.kloska.com**

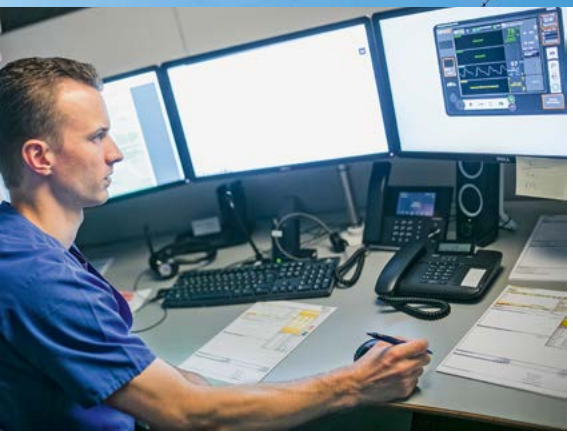
# Sixpack for emergencies

Six partners created a unique package for medical care in the offshore wind power industry under the banner 'WINDEAcare' and were awarded the "Duty of Care Award" in 2017 for their work.


Monday, 9:22 AM. At the WINDEAcare control centre in Bremen an emergency call comes in from a converter platform in the North Sea. An offshore technician is complaining of severe chest pains and shortness of breath. The paramedic on-site believes that he is suffering a heart attack. Now the team needs to act fast. The control centre gathers all of the essential staff onto a boat at lightning speed – from a helicopter pilot to a specialist doctor. The centre is not only responsible for the coordination and management of the resources used. It is in fact responsible for combining the cross-disciplinary knowledge of six partners from the fields of medicine, rescue services, nautical science, aviation and wind power into one joint endeavour. "It is a good feeling to know, even 100 kilometres away from the mainland, that no matter if it's cold, raining, stormy, we can guarantee access to emergency medical treatment that is absolutely no different from the quality of treatment you'd receive at home in an ambulance," says Dr Rüdiger Franz, medical lead at WINDEAcare. "The wind farm operator can make the most of the skills provided by everyone involved no matter how many of the individual services he has ordered." These could include access to the emergency control centre, rescue heilcopters and telemedicine services or all of the above."

## Help is provided by helicopter or ship

The first partner to take action in such cases is generally the emergency paramedic. He is always available on the wind farm, a ship or a converter platform and is provided by the Johanniter-Unfall-Hilfe (St John's Ambulance). "The emergency paramedics are primarily trained in emergency medicine, for example for cases such as heart attacks or falls from great heights. But they can also provide basic medical care in the case of colds, coughs and headaches," Franz explains. Management of the medical emergency control centre, VENTUSmedic, is also the responsibility of Johanniter-Unfall Hilfe. The emergency paramedics and nautical engineers coordinate and oversee the entire operation from the first emergency call up to the point where the patient receives medical treatment. Their responsibilities also include alerting and coordinating air rescue services as well as managing communication with the wind farms, hospitals and authorities.



For air rescues, Northern HeliCopter has two Eurocopter AS 365 N2/N3 rescue helicopters ready at all times. They are called upon by the control centre which also coordinates the entire operation. This means that the patient can be given quick and comprehensive medical treatment,

Northern HeliCopter is responsible for air rescue operations. To this end, the experienced aviation company ensures that two helicopters, each with a team of five qualified medical or aviation staff, are available around the clock, 365 days a year. This also includes an emergency doctor from the clinic in Oldenburg. One offshore rescue helicopter for the North Sea is stationed in St. Peter-Ording. Another which serves the Baltic Sea region is always on stand-by in Rügen. "This means we can reach any point of the German bay area within 45 minutes," Franz says of the positioning strategy. Northern HeliCopter also has a third helicopter on reserve in Emden. And in the event that an air rescue operation is not possible due to adverse weather conditions, a specially equipped ship is available to ensure the patient can be transported to the mainland. In this case, this is the responsibility of the ocean carrier partner, EMS Maritime Offshore which is on hand to offer its nautical and navigational expertise.

## Telemedicine supports specialist diagnoses

Two further key elements of WINDEAcare are the involvement of Oldenburg Hospital, where the management of this treatment concept is based, and the application of specialised telemedicine terminals from IQ MEDWORKS. Doctors can use this modern, connected medical-communication technology to receive important data at the hospital on the patient's vitals, such as an EKG in real time, for example. At the same time, doctors and paramedics are able to communicate with each other using an audiovisual feed. This helps them to assess the case and take the appropriate steps. "At Oldenburg Hospital, all medical specialist departments are available 24/7 in order to guarantee the best possible treatment during patient transportation. The doctors on-site make a diagnosis and instruct the paramedic on what steps to take," says Franz. Through communication with the control centre they also decide which hospital the patient should be taken to in order to ensure the best possible further treatment for the patient.

Currently more than 15 wind farms and 9 converter platforms in the North and Baltic Seas rely on WINDEAcare – either in the form of a total package or by requesting individual elements of their service portfolio. In order to effectively promote the treatment programme on the market, the sixth team member, WINDEA Offshore, is responsible for marketing and selling WINDEAcare services. The "Duty of Care Award 2017" awarded in June by the International SOS Foundation was a particular highlight in the history of this joint venture. This award recognises pioneering and innovative approaches to work safety within the industry. What is more, a few weeks ago, a request was made by the Lower Saxony Ministry for Health, Equality and Social Affairs to feature WINDEAcare as a best practice example in a master-plan for the digitisation of local government. The Ministry said it was "a wonderful example for the use of digitisation in the healthcare industry." The partners have already agreed to this of course – their response time was indeed just as fast as in their daily duties. It is no surprise that the aforementioned heart attack patient is now doing so well that he is already back at work on the converter platform. (bre)

FACTS

**WINDEAcare**

Founded: 2012

Six partners:
Johanniter-Unfall-Hilfe
Northern HeliCopter,
EMS Maritime Offshore,
Oldenburg Hospital,
IQ MEDWORKS and
WINDEA Offshore

Customers: more than 15 wind farms and new converter platforms, including
OWP Hohe See,
OWP Albatros,
OWP Arkona,
OWP Wikinger,
OWP Baltic 2,
OWP Nordsee One,
OWP Merkur

More information:
**www.windea-care.de**

PHOTOS: WINDEACARE

# In hackers' sights?

As part of the research project 'Offshore Wind Power – Safety and Security' (OWiSS), a team is investigating reliable methods for the prevention of cyber-attacks against offshore wind turbines. An interview with Frank Arendt, CEO of the Bremen Institute for Shipping Economics and Logistics (ISL).

Prof. Dr. Frank Arendt, CEO of the Bremen Institute for Shipping Economics and Logistics (ISL).

**LOGISTICS PILOT: Mr Arendt, what was the motivation for the OWiSS research project?**

In a joint project at Bremerhaven University of Applied Sciences, the Institute for Safety and Security Studies and fk-wind: revealed that the industry focus has previously been on fire safety, work safety and saving lives. Together with other partners, Bremerhaven University of Applied Sciences and the ISL at the German Ministry for Research and Education (BMBF) applied for funding as part of an initiative dealing with Maritime Security and were successfully awarded a total of 2.5 million euros.

**How big a threat do offshore wind farms face?**

No known direct attacks on wind farms have taken place yet. However, the cyber attack on Maersk last year certainly caused quite a stir in the maritime sector. The current attack on German energy providers was targeted at office networks, however the hackers failed to gain access to the control networks. Only a small amount of all cyber attacks are made public and the awareness of this threat within the wind power sector has always been rather limited until recently. For the purposes of rapid communication of data, a lot of content is transferred throughout the control network without encryption or authentication.

**What are the risk scenarios?**

There are intelligent 'interferers', for example, who implement a new component into the system. These mostly go unnoticed as long they are inactive. The aim is first to observe everything that is going on and then to launch a concentrated attack. Previously intercepted alert signals are repeatedly triggered, for example, so that their large numbers cause the system to crash. Other possibilities are the manipulation of sensor readings, disruption of satellite communications and the alteration of component programming such as the web configuration for service assignments. By using a so-called kill-switch, the entire system can be brought to a standstill. This could mean individual wind turbines, a transformer platform – and therefore an entire wind farm – or even a converter platform - which would mean a whole cluster of wind farms.

**Where is most at risk?**

What is special about offshore wind farms is that they have a number of control systems and no single individual has access to all components to view the entire exchange of data. This means that the employees responsible can see whether a sensor

More information:
**www.sifo.de**

PHOTOS: INSTITUTE OF SHIPPING ECONOMICS AND LOGISTICS, PIXABAY, FREEPIK

reading has been exceeded due to strong winds, for example, but not whether the network is functional as a whole. The energy suppliers can also control the transformer platforms, although access rights must only be granted under very strict conditions. Particular risk areas include remote maintenance access, local interfaces, software installation via USB-stick and network connections as well as permissions granted to various support companies.

**What must be done to recognise these risks?**
It is possible to implement an automated anomaly recognition system, for example. This requires the normal communication conditions between all devices in the control network to be pre-defined. Then it is possible to evaluate communication between components in the network and to check for deviations from these norms. Automated anomaly recognition offers technical support for IT staff by evaluating any unusual communication between devices and intervening if necessary.

**What measures were recommended as a result of the research project?**
It is important to raise awareness of the threat posed by cyber attacks. Therefore, it is of the utmost importance that employees are informed, for example, in the case of mobile devices used for remote maintenance. Network security is increased through consistent encryption of communication. This makes it possible to avoid external components from being brought into the network unnoticed. In the event of irregularities, the exchange of information between operators and the authorities should also be improved.

**You mentioned network security. What improvements must be made?**
The wind farm operators should have an overview of all components and identification systems so that anomalies can be detected. Firmware should also no longer be open-source based so that third parties can check for gaps in security.

**What about the staff?**
This is an important aspect to consider. The staff should be committed to the company in the long-term in order to maintain a high level of knowledge regarding safety and of the subject matter itself. However there is another problem: It is easy to forget that studies have shown that more than 50 per cent of all cyber attacks come from within, for example, from disgruntled employees. So a secure firewall is simply not enough.

**And is there room for improvement as far as legislation is concerned?**
The basic IT security measures outlined by the German Federal Office for Information Security (BSI) currently cover over 1,500 pages. And this often leaves businesses, particularly small and medium-sized ones, feeling overwhelmed. The BSI is already in the process of updating its IT security measures using adaptable templates. A sector-specific version of "IT security light" would also be a useful idea.

**What role does the IT Security Act play?**
It is only applicable to facilities above 420 megawatts, however all of Germany's offshore wind farms are yet to surpass this mark. This threshold could be lowered to make the standards universally applicable.

**Are there any more legal restrictions?**
Most wind farms are located in the exclusive economic zone. Therefore it is not always clear which laws are applicable. This should definitely be resolved.

FACTS

## OWiSS

Total contributions: 2.5 million euros

Project term: From January 2015 to June 2018

Project partners: Bremerhaven University of Applied Sciences with the Institute for Safety and Security Studies (ISaSS) and fk-wind:, The German Offshore Consult (Bremen), the Fraunhofer Institute for Manufacturing Technology and Advanced Materials (IFAM, Bremen), the Institute for Shipping Economics and Logistics (ISL, Bremen/Bremerhaven), the Institute for International Maritime Law and International Law for Marine Environments (ISRIM, Bremen)

Associated partners: The German Federal Maritime and Hydrographic Agency (BSH, Hamburg), Bad Bramstedt Federal Police Directorate, German Maritime Search and Rescue Service (DGzRS, Bremen), Bremerhaven Fire Brigade, The City of Bremen, Cuxhaven Emergency Response Team i.a.

# Fresh winds

The Bremen-based ocean carrier BREB, whose headquarters are in Cuxhaven, has been active in the wind power business for a decade. While the company's focus was initially on offshore wind power, it has become an increasingly important player on the onshore market in recent years.

The CEO of the Bremen-based BREB, which was founded in 1951, is still able to recall exactly how it began: "Ten years ago we took on our first project in offshore wind power," says Captain Arne Ehlers. The company was responsible for the coordination of a special ship for the first German offshore wind farm, 'Alpha Ventus'. This job was followed by many others for various German manufacturers of wind turbines. Then came more projects from foreign customers such as Prysmian, the Italian producer of undersea cables. As part of a base port agency in Cuxhaven, BREB was responsible for crew changes via helicopter for the world's largest cable-layer, the 'Lewek Connector', for EMAS, one of the leading contractors for offshore works. As a general agent for E.ON, the company also managed all of the ships at Offshore Base I in Cuxhaven during the construction of the 'Amrumbank West' wind farm. BREB is currently handling all ships in the so-called "rapid pipeline system" at the ports in Cuxhaven, Mukran and Oostende, a system which is operated in Northern Europe by the Danish logistics firm Deugro for Siemens-Gamesa.

## A powerful merger

BREB and the Danish offshore and terminal specialist Blue Water Shipping (BWS) from Esbjerg with 60 sites worldwide and 20 years of experience, combined their efforts in the wind power sector with the foundation of the company Blue Water BREB in 2016. Both partners will hold a share of 50 per cent in the joint venture. "Our aim is to serve all offshore wind, oil and gas customers based in German harbours," Ehlers explains. "This means that Danish salespeople are helping to sell our service offering in Germany." The offering includes services such as the ports association, stevedoring, loading and unloading as well as storage and transportation.

The rotor blades for a Vestas onshore turbine were transported by BBC Bahrain from Izmir, Turkey to Cuxhaven where they were then processed and later brought to their destination by lorry.

A core component of this is the IT system developed by BWS, 'Compass Wind'. This is a software programme specifically designed for the wind power sector that sets out all documentation and the relevant stages of the process such as Track and Trace. "If a steel producer labels his sheet metal with a barcode, he will be able to see exactly where it is currently located from commissioning, preparation of the steel and tower assembly to the shipping process," says Ehlers. "It's also possible to create videos and photos of the components so that customers can follow the entire process using their computers or tablets." The platform is also extremely useful in the event of damage as it not only allows precise analysis of each individual case but also enables detailed investigation into the causes of damage in the case of repeated occurrence.

What is more, the software can also be used for nacelles which need to be closely monitored during their service life at the harbour due to their sensitive electronics. "Nacelles are generally connected to the power supply, regularly dehumidified and, depending on their service life, may need to have their gears turned at specific intervals," Ehlers points out. "The system therefore helps us to keep up with the tasks that need to be completed, provides the employees responsible with reminders of important dates and guarantees seamless documentation."

All of these features are reserved for Blue Water BREB customers though, despite interest from other service providers, Ehlers reports. The reason why: "Within the wind power sector, it is the most advanced system on the market with this level of complexity."

## Cuxhaven's harbours at full capacity

This was not the only thing that won over customers of the 2 year-old joint venture. "From the very beginning we all had a lot of work to do," Ehlers recalls. "Since the beginning of 2017 we have been involved in the turnover of components for Vestas on and offshore wind power facilities." This included, for example, all large-scale components such as tower sections, rotor blades and gearboxes. The heavy cargo storage facilities in the German offshore industry centre in Cuxhaven were used for this purpose. A cooperative agreement was also reached with the company, Ambau, to process the orders by using the company's site which is equipped with a 600-tonne portal crane.

In the past year, a total 180,000 square metres of the harbour area were used by Vestas alone. "In terms of the number of components and the harbour space it occupied, Vestas was the largest port customer that Cuxhaven had ever seen," Ehlers proclaims. Blue Water BREB was also quick to made a name for itself on the market. "In ten months we worked on 100 ships and a total of 1,800 components," Ehlers points out.

However, in 2018, the onshore business has hit something of a snag due to changes in national regulations: "We're currently at around 40% of last year's volume." To make up for this, various assignments in the renewable energies sector have come in from other customers. And a noticeable difference has already been made by Siemens who have begun production in their new factory. "These are mostly incoming components delivered by ship and barge for nacelle construction, for example, heavy cast iron elements weighing almost 40 tonnes," says Ehlers, who is optimistic about the future of the business: "The second half of the year tends to be stronger than the first, we're expecting a slight increase for 2019 and in 2020 we imagine we'll reach the same level we saw last year."

With Cuxhaven working at maximum capacity, the new berth 4 from Rhenus Cuxport will be launched in September. The works planning procedures for berths 5 to 7 are currently being prepared by NPorts on behalf of Lower Saxony's Ministry for Economic Affairs. "As far as ocean carriers are concerned we would have no worries about going to Bremen or Bremerhaven," says Ehlers. "Due to the significant need for heavy-duty logistics facilities, the OTB (Offshore Terminal Bremerhaven) is equally suited for both onshore and offshore wind power and industrial plants." (cb)

FACTS

### Bremer Reederei (BREB)

Founded in 1951 as Bremer Reederei Eilemann & Bischoff (Bremen ocean carrier B&E)

Headquarters: Cuxhaven, Other sites: Bremen, Sassnitz-Mukran and Zeebrügge

100 employees (including on-board staff)

Area of business: Ship owner, shipping line, ship broker and harbour and liner agent

Terminal operator as part of a joint venture with Blue Water Shipping (BWS) since 2017: Intake of 100 ships and turnover of 1,800 components (2017)

More information:
**www.breb.de**

PHOTOS: BREB GMBH & CO. KG

## NEWS SUMMARY

**BRUSSELS. Gunther Bonz**, chief representative of the EUROGATE group and president of the Hamburg Port Business Association (UVHH) will remain the head of the Association of European Ports (Feport) in Brussels for another two years. His re-election took place in June at the organisation's annual general meeting in Lisbon. Bonz has been managing Feport's business operations since 2010. The association, founded in 1993, represents the interests of the European port industry within the EU, in particular of terminals and stevedoring.

**LONDON/ BREMEN.** In London this June, at the 11th congress of the International Harbour Masters Association (IHMA), the port captain for the ports of Bremen, **Andreas Mai**, was awarded the prize for "Outstanding individual contribution in service as port captain". With this award, the international professional association for port captains and port masters acknowledged his contribution during his service of more than 20 years in Bremen and Bremerhaven.

PHOTOS: UVHH, SENATOR FOR EMPLOYMENT, INDUSTRY AND PORTS, MARCUS REICHMANN, BLG, EUROGATE, HAPAG-LLOYD, SILKE HEYER PHOTOGRAPHIE, EMS-CHARTERING, SWAH

# Drewes becomes new vice-president of the Bremen Port Association

**BREMEN.** In June, **Dr Patric Drewes**, executive partner of Carl Polzin Seehafenspedition, was elected onto the executive committee of the Bremen ports agency, Bremische Hafenvertretung (BHV). As the new vice-president, the industrial engineer and experienced logistics manager is the successor to Eduard Dubbers-Albrecht who did not run for re-election. Hans-Jocchim Schnitger remains president of the BHV. As well as Drewes, he is assisted by committee members, Robert Howe (Managing Director bremenports), Christoph Bruns (Executive Partner of Mund & Bruns) and Werner Pöser (Executive Partner of CHS Container Handel). The management board is rounded off by treasurer, Christoph Holtkemper (CEO of Roland Umschlag), and the secretary, Gaby Brinkhus (Branch manager for Delfs & Associates).

## BLG supervisory board: Meier replaces Kaulvers

**BREMEN.** In April, **Klaus Meier**, executive partner at wpd windmanager in Bremen, was elected as the new head of the Bremer Lagerhaus-Gesellschafts (BLG) supervisory board. The board, which is responsible for monitoring and advising the work done by the executive committee, comprises sixteen board members, eight each from among the shareholders and the employees respectively. The former head, Stephan-Andreas Kaulvers, along with Klaus Wedermeier, Birgit Holtmann and Andreas Wopp are no longer in office.

## Leuthold becomes manager of company communications

**BREMEN.** On 1 July, **Steffen Leuthold** became responsible for company communications at EUROGATE. He is the successor to Corinna Romke who left the company after 14 years on 31 May 2018. Leuthold comes from Atlas Elektronik where he has occupied the same role since 2013. Prior to this, he supported OHB System as manager of company communications and the Federal Agency of the German Aerospace Industry in Berlin as a media and PR advisor.

## Hapag-Lloyd counts on Habben Jansen

**HAMBURG.** In May, Hapag-Lloyd's supervisory board announced, that their chief executive, **Rolf Habben Jansen** would have his contract extended until 31. March 2024. Jansen has been CEO of the Hamburg-based liner shipping company since 2014. "The extension of his contract is in the interest of consistent management of the company. In doing this we have ensured the best conditions for the continued success of Hapag-Lloyd," says Michael Behrendt, head of Hapag-Lloyd's supervisory board.

## MCN has a new CEO

**BREMEN.** The Maritime Cluster Norddeutschland (MCN) elected a new executive committee at its general meeting on 2 May. This comprises (left to right) **Hanns Christoph Saur** (Committee member), **Christian Cammin** (Committee member), **Max Stolzenburg** (Committee member), **Dominik Eisenbeis** (Chief executive), **Knut Gerdes** (Committee member), **Wolfgang-Dieter Glanz** (2nd chair) and **Dirk Schümann** (Treasurer). The MCN strives to promote cooperation and collaboration in the Northern Germany's maritime industry.

## Walter leads EMS team

**BREMEN.** EMS Chartering has relocated within Bremen and is now operating out of Konsul-Smidt-Straße. Before this, the company gained the additional support of **Andreas Walter** (centre) who leads the team there. "With his arrival at the company we have gained an knowledgeable expert in the deep-sea sector," says Manfred Müller, managing director of EMS Chartering and head of EMS-Fehn-Group. EMS Chartering, whose headquarters is in Leer, operates in the project logistics and freight industry and has offices in Bremen and Hamburg.


## Günthner becomes chairman

**BREMEN.** At the conference of regional and federal economics ministers in June, Bremen's senator for employment, industry and ports, **Martin Günthner**, for a two year term as chairman of the conference of economics ministers beginning in 2019. During the meeting, Günthner urged federal government to promote and significantly increased the development potential of offshore wind power: "Anyone hoping for an energy revolution has to rely or the stability of offshore wind power. I expect the government to make a clearer commitment - this would also show greater investment security in the offshore wind power sector."

GERMAN PORTS

# Save the Date

Here you will find an overview of selected events in the maritime and logistics sector. Simply make a note of the dates that interest you.

## Trade fairs

And many more exciting trade fairs are due to take place in September and October as well: After WindEnergy in Hamburg, the Breakbulk Americas trade fair in Houston deals with everything to do with project cargo and large-quantity breakbulk. At EXPO REAL in Munich, property and investment are the primary focus.

| | |
|---|---|
| **WindEnergy Hamburg**<br>www.windenergyhamburg.com | **25 – 28. 9. 2018**<br>Hamburg, Germany |
| **Breakbulk Americas**<br>www.breakbulk.com | **2 – 4. 10. 2018**<br>Houston, USA |
| **EXPO REAL**<br>www.exporeal.net | **8 – 10. 10. 2018**<br>Munich, Germany |

## Customer events

Want to get to know us better and discuss the latest market developments with industry experts? The 28th Niedersächsische Hafentag (Lower Saxony Port Day) in Leer and the 54th Kapitänstag (Captain's Day) in Bremen provide wonderful opportunities for just that. Our logistics talk and Hafen trifft Festland (Port meets Mainland) events series are also worth a visit. These are coming to Mannheim, Bielefeld, Graz, Vienna and Munich soon. On the night before the German Logistics Congress (DLK), bremenports invited guests to the traditional harbour reception at the Bremen state offices in Berlin.

**The events series Hafen trifft Festland and logistics talk are due to take place over the coming weeks both in Germany and abroad.**

| | |
|---|---|
| **28th Niedersächsischer Hafentag**<br>www.seaports.de | **31. 8. 2018**<br>Leer, Germany |
| **54th Kapitänstag (Captains' Day)**<br>www.bremenports.de/veranstaltungen | **7. 9. 2018**<br>Bremen, Germany |
| **Evening reception for the DLK**<br>www.bremenports.de/veranstaltungen | **16. 10. 2018**<br>Berlin, Germany |
| **logistics talk**<br>www.bremenports.de/veranstaltungen | **20. 9. 2018**<br>Bielefeld, Germany<br>**11. 10. 2018**<br>Graz and Vienna, Austria<br>**15. 11. 2018**<br>Munich, Germany |
| **Hafen trifft Festland (Port meets Mainland)**<br>www.seaports.de, www.jadeweserport.de | **14. 11. 2018**<br>Mannheim, Germany |

## Other highlights

Following the theme 'Digitalization meets Reality', the 35th German Logistics Congress is due to take place in Berlin this October. After a successful debut last year, Bremen and Hamburg will be there again together with the HANSE LOUNGE. As early as August, the largest nature reserve in Bremen, Luneplate, will be open for exploration while the jobs and careers fair Welt der Logistik (Logistics World) will open its doors to school children and young professionals in September.

| | |
|---|---|
| **Cycling day at Luneplate**<br>www.bremenports.de/veranstaltungen | **19. 8. 2018**<br>Bremerhaven, Germany |
| **Welt der Logistik (Logistics World)**<br>www.via-bremen.com | **20. 9. 2018**<br>Bremen, Germany |
| **35th German Logistics Conference (DLK)**<br>www.bvl.de/dlk | **17 – 19. 10. 2018**<br>Berlin, Germany |

# Review

Bonn, Augsburg, Bamberg and Dorstadt reveal: Important strategic planning for the maritime industry does not always take place in the coast – just as in Lübeck recently.

## Automotive Logistics Conference

**BONN.** More than 250 representatives from automotive manufacturers, suppliers and specialists for technological solutions met from 12 to 14 June to discuss current trends at the Automotive Logistics Conference. As event sponsors, Seaports of Niedersachsen was also there with an information stand. As representatives of the harbour sites, Emden and Cuxhaven, which are specialised in turnover for the automotive industry, Karsten Dirks and Jörg Tuitjer (EVAG) and Dick van Herwaarden (DFDS) also made an appearance in Bonn. Four awards for presented for inbound, outbound and aftermarket logistics as part of the conference – the car manufacturers Seat and Volvo as well the transportation and logistics firm, GEFCO, were among those honoured.

During the expert exchange in Bonn, the focus was on the automotive industry and the logistics processes involved.

## ShortSeaShipping Days

**LÜBECK.** In the third edition of "ShortSeaShipping Days" on 20 and 21 June, current issues in short-sea shipping and logistics were on the agenda. Around 340 representatives from the international maritime industry used the conference in Lübeck as an opportunity to get acquainted – including Seaports of Niedersachsen and bremenports. "Short sea shipping is an important factor in the port operations and the economic and ecological alignment of the Bremen port sites," explained Michael Skiba, bremenports' head of marketing, during his visit to Lübeck. "Our ports are important interfaces for short see shipping in Europe," says Felix Jahn, Managing Director of Seaports of Niedersachsen. This was the third time the marketing company appeared at the event as a sponsor with its own information stand.


Expert panel at the ShortSeaShipping Days (left to right): Norbert Brackmann (German Federal Maritime Coordinator), Knut Sander (spc), Conny Czymoch (moderator), Reinhard Klingen (Federal Ministry of Transport) and Lars Schöning (IHK Lübeck).

## Hafen trifft Festland (Port meets Mainland)

**AUGSBURG/BAMBERG/DORNSTADT.** Right in the middle of the football World Cup action, JadeWeserPort-Marketing, EUROGATE and TFG Transfracht are touring the South of Germany with a series of events. Despite the ongoing football fever, more than 150 guests came to the events in Augsburg (19 June), Bamberg (20 June) and Ulm/Dornstadt (28 June) to find out what opportunities Germany's only container deep-sea port had to offer the business and logistics providers based in the industrial regions of Swabia, Franconia and Ulm. Each of the events in Augsburg, Bamberg and Dornstadt were opened with an address from Christian Süß, head of southern Germany for TFG Transfracht, Kartsen Kessel, managing director of baymodal, and Christoph Kernen, of Stuttgart's maritime working group, respectively. A get-together event followed presentations given by various speakers in which not only matters of logistics but of course also the football championships were discussed.


Happy speakers (left to right): Oliver Bergk (EUROGATE) Marion Jäger (TFG Transfracht) and Ingo Meidinger (Container Terminal Wilhelmshaven JadeWeserPort-Marketing) are pleased with the positive atmosphere – the aim of the "Hafen trifft Festland event in southern Germany.

PHOTOS: FOTOATELIER BATHE, JADEWESERPORT, GUIDO KOLLMEIER – FREELANCE PHOTO DESIGNER, EVAG

All editions are also available as a PDF file in German and English. Scan the code or go to www.bremenports.de/logistics-pilot

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## Main topic

**Communication**

The straightforward exchange of information – whether in analogue or digital – is truly decisive for the success of logistics processes.

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**December 2018**
**Ro-ro**
Closing date for submitting advertisements
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**February 2019**
**International**
Closing date for submitting advertisements
14.12.2018

**Your contact:**
Ronald Schwarze, Marketing – bremenports GmbH & Co. KG,
Phone: +49 421 30901-612, E-mail: marketing@bremenports.de

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bremenports GmbH & Co. KG
Hafenstraße 49, 28217 Bremen
www.bremenports.de
Michael Skiba
Phone: +49 421 30901-610
Fax: +49 421 30901-624
E-Mail: marketing@bremenports.de

**Advertisement and project management:**
Ronald Schwarze
Phone: +49 421 30901-612
Fax: +49 421 30901-624
Email: marketing@bremenports.de

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Heidenkampsweg 73–79, 20097 Hamburg
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**Project management:**
Karin Kennedy
Phone: +49 40 23714-338
E-mail: karin.kennedy@dvvmedia.com

**Editor:**
Thorsten Breuer (bre), responsible;
Claudia Behrend (cb)
Email: redaktion.logisticspilot@dvv-media.com

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**We would like to thank all of our partners and participants for making Breakbulk Europe 2018 a successful and very special event.**

## See you 2019 in Bremen!

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