

# TIEFGANG#1

## LOGISTICS

Shippers are showing ever more interest in Container Terminal Wilhelmshaven. One reason is its good connections to the hinterland. **Page 2**

## ALLIANCE

The Maersk Line and MSC shipping companies regularly use Germany's only deep-water port in their 2M Alliance. **Page 3**

## XXL FREIGHTER

Big, bigger, MSC Oscar: A report on the arrival of currently the world's biggest container ship in JadeWeserPort. **Page 4-5**



PHOTO: EUROGATE

According to the current position paper on the effects of mega-container carriers ("Effekte der Mega-Container-Carrier") from the Institute of Shipping Economics and Logistics (ISL) it is beyond dispute that such container giants will become more established in the coming years and that seaports and hinterlands will therefore have to satisfy high demands on a permanent basis. The paper says these effects will involve the infrastructure and superstructure that have to deal with the enormous dimensions (i.e. gantry cranes) and tremendous cargo capacity (i.e. draught).

The Container Terminal Wilhelmshaven is already equipped for mooring the gigantic freighters. Germany's only deep-water port has gantry cranes that span 25 rows of containers on the deck of a ship, and can be moored at

regardless of cargo volume, draught and tide. This saves the shipping companies time and thus reduces costs. There are sufficient storage areas in the JadeWeserPort for the high number of containers to be processed, and it ensures fast execution of hinterland transport connections.

With three new regular services now mooring at the Container Terminal Wilhelmshaven every week, JadeWeserPort has had a good start to 2015. These are two Asian services of the 2M Alliance between the Maersk Line and MSC shipping companies (more on page 3) and a Middle East service from Maersk (page 7). Wilhelmshaven is also connected to important ports in Scandinavia, Russia and the Baltic via a close feeder network.

## ASIAN TRAFFIC AS BASIS FOR CLUSTER

With three regular weekly services to Asia, Container Terminal Wilhelmshaven has a firm place on important transport routes of the container shipping companies. In combination with its generous available acreage and good connections to the hinterland, the JadeWeserPort offers ideal conditions for shippers – and it aims to demonstrate this in future as a cluster for transport connections with Asia. There are already regional business contacts with Chinese companies, among them companies in the food and textile sectors. Moreover, the Chinese company Fujian Nanan Defu GmbH has recently signed a letter of intent for the realisation of a distribution centre for building materials in Wilhelmshaven's freight village. Further core sectors in the cluster could be the automobile and chemical industries.

## TO THE TRANSPORT LOGISTIC WITH A FOLLOWING WIND

JadeWeserPort will be present at the transport logistic in Munich for the first time from 5 to 8 May, at the joint stand of the Seaports of Niedersachsen (Hall B4, Stand 313/414). "The introduction of the new regular services has strongly increased interest in the JadeWeserPort", says Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG. "We will be using this impetus and its positive spin-off effects in Munich to let our clear market advantages score with the important decision-makers in our target sectors." The talks will also focus on stabilising and further developing future container transports for Germany.

## HINTERLAND

Questions to Gerd Deimel, spokesperson for the transport infrastructure initiative of the Association of Chemical Industry (VCI). The interview: **Page 6**

## NORTH SEA COAST

A new ME1 service via Wilhelmshaven offers direct weekly connections to the Middle East and India. **Page 7**

## WORLDWIDE WEB

A plus in cargo is a plus in competitiveness. The website "Mehr Container für Deutschland" is online. **Page 8**

## BASF AND TCHIBO USE THE JADEWESERPORT

The rising turnover figures in the JadeWeserPort are due to the ever greater interest that shippers have in transporting their goods via Germany's only deep-water container port. The Ludwigshafen chemical concern BASF, for instance, uses the JadeWeserPort as the shipping port for some of its overseas containers headed for Japan. The containers are transported in a weekly block container train by Eurogate Intermodal, a subsidiary of the terminal operator Eurogate, from the Ludwigshafen combined transport terminal to Wilhelmshaven and loaded onto the ships there.

The Tchibo trading enterprise is also examining a possible routing of its import containers via Wilhelmshaven. The first test consignments have already taken place, and more are taking place at the moment. The containers from the Far East are loaded from ship to rail and transported to Bremen. The goods are then taken from the Hanseatic city to Tchibo's high-rise warehouse and distributed to its outlets in Germany and the rest of Europe.

## FILLING UP WITH POWER AND FUEL - A NEW FACILITY IN THE FREIGHT VILLAGE

Directly adjoining the Container Terminal Wilhelmshaven and the parking area of the freight village, a diesel fuel card filling station has gone into operation this spring. Four high-performance pumps provide diesel for HGVs and passenger cars as well as AdBlue fuel for HGVs. The tankpool24 station is operated by DS card+drive GmbH from Bremen together with its regional partner Gerd Kruse and is located directly at the entrance to the JadeWeserPort. A diner will also be opening there in May.

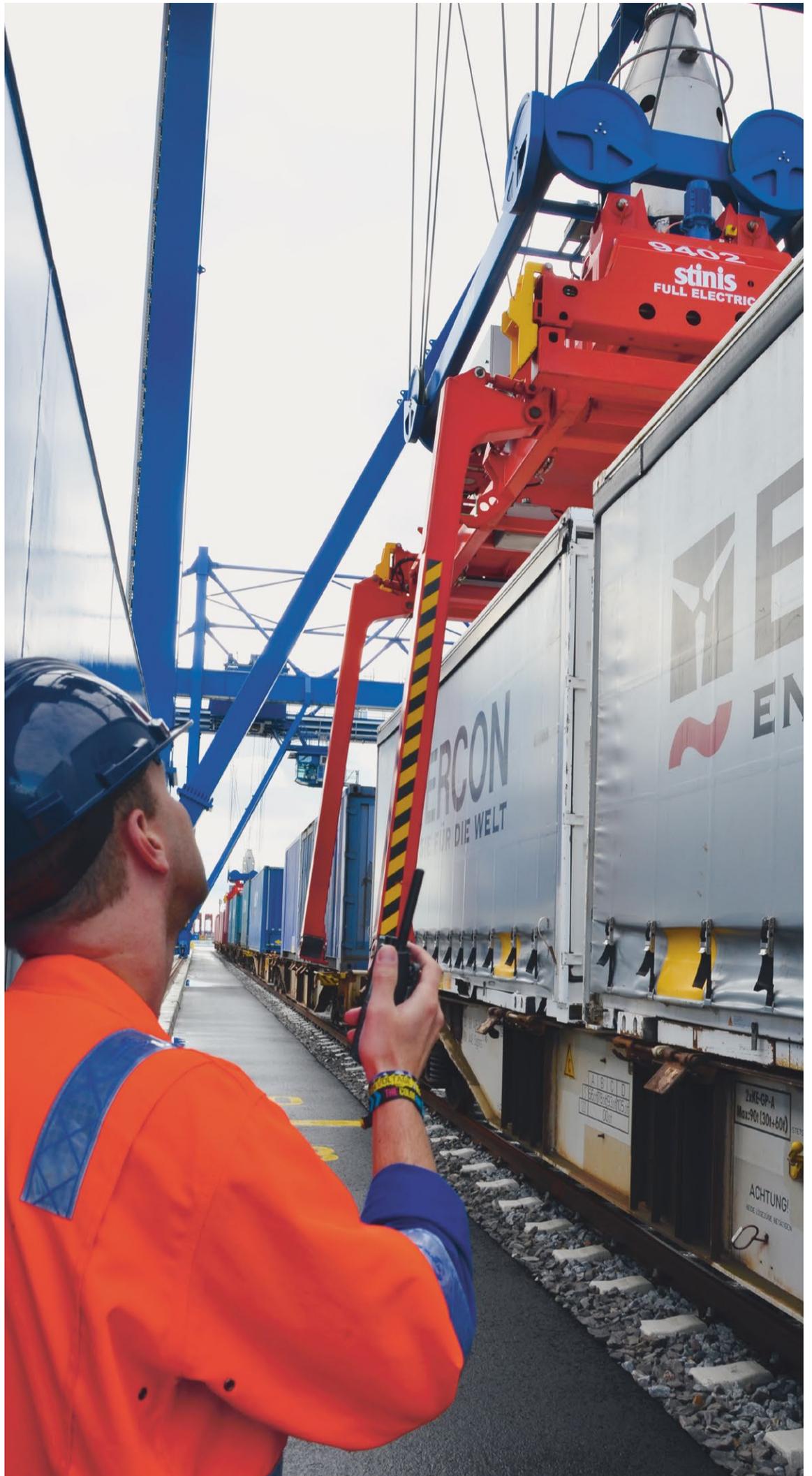


PHOTO: E.G.O.O.

## GOOD CONNECTIONS FOR SHIPPERS

Reliable, punctual, binding and plannable: That is how transport connections from seaports need to be from the point of view of shippers that tranship their goods there and want to get them to their recipients by the quickest route. The JadeWeserPort Wilhelmshaven has optimum connections to the hinterland. Many destinations in Northern and Eastern Europe can be reached more easily seawards than from other container ports, and the railway as well as a direct connection to the A29 with no traffic lights allow rapid transport of maritime goods to commercial centres and industrial regions in Germany and abroad. The private railway company Eisenbahngesellschaft Ostfriesland-Oldenburg mbH (e.g.o.o.) offers nationwide hinterland transport to and from Wilhelmshaven.



# TO THE FAR EAST WITH THE ALBATROSS

*In the 2M Alliance the world's two biggest shipping companies, Maersk Line and MSC Mediterranean Shipping Company, have joined forces.*



PHOTO: GENIUSSTRAND.DE



The Container Terminal Wilhelmshaven is firmly anchored in the big alliance's Europe-Far East timetable, and the port is the weekly starting point to the most important destinations in China, Japan, South Korea and Singapore.

The albatross has a wingspan of over 3.5 metres that surpasses any other living bird species and, at up to 12 kilogrammes in weight, it is one of the heavyweights of the skies, and the AE5/Albatros service from 2M also lays on the superlatives. Because this new scheduled service operates with the world's biggest container ships of the triple E class from Maersk Line and the Olympic series from MSC, for which Wilhelmshaven as Germany's only deep-water port offers the best of nautical conditions. Among the destinations in the Far East are the Chinese ports of Yantian, Shanghai, Dalian, Qingdao, Ningbo and Xiamen, as well as the ports of Tanjung Pelepas (Malaysia) and Busan (South Korea).

"The start of the 2M Alliance is a positive signal for the future of the deep-sea port", explained Emanuel Schiffer, Chief Executive of the terminal operator Eurogate, when the first big container ship of the new scheduled services docked in JadeWeserPort at the beginning of the year. "The network of connections to overseas that is finally being established in Wilhelmshaven is essential for the location to ensure that shippers and logistics service providers will become more strongly involved here in future."

The second Asia service of the 2M Alliance replaces the previous Maersk Line AE1 service under the name of AE1/Shogun, and primarily travels to Japanese ports, alongside Colombo (Sri Lanka), Tanjung Pelepas, Singapore, Hong Kong and Yantian.

## AND THE OSCAR GOES TO: WILHELMSHAVEN!

When the MSC Oscar docked with us at Wilhelmshaven it was like the Oscar ceremony in Hollywood for me. We have worked very hard to publicise the benefits of JadeWeserPort around the world. I'd like to thank our team at JadeWeserPort and also our partners at Eurogate for that. Together, we've been in China, in Denmark and in France among other places. We've held many, many talks, here in Germany as well. We are now harvesting the first fruits of our joint labours.

We've won the "Oscar". The docking of the biggest container ship in the world at Wilhelmshaven has been the concrete proof that our deep-water port has arrived on the map of the world's shipping companies and thus in the market.

The Oscar is a prize awarded for hard work and commitment. In this case, the prize goes to all those that work here, that have persevered under difficult conditions for more than two years now. The fact that JadeWeserPort will now be visited weekly by three regular container services means security for them. I would therefore like to thank the employees that, despite experiencing some difficult times, work full steam ahead and ensure that not only this day but also the coming years will be a success.

We must continue to pursue our objective of positioning ourselves against the European competition. I am convinced that the port will establish itself permanently in the European port landscape. The regular visits by the new services are a good signal and an important stimulus for other shipping companies, importers and exporters, as well as for the whole region.

There is room for further expansion in the success of the north German ports. The key to this is good collaboration between Hamburg, Bremerhaven and Wilhelmshaven. We are not competitors, we're partners!



PHOTO: DEPARTMENT OF TRADE AND INDUSTRY

## OLAF LIES

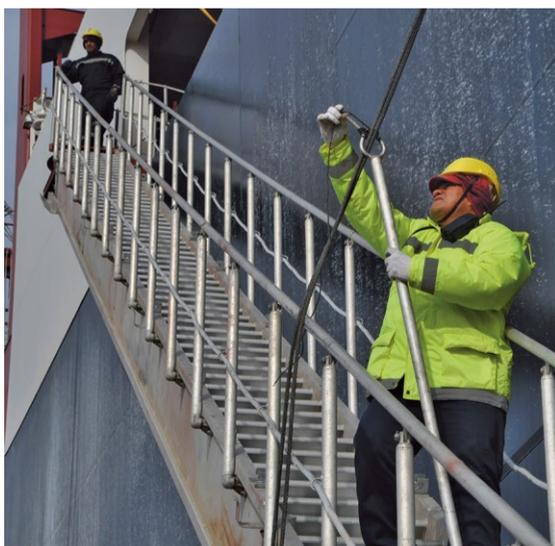
Minister for Economics, Labour and Transport of Lower Saxony

# AN OSCAR FOR JADEWESERPORT

*The MSC Oscar is currently the world's biggest container ship.  
Now this steel ocean giant has moored at Wilhelmshaven and is bringing out a  
spirit of optimism in Germany's only deep-water port.*



At first glance, when the MSC Oscar coming from Bremerhaven looms on the hazy blue ocean horizon before the JadeWeserPort, the world's biggest container ship looks like any other giant tub that sails on the Elbe, Weser or North Sea. But the closer the superfreighter is guided towards the quay in Wilhelmshaven by two tugs, the clearer the XXL dimensions of this steel ocean giant become. "It's going to be quick now, maybe another ten minutes", estimates Bastian Borkmeier, responsible for the technical infrastructure at the port operator Eurogate, when the "Oscar" lies transverse to the quay about 300 metres away. Closer and closer, metre by metre, the tugs push the colossus of 45,300 tonnes of steel against the piling, where the Jade service workers finally tie it up between two other container ships with lines as thick as human thighs. At some 30 metres in height, the massive hull towers over the quay like a black, windowless high-rise.



Entry of an ocean giant: The MSC Oscar, the world's biggest container ship, on arrival in JadeWeserPort in Wilhelmshaven.

Safety first: Sailors pull safety lines over the gangway that leads a good 30 metres upwards along the steel hull of the MSC Oscar. A group of visitors made up of journalists, politicians and guests is about to go aboard.

So, an Oscar for JadeWeserPort. At 395.4 metres, it is only the second longest, but with 19,224 TEU cargo capacity it is the biggest container ship in the world, and when it arrives in Wilhelmshaven it really does feel like a sort of award. Thus, the reception is sized accordingly, and everyone has come here on this sunny, windy Saturday at the beginning of March: port operators, guests, a whole flock of journalists, politicians. "It's been a hard few years, but the arrival of the world's biggest container ship here in Wilhelmshaven is a symbol of the fact that things are moving forward now", says a visibly pleased Olaf Lies, Minister for Economics of Lower Saxony and much sought-after interview partner on this day on the fringes of the press conference in Eurogate's Terminal House. Nils Kahn, head of marketing at the Italian-Swiss Mediterranean Shipping Company (MSC), searches for handy classifications for the almost unimaginable amounts of goods the "Oscar" can load: "Over 19 million toy cars or more than 57 million articles of clothing or

PHOTOS: YORK SCHAEFER (2), EUROGATE, GENIUSSTRAND.DE



Safely tied up: Lines as thick as a human thigh hold the MSC Oscar to the quay. The unloading of containers has already begun.

An experienced captain: Giuseppe Siviero on the bridge of his ship. For the 58 year-old Italian, it is also something special to sail a giant tub like the MSC Oscar. The ship will sail for Rotterdam on the very day of its arrival.



1.15 million washing machines or 13.8 million solar modules that could provide power for 346,000 households.” More superlatives: The deck of the ship is as big as four football fields, and if you stood the “Oscar” on its end, it would easily overtop Germany’s highest building, the Berlin television tower, which is 368 metres high itself.

The pack of visitors is then driven back to the quay by coach. Mikkel Andersen, Managing Director of Eurogate in JadeWeserPort, personally hands out bright yellow high-visibility jackets and white hard hats. Nobody goes on board without them; safety first. The drawn-out gangway is already suspended diagonally from the hull of the “Oscar”, and sailors stretch a net under it for extra safety. With a continuous beeping, one of the monster-sized van carriers slowly drives up. Although it is a day of celebration in the port, work still goes on. A good 15 lashers with red jackets and hard hats climb aboard with iron rods to unleash a few hundred containers for unloading in Wilhelmshaven. And the “Oscar” is also taking on cargo on the Jade: 40 freezer containers from the company Nordfrost, loaded with pork from an exporter in south Oldenburg, will be travelling to Busan in South Korea on the ship’s maiden voyage. By the evening of its arrival day, the “Oscar” has already put out to sea again bound for Rotterdam.

“The ship can dock or sail at any minute”, Mikkel Andersen of Eurogate explains the independence from tides of the JadeWeserPort, which was built in 2012 as Germany’s only deep-sea port for big container ships like the “Oscar” with its draught of up to 16 metres. This independence is a unique selling point that will hopefully now turn the tide in Wilhelmshaven after the early lean years. The MSC Oscar is scheduled to come to the JadeWeserPort every two to three months as part of the new “Albatros”

east-west trade route between Asia and Europe. A Middle East service and three feeder services will also be visiting the deep-water port regularly from now on.

Visitors are now permitted on board: Some 40 men and women make their way in single file hand over hand up the gangway, less than a metre wide and swaying slightly in the wind. Anybody unused to heights of a good 30 metres had better not look down. And the ascent continues in the ship as well, as there are eight more decks to get to the bridge. The way leads through empty corridors and contorted hallways, past lobby spaces, the ship’s laundry, the sick bay, sauna and fitness area and offices. The dimensions of the giant tub are less noticeable in the narrow passages and stairways. Only occasionally does a sailor cross our path. “Welcome”, smiles one of them before disappearing into the bowels of the ship again. There are normally only 24 seafarers in the crew, but on its maiden voyage the MSC shipping company has raised the number to 35 with safety personnel. Most of the crew are from Indonesia and the Pacific island state of Samoa, while the “Oscar” sails under a Panamanian flag.

Up on the bridge the ship itself can hardly be seen for containers. The “Oscar” was built at a cost of 140 million US dollars and with its over 19,000 TEU it takes on more cargo than any other ship, thereby underlining a trend in global commercial shipping. “The predictions have been confirmed. Our customers are putting into our container ports with ever larger shipping units. Now, the construction of container ships with transport capacities of 22,000 TEU is about to be commissioned. We expect this trend to continue”, explains Emanuel Schiffer, Chief Executive of the Eurogate Group management. The MSC Oscar itself, christened in January at the South Korean yard of Daewoo Shipbuilding and Maritime Engineering (DSME) and named according to an old MSC family

tradition after the son of the current president, Diego Aponte, is only the first of several sister ships in the same category that will be launched in 2015 and 2016.

Captain Giuseppe Siviero comes onto the bridge, a slim, shortish man of 58 in a smart blue double-breasted suit, who at first seems somewhat surprised and then more amused by the congratulations and the press commotion about him and his ship. “It’s certainly a special feeling to sail such a big ship”, the Italian puts on record courteously but with a mischievous smile. So it doesn’t seem so special for an experienced captain like him after all. The welcoming present is the Wilhelmshaven city coat of arms and a “seaman’s gnome”, the maritime version of a garden gnome. “Today is like the awarding of an Oscar – after all that’s also a prize awarded for hard work and commitment”, comments Economy Minister Olaf Lies on the handover before it is time for the photo call. When the journalists ask Giuseppe Siviero to sit in one of the two dark leather armchairs on the bridge of the ship so they can take his picture, his answer resonates with outrage: “A captain never sits!” the landlubbers learn. So, a smile for the cameras, then Giuseppe Siviero must also go to the big reception in Eurogate’s Terminal House.

There, in the big, light-flooded atrium with a view of the extensive port site, a few hundred guests celebrate the arrival of the MSC Oscar as a special day for Wilhelmshaven and JadeWeserPort. There are nibbles and drinks, music and speeches. Olaf Lies again emphasises the symbolic effect of the stop for the port and its significance beyond the region. Eurogate’s head Emanuel Schiffer is also glad that Wilhelmshaven is now a part of the network of German overseas ports. However, he had already pointed out the important tasks for the future. “Now, we need to make sure of cargo. The work for MSC and Eurogate is only just beginning.”

# “THE JADEWESERPORT WILL GAIN IN IMPORTANCE”

*In the TIEFGANG interview Gerd Deimel explains why the demands on seaport hinterland transport connections are rising and why a holistic north German port strategy would strengthen the competitiveness of the industry.*



## **The JadeWeserPort is attracting ever more attention from shippers. What makes seaports attractive for the chemical industry?**

Germany's seaports are the gateway to the world for our sector. Ship transport allows chemical companies to open up worldwide sales markets as well as integrate locations in complex global delivery and value chains.

Chemical locations such as Brunsbüttel, Stade or Wilhelmshaven are very close to a port and use it for raw materials deliveries and shipment of products. Bremerhaven and Cuxhaven are thus very important for chemicals. The open tidal port in Hamburg has great local value. Germany's only deep-water port, the JadeWeserPort, will gain in importance because ships are getting bigger and bigger.

## **What is the significance of the connection of the seaports to the hinterland?**

The fact is that exports and imports by sea are going to increase, so seaport hinterland traffic will as well. This puts high demands on the land and water accesses to all the ports in Germany. That means investment in the seaward accesses and efficient transport connections by rail, road and inland waterway is urgently needed so that German industry can hold its own in international competition.

## **As spokesperson for the transport infrastructure initiative of the VCI, you emphasise the special importance of rail and inland waterway transport for chemical companies. What demands do shippers put on the infrastructure in Germany?**

For chemicals, all the transport types are important and indispensable. Because we need to secure our own raw materials supplies and be able to deliver to our customers punctually. To do that we need efficient infrastructure.

Unfortunately though, we cannot say that is the case everywhere at the moment.

The federal government has now recognised very clearly that action is called for. And it has further increased the previously designated funds of 5 billion euro in this legislative period. To clear the investment blockage, priorities now have to be increasingly set and the necessary expertise needs to be provided: The transport infrastructure needs to be overhauled as fast as possible, according to the particular degree of damage and traffic density as well as the bypass possibilities. In the case of the rail-

ways, we must not overlook one of the central factors, which is rail noise. Relieving people of that through the appropriate measures is one of our greatest concerns. Everyone involved in the process is making great efforts to reduce rail noise. But this is going to take the agreed conversion time. That's why the use of this safe, environmentally friendly means of transport shouldn't be made more difficult now by further stipulations. Because that would inevitably lead to a shift to the roads.

## **And what about combined transport?**

If we want better linking of all the transport types, we need to strengthen co-modality. The intersection points in the modal networks are particularly important for this. I can still see considerable potential here for bringing traffic streams together and optimising them. These intersections need to connect the economic centres with the main transport axes much better, by encouraging intermodal facilities even more and removing bottlenecks. So, the total operating costs for example must not become unattractive because of transshipping costs.

## **Like chemical companies, the German seaports also have to stand up to global competition. Could a collaboration between the north German ports be an answer to growing competition?**

We need a holistic strategy for the north German ports, which takes the requirements of the shippers optimally into account and strengthens the competitiveness of industry in the long term. Therefore, a common interest with regard to good connections to the hinterland and port infrastructures ought to go without saying. Of course, coordination of the ports can only be initiated through the operating ports and service providers. It would have the advantage of being able to cope better with the spikes we get more and more often, which come about because of increasing transport volumes at the same time as ever shorter lead times.



PHOTO: MICHAEL RENNERTZ/LANXESS

## **GERD DEIMEL**

Spokesperson for the transport infrastructure initiative of the Association of Chemical Industry (VCI)

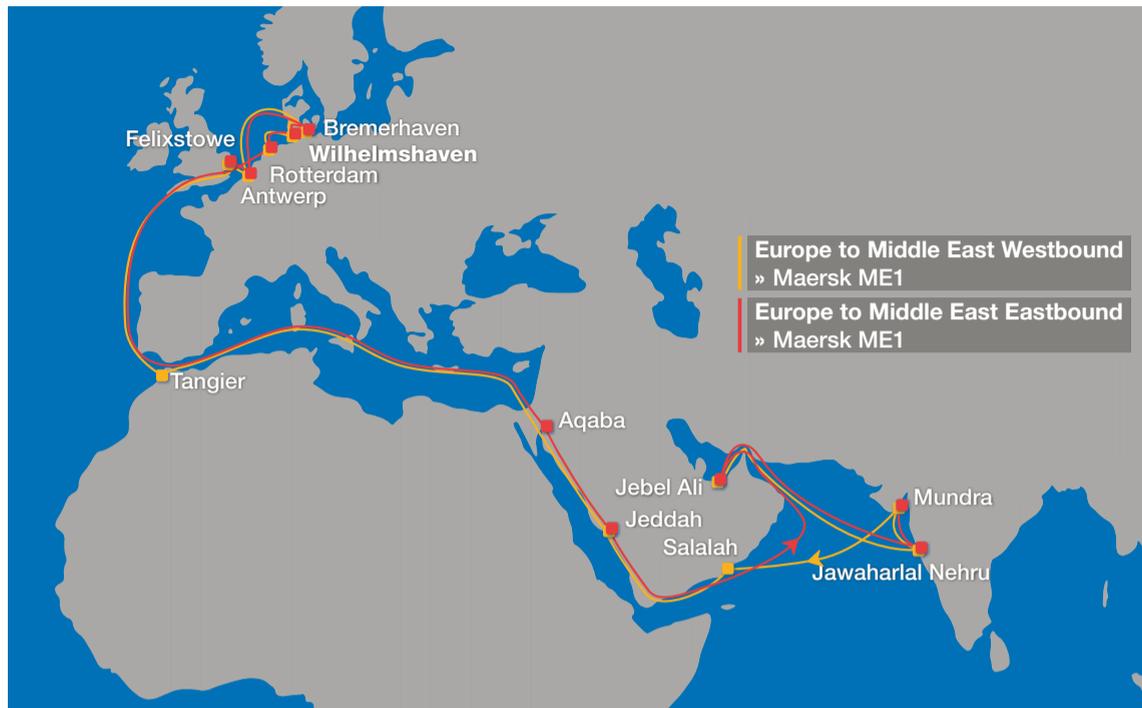


IMAGE: JADEWESERPORT

# FROM WILHELMSHAVEN TO THE MIDDLE EAST

*With three main scheduled shipping services JadeWeserPort covers some of the world's most important shipping routes.*



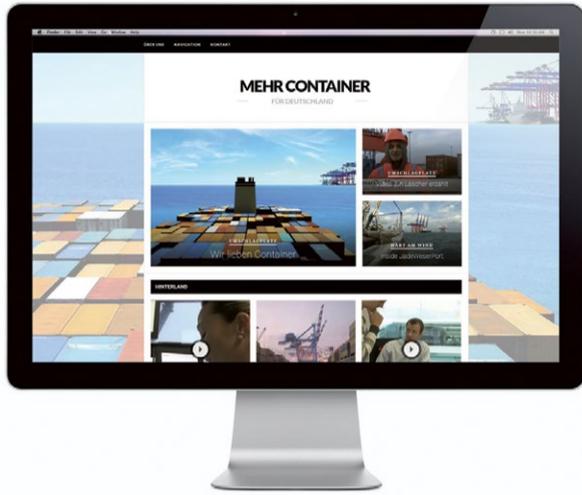
Alongside the Europe-Far East transport route of the 2M Alliance, shippers can also book direct connections via Wilhelmshaven to the Middle East and India. The new ME1 service from the Maersk Line shipping company connects northern Europe with Jordan, Saudi Arabia, the United Arab Emirates and India. With the arrival of the Maersk Kithira at the beginning of this year the ME1 was incorporated in the JadeWeserPort. Since then, ships with an average of 6,800 TEU have been mooring once a week at the Container Terminal Wilhelmshaven as part of the service.

The rotation on the Europe-Middle East/India transport route goes from Felixstowe in England via Antwerp, Bremerhaven and Wilhelmshaven to Aqaba (Jordan), Jeddah (Saudi Arabia), Jebel Ali (United Arab Emirates), Nhava Sheva/Jawaharlal Nehru (India), Mundra (India) and Salalah (Oman).

Eurogate's head Emanuel Schiffer sees the good connections of the JadeWeserPort to the hinterland by land and water as a reason why the deep-water port is attracting ever more attention from the shipping industry: "The outstanding infrastructure allows a high degree of reliability in the transport and supply chain. This reliability is crucial for the shipping industry."

Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG, also emphasises the positive effects on global value chains: "We are happy that with the linking of Wilhelmshaven to the Maersk Line Middle East service, we can now offer our customers in the shipping business a further important component in their international supply chain." This has advanced the portfolio of the scheduled network via Wilhelmshaven by a further important step.

# MORE CONTAINERS FOR GERMANY



*Germany needs a deep-water port to be competitive.*

The JadeWeserPort is a port that provides the world logistics leader Germany and its enterprises with even more cargo and therefore competitiveness. After some initial difficulties, it is apparent that the Container Terminal Wilhelmshaven is up and running and now has the best of prospects. Because here, in Germany's only deep-water port, the ever larger container ships can tie up fully loaded and independent of the tides – and soon there will be mega-freighters with capacities beyond the 20,000 TEU mark.

You can find more on the development of ship sizes and about many other container shipping topics on the new website: [www.mehrcontainerfuerdeutschland.de](http://www.mehrcontainerfuerdeutschland.de). How has the container changed sea transport, and who invented it? Why is a quay (normally Kai in German) called a Kaje in some places – and what is an ordinary seaman exactly? What jobs are there in port, and how do you follow a career on board ship? All this and more on the new website. Why not have a look?

[www.mehrcontainerfuerdeutschland.de](http://www.mehrcontainerfuerdeutschland.de)

**In the middle of the 1990s, container ships beyond the Panamax size of 4,500 to 5,000 TEU were classed as improbable and uneconomic by industry insiders.\***

Even experts can make mistakes!



Since 2006, when the first container ship was already sailing with considerably more than 10,000 TEU, the biggest mega-carriers today load almost 20,000 TEU.

You can moor at JadeWeserPort, Germany's only deep-water harbour, fully loaded and independent of the tides.

\* Source: ISL position paper "Effekte der Mega-Container-Carrier"

## IMPRINT

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**JADEWESERPORT**  
WILHELMSHAVEN

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