



TIEFGANG#6

SHIPPERS

AE Trade Online is importing goods via Wilhelmshaven and is moving into the freight centre at the JadeWeserPort. **Page 4-5**

NORTH SEA COAST

New shipping companies at the deep-water port: we spoke with Jan Schmahl, Managing Director North Europe Group at OOCL. **Page 6**

DIGITISATION

Software specialist, DBH ensures that there is an efficient IT infrastructure at the port with the Port Community System. **Page 7**

FURTHER GROWING

She is 400 metres long, 59 metres wide and has enough room hold 21,413 standard containers: OOCL Hong Kong is currently the largest container vessel in the world based on transport capacity. The mega-carrier is operating in Ocean Alliance's Asia Europe Service Loop 1 (LL1) and put into a German harbour for the first time on 2nd July 2017 - JadeWeserPort in Wilhelmshaven.



PHOTO: GENIUSSTRAND.DE

In addition to OOCL Hong Kong, there are five other container vessels among the shipping company's new builds, each with a capacity of 21,413 TEU. The next vessel in the series is the OOCL Germany, which is expected to put into Wilhelmshaven in October. The largest container vessels in the world, including vessels of the same type as the CSCL Globe with a capacity of 19,000 TEU, are operating in the Ocean Alliance's LL1 service.

The port is buzzing

"Handling volumes at the Wilhelmshaven container port have increased significantly as a result of Ocean Alliance's engagement. In the meantime, the port is really buzzing", said the head of Nordfrost, Horst Bartels. The company, which specialises in frozen-goods logistics, is now investing an additional 80 million euros into developing its seaport terminal at JadeWeserPort. As

Nordfrost reports, the company is planning to expand its storage capacities for all temperature levels and in selected hazardous goods sectors. In addition, the property in the freight centre, which is directly adjacent to the transshipment facilities belonging to the terminal

operator, Eurogate, will also be expanded. Moreover, after intensive discussions with various members of the Ocean Alliance, Nordfrost has decided to bundle its activities in the cargo sector into a new General Cargo Division.



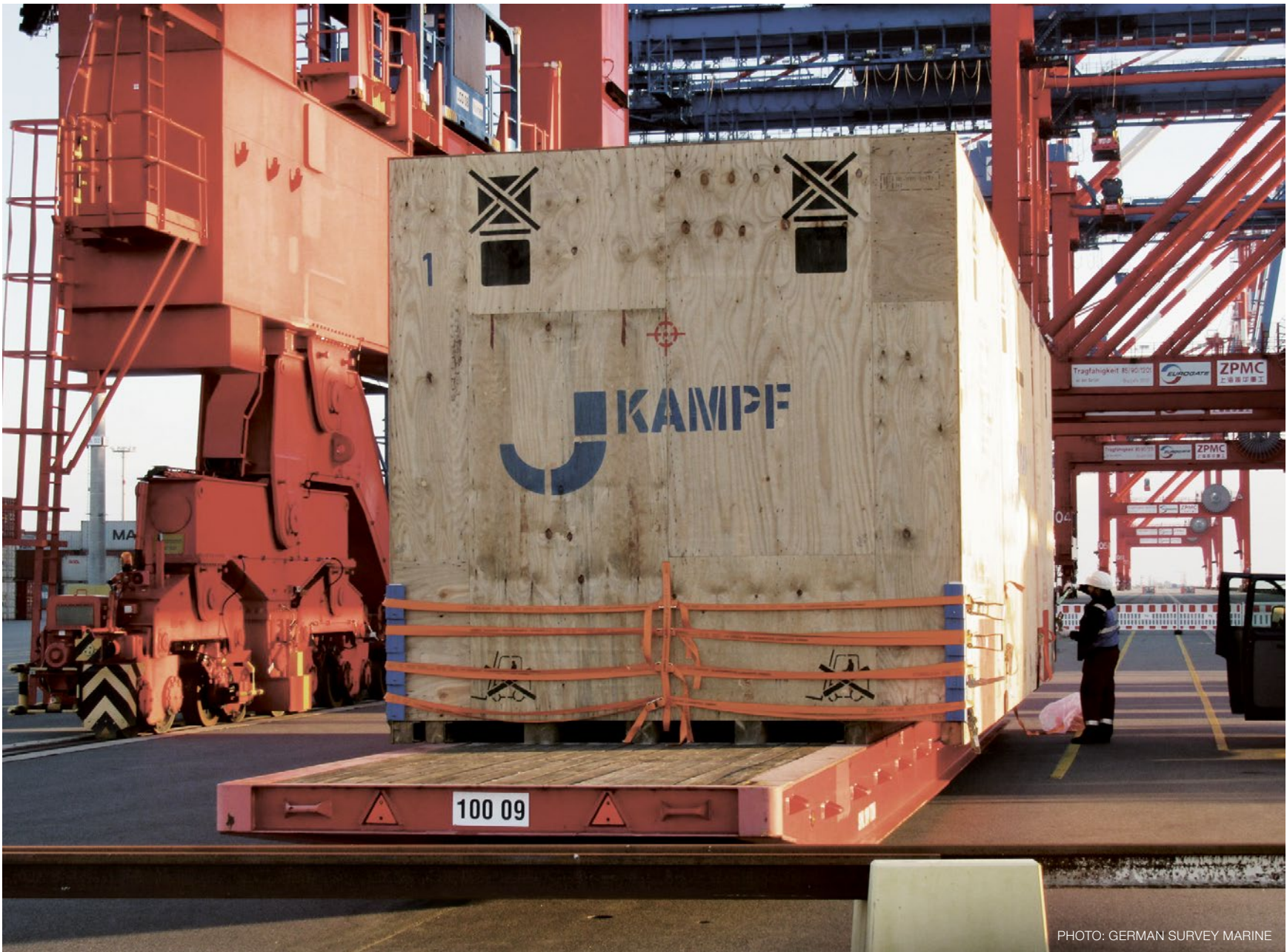
Container Freight Station: The Nordfrost seaport terminal is being expanded to 78,000 square metres. PHOTO: MARCUS JURK



"We consider it to be of significant economic importance that there be a deep-water port that can handle this generation of ultra large container vessels without any limitations."

Oliver Oestreich,
Chairman of Verein Bremer Spediteure (Bremen Freight Forwarders Association)

PHOTO: LESCHACO



HANDLING WEIGHTY MATTERS AT JADEWESERPORT

From Wiehl to Wuhan by way of Wilhelmshaven: At the JadeWeserPort, the shipping company, Cosco Shipping Lines, has shipped a 46 ton machine part manufactured by Kampf Schneid- und Wickeltechnik GmbH & Co. KG to China. The main component of a slitting and winding machine was brought to the Wilhelmshaven container port in a package that was almost 14 metres long and loaded onto the OOCL Hong Kong. Working together with stevedore company, D. Heinrichs, and a surveyor from German Survey Marine, the package was securely lashed to a flatbed in a seaworthy manner, so that it could finally be taken by feeder vessel from the port of destination in Shanghai to the Chinese provincial city of Wuhan. The machine will be used there to manufacture packaging films.



NEW RAILWAY CONNECTION TO THE CONTAINER TERMINAL DORTMUND

The JadeWeserPort has expanded the range of train connections it has available in the Rhein-Ruhr region. As reported by the terminal operator, Eurogate, starting immediately, container trains will be running between the German deep-water port and the Container Terminal Dortmund, which is connected with all of the important German and European inland ports via the canal network. The container trains each have a loading capacity of 100 TEU and depart from Dortmund on Wednesdays (5:00 am) and from Wilhelmshaven on Thursdays (2:30 am). According to Eurogate, the Wilhelmshaven rail terminal now handles up to 25 container trains per week.

DAILY “PORT SPRINTER” TO BREMEN AND HAMBURG

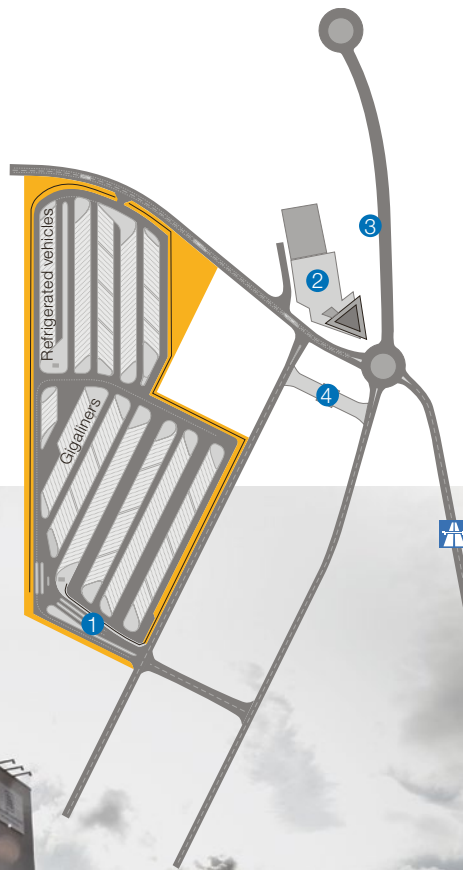
Roland Umschlagsgesellschaft in Bremen is intensifying rail traffic between the container terminals in Wilhelmshaven and Hamburg, as well as them KLV terminal in the freight centre (GVZ) in Bremen. The “Port Sprinter” runs daily and provides a transport capacity of nearly 3,000 TEU per week. Roland Umschlag is providing the expanded shuttle service, with two locomotives and four groups of goods wagons, in cooperation with the railway undertaking, Locon AG, and the terminal operator, Eurogate. “This allows us to offer an attractive and competitive connection to German and European economic centres”, said Christoph Holtkemper, Managing Director of Roland Umschlag.



TRUCK AND GO INSTEAD OF STOP AND GO

*Red lights, congested
streets, long wait times at
customs clearance? Not at
JadeWeserPort!*

- 1 Access road to parking
- 2 Pacific One/Port Office
- 3 Access road to the terminal
- 4 Petrol station



From the container terminal onto the road without any detours: The direct and congestion-free motorway connection makes it happen.

PHOTO: KURIERDIENST LÖFFLER

Truckers are able to get to the Wilhelmshaven container terminal and from there, out to the hinterlands, without irritating delays. The A29 motorway runs right to the port without traffic lights so that containers can be loaded directly onto the ship or truck.

Whether for import- or export-oriented customers, in local or long-haul transport: Many transport service providers offer container trucking at JadeWeserPort. In addition to Addicks & Kreye, Albers Transport & Logistik, Kurierdienst Löffler, Meta & Peter Beeken, Spedition Jakob Weets and Thermotrafic, most recently this also includes EKB Container Logistik and Nordfrost. Additional providers include B-Plast 2000, Contrail-Transport, Glomb Container Dienst, Spedition Mahlstedt and Truck- und Speditionsservice GmbH.

Truck drivers can shift into a lower gear at the Truck Service Centre, which is located right near the gate, and which provides more than 300 free parking spaces. The area has special areas designated for long HGV and refrigerated vehicles; retractable charging stations also make it possible to supply reefer containers with power during stationary operation.

TWO PORTS OPTIMISE THEIR GROWTH POTENTIAL

As of May 2017, two German harbours have gotten closer to one another. This is being achieved by virtue of a weekly train connection, which connects the world's largest inland port, Duisport, with the JadeWeserPort and the CTW container terminal, which is operated by Eurogate. The local Duisport logistics company, Duisport agency, operates this container train, which the port's own railway company, Duisport rail, runs using its own equipment. The connection can be expanded to three trips per week, depending on the demand.

At Duisport, we see this as a terrific opportunity for our customers, who are constantly striving to further optimise their supply chains for the central European markets on-site at the logistics hub at the Port of Duisburg: Thanks to the new hinterland connection, the only restriction-free German deep-water port, to which more and more of the largest container vessels call, can provide them with interesting optimisation alternatives.

Duisport itself is aiming for a further increase in its container transshipments to a target figure of approximately 4 million TEU for 2017. Growth impulses from Wilhelmshaven could also prove to be valuable. A joint information event at the end of September in Duisburg, which is organized around the motto, "Port meets port" ("Hafen trifft Hafen"), should make clear what possibilities in-depth collaboration with JadeWeserPort will open up for our port's trade and industrial customers, including 20 global market leaders.

Thanks to this connection, I am confident that, together with JadeWeserPort, we will complete the Hamburg-Antwerpen range and develop an additional, highly productive mainstay on the North Sea coast: a positive outlook for Germany, Lower Saxony and North Rhein-Westphalia as an industrial and logistics location.



PHOTO: DUISPORT

ERICH STAAE

Chairman of the Duisburger Hafen AG
Management Board

IDEAL LOCATION FOR FURTHER GROWTH



Online trader AE Trade Online is moving its headquarters to the freight centre of JadeWeserPort. “We want to continue to grow, and we have enough room to do so there”, said Managing Director, Gustav Evers, who expects the move to the German deep-water container port to open up new room to manoeuvre.

Good (business) ideas sometimes arise purely by chance. “One idea led to another, and eventually we were thinking of selling planting pots on the Internet”, said Gustav Evers as he recalled how 11 years ago, he and his wife, Andrea, developed the idea for AE Trade Online. That initial idea has long since become a solid e-commerce business with millions in sales, 15 employees, warehouses and a logistics centre in Schortens. Now the company is ready to make its next big leap: In the coming year, the company and its employees will be moving directly into the freight centre of JadeWeserPort. “It’s the ideal location for companies like us that get their goods from containers”, said the couple.

Planting pots as a coveted commodity on the Internet; anyone who remains sceptical should examine the market more closely. Garden or DIY warehouses mostly just offer a limited selection of standard products. If you are looking for attractive and individually designed and chic garden, balcony and home decorations and you are lucky, you may find something in pricey home-decorating shops, but you will have a long and difficult search ahead of you. “The Internet is an excellent platform for products of that kind. It lets you make a selection without a lot of effort, and you can take all the time in the world making a decision”; Gustav and Andrea Evers were convinced right from the start, and it soon became apparent that they were right.



Now you cannot become a successful online trader just by moving planting pots from point A (the manufacturer) to point B (the customer). The goods must be attractive and exclusive. AE Trade Online primarily sells items that they have produced themselves and that are not available anywhere else. “You experiment with shapes, with materials, with colours; and suddenly you have a whole line of pots”, Gustav Evers summarised their recipe for success. Obviously the Evers struck a chord with it: “If someone wants to design their garden, terrace or balcony in a tasteful way, we can provide them with a lot of suggestions”, promise the couple.

Importing 200 containers a year - demand is increasing

AE Trade Online leaves nothing to chance when it comes to implementing their ideas. Every new product is first tested and reviewed as a prototype at the company’s or the manufacturer’s site; only products that hold up and that we like, make it to production. When it comes to awarding contracts for production, however, they don’t go with the cheapest offer from Asia, but instead, the company looks for the best price-performance ratio: “We know our suppliers, know how they work, and are in close contact with them”, the Managing Director reassured us.

Slowly but surely the business has grown. What started out as a side business being run, more or less from a garage, has since become a fully-fledged company, the hall complex of which in Schortens is now approaching against its expansion limits. AE Trade Online imports approximately 200 containers full of goods per year, and that number is rising. Each individual item is checked prior to further delivery and only sent on to the customer after this check has been performed. “We work exclusively online and without any intermediary trade”, explained Gustav Evers. This is how the company is able to keep quality high and price reasonable.

AE Trade Online has long since made a name for itself on the Internet. Enthusiastic customers have left plenty of photos and positive reviews on social media, thus increasing the company’s level of recognition. “Vivanno” is the name of the brand, under which the company has been marketing decorations for home and garden in online trade for almost three years. An elaborately and tastefully designed catalogue is the business card that is sent to each customer’s home. The range of products leaves nothing to be desired. Materials, shapes and colours represent timeless beauty and elegance, while at the same time picking up on, or even creating, new trends. AE Trade Online has successfully set the course for thin-walled concrete shells. At the moment, the Evers are currently in the process of using these products for a completely new application and are integrating an additional line of products into the portfolio.

Goods routed almost exclusively through Wilhelmshaven

Of course, activities of that sort cannot be long hidden from the professional world. In addition to a large number of private customers, architects, interior designers, hotels and companies are increasingly turning to the Evers. “The biggest advantage to our range of products is that we are able to furnish even larger properties in a uniform style, but with varied elements” said Gustav Evers, who is pleased about the increase in demand.

Given these developments, moving the company headquarters of AE Trade Online directly to JadeWeserPort was a logical next step. “Our goods almost exclusively pass through the Wilhelmshaven container terminal”, said the entrepreneur. “Moving into the freight centre at the JadeWeserPort opens up new and flexible new room to manoeuvre for us.” Germany’s only deep-water port is certainly of national importance, Evers is convinced: “In addition, its charm lies in the fact that it is also very important for regional companies like us.” If the company’s goods passed through other terminals, Evers might have to wait longer for the containers to arrive: That is really difficult for online traders like us; our customers want expedient deliveries.” Even without strategic considerations of this kind, there is no alternative to JadeWeserPort for the company: “We want to continue to grow. And we have room to do so there.”



Strict quality control: Each individual product is carefully checked before it is sent on to the customer. Even the managing director, Gustav Evers (above), takes a look at the goods. He and his team are now moving to Wilhelmshaven. PHOTOS: AXEL BIEWER



“WE WANT TO STRATEGICALLY EXPAND HANDLING VOLUME AT THE JADEWESERPORT”



With OOCL, Jan Schmahl wants to contribute to the long-term success of Wilhelmshaven container port. In a TIEFGANG interview, the shipping company's Managing Director, who is responsible for all of Northern Europe, spoke about Ocean Alliance's new shipping services at the JadeWeserPort, the increased demand from shippers and the expansion of hinterland connections.

On its maiden voyage, the OOCL Hong Kong put in to the JadeWeserPort in Wilhelmshaven on 2nd July 2017, as the only German port on its voyage. In mid-October, the next mega-carrier from among their total of six new builds, OOCL Germany, will be moored at the Jade. What makes the Wilhelmshaven container port so attractive for your shipping company?

Due to its short, unrestricted estuary access, quick and simple docking manoeuvres and great water depth, JadeWeserPort offers optimal conditions that allow large container ships to approach the port. When we are considering how to utilise our vessels, weighting of these factors increases as the size of the units increases.

The freighters each provide enough space for 21,413 TEU and based on their transport capacities, are the largest container ships in the world. What conditions do ports need to meet in order to come to terms with this enormous number of boxes and the gigantic dimensions of these vessels, which are 400 metres in length and 59 metres in width?

It is extremely important that a port operates efficiently in order to keep the laytimes of our large vessels as short and reliable as possible. Optimal equipment and well-coordinated processes in port ensure a smooth handling process and thus, the best possible support for our customers' supply chain.

The JadeWeserPort already offers the optimum conditions for fast and efficient ship handling offshore and also has a direct motorway connection. How would you assess the improvements that have now been made in the hinterland railway connection?

At the same time as the start of our LL1 service, we were also delighted to be able to welcome improvements in the railway connection from Wilhelmshaven, which has decisively supported the members of the Ocean Alliance as they accommodated this new service. We are following further development of rail services with great expectations, as in our view, the direct competitiveness of the hinterland railway connection is very important for long-term success of the JadeWeserPort.

Since May 2017, OOCL puts into the German deep-water port once per week as part of Ocean Alliance's LL1

service. How have your customers' demands developed since then, both in terms of export as well as import shipments?

We would like to take this opportunity to sincerely thank our customers, who have provided such outstanding support for our new LL1 service via Wilhelmshaven right from the start, both in terms of imports as well as exports. We are very satisfied with the start and are now working continuously and purposefully with our customers to further expand our handling volume at JadeWeserPort.



PHOTO: OOCL

JAN SCHMAHL

Managing Director,
North Europe Group, OOCL

OOCL is the linchpin of the Orient Overseas International Limited (OOIL), the acquisition of which was announced by Chinese state shipping company, COSCO, in July 2017. Together they form the third largest container liner shipping company in the world...

Together, Cosco Shipping Lines and OOIL will be operating more than 400 vessels with a capacity of more than 2.9 million TEU within an expanded, well-structured network. This combination will further strengthen the leading position of both companies in the industry. Once the transaction has been concluded, Cosco Shipping Lines and OOIL will continue to operate under their well-known brand names and provide container transport and logistics services. By consolidating their strengths and utilising their synergies, the carriers will be able to increase their efficiency and competitiveness in order to achieve sustainable growth. Both companies are members of the Ocean Alliance and will continue to collaborate within this network.

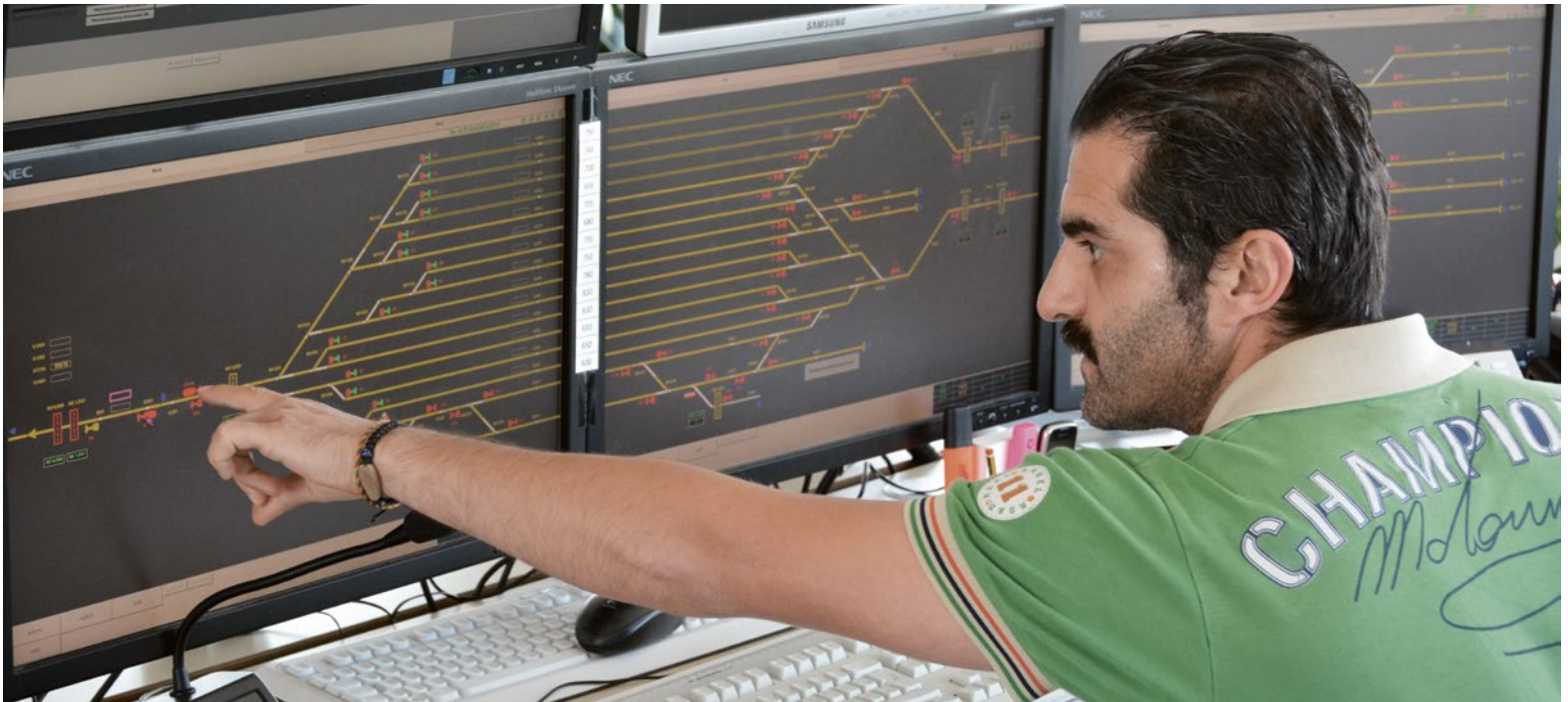
Meanwhile, eight shipping companies have permanently dropped anchor, offering their shipping services at JadeWeserPort. Since then, the shipping industry has also come to appreciate the advantages of the port. How do you expect turnover figures in Wilhelmshaven to develop in the coming years?

We are very happy with the positive development of JadeWeserPort, and very pleased with the fact that we have been able to contribute to this development. In order to continue along this successful path, it is important that all stakeholders continue the expansion of feeder and hinterland connections, as well as the offering of operational port services dealing with containers actively and without delay, and that they thereby address the relevant market players in a targeted way regarding progress and new offers.

You are responsible for Northern Europe for a globally-operating shipping company based in Hong Kong. In your view, should individual port locations continue to compete in an international business like container transport, or would it be better for them to cooperate with one another in the future?

We are following all developments with a keen interest, however we firmly believe that healthy competition is necessary, along all of the links in the global supply chain, in order to ensure free and fair economic development. We believe a port has an obligation to ensure competitive, as well as smooth and reliable cargo handling.

DBH DIGITISES PORT PROCESSES



An eye on everything at all times: The port railway system (HASY) displays current train movement data and track layouts, among other things. PHOTO: AXEL BIEWER



In order to increase efficiency of IT infrastructure and data security at the port, the JadeWeserPort relies on the Port Community System (PCS). The developer and operator of the solution is software specialist DBH Logistics IT.

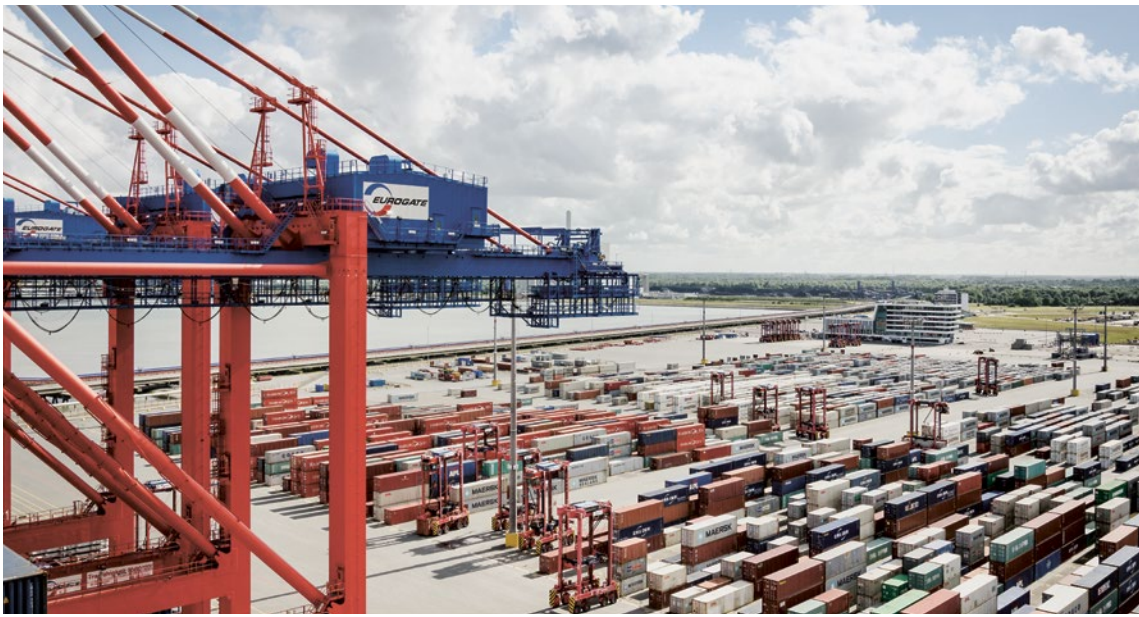
Digitisation of the logistics chain has found its way into JadeWeserPort. DBH has provided the central platform, the Port Community System (PCS), for electronic communication at the deep-water port in Wilhelmshaven. As a data hub in a modern IT infrastructure, the cloud-based system ensures efficient and smooth handling of all shipments at the port. The system links various IT systems belonging to the transport industry, the railways and the authorities, in order to facilitate working communication at the port regardless of the hardware or software used.

“PCS is a neutral and open electronic platform that enables intelligent and secure exchange of information between public and private institutions, and which thus strengthens the competitiveness of the port” explained Andreas Grunwald, site manager for Wilhelmshaven at DBH. “The system optimises, manages and automates port and logistics processes by networking all parties along the supply chain.” In addition to terminal operators, forwarders, shipping companies and port authorities, for example customs and the harbour patrol, as well as the residents of the freight centre (GVZ) are also integrated into the Wilhelmshaven system. The majority of the companies are already familiar with this solution: It is based on Bremer Hafentelematik, the port telematics of the terminal operator, Eurogate; a platform that has proven its worth over decades

of use for port communications in Bremen, Bremerhaven and Cuxhaven. Customers therefore will not need to adapt.

Port railway system developed together

In close coordination with the JadeWeserPort, and as part of PCS, DBH has developed the port railway system (HASY), which controls and optimises all movements on the tracks as well as in the so-called “pre-routing group”. The port railway comprises 4 kilometre long feeder line, a 16-track pre-routing group and the 6-track transshipment terminal with portal bridges for combined transport (KV). The pre-routing group for assembling unit trains thereby acts as a buffer between the container port and the hinterland. “In operating the pre-routing group at the JadeWeserPort, HASY provides us with a reliable system for displaying the requisite data: for registering trains, for the current track assignment or regarding standing times, but also other data that is relevant to invoicing” said Andreas Bullwinkel, Managing Director of the Wilhelmshaven container terminal JadeWeserPort-Marketing GmbH & Co. KG. And digitisation processes in Wilhelmshaven is progressing in many other sub-areas as well, for example in order processing for containers, in the case of imports by ship or at the truck gates.



Best prospects: At the JadeWeserPort, an ever increasing number of containers are being handled – with the help of the world's largest container bridges. Meanwhile, eight shipping companies are putting in to deep-water port. PHOTO: GENIUSSTRAND.DE

IMPRINT
TIEFGANG#6 | 2017



Publisher
Container Terminal Wilhelmshaven
JadeWeserPort-Marketing GmbH & Co. KG
Pazifik 1
26388 Wilhelmshaven, Germany
Tel.: +49 (0) 44 21 409 800
Fax: +49 (0) 44 21 409 8088
info@jadeweserport.de

Managing Director: Andreas Bullwinkel

Registered Office: Wilhelmshaven
HRA 130829 Oldenburg Regional Court

Realisation
DVV Media Group GmbH
Heidenkampsweg 73–79, 20097 Hamburg,
Germany

Project Leader & Editor: Benjamin Klare
Editorial contributions: Thomas Wöhrle,
Wolfgang Heumer
Design: Andreas Gothsch

Tel.: +49 (0) 40 23714 01
Fax: +49 (0) 40 23714 309
E-mail: info@dvvmedia.com
Web: www.dvvmedia.com

Printing
Optimal Media, Röbel

MORE CONTAINERS FOR GERMANY

More lines, more cargo, more personnel: Due to increasing handling volumes at the JadeWeserPort, Eurogate wants to hire up to 200 new employees at the Wilhelmshaven location. Monthly container handling at Wilhelmshaven has doubled since May 2017, stated the terminal operator, who ensures fast and efficient handling of the mega-carrier in the German deep-water port.

To learn more about German seaports and current topics from the container shipping industry, please visit **www.mehrcontainerfuerdeutschland.de** - it's worth checking out!



JADEWESERPORT FREIGHT VILLAGE

EFFICIENCY, SERVICE AND SPACE
FOR ADDED VALUE

We get your business on track for success – with excellent rail connections to the leading European economic centres. Container trains link JadeWeserPort Wilhelmshaven with the major routes to southern Germany, Austria and Switzerland several times a week.



**JADEWESERPORT
WILHELMSHAVEN**



www.jadeweserport.de/en