

EDITION  
FEBRUARY  
**2018**



# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics

## PRODUCTS & PATHWAYS

Main topic: Container logistics

### Insight and foresight:

Three examples on how container business runs smoothly in ports

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Professor Carlos Jahn on autonomous ships and when this vision will become a reality

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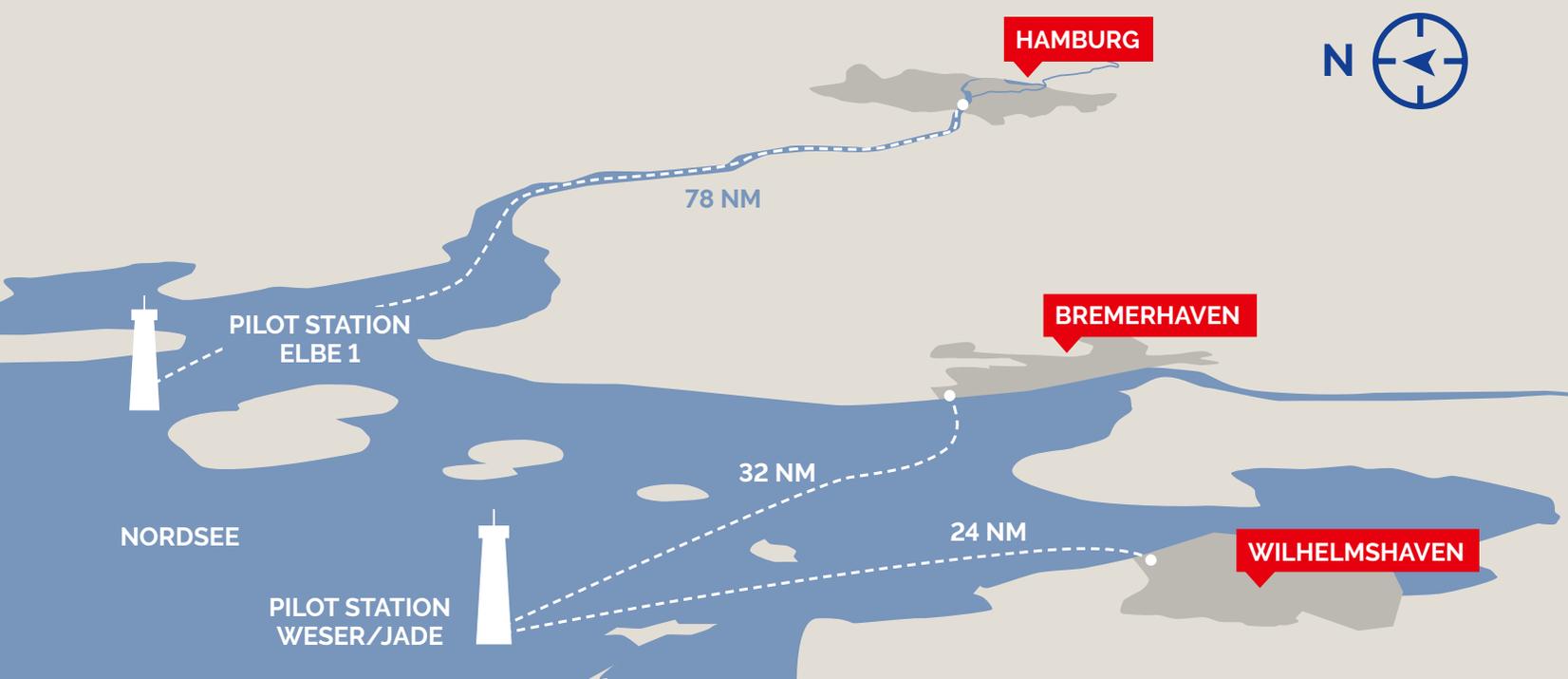
### A container for every eventuality:

CHS Container Group develops containers for a wide variety of applications

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# THE GERMAN CONTAINER PORTS

THREE TERMINALS | ONE NETWORK | ALL ADVANTAGES



## Bremerhaven | Hamburg | Wilhelmshaven

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# EDITION FEBRUARY 2018



## 'The efficiency of large container ships must be discussed.'

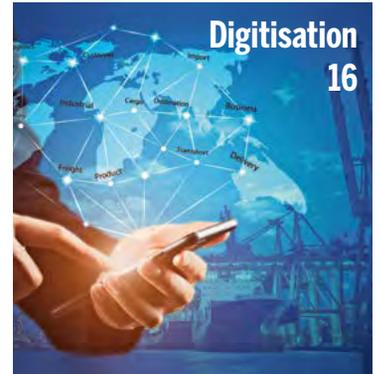
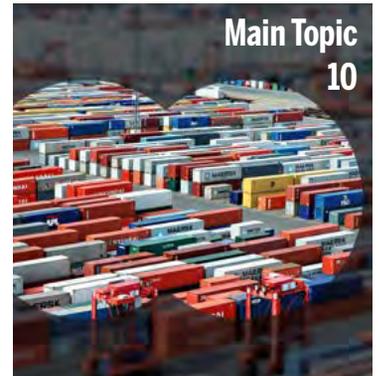
Professor Dr Burkhard Lemper, Manager of ISL Bremen and Professor at Bremen University of Applied Sciences

Dear readers,

We have been seeing extremely positive signs in some areas of container shipping over recent months. Demand more or less stopped growing years ago – for example, based on the container handling index published by ISL/RWI – but is going to show an increase of more than 6 per cent in 2017. Due to a temporary pause on new orders and high levels of scrappage, fleet growth has recently been so moderate that there has also been a noticeable improvement on cargo and charter markets. Whether brought about by this or planned long ago, by the end of 2017 some of the biggest liner shipping companies had ordered series including ships upward of the 20,000 TEU mark – 30 units of this size will be coming onto the market in the next three years alone!

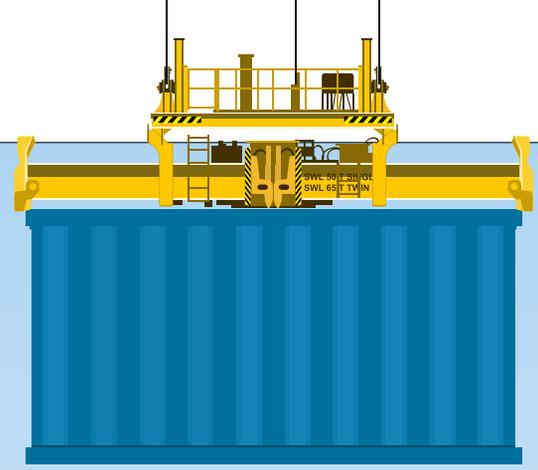
On the one hand, we have to hope that the delicate young plant of recovery will not dry out as a result of this renewed boost to capacity. On the other hand, the question of efficiency needs to be discussed once again when it comes to ships of this size. There may be economies of scale – however small – even in this class. However, these will require capacity to be fully utilised, and will be of benefit on the level of the liner shipping companies. If we include the resulting additional costs in port or in the hinterland, the optimum benefit may have already been exhausted. However, for as long some external costs are excluded from the decision-making process regarding further size increases, there will continue to be economically questionable investments.

Yours, Burkhard Lemper



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PHOTOS: ISL, KONGSBERG, CHS CONTAINER HANDEL, FOTOLIA – KRUNJA, BREMENPORTS, ISTOCK – MATRYOSHKA, GLOMB



# Revolution in global trade

It is made of steel, and 2.44 metres wide, 6.10 metres long and 2.60 metres tall in the 20-foot standard version: the container. Over 95 per cent of global trade is handled using containers – from frozen beef from Argentina, to bicycles from Taiwan, to electronics from China.

## A great idea

In April 1956, the 'IDEAL X' left the Port of New York for Houston, laden with the first containers. Malcolm McLean is credited as being the inventor of the container.

## A box conquers the world

On 5 May 1966, the 'Fairland', owned by American shipping company Sealand, arrived at Bremen's international port, bringing the first 99 containers to Germany.



### Global commercial fleet

The number of container ships in the global commercial fleet is 5,125 (as at 1 July 2017).

SOURCE: STATISTA

### Annual transport volume

Around 130 million containers are transported on seagoing vessels each year.

SOURCE: WORLD SHIPPING COUNCIL (WSC)

### The world's largest container ship

The largest container ships in the world are currently OOCL's six G-class vessels, each of which holds 21,413 TEU. They are 400 metres long and can hold 23 rows of containers, at a width of 59 metres. Four of the vessels have already moored in Wilhelmshaven before.

### The biggest container port

Shanghai handled 37.13 million TEU in 2016, making it the largest container port in the world.

SOURCE: STATISTA

### More new orders

In 2017, the order volume for container carriers increased by 140 per cent from the previous year, to 671,641 TEU.

SOURCE: ALPHALINER

### Handling of sea freight at the ports of Lower Saxony

48.6 million tonnes were handled in 2016. A higher handling volume is expected for 2017 as compared with the previous year.

### The key alliances

- 2M – Maersk Line and MSC: 220 ships, 22 services
- OCEAN Alliance – COSCO, OOCL, CMA CGM and Evergreen: 323 ships, 40 services
- THE Alliance – Hapag-Lloyd, NYK, K-Line, MOL and Yang Ming: over 240 ships, 32 services

### Total handling in the ports of Bremen

There were 75.2 million tonnes handled in 2016 and 75.1 million tonnes handled in 2017.

### Containers overboard

An estimated 1,582 containers a year were lost at sea between 2008 and 2016.

SOURCE: WORLD SHIPPING COUNCIL (WSC)

## SUMMARY NEWS

**HAREN/EMS.** In November, Haren-based shipping company Wessels Reederei signed letters of intent for the conversion of further container ships to LNG.

Together with German Drydocks Group from Bremerhaven and MAN Diesel & Turbo from Augsburg, three sister ships of the 'Wes Amelie' are to be changed over to more environmentally friendly liquefied gas.

**BREMEN/HAMBURG.** Bremen-based Dettmer Group purchased air cargo handling company LHU of Hamburg in December. The firm changed its name at the beginning of 2018 and is now called LUG Hamburg Aircargo Handling.

Patrik Tschirch, who already manages the LUG companies belonging to Dettmer in Frankfurt and Munich, will be taking over executive management of the Hamburg-based handling company along with Jürgen Vogt.

**PAPENBURG.** Meyer Werft received a special industry prize in November at the end of the 7th cruise conference (Kreuzfahrtkongress) in Hamburg. The panel presented the shipyard, which was founded in 1795 and is based in Papenburg, with the award for its services to the development and construction of eco-friendly cruise liners. Since 2008, the prize has been awarded to cruise companies in areas such as the best entertainment, best service and the best ship for families.



## 250 metre-long quay opened in Industriehafen

**BREMEN.** A new, 250 metre-long quay was opened in Bremen's Industriehafen at the start of November. Bremen's Department for Economics, Labour and Ports provided 7.8 million euros for the work, which has been implemented over the past three-and-a-half years under the leadership of bremenports. Weserport took responsibility for the associated adaptation of the superstructure with tracks, as well as the surfacing and relocation of cranes. Alongside the reconstruction of the quay, the project involved deepening the harbour floor by a metre and

expanding the narrow passage at the entrance to the Hüttenhafen. **'This project demonstrates very clearly that the city of Bremen is a key port, and will continue to be in future,' says Martin Günthner, Bremen's Senator for Economics, Labour and Ports.** 'It is important that we continue to develop Bremerhaven in the main areas of automotive, containers, wind power and cruising, but it is also important that we keep the ports of the city of Bremen in shape for handling bulk and heavy goods, steel, raw materials, pipes and project loads.'



## 'Blue Angel' for LNG ferries owned by AG EMS

**EMDEN.** The MS 'Ostfriesland', owned by shipping company AG EMS, was awarded the 'Blue Angel' for eco-friendly ship design in November. The ship, **Germany's first ferry run on LNG**, has been travelling between Emden and Borkum since June 2015, following a nine-month conversion at BVT Bremen. Compared with marine diesel, LNG has a considerably better environmental footprint as it produces less carbon dioxide, nitrogen oxide and sulphur dioxide, as well as fewer particulate emissions. The ecolabel is owned by the Federal Ministry for the Environment, Nature Conservation, Building and Nuclear Safety.



## Construction projects in mind and Breakbulk in sight

**BREMEN.** For bremenports, 2017 was marked by the planning and implementation of important port construction projects, as well as the tackling of extraordinary challenges in infrastructure maintenance. That was the summary that bremenports' Managing Director Robert Howe came to at the **annual press conference of the ports of Bremen** on 12 December. He also referred to Bremen's significance as a handling site for break-bulk – something also demonstrated by the fact that 'Breakbulk Europe' will be coming to the Weser in May, in collaboration with Messe Bremen and Bremen's tourism association (BTZ). The city is expecting at least 7,500 participants from all over the world.



## 210-tonne catamaran sets sail

**EMDEN.** At EPAS on the Nordkai in December, the 210-tonne catamaran **'Halunder Jet' was loaded onto the freighter 'Palabora'**, which was to take the former Heligoland ferry to Canada. Due to the ship's fragile aluminium construction, it was not possible to lower straps into the water and put them around the hull. Instead, two steel supports were placed into the water and manoeuvred beneath the ferry, and then moved into position by divers from Wilhelmshaven. Two cranes then pulled the catamaran on board on steel trusses. Ultimately, this meant that the manoeuvre took nine instead of the planned three hours.



## Nesserlander Schleuse opened again

**EMDEN.** After over ten years of complex renovation work, the **Nesserlander Schleuse** lock once again opened its doors for inland shipping, coastal navigation and leisure boating on 22 December. In the presence of the State Secretary to Lower Saxony's Ministry of Economics, Labour, Transport and Digitisation, Dr Berend Lindner, **the 'Groningerland' was the first ship to pass through the renovated 129-year-old structure**, which, alongside the Große Seeschleuse, is one of the two lifelines of the seaport of Emden. The renovated lock has a usable width of 18 metres, a length of 180 metres and a depth of minus 7 metres below sea level.



## First land-based power connection for NPorts ports

**CUXHAVEN.** A few months after completing the infrastructure at berth 9.3 in Cuxhaven, **a land-based power connection for supplying seagoing vessels with energy** is being installed at the new port facility. As owner of the port, Niedersachsen Ports (NPorts) has entrusted the companies EWE NETZ and Siemens with the project's implementation. It is expected to be completed by mid-March. 'This is the first land-based power system for cargo shipping in our seaports. It makes us one of the first offshore sites to offer this technology,' says Holger Banik, Managing Director of NPorts.



## Pooling sea freight

**BREMEN.** Kühne + Nagel **laid the foundation stone for the new August-Kühne-Haus building** in Bremen in October. President of the Bremen Parliament Christian Weber, Bremen's Mayor Dr Carsten Sieling, and Majority Shareholder of Kühne + Nagel International Klaus-Michael Kühne all took part in the ceremony. The aim of the new building, which is expected to be completed in the second half of 2019, is primarily to pool together sea freight business.



## Impressions from the port

**BREMEN.** How the ports of Bremen appear to school pupils can now be seen in a photo calendar produced by the school at Ernst-Reuter-Platz. However, the **joint project between bremen-ports and the educational establishment** is not just a quick snapshot: for around two years, the port management company has been providing the school with teaching materials on the topic of logistics, informing teachers about the world of work in ports, and offering internships.



## Delegation from Iran visits WHV

**WILHELMSHAVEN.** In December, the Wilhelmshaven port association (WHV) was visited by a delegation from Iran, comprising corporate representatives from the fields of logistics and trade. The Managing Director of WHV Ulrich Schilling provided information about the association, the port facilities and the companies based there. **The Iranian guests were impressed by the performance and space offered by the port of Wilhelmshaven.**

## SUMMARY NEWS

**BRAKE/BREMEN.** On 1 January 2018, J. MÜLLER Agri + Breakbulk Terminals in Brake and J. MÜLLER Weser in Bremen merged to form one company, and have since been operating under the name of **J. MÜLLER Weser**. The **new company, headquartered in Brake**, has taken on the legal form 'GmbH und Co. KG' and is focused on agricultural and commodity logistics. The company is being managed by Thomas Bielefeld (Primary Manager in Brake), Jens Ripken (Primary Manager in Bremen) and Uwe Schiemann (Technology, Operations, Quality, Authorities).

**BREMERHAVEN.** The Luneplate nature conservation area has been a real hive of activity this winter. Birds, in particular, use the area at the start of the estuary of the river Weser on the way to their wintering grounds, or spend the whole winter there. In 2017, up to 13,100 animals were counted on the grassland area and up to 10,700 animals were counted on the tidal polder on a single day. **'The Luneplate is now a paradise for ornithologists and a bird reserve of international importance,'** says Martin Günthner, Senator for Economics, Labour and Ports in Bremen. bremenports regularly organises tours of the area – which is over 1,000 hectares in size – for nature enthusiasts.



## European partnership for greater environmental protection

**EMDEN.** In October, the partners involved in the European DUAL Ports project met up in Emden to discuss options to make the maritime sector more environmentally friendly. **'We want to benefit from the experience of others and work together to develop greater possible solutions,'** explained Dr Matthäus Wuczkowski, Sustainability Manager at Nports, at the meeting. In specialist groups, the experts discussed the potential of concepts such as LNG, hydrogen and sailing freighters.

## 8.5 hectares of land for new berthing in Cuxhaven

**CUXHAVEN.** Port company Niedersachsen Ports and its project partners have only taken 18 months to set up the infrastructure for the new berth 4 in Cuxhaven and expand the port by 8.5 hectares. Back in December, the future operator Cuxport began work on the suprastructure. **It is intended that the berth will be put into operation in the second quarter of 2018.** The additional capacity was required because the existing operational area was often very busy with the handling and storage of vehicles, containers, heavy goods and project loads.



## Annual handling stable in the ports of Bremen in 2017

**BREMEN/BREMERHAVEN.** Based on information from the state statistical office, maritime goods handling of 75.1 million tonnes is expected for 2017 in the ports of Bremen. That was the announcement made by Bremen's Senator for Economics, Labour and Ports, Martin Günthner, on 11 December at the state press conference to discuss the half-year financial statement. **He stated that this was a constant result as compared with the total handling for the previous year of 75.2 million tonnes.** The expected total handling in 2017 will be made up of the handling of port facilities in the city of Bremen, at 13.1 million tonnes (up 7.7 per cent), and Bremerhaven, at 61.9 million tonnes (down 1.7 per cent). In Bremen, what stands out is the considerable increase in handling of wind power components and project loads; in Bremerhaven, the focus is on vehicle handling.



## Industrial estate as test lab

**EMDEN.** The **Industriepark Frisia industrial estate is going to become the location of a pilot project:** the logistics cooperative 'Loop' – comprising the Emden-based VW factory, the University of Emden/Leer and Logistikachse Ems (Ems logistics axis) – aims to create a point where its logistical activities can be pooled and expanded. The test lab is to have set points of contact available, for example, in order to bring companies together to work on new logistics concepts. 'We have strong logistics in the region, and we want to make use of that,' says Network Manager Helmut Weermann of Logistikachse Ems.



## Seaports handle 300 million tonnes

**GERMANY.** 'We can do more,' was the clear message given by Frank Dreeke, **President of the Association of German Seaport Companies (ZDS) at the annual press conference** put on by his organisation in Hamburg in November. Among other things, he referred to disadvantages in planning and environmental law, which may restrict the performance of the 180 port companies in Germany. At the same time, he was optimistic that the 300 million tonne mark would be met by the German seaports in overall annual handling in 2017 – something that has not been the case since 2014. He puts the fact that the competitor ports in the neighbouring states have managed to gain market shares partly down to restructuring of alliances in container shipping and partly down to locational problems.



## COOL brings its offshore skills to Cuxhaven

**CUXHAVEN.** In mid-November, the **Campus for Ocean and Offshore Learning (COOL) visited Kiel University of Applied Sciences in Cuxhaven.** Over 100 students attended the accompanying offshore conference in the port, where international industry representatives provided information on current developments in the offshore wind power segment. The programme also involved presentations from the Cuxhaven Port Business Community (HWG), as well as numerous offshore firms from the region, including Siemens Gamesa, AMBAU and the nacelle and rotor blade test stand from the Fraunhofer IWES.



## Northern German collaboration in Greifswald

**GREIFSWALD.** The **conference of the economics and transport ministers and senators of the northern German coastal states** took place in Mecklenburg-Western Pomerania at the start of November. There, the participants discussed the state of the shipbuilding industry, collaboration as part of northern Germany's maritime cluster (Maritimes Cluster Norddeutschland, MCN) and the designation of conservation areas. In addition, the ministers of the coastal states signed a collaboration agreement with the aim of improved cooperation in air transport – including joint education and training events.



## Bullwinkel brings China into JadeWeserPort's sights

**BERLIN.** At the **German-Chinese Business Day**, which celebrated its 30th edition on 21 November at the Chinese Embassy in Berlin, the focus was on the opportunities offered by collaboration between the two states in the age of digitisation. The accompanying symposium on market potential and entry models in the Eastern Asian country was enhanced by an interesting keynote speech by Managing Director of JadeWeserPort-Marketing Andreas Bullwinkel. He steered the auditorium's attention towards China, focusing on possible points of market entry from the perspective of the seaport of Wilhelmshaven.

# Insight and foresight



Each year over 130 million TEU are transported over the world's oceans by more than 5,000 container vessels. To ensure that the container business runs smoothly, several cogs have to fit together – not only for the shipping companies themselves, but also for port operators, terminals and customs.

**D**espite the ongoing shipping crisis, overseas transport of goods by container has not dropped in popularity. On the contrary – with trained staff and pioneering technologies, the partners involved in the logistics chain are trying now more than ever to optimise the corresponding processes. For example, following a one-year test phase at customs in Bremerhaven and in Wilhelmshaven, special mobile terminal X-ray units – one per site – have been in use since 2017. With their support, the authorities seek out hidden narcotics, banned weapons, forgeries and unregistered merchandise in seagoing containers. ‘The smugglers are becoming ever more sophisticated, and their hiding places ever smarter,’ reports Andreas Heuer, Head of the Customs Office in Bremerhaven. ‘As such, we have to constantly improve ourselves in order to be able to carry out our main tasks: securing state income and guaranteeing the safety and security of the state and its citizens. The X-ray devices are a great help to us.’

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The core of the mobile system is a Volvo truck, which, apart from its driver cab, has very little in common with a traditional lorry: where others have a bed or superstructure, this has an extendable X-ray machine. This encloses the container like a downward-facing ‘U’. During the screening process, the high-energy X-rays generated are transmitted to detectors. The system converts the digital signals to scan images, which are forwarded to the corresponding analysis points in the neighbouring customs office by means of

PHOTO: BREMENPORTS/BLG



175,000 containers are scanned with the mobile terminal X-ray unit each year in Bremerhaven alone.

■■■ remote data transmission. ‘There we have specially trained employees, whose experience and trained eye make them able to identify smuggled goods, even beneath a double floor or in sealed cavities,’ says Heuer.

### 175,000 containers scanned per year

This really gives customs the whole picture: 175,000 containers are scanned each year in Bremerhaven alone – working in three-shift operation, 365 days a year. ‘This allowed us to prevent tax losses of over 700,000 euros at this site in 2017 alone,’ summarises Heuer. However, for Heuer and his colleagues, it is not just about financial success. Their screenings have also allowed them to seize weapons that did not comply with the safety regulations, which in itself would have made them a major hazard. In one case, their checks uncovered an unregistered Panzerfaust. In another, an ‘M29 Weasel’-type armoured fully tracked vehicle was found, having been declared as furniture for a home move. ‘However, these cases are, of course, the exception and not the rule,’ says Heuer, putting things into perspective.

## More bananas on container ships

Bananas are one of the most popular types of fruit in Germany. According to the Action Alliance for Sustainable Bananas, each German person consumes twelve kilos a year – around 100 individual bananas. They are mostly transported to us by sea, with the priorities in selection of vessel type having shifted. ‘For some years now, we have been seeing a trend away from the refrigerated vessel and towards the refrigerated container,’ says Jan Zobel, Head of Forwarding at Heuer Transport Logistics, a specialist in fruit and food logistics based in Bremerhaven. This development is also confirmed by the analysts at Dynamar, recording around 600 refrigerated vessels for 2017, compared with 778 in 2010. Zobel believes that this trend is also due to the fact that container ships are becoming bigger and bigger – associated with higher reefer capacities, which permit more cost-effective transport than refrigerated vessels, which are often significantly smaller. ‘The industry is trying to save money because the production costs in the countries of origin are stagnating, or even increasing, whilst sales prices

in Europe are continually decreasing,’ explained Zobel ahead of the international trade fair for fruit and vegetable marketing, ‘FRUIT LOGISTICA’, which will take place in Berlin from 7 to 9 February. The world’s largest operator of refrigerated vessels, Dutch shipping company Seatrade Shipmanagement, has also deviated away from its company philosophy based completely on refrigerated vessels, and since 2016 has also been commissioning container vessels designed primarily for refrigerated containers. In light of this market shift, Zobel praises the container companies’ efforts to adapt more and more to the flexibility required by the fruit sector, and integrate short-notice changes in unloading port into their own service profile. However, he believes that the traditional model of banana transport does have advantages: ‘Refrigerated vessels permit more intensive monitoring of the fruit, and offer direct links with reliable arrival times. As such, it is particularly worth using them for high-quality bananas, such as organic and fair trade fruit, or goods with delivery guarantees.’

## Accelerated clearing

The authorities in Wilhelmshaven have also had good experiences with this X-ray system, of which there are only two in Germany. As in Bremerhaven, the mobile unit is on the container terminal grounds, meaning that moving containers to the X-ray machine by lorry is no longer required. Instead, the terminal operator takes the containers directly from their bays to the customs X-ray area and back again using van carriers. ‘Time-consuming unloading of goods is no longer required. As such, X-ray unit ensures accelerated clearing of international merchandise, whilst still ensuring a risk-oriented approach to controls,’ says Frank Mauritz, Press Spokesperson for the main customs office of Oldenburg, which is responsible for Wilhelmshaven. A complete check, including all container movements, therefore now takes just 90 minutes on average, compared with several hours before. The decision as to which containers will be subject to a check and which will not is, according to Mauritz, based on risk profiles, which are constantly updated with customs’ empirical values.

Alongside customs, the shipping companies and terminal operators are also involved in the entire clearing process us-

ing the two X-ray units. All involved parties are coordinated and informed by the customs administration by email and through the ATLAS IT procedure (automated tariff and local customs clearing system).

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## ‘Wilhelmshaven is on a great path’

Five years after its official opening on 21 September 2012, Germany’s only deep-water container port – JadeWeserPort – is continuing to gather steam. According to information from terminal operator EUROGATE, monthly container handling in scheduled services has more than doubled since May 2017, as compared with the previous months. A large part of this is down to two alliances of shipping companies, ■■■

PHOTOS: ZOLL, EUROGATE

With its nautical conditions and modern port suprastructure, JadeWeserPort Wilhelmshaven is more or less made to handle large container ships.





Aerial image of the new tracks at Imsumer Deich in Bremerhaven.

■ ■ ■ who, with their giant container vessels with a transport capacity of up to 22,000 TEU, regularly come into Wilhelmshaven: 2M, made up of Maersk Line and MSC, and Ocean Alliance, for which the partners are COSCO Shipping Lines, OOCL, CMA CGM and Evergreen. ‘Wilhelmshaven is on a great path with 2M and Ocean Alliance. Our customers have proven to be very satisfied with the quality of handling at our container terminal,’ says EUROGATE’s Managing Director Mikkel Andersen. ‘In addition, we are confident that we will be able to look forward to a new liner service this year. New scheduled services bring additional services, for example, in the areas of rail transport and logistics.’

The positive development at JadeWeserPort has also led to EUROGATE planning to hire up to 200 additional employees in Wilhelmshaven between now and 2019, increasing its number of employees there to 600. The company says that the recruitment process is already fully underway. The first

employees started on 1 December 2017: 30 lashers. Further staff for different roles in the commercial division are expected to follow. ‘The performance of a port is always only as good as the combination of all of its parts and employees,’ underlines Andersen.

### Outstanding hinterland connection

He highlights numerous locational benefits in Wilhelmshaven: ‘We are well placed on both water and land. We offer sufficient space to smoothly handle the numerous containers that the large container ships have on board.’ At the same time, Andersen emphasises the ‘outstanding connections’ to the seaport hinterland, both by road and by rail. For example, the container terminal has a railway station for intermodal transport with a 16-track formation siding, which facilitates rapid shunting of trains and switching of containers from



First journey on the new tracks at Imsumer Deich. From left: Director of Automobile Division at BLG Andrea Eck, Head of Global Transport/Complete Vehicle Distribution at Daimler AG Dr Monica Schmickler, Port Senator Martin Günthner and bremenports' Managing Director Robert Howe

road to rail and vice versa. 'Since Ocean Alliance adopted us into its network, many rail operators have integrated Wilhelmshaven into their timetables and offer regular connections from here within Germany and Europe,' explains Andersen. According to information from EUROGATE, there are currently up to 25 container trains being handled at the site each week – and the trend is on the up.

Despite this development, Andersen doesn't want to create too much euphoria: 'We are not going to reach the one million TEU mark in 2018. The market for container transport has consolidated, meaning that high growth rates are no longer to be expected.' As such, he believes that it will take a number of years until the second stage of expansion at the port becomes a possibility. 'However, it is good to have the plans on ice,' says Andersen.

EUROGATE will be presenting its latest handling figures shortly after this edition of LOGISTICS PILOT has been printed in January. The figure in 2016 was 482,000 TEU. In the first full year of operation in 2013, 76,000 TEU passed through the quay on the river Jade.

## New port railway station in Bremerhaven

The port of Bremerhaven has had a new port railway station available since the start of the winter timetable. At Imsumer Deich, right at the entrance to the container terminal, eight new electrified tracks have been created, with usable lengths of up to 750 metres. These are fully equipped with an overhead line; the switches have heaters, and the northern head is equipped with a brake testing system for all tracks for

preparation of departing trains. At the opening at the start of December in 2017, to which numerous customers of the ports of Bremen were invited, the Senator for Economics, Labour and Ports Martin Günthner described the new Imsumer Deich port railway station as a central component in making further improvements to the range of services available to customers in the port. Günthner: 'The message is: Bremen is working hard on creating the best possible conditions for hinterland transport. Today, the international port in Bremerhaven is considerably faster, more reliable, and therefore more competitive.'

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The railway facility in the Kaiserhafen was extensively modernised just two years ago. Now that this investment has benefitted vehicle handling, a substantial improvement will now be achieved in container transport, too. The track construction project began at the end of 2014 and came in at a cost of around 30 million euros. The European Union provided a total of 3.7 million euros of support for the construction project under the TEN-T programme (for promotion of the Trans-European Transport Network).

## Aim: to handle up to 110 trains a day

Bremerhaven's strength as a railway port is clear from the figures: around every second container leaves Bremerhaven by train. The market share is even higher for vehicles: around 1.8 million vehicles – 80 per cent of the units handled there – arrive at or leave the port by rail.

bremenports' Managing Director Robert Howe sees potential for further growth in the expansion measures that have been implemented: 'Over 80 trains are handled each day on average. Relatively speaking, this makes Bremerhaven the European seaport with the highest proportion of rail transport. Our ambitious aim is to be able to handle up to 110 trains a day.' With the railway station sections of Kaiserhafen, Nordhafen, Imsumer Deich and Weddewarder Tief, as well as tracks in Speckenbüttel, the port railway in Bremerhaven has over 70 kilometres of tracks, with just under 50 kilometres being electrified. (bre/hb)



# Digitisation for the port of the future

There are innumerable companies involved in the supply chain when it comes to container logistics – but IT interfaces only exist between some of the participants. With this in mind, a Bremen-based research and development project is looking into how data sets and information concerning port handling can be linked up in future, using a cross-company cloud.



**E**ver bigger, ever faster: the German seaports are increasingly seeing the arrival of container ships with a load capacity of over 20,000 TEU. What was the exception a few years ago, has long since become the norm in Bremerhaven, Wilhelmshaven and Hamburg. On a regular basis, much larger quantities of containers now have to be handled in the shortest possible time every time that a ship arrives. This has an effect on both port companies and service providers. Processes that have been tried and tested over decades therefore need to be adapted to keep up with new developments.

One thing that plays a key role here is digitisation – or more specifically, IT mapping of processes. After all, although container logistics is largely standardised, much information from the logistics chain is not yet connected up via interfaces. One important approach to achieving more efficiency is bringing together data from different systems across companies. The extent to which this is possible, particularly for small and medium-sized enterprises (SMEs), is currently being investigated as part of the research project ‘Process Innovations through Digital Services for the Port of the Future’ (ProDiS). Six companies and research institutes from Bremen are partners of the project, which is receiving 1.9 million euros in funding from the Federal Ministry for Education and Research (BMBF): IT consultancy and services company Axtrion, BIBA – Bremer Institut für Produktion und Logistik (the Bremen institute for production and logistics), logistics provider Container-Service Friedrich Tiemann, the Institute of Shipping Economics and Logistics (ISL), heavy-duty forwarder Kronschnabel & Franke Schwerlast Spedition and logistics planning and management firm LSA – Logistik Service Agentur. ■■■

PHOTOS: FOTOLIA – KRUNJA, CLAUDIA BEHREND

In future, the data for long tried-and-tested processes, as used here in the handling of containers by port logistics provider Tiemann in Bremen, is to be digitally linked up with those of the other companies.





Tiemann has to coordinate around 400 lorry movements each day.

FACTS

**ProDiS**

Project content:  
Development of digital services in container handling for companies from the field of port logistics, particularly for offshore projects

Project cost:  
2.4 million euros

Project term: November 2015 to April 2019

Project partners:  
Axtrion, BIBA –Bremer Institut für Produktion und Logistik, Container-Service Friedrich Tiemann, Institute of Shipping Economics and Logistics (ISL), Kronschnabel & Franke Schwerlast Spedition, LSA – Logistik Service Agentur

**Providing information**

‘Three services are to be developed as part of the joint project: one relating to information, one relating to planning and one relating to operations,’ explains Ingo Starke, Managing Director of logistics provider Friedrich Tiemann. Tiemann’s main areas of business are operating container depots and freight stations in Bremen and Bremerhaven, as well as packaging for export by sea. ‘We have around 400 lorry movements a day for the depot and freight station in Bremen alone. We load around 200 containers a week,’ reports Starke. ‘The problem is that the forwarding companies that deliver the containers and loads for packaging only provide a very rough time window for delivery – around three to five days before loading.’ This is partially due to the contractual relationships between the parties: the shipping agent generally commissions a major cargo agent, for whom medium-sized transport companies make the transport runs, for example, to Tiemann. The cargo agent is not interested in where a lorry is, as long as the goods or containers make it on board the booked ship on time. In addition, there is no exchange of data between the transport company and Tiemann, due to there being no contractual agreement. For Tiemann, as well as its competitors, this leads to challenges in staff planning: ‘We are very flexible, but it can happen that handling queues form or we roster on more employees than we actually need,’ says Starke.

As such, one of the aims of ProDiS is to make a cloud-based platform with the relevant data available to all involved

in port handling. This would lead to shortening of transport times, a shorter waiting time at the terminal, and therefore a cost reduction and competitive advantages as compared with other ports.

**Better planning**

In addition to the informative side, another approach is planning, for example, when it comes to ‘cargo closing’ in the port terminal. The deadline for this – generally two days before the start of loading in port – is set by the shipping company in collaboration with the terminal. This is done on the basis of ships’ timetables, which are published on most shipping companies’ websites, but are not always updated in real time. This is because the dynamic data from the automatic identification system (AIS) has not yet been linked with the timetables. ‘There is no analysis of deviations,’ confirms Starke. ‘However, AIS data can often be used to find out days in advance that the ship is going to arrive in the port later than planned.’ If this information were available to all participants in good time, they could adapt and the deadline for cargo closing could be adjusted dynamically. This would once again take place using a cloud-based platform, on which the data and information from the timetables and AIS data would be linked up. ‘This would also contribute towards demurrage and detention fees for containers at the terminal being able to be reduced considerably,’ says Starke, summarising the advantages.

## More efficient processes

Alongside information and planning, more precise and more dynamic control of cargo closing also affects operative services. ‘Today, it is the case that a container must be physically at the terminal upon closing,’ explains Starke. ‘For the process itself, however, this is not necessary as long as it is clear that the container will be ready in good time before loading of the ship.’ The fact that shipping companies do not want to rely on this has a simple reason: there are regular no-shows from the forwarders and shipping agents. This means: the containers booked for a ship are not delivered on time, or at all. The shipping companies do try to stop this using fees, but this has not been entirely successful. On the other hand, shipping agents and forwarders complain that, despite the corresponding contracts, containers are not loaded on as ships are regularly

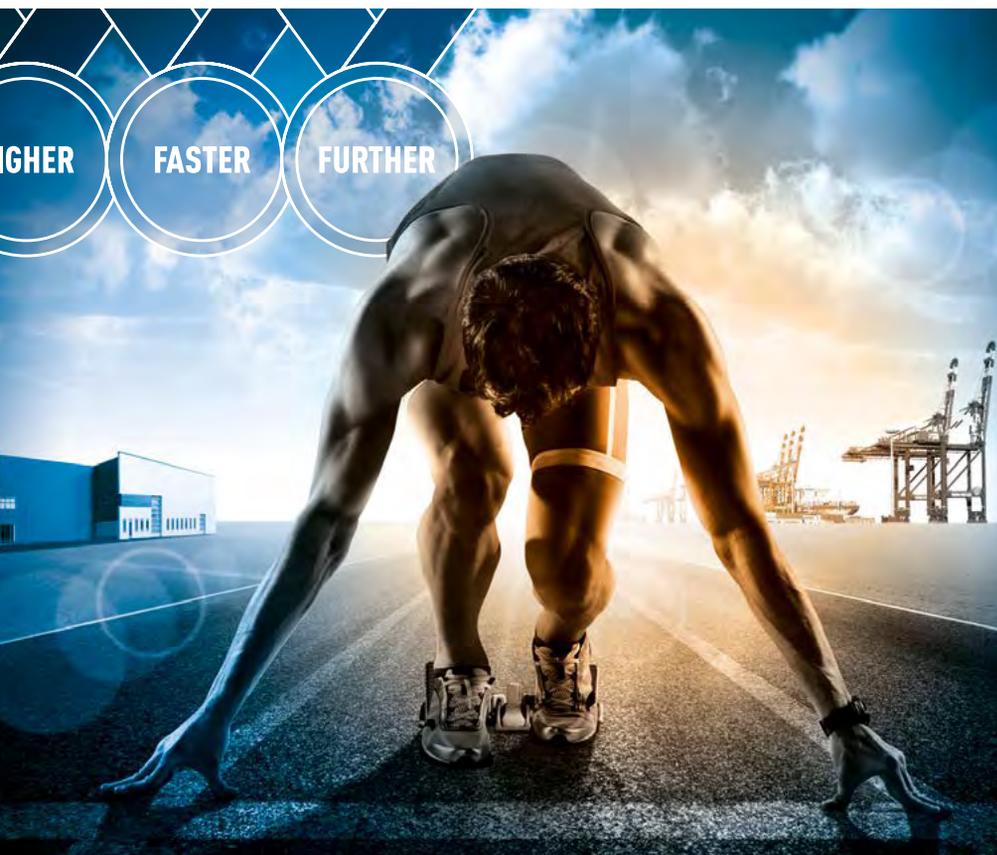
overbooked. More transparency and a more homogenous exchange of information could therefore ensure better planning for all involved.

## Not yet market-ready

This would primarily benefit terminal operators, but also forwarders and shipping agents. Starke believes that port-based IT service providers would be perfect for creating such a platform. ‘How such a solution will be financed, however, remains to be seen. At the end of the day, we can only develop prototypes as part of the project – one of which for cargo closing,’ says Heiko Duin, Research Assistant at BIBA and Project Manager for ProDiS. ‘We also assume that the knowledge gained from ProDiS will be able to be transferred to similar sectors, such as freight villages, and site fabrication.’ (cb)

More information:  
[www.seehafen-der-zukunft.de](http://www.seehafen-der-zukunft.de)

PHOTO: CLAUDIA BEHREND



## JADEWESERPORT FREIGHT VILLAGE

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# Logistics with panache

Bremerhaven-based forwarding company GCD Glomb Container Dienst has been specialising in the transport of seagoing containers since it was founded in 1980. In its second generation, the company has developed into a provider of tailor-made logistics concepts and services.

They really turn heads out on the road: Glomb's pink lorries. 'That was the idea behind it,' explains Sigward Glomb Junior, who manages the company – founded by Sigward Glomb Senior – along with his brother Matthias. 'Originally, my father's aim was to paint the semi-trailers in noticeable colours to protect against theft in what were, at that time, unmonitored ports. But since the 1990s, pink has been our company colour.' Similarly, the motto 'Think Pink' on the forwarding company's 60 own lorries is intended to create a positive image and connotations. They primarily travel on routes within the triangle of the seaports Bremerhaven, Bremen and Hamburg, as well as to the seaports of Rotterdam and Antwerp. '90 per cent of the time we transport containers; five per cent is heavy-duty transport, and the other five disposal logistics,' reports Glomb.

The most important links for the family-run company are short and long-distance transport within Germany and in eastern Europe, where there are around 150 lorries in use. One area of focus is sea container transport from and to



Poland. The full subsidiary KGI Glomb Logistics in Gdynia, Poland's largest seaport, manages business locally. The range of services includes handling of import and export containers within Poland, as well as traditional forwarding services, such as transshipment and customs clearing.

## Flexible customer service is essential

Whether in Germany or in eastern Europe, one thing is always the same: 'We place particular emphasis on presenting every container on time wherever possible, and proactively keeping the customer informed,' says Glomb. Key components of the range of services therefore include electronic fleet management via a modern communication system, tracking and tracing with vehicle location in real time, and electronic order transfer to the vehicles, with simultaneous notification of status to the customer. These are primarily shipping companies and seaport forwarders as well as – for the last mile – handling companies in the seaports. Glomb does have general agreements in place with these parties – but they do not contain either volume or deadline commitments. 'By and large our customers place tramp orders for import and export at very short notice, generally with an average lead time of around a day,' reports Glomb. 'This means that a high level of flexibility is essential.'

Alongside standard containers, the company transports refrigerated containers with special chassis, which allow containers to have their own power supply and therefore facilitate a consistent refrigeration chain. With the help of a fleet of five low-loaders with different load heights, payloads and equipment features, the company also offers large-scale transport. Customers receive support with loading. The container service provider also takes care of route planning, load distribution maps and obtaining official approvals, all the way through to the provision of escort vehicles.

## Good drivers wanted

Regardless of whether it is the transport of a standard container or a high-and-heavy load, what counts most for the company is customer service. 'Reliable and good drivers are, of course, essential to this,' says Glomb. Despite this year's good order situation and growth in volume, finding such drivers is becoming increasingly difficult. In the past, the company normally had twelve trainees each year; today it has only around three to five. 'The lack of drivers is a major problem,' regrets Glomb. 'Our fleet manager now

spends over half of his working time looking for drivers.' However, there is an upside: the tightening of capacity means that many customers are prepared to pay a bit more. 'However, in our business, it is ultimately 99 per cent about price,' summarises Glomb. In order to be able to offer an attractive price as well as protect the environment, the company has set a maximum speed of 82 kilometres per hour for lorries. In addition, all drivers undergo regular training. 'Once a year, the manufacturers' trainers come to us and show the drivers potential ways to make savings.' The results are visible: 'Our lorries only need around 28 litres over 100 kilometres in short-distance transport, and around 24 litres in long-distance transport – that's four litres less than the average,' says Glomb, delighted. It also helps that the vehicle fleet is very new, with an average age of less than two years. 'All of this pays off for us, because it means less wear and tear per euro of fuel saving.' The drivers also benefit. The driver bonus scheme, which was developed by the forwarding firm and has been enhanced over time, rewards a foresighted and energy-efficient way of driving with a monthly bonus of up to 300 euros. These efforts have also had a positive effect on the company: Glomb received the 'Green Freight and Logistics Award' for the metropolitan region of Bremen/Oldenburg a few years ago.

Alongside the very important green aspect, the colour pink remains an important part of the company philosophy. And after all, the prospects are rosy: due to positive development of volumes this year and the associated growth in staff, the current premises are bursting at the seams. In the first quarter of 2018, Glomb is going to be moving into new, bigger premises on Nevadastraße, around 300 metres from the current site, where, as before, the motto will be: 'Think Pink.' (cb)



As Managing Directors, Sigward (right) and Matthias Glomb manage the forwarding company that their father founded.

## FACTS

### GCD Glomb Container Dienst

Founded: 1980

Company headquarters: Bremerhaven

140 employees, of which around 85 are drivers

Fleet: 60 own lorries, including 5 low-loaders and 120 container chassis

Transport performance in 2016: 120,000 TEU

Turnover in 2017: Around 30 million euros

More information:  
[www.glomb.com](http://www.glomb.com)



# No captain, but plenty of prospects

Around the globe, researchers and engineers are working on making the dream of autonomous ships a reality in the near future. LOGISTICS PILOT spoke to Professor Carlos Jahn about ships without captains, as well as realistic time frames and increased safety.

**N**ow that various modes of transport offer the ability to travel extended routes unmanned by road, rail and air, the question of when the first autonomous container ships will carry their freight over the oceans has arisen. ‘The vision of fully automatic ships without a captain or crew could become a reality between 2020 and 2040,’ says Professor Carlos Jahn, Head of the Institute of Maritime Logistics (MLS) at Hamburg University of Technology and the Fraunhofer Center for Maritime Logistics and Services (CML). The expert makes a distinction between two scenarios: travel near the coast and use in international shipping. ‘If just one flag state is involved, as in the case of the “Yara Birkeland” in Norway, and the ship only operates on the coast between two ports, that is simpler to implement than in a ship that travels around the globe to a variety of different ports. Autonomous container ships that operate on world-

wide routes are unlikely to become a reality before 2030 – even if the key technologies already exist and promising prototypes have been developed.’

## Three components, three fields of application

As a system, a fully automatic ship comprises three components, alongside the hull: an autonomous bridge, an autonomous engine room and a land-based control station. The bridge is equipped with corresponding navigation technology and cameras, which together are able to independently form a picture of the nautical landscape and suggest evasive manoeuvres, for example, if there is a risk of a collision. ‘We tested it in May 2017 with a 3,000 TEU container ship in the Mediterranean, and it went smoothly,’ explains Jahn.

## 'Autonomous container ships that operate on worldwide routes are unlikely to become a reality before 2030.'

Professor Carlos Jahn, Head of the Fraunhofer Center for Maritime Logistics and Services (CML)



The autonomous engine room is not as far advanced as the development of the bridge; here, principal and auxiliary units are responsible for propulsion and energy generation. 'At the moment, these machines are designed in such a way that they only work along with humans, who are responsible for maintenance and assembly. It is important to find solutions that make the technology more reliable and able to work without direct human intervention,' says Jahn, outlining the key challenges in this area.

All status data for the autonomous ship, from both the bridge and the engine room, are transmitted to the land-based control station – the third component of the system – via satellite once recorded. This centre has experienced staff that are able to intervene in the control process at any time. 'Some of these processes already take place in the fleet operations centre. However, it is necessary to work intensively on optimising the communication channels – particularly when it comes to cybersecurity and worldwide satellite coverage,' adds Jahn.

### Safer, more efficient, more eco-friendly

He believes that extensive automation on board and seamless monitoring from land would be a major step towards more safety on the world's seas, not least because the majority of accidents involving ships are due to human error. And if the technology doesn't work as it should? 'Then humans will have to intervene in the automatic ship operation from land,' says Jahn.

Many other experts see the benefits of autonomous ships as lying in efficiency: reduction of fuel consumption and savings on staff costs. Since superstructures and hotel facilities are not required, the weight will be reduced, as will the

construction costs. This will ensure lower wind resistance in the ship, which will translate into reduction of fuel consumption, and therefore a lesser burden on the environment. 'The potential savings generally outweigh the cost of automation on board,' is Jahn's experience.

### Plea for more interim stages

Since October 2017, under the leadership of technical firm Voith, he himself has been working with the CML and five other partners on remote control of harbour tugs. The project follows on from previous research studies, such as Maritime Unmanned Navigation through Intelligence in Networks, or 'MUNIN' for short, from which the CML gained important findings in autonomous shipping between 2012 and 2015. With this knowledge up his sleeve, Jahn believes that the step towards autonomous shipping should not take place ad hoc with entirely unmanned transport, but that it would make sense to have several interim stages 'in which man and technology come together to ensure safe and efficient logistics'. In addition, particularly in the area of processes in and around the port – from channel navigation to bunkering – he does not see any technical solution that can equally and completely replace the work of people, particularly captains and pilots, arriving in the foreseeable future.

Jahn also believes that another particularly great hurdle lies in the legal sector, as international legislation is currently only designed for manned and crew-controlled ships; the German directive on crews currently specifies the number of crew members for various sizes of vessel. He explains that in this case the International Maritime Organization (IMO) would be required to create a new binding regulatory framework. (bre)

More information:  
[www.cml.fraunhofer.de](http://www.cml.fraunhofer.de)



# A container for every eventuality

The container revolutionised worldwide goods transport over 50 years ago. Since then, however, it has become much more than just a box for transporting things in. CHS Container Group has adapted to changing market requirements and offers a range of products and services to do with the – usually rectangular-shaped – vessels.

**C**HS Container Group was founded in 1978 with just a handful of employees. ‘At that time, the container was used without exception for the transport of goods, particularly by sea and land,’ says Christian Leopold, Authorised Representative for Marketing and Sales with the Bremen-based container specialist. Accordingly, the company – known as ‘CHS Container Handel’ at the time – focused on the sale, temporary storage and repair of shipping companies’ containers. ‘That primarily meant removing rust, fixing bulges and dents, and wind- and waterproofing,’ describes Leopold.

## 40 years of experience

Things are completely different today, in the company’s 40th year. Now in its third generation, the family-run firm develops, constructs and produces containers for virtually any requirement – whether standard containers, refrigerated containers, room elements or individually manufactured special containers. The range spans from fully equipped workshop containers for wind power companies, to containers with sophisticated environmental metrology – which are currently being used in the middle



As Members of the Executive Board of CHS, Frank Pöser (left) and Christian Leopold control the fate of the Bremen-based container specialist.

of the rainforest to the north-east of Manaus – to toilet, kitchen and refrigerator units for Munich’s Oktoberfest. On top of that, over the past three years around 1,800 turnkey room elements have been provided to nurseries, day-care centres and refugee accommodation centres in the Bremen-Hamburg area. ‘Where there’s a will, there’s a way! Due to our employees’ wide-ranging training, we are essentially able to meet any customer need,’ says Leopold.

In the past, CHS Container Group has set numerous milestones. In 1994, Carsten Leopold and Werner Pöser took over the shares from founder family Heinz-Dieter Feldhausen. This step paved the way for today’s group structure, which has three operatively separate but co-ordinated cross-functional mainstays. Four years later saw the commencement of the company’s international alignment, with branches in Germany as well as subsidiaries, shareholdings and depots in Europe and around the globe. The number of employees grew to the current 170 in Germany and 240 worldwide. These include experts in the areas of forwarding, shipping, mechanical and nautical engineering, vehicle technology, industry and commerce.

### A tried-and-tested division

The current breakdown into three corporate divisions began in 2003. At that time, CHS Container Handel received support from CHS Südcon, which specialises in

expertise and equipment for the manufacture and sale of refrigerated containers and freezer cells. In 2004, the special construction division of CHS Container Handel was spun off into the company CHS Spezialcontainer, which was to implement all kinds of functional and individual container solutions – in line with the motto ‘Everything but standard’. ‘This breakdown proved to be worthwhile,’ says Leopold: ‘On the one hand, the responsibilities are clearly defined, but on the other, this structure gives us the opportunity to tie the knowledge of the entire group into the respective projects.’

The 55,000-square metre premises in Bremen lie at the heart of all of the group’s activities. The depot there not only repairs around 10,000 (mostly used) containers each year, but also has over 1,000 seagoing containers available for immediate use. Around 7,000 units, which can be delivered as sea containers, room elements, storage containers or refrigerated containers, are also available for rental. The local fleet of containers is rounded off with around 500 special containers, which are manufactured at the site each year and are sent out all over the world from the company’s premises. ‘Despite our international orientation, the focus of our activities is on the German exporters, forwarding companies and transport companies, as well as machinery and plant constructors,’ says Leopold, providing an insight into the customer structure.

### Not always square

They all benefit from the versatility of CHS Container Group. It can happen that the occasional container is not square and does not correspond to the ISO standard. Here, Leopold specifically mentions an air transport box that was constructed for Siemens and required to transport special tools. This equipment allows installers to implement repairs and maintenance on power plants worldwide. ‘The use of containers is now virtually limitless, meaning that we must – and can – adapt flexibility to the individual needs of our customers,’ says Leopold. And he reveals: ‘The cost of a container is almost as wide-ranging as buying a car – they begin at around 1,000 euros for a used standard container and can reach up to 350,000 euros for a special container.’ (bre)

### FACTS

#### CHS Container Group

Founded: 1978

Company headquarters: Bremen

Branches in Germany: Bremerhaven, Hamburg, Memmingen, Munich-Parsdorf and Worms

Sites worldwide: Denmark, Great Britain, The Netherlands, Poland, Turkey, Ukraine and Taiwan

Depots outside of Europe: Argentina, Bolivia, Brazil, Paraguay and Uruguay

Employees: 170 in Germany, 240 worldwide

More information: [www.chs-containergroup.de](http://www.chs-containergroup.de)

PHOTOS: CHS CONTAINER HANDEL

## SUMMARY NEWS

**HANOVER.** At the meeting of the Supervisory Board of port company Niedersachsen Ports (NPorts) on 8 December, Dr Bernd Althusmann – the Minister for Economics, Labour, Transport and Digitisation – was elected as the Chair of the Board. The day before, he had been appointed to the Supervisory Board by the local government, along with Frank Doods, State Secretary to the Ministry of the Environment, Energy, Construction and Climate Protection. This election saw Althusmann replace his predecessor **Olaf Lies** who is now the state's Minister for the Environment and Energy.

**ELSFLETH.** Captain and shipowner **Horst Werner Janssen** passed away at the age of 84 in October. As an honorary citizen of Elsfleth, he not only served the city, but was also committed to the next generation of employees in shipping and navigation. Janssen received the Federal Cross of Merit (Bundesverdienstkreuz am Bande) in 1992. As the first Chair of Elsfleth's nautical association (Nautischer Verein Elsfleth), he managed to regularly bring prominent guests to meals in the city hall as keynote speakers. These included former President Christian Wulff, Ex-Chancellor Gerhard Schröder and numerous managers from the maritime sector.

## JadeWeserPort: Althusmann appointed to supervisory boards

**HANOVER.** In December, Lower Saxony's local government decided to appoint the Minister for Economics, Labour, Transport and Digitisation, **Dr Bernd Althusmann**, to the supervisory boards of the companies JadeWeserPort Realisierung, JadeWeserPort Realisierungs-Beteiligung and Container Terminal Wilhelmshaven JadeWeserPort-Marketing. Environment Minister Olaf Lies will continue his post on the supervisory boards of the companies. Althusmann spoke to Hannoversche Allgemeine Zeitung newspaper about the planned expansion of the port and said: 'We have an opportunity to make JadeWeserPort a new success story, and, as the leading state in the field of maritime trade, we should take it.'



## BVL International: Blackburn succeeds Klinkner

**BREMEN.** Professor **Dr Robert Blackburn** took over the role of Chairman of the Board of BVL International on 1 January. He succeeded Professor Dr-Ing. Raimund Klinkner who had been leading the charitable association since 2007. Blackburn has been on the Board of BVL International since 2011 and is the Chair of the Board of Directors and CEO of Hoffmann SE, Munich. 'I am looking forward to leading BVL International into the future. The anniversary year of 2018 will be the first major challenge,' said Blackburn of his election.



## New managing director at Willenbrock

**BREMEN.** **Kai Froböse** took over executive management of the Willenbrock Group on 1 November. The qualified economist previously spent 14 years in various managerial positions in the automotive and wind power sector. Froböse succeeds Frank Sturm, who had been managing the Willenbrock Group as Provisional Managing Director since March 2017. The Bremen-based firm is an authorised dealer of Linde Material Handling and, as an all-round supplier in intralogistics, offers complete solutions for internal transport.

## Chair of NHV re-elected

**OLDENBURG.** Niedersächsische Hafenvertretung (NHV), the representative of the ports of Lower Saxony, elected its head for the coming two years in December. **Karsten Dirks** from Emdener Verkehrs und Automotive Gesellschaft was re-elected as the Chair. Uwe Jacob from Lower Saxony's Ministry for Economics, Labour, Transport and Digitisation, John H. Niemann from Wilhelmshavener Hafenwirtschaftsvereinigung, Hans-Peter Zint from the Cuxhaven Port Business Community, and Michael Appelhans from Rhenus Midgard, Nordenham, were also all re-elected to their posts.





## Mayor recognises 13 logistics ambassadors

**BREMEN.** The state of Bremen now has just under 60 logistics ambassadors. The recently selected **13 VIA BREMEN Logistics Ambassadors** accepted their certificates from Bremen's Mayor Dr Carsten Sieling on 15 November. Before that, the students of Jacobs University Bremen and the University of Bremen, who come from twelve different countries, learned about the state's logistical skills on excursions. Now they wish to pass on their knowledge as ambassadors, creating a sustainable advertising effect for Bremen as a logistics hub.



## Hailer hands over executive management of DVF

**BERLIN.** **Thomas Hailer** has lived through five presidents and over 100 members of the Presiding Board in his 15 years as Managing Director of Deutsches Verkehrsforum (DVF, the German transport forum). Now, at the turn of the year, Hailer has handed over leadership to **Heike van Hoorn**. Over 180 colleagues from the worlds of politics, administration, associations, companies and the DVF said goodbye to him just before Christmas with a party at the Zollpackhof in Berlin. 52-year-old Hailer hailed his successor as an 'experienced networker and lobbyist'.



## Best final IHK exam in Germany

**BERLIN.** In December, the German Chambers of Commerce and Industry (DIHK) recognised **Sebastian Heinemann (left)** as being the best German participant in the final IHK exam in the profession of 'Port logistics specialist'. Heinemann also managed to complete his training in summer 2017 after just two years, instead of three. He is continuing to work for Weserport following his successful completion of his exams. DIHK gives awards to the around 200 best trainees in IKH professions each year.



## First female captain at EMS-Fehn

**LEER.** EMS-Fehn-Group is delighted to welcome its first female captain: **Pia Propfel** took over command on the 'Fehn Luna', which can carry both piece and bulk goods as well as project loads, back in August 2017. Propfel is a graduate of the shipping school of Emden/Leer and has already gained extensive experience on ships owned by EMS-Fehn-Group as a Second Officer and Chief Mate. Matthias Hesse, Managing Director of Fehn Ship Management: 'Propfel is an experienced navigational officer. She has all the qualities that we would expect from a captain.'

## Appointment as authorised representative

**BREMEN.** At the turn of the year, **Christian Froelich (right)** and **Valerio Kreutzer** took on new roles at IPSEN LOGISTICS and were appointed as Authorised Representatives. Both have been working for the forwarding company since their training. Froelich has taken over leadership of sea freight import activities for all of Germany, whilst Kreutzer is responsible for sales activities in air and sea freight as the Director of Sales for Germany. Alongside sea freight branches in Bremen, Bremerhaven and Hamburg, IPSEN LOGISTICS has branches at important airports in Germany.





# Save the date

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

## Trade fairs

Joint trade fair appearance under the umbrella brand of 'German Ports'

There are some exciting trade fair events coming up over the coming weeks, many of which are not only interesting for the maritime industry in northern Germany: for example, 'Intermodal South America', 'transport logistic China' and 'Breakbulk China'. Right at the top of the calendar for every expert in bulky piece goods and project loads will be 2018's edition of 'Breakbulk Europe' in Bremen in May.



The trade fair stand of Seaports of Niedersachsen at 'Breakbulk China' last year really drew in the crowds.

<b>FRUIT LOGISTICA</b> www.fruitlogistica.com	<b>7. – 9.2.2018</b> Berlin, Germany
<b>Intermodal South America</b> www.intermodal.com.br/en	<b>13. – 15.3.2018</b> São Paulo, Brazil
<b>Breakbulk China</b> www.breakbulk.com	<b>26. – 28.3.2018</b> Shanghai, China
<b>MODEX</b> www.modexshow.com	<b>9. – 12.4.2018</b> Atlanta, USA
<b>transport logistic China</b> www.transportlogistic-china.com	<b>16. – 18.5.2018</b> Shanghai, China
<b>Breakbulk Europe</b> www.breakbulk.com	<b>29. – 31.5.2018</b> Bremen, Germany

## Customer events

Want to get to know us better and discuss the latest market developments with industry experts? Excellent opportunities for this include our 'logistics talk' and 'Hafen trifft Festland (port meets mainland)' series of events, which will once again be taking place at regular intervals in 2018.



The 'logistics talk' series of events organised by bremenports will soon be calling in to Neuss, Prague, Budapest and Linz.

<b>logistics talk</b> www.bremenports.de/veranstaltungen	<b>1.3.2018</b> Neuss, Germany
<b>Annual press conference of the seaports of Lower Saxony</b> www.seaports.de	<b>5.3.2018</b> Oldenburg, Germany
<b>logistics talk</b> www.bremenports.de/veranstaltungen	<b>18.4.2018</b> Prague, Czech Republic
<b>logistics talk</b> www.bremenports.de/veranstaltungen	<b>19.4.2018</b> Budapest, Hungary
<b>logistics talk</b> www.bremenports.de/veranstaltungen	<b>14.6.2018</b> Linz, Austria
<b>Hafen trifft Festland (port meets mainland)</b> www.seaports.de, www.jadeweserport.de	<b>28.6.2018</b> Ulm, Germany

## Other highlights

In the run-up to 'Breakbulk Europe', project loading specialists from all over the world will come together in Bremen for the three-day meeting of the 'Global Project Logistics Network' (GPLN) in May.

<b>Global Project Logistics Network (GPLN)</b> www.gpln.net	<b>26. – 28.5.2018</b> Bremen, Germany
<b>ShortSeaShipping Days</b> www.shortseashipping.de	<b>20. – 21.6.2018</b> Lübeck, Germany

# Review

Over recent weeks, experts have been discussing various focal points of the maritime sector in Munich, Berlin and Bremen.

## logistics talk

**MUNICH.** The 'logistics talk' series of events organised by bremenports was hosted by Munich on 30 November. After Michael Skiba, Head of Marketing at bremenports – representing his Managing Director Robert Howe, who had other commitments – had welcomed the numerous guests to the Seehaus restaurant in the English Garden, Knut Sander, Chair of the Board of the ShortSeaShipping Inland Waterway Promotion Center (spc), outlined good reasons for short-distance maritime transport in a presentation. He described how multi-modal logistics concepts could contribute towards removing some goods transport from the road. In addition, CargoSoft, a Bremen-based provider of transport management solutions, presented its services in a brief presentation. At the subsequent get-together, the participants took the opportunity to maintain existing customer relations and make new contacts.



This time held in Munich, the 'logistics talk' series of events was once again a guarantee of lively expert discussions.

## logistics talk new year reception

**BERLIN.** bremenports traditionally rings in the new calendar year with its new year reception: on 11 January, 150 guests from the worlds of business, politics and administration took up the port management company's invitation to the Bremen state offices in Berlin. There they were welcomed by Jörg Schulz, State Advisor to the Senator for Economics, Labour and Ports in Bremen, and bremenports' Managing Director Robert Howe. Following that, Kerstin Corvers, Managing Director of TFG Transfracht, highlighted the challenges that digitisation poses for the 'operator of the future'. She touched on experience gained from the TFG train system 'Albatros-Express', which connects the ports of Hamburg, Bremerhaven, Wilhelmshaven and Koper (in Slovenia). The subsequent get-together offered the opportunity for discussion and networking.



After a welcome from Robert Howe, Kerstin Corvers' presentation took the guests on an exciting journey through the 'world of digitisation'.

## Specialist forum: project logistics

**BREMEN.** The specialist forum for project logistics (Fachforum Projektlogistik) took place for the fourth time in Bremen, organised by the representative of the ports of Bremen (Bremische Hafenvertretung) for the first time this year. Numerous experts from the worlds of business, science, politics and administration came to the State Parliament on 15 January to engage in exchange on current trends and development in the transport of large-scale plants. After a welcome from Klaus Platz, Managing Director of Bremische Hafenvertretung, and Jörg Schulz, State Advisor to the Senator for Economics, Labour and Ports in Bremen, everything was about the question: 'How much Industry 4.0 is there in project logistics?' The main focuses of the industry meet, which included seven exciting presentations and a wide-ranging panel discussion, were analogue and digital challenges, as well as end-to-end optimisation solutions.



The first specialist forum in January 2015 saw the project logistics community come to the State Parliament in Bremen to discuss current trends and developments in XXL logistics.



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

# EDITION APRIL 2018

## Main topic Breakbulk

Current developments and future challenges concerning bulky piece goods, heavy goods and project loads



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