

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics

February 2017

## Heavy & Hard to Handle

Focus Topic: Break Bulk

Large-scale transport through the night 16 | Attacks from the web 20

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## Hopes pinned on renewable energies

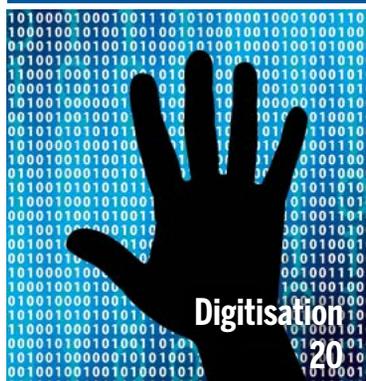
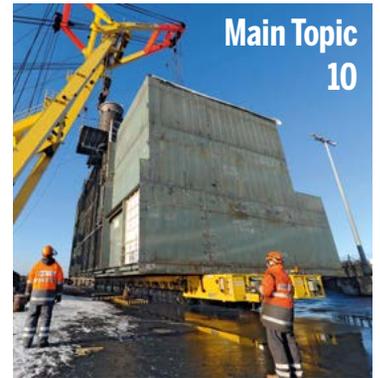
Dr Andreas Poppe, Managing Director of Bremer Lloyd Holding

Dear readers!

Handling break bulk loads poses great challenges for the various players on the market and – due to the breadth and complexity of the goods to be transported – requires a wide variety of different specialists. Currently the industry is suffering from low demand in the gas and oil industry, and for the corresponding system parts. In addition, there is considerable uncertainty as to how the new US President coming into power will affect this development. The situation is compounded by the fact that more and more container and bulk shipping companies are looking to acquire traditional break bulk loads due to the insufficient rates in their own segments.

However, the substantial increase in the proportion of renewable energies that many analysts are expecting could have a positive effect on the market. In particular, it is hoped that wind power will play a key role. The logistics industry's task will be to adapt to these new conditions and to actively contribute towards shaping the process of change. This essentially has two implications: on the one hand, it will no longer be possible to achieve the necessary reductions in costs merely by reducing freight rates. A conceptual adaptation of logistics services will be required. On the other hand, the target markets will increasingly shift towards the east, as the eastern European countries are investing more heavily in wind power. Logisticians' primary task will be to adapt to the local circumstances.

Yours, Andreas Poppe



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PHOTOS: BREMER LLOYD, BBC CHARTERING, PIXABAY, BLG CARGO LOGISTICS, WWW.OLIVER-REETZ.COM, CLAUDIA BEHREND



# Where there's a will, there's a way!

Those that want to survive on the break bulk market in the long term must adapt with flexibility to a wide variety of customer requests. After all, because of their dimensions, weight and mass, project loads, in particular, require special handling. It may even be necessary for ships to travel piggyback style. Here the "BBC Ostfriesland", owned by shipping company BBC Chartering, is transporting the hull of an inland vessel from China to Europe, where it will go to a shipyard to receive its internal fittings and engine.



PHOTO: BBC CHARTERING

## SUMMARY NEWS

**WILHELMSHAVEN.** Wilhelmshaven has become the first NPorts site to receive an **official certificate for its environmental protection measures.** "With the PERS certification we have reached another important milestone in systematic environmental protection in our ports, at the same time as fulfilling our social responsibility," says Holger Banik, Managing Director of NPorts and JadeWeserPort-Realisierungsgesellschaft.

**BREMEN.** Since December 2016, international forwarding and logistics firm **Karl Gross** has been sponsoring a **scholarship at Bremen University of Applied Sciences.** It is a young female student studying "Applied Business Languages and International Management" that is benefitting from the funding. With this measure, the Bremen-based company aims to encourage talented up-and-coming logisticians and invest in their future.

**PAPENBURG/LEER.** Shipping and chartering company **Schulte & Bruns** from Papenburg and the **Hartmann Group** from Leer **pooled their short-sea capacities** at the start of the year. The partners have stated that they hope that this move will strengthen their market potential in the field of European short-distance shipping.



## Topping out ceremony for Siemens wind turbine factory in Cuxhaven

**CUXHAVEN.** The **production of nacelles for 7 MW-generation offshore wind power plants** will begin in Cuxhaven in summer 2017. The topping out ceremony for the production hall there in November 2016 marked an important milestone in the 200 million euro project. Numerous important guests travelled to join in the festivities, including Parliamentary State Secretary Enak Ferlemann, Lower Saxony's State Secretary for Economic Affairs, Daniela Behrens, and Cuxhaven's Mayor, Ulrich Getsch. "The new Siemens production site is and will remain the **most important anchor for**

**the Deutsches Offshore-Industrie-Zentrum in Cuxhaven,** and underlines **Lower Saxony's role as the number one state for energy** and driver of the change in German energy policy," said Behrens at the ceremony. "We are delighted about this positive development for Cuxhaven and the entire region." Bremen-based firm Stute Logistics, a member of the Kühne + Nagel group, can look forward to a major new order as a result of the project: in future it will be taking care of inbound logistics and production supplies for the factory in Cuxhaven.



## Prospects paper presented

**WILHELMSHAVEN.** Just before Christmas, Niedersachsen Ports and the City of Wilhelmshaven worked with Lower Saxony's Minister for Economics, Olaf Lies, to present a prospects paper setting out concrete measures for the development of the port of Wilhelmshaven. One of the aims defined in the 150-page paper is to **further expand the site's position as one of Germany's major energy hubs.** At the same time, Wilhelmshaven is counting on industry investment in an LNG terminal at Voslapper Groden, and focusing on container handling with the second stage of the expansion of JadeWeserPort scheduled for up to 2025/2026.

## 125 years of Ipsen Logistics

**BREMEN.** Ipsen Logistics celebrated its 125th birthday with a jubilee show in October 2016. Around 250 guests took up the invitation from the two Managing Partners in Bremen, **Hans-Christian Specht** (left) and **Eduard Dubbers-Albrecht** (centre). At the event, **Harald Emigholz** (right), President of the Bremen/Bremerhaven Chamber of Industry and Commerce, awarded them with a certificate of special merit. Throughout its 125 years, Ipsen Logistics has transformed from a local port services provider into an international logistics group, and now has around 650 employees in 16 countries.





## Joint event format

### OLDENBURG/WILHELMSHAVEN.

Seaports of Niedersachsen and Container Terminal Wilhelmshaven JadeWeserPort-Marketinggesellschaft highlighted new ways to optimise logistics chains at **“Hafen trifft Festland” (“Port meets mainland”) in Bielefeld** in October 2016. The expert presentations from Lower Saxony were followed by a lively discussion with the logistics experts from Ostwestfalen as to the new routes that could be created to the ports on the North Sea coast. “We want to anchor our seaports even more firmly in the minds of shippers, ship owners and forwarders,” says Inke Onnen-Lübben, Managing Director of Seaports of Niedersachsen.



## Internship expectations actively sounded out

**BREMEN.** Company representatives from the logistics sector and students studying logistics came together for an intensive discussion in November 2016. At the invitation of the VIA BREMEN Logistics Ambassadors and Verein LogistikLotsen für die Metropolregion Nordwest, they discussed the expectations of both parties at the **“Future of internships – the talent of tomorrow”** event. “An internship is the ideal way to get to know the logistics sector. We want to support students in finding the right company for them,” says Günther Hörbst, Managing Director of VIA BREMEN, explaining the reasons behind the workshop format.



## European port prize for Luneplate

**BREMERHAVEN.** In November 2016, Bremerhaven went up against eleven European ports for the “ESPO Award 2016” and received an accolade for the Luneplate environmental project. The prize was awarded by the European Sea Ports Organisation (ESPO), under the general theme of “Nature in Ports”. **The Luneplate, a former island in the river Weser, is the core ecological compensation area for port construction projects** such as Bremerhaven’s Container Terminal 4. There, among other measures, bremenports’ environmental planners have created a varied tidal landscape with inlets and reed beds surrounded by mudflats.



## Leschaco: 40 years of tank container logistics

**BREMEN.** 13 November 1976 was a special date for the Leschaco Group. It was on this day that the logistics provider **first loaded ten 20-foot tank containers onto the “Tillie Lykes”** for a journey from Bremerhaven to Houston. Today the company, which is headquartered in Bremen, offers intercontinental logistics solutions in the fields of air and sea freight, contract logistics and tank containers.



## Environmental prize goes to the “Morning Lisa”

**BREMEN.** Port company bremenports has handed out its “greenports Award” for the third time. The prize for the most environmentally-friendly sea-going vessel that visited the Bremen/Bremerhaven port group in 2015 went to the **“Morning Lisa”**. **The car transporter achieved the best Environmental Ship Index (ESI)**. This index makes it possible to classify ships using a standardised procedure based on their emissions.

## Marwilo teaching concept successful

**OLDENBURG.** The website [www.marwilo.de](http://www.marwilo.de) was given a new design last year to celebrate the tenth anniversary of the education project “Marwilo – Maritime Wirtschaft und Logistik”. At the same time, the content of the portal – which provides practical information on the subjects of port operations, shipping and logistics in a fun way – has been linked even more intensively with the accompanying workbooks, of which more than 30,000 copies have already been requested.



## SUMMARY NEWS

**EMDEN.** Speaking to Member of the Bundestag Johann Saathoff, the Supervisory Board and Executive Board of Emdener Hafenförderungs-gesellschaft (EHFG) made it clear at the end of 2016 that the **widening of the shipping channel in the “Außenems” part of the estuary by a metre must be addressed as a matter of urgency.** Saathoff supported the position EHFG, which highlighted the necessity of the widening over twelve years ago, even backing up the statement with facts as part of a study: “The adoption into the Federal Transport Infrastructure Plan proves that the federal government plans to implement the measure. This is a good basis for working with the state of Lower Saxony to carry out the project, which is now urgent for Emden.”

**OLDENBURG.** The **European “DUAL Ports” project** started in Præstø, Denmark at the end of 2016, with the **aim of reducing the CO<sub>2</sub> emissions generated by the port sector.** Over the next few years, NPorts will be working with ports and scientific institutes from Germany, Belgium, the Netherlands, Scotland and Denmark to develop measures and strategies. It is being funded by the European INTERREG programme. “We hope that this transnational exchange of knowledge will provide new impetus for our existing sustainability concept, ‘hafen+,’” explains Holger Banik, Managing Director of Niedersachsen Ports.



## BLG Logistics cooperates with port in Bronka

**BREMERHAVEN/ST. PETERSBURG.** BLG Logistics Automobile and LLC Fenix, the owner and operator of the port of Bronka, signed a **long-term cooperation agreement on vehicle handling** via the new Russian port site in November 2016. As part of this contract, BLG will shift its terminal activities – with an initial handling capacity of 6,000 units – from St. Petersburg to Bronka. BLG and Fenix started the business in an area of twelve hectares, with 25 lorry loading and unloading ramps.

## First cut of the spade for new ship turning point in Oldenburg

**OLDENBURG.** The Parliamentary State Secretary to the German Minister for Transport and Digital Infrastructure, Enak Ferlemann, kicked off the construction of a new ship turning point in Oldenburg in November 2016. Along with Hans-Heinrich Witte, President of the Generaldirektion Wasserstraßen und Schifffahrt, he made the first cut of the spade as part of the ground-breaking ceremony. **The construction of the new 165 metre-wide turning point aims to strengthen shipping on the river Hunte.** Until now ships have had to reverse 800 metres in order to turn. This will not be necessary in future.



## First LNG car carrier in Bremerhaven

**BREMERHAVEN.** Bremerhaven’s international port experienced a first in November 2016 when the world’s first car transporter run on liquefied natural gas (LNG) docked there. The 181 metre-long **“Auto Eco”, owned by Norwegian shipping company UECC,** unloaded around 1,000 Japanese cars and seven mafi trailers of high-and-heavy units at BLG Autoterminal as part of its maiden voyage. The car carrier is equipped with a dual-fuel primary motor for flexible use of liquefied natural gas or marine gas oil.





## B. Dettmer modernises its fleet

**BREMEN.** Bremen-based shipping company B. Dettmer has **expanded its fleet with identically constructed double-hull tankers “Dettmer Tank 120” and “Dettmer Tank 122”**. The 86 metre-long inland vessels have around ten per cent more load capacity than their predecessors, and are considerably more economical to run. “We need the cargo space in order to maintain our performance,” says company boss Heiner Dettmer, going on to explain that the company has the option to buy four further vessels of this type over the next two years.



## 25 years of representing the ports of Lower Saxony

**OLDENBURG.** “Niedersächsische Hafenvertretung” (NHV), the representative of the ports of Lower Saxony, was founded in Wilhelmshaven on 22 November 1991. It celebrated its 25th birthday at the start of December 2016 with a party at the former Oldenburg parliament building. Around 100 invited guests from the worlds of politics, administration and ports attended, including (from left) **Olaf Lies**, Minister for Economics, Labour and Transport of Lower Saxony, **Karsten Dirks**, President of the Board of NHV, **Jürgen Krogmann**, Mayor of the City of Oldenburg, and **Gert Stuke**, President of Oldenburg’s Chamber of Industry and Commerce. Dirks’ view on the morning: “Since NHV – and later Seaports of Niedersachsen GmbH – was founded, we have been able to present the entire portfolio of services that our seaports have to offer in a uniform way, and considerably increase our public awareness.”



## ISL Bremen recognised for IT research

**BREMEN.** The Institute of Shipping Economics and Logistics (ISL) in Bremen was granted the “TRA Visions Senior Researcher Award” in November 2016 for its IT system **to improve logistical procedures in container transport**. The prize was accepted by Bremerhaven-based ISL researcher **Nils Meyer-Larsen**, who represented the ISL’s Integrity project group at the “Transport Research Arena” conference in Warsaw. The award was handed over by the Director of the EU Directorate-General for Mobility and Transport, **Magda Kopczynska**.



## New container warehouse at JadeWeserPort

**WILHELMSHAVEN.** Just before the end of 2016, logistics service provider **Rhenus** began the construction of a **storage area with 120 standard container bays** in the Wilhelmshaven freight village, directly beside Container Terminal JadeWeserPort. In future it will provide optimum facilities for the storage, handling and weighing of containers over an area of 4,000 square metres. The first customer will be Symrise from Holzminden – a global provider of flavours and fragrances, as well as product solutions for a better sensorial and nutritional experience.



## BLG Logistics impresses with smart “SaSch”

**BREMEN.** The “SaSch” project was one of 13 research projects to win in a technology competition run by the Federal Ministry for Economic Affairs and Energy in November 2016. “SaSch”, an acronym of “digital services for the creation of agile supply chains”, is all about **smart containers for the automotive industry**, which BLG Logistics has developed along with Bosch, Bremer Institut für Produktion und Logistik (BIBA), GS1 Germany and Queo. The project is now being furthered as part of the “PAiCE” technology programme, with the aim of providing impetus to the digitalisation of the economy.



# The exception is the rule

The break bulk and project cargo sector should not expect a palpable improvement in its situation over the coming months – that’s what numerous industry experts are saying. LOGISTICS PILOT spoke to them about current challenges, locational advantages and future prospects.

According to the “Breakbulk IV” study, which was published by Dutch analysts Dynamar last year, the main factors responsible for the poor economic development in the break bulk segment are the low price of oil and a reduction in demand for steel in China. “There are also political uncertainties. For example, the election of US President Donald Trump is greatly worrying the wind power industry, as he is not exactly a proponent of wind turbines,” says Patric Drewes, Managing Director of forwarding company Carl Polzin in Bremen and Co-initiator of VIA BREMEN-Fachforum Projektlogistik. Sven Riekers, Managing Director of BLG Cargo Logistics in Bremen and Head of Sales for the High and Heavy Division at the Auto Terminal in Bremerhaven, on the other hand, believes that there are other factors hampering the market for bulky piece goods: “Generally it is clear that the production of large, heavy components that cannot be transported in containers is on the decline in Europe. Added to this are clear shifts in production to East Asia, as well as the fact that ‘Hightech made in Germany’ products are increasingly fitting into containers.”

Jörg Kaplan, Divisional Manager at J. Müller Stahl und Projekt Terminal in Brake, sees a fundamental problem in the fact that break bulk primarily comprises semi-finished goods or capital assets – and not consumer goods. “This means that demand for handling services in this segment is highly dependent on how well certain key industries are doing in potential buyer countries. If the economy or the general situation deteriorates, fewer investments are made. This primarily affects the ports, which are tied to a specific location in the services that they offer. As such, he believes that the break bulk market is considerably more fragile than the consumer goods market – an opinion shared by Raymond Fisch, Senior Vice President for Strategic Projects at BBC Chartering in Leer, a world market leader in heavy goods and project shipping: “The rapid growth in the Asian economic

area – especially in China – has shifted to the consumer and services sector, meaning that it barely affects the infrastructure and resources sector. This places a massive burden on global shipping.”

## Container shipping as a competitor

Similar to the experts at Dynamar, Kaplan sees container shipping as a competitor of the break bulk business, particularly in the case of piece goods: “Due to their frequent departures and un-paired runs with lots of empty containers, container ships can also transport oversized packages on flat racks. This makes them an interesting partner for customers in this segment.” However, he sees the fact that piece good consignments as part of projects often not only take up a lot of space but also require appropriate crane capacity and expertise in final assembly and customer acceptance as a key argument in favour of conventional shipping companies. Or, as Sven Riekers concisely puts it: “The requirements of a project load have long since become incompatible with the possibilities offered by a container ship.”

## Individual solutions

In the fight for large-volume, heavy loads, Dynamar primarily highlights the great flexibility of modern multi-purpose cargo ships and heavy-lift vessels. Contrary to container ships, they are often not only equipped with on-board loading gear, but also have adjustable decks. This means that they can either house several smaller goods that are difficult to stack on different levels, or transport large goods such as wind turbines, machinery and vehicles thanks to removable intermediate decks. “Heavy goods is a niche market – due to their complexity, there is no such thing as ‘off the rack’ services,” says Jörg Kaplan. Raymond Fisch adds: “Our business requires the provision of highly individualised ■■■



The Niedersachsenkai heavy cargo terminal and the surrounding logistics facilities in Brake offer the best conditions for handling onshore and offshore modules.

■■■ services, and calls for extremely complex organisational skills in the relevant carrier.” With this in mind, his company has developed what it calls an “APAC service”. The name stands for “Any port, any cargo service” and aims to demonstrate the fact that BBC Chartering is able to find a suitable transport solution for any load and any destination. Fisch clearly highlights what it is that makes the break bulk business unique: “Here, the exception is the rule – and the rule is the exception.” At the VIA BREMEN specialist forum for project logistics (VIA BREMEN-Fachforum Projektlogistik) in January, Wolfgang Rose, Managing Director of Atlantik Hafенbetriebe Geuther & Schnitger in Bremerhaven, defined two more important prerequisites that have to be met: “Project logistics is like sport: you cannot be successful without a good team and a good tactic.”

### The port as a criterion for decision-making

Kaplan knows from his experience in numerous wind power, steel and project loading jobs in Brake that in the forwarder-dominated project business ports are generally

## Route planning down to the centimetre

The planning of large-scale and heavy-duty transport requires precision work. Miscalculation by just a few centimetres can make a project more difficult or even impossible, for example if a transformer, wind turbine blade or other XXL object suddenly will not fit under a bridge or threatens to damage a nearby house. In order to make oversized transport safer and easier to plan, more and more players on the market are calling in expert companies with specially equipped laser vehicles. The measurement vehicles drive the planned route in advance and use 3D laser measuring techniques and movement sensors to create a three-dimensional model of the route. Based on the data retrieved, it is then possible to precisely simulate the recorded vehicle path, during which problematic points on the route can be identified early and possible deviation scenarios analysed. “We offer a feasibility study, which makes precise statements based

on reliable data,” explains Olaf Beckedorf, CEO of 3D-Route-Scan, a Hamburg-based company that has been offering heavy-duty transport route checks using three-dimensional laser measurement since 2011 and sees itself as a market leader in this segment. “Reliability and integrity in the face of authorities and clients are the key benefits of this system,” adds Beckedorf. During the route check, the measuring vehicle travels at a speed of up to 80 kilometres per hour. The corresponding data is then available a few hours later. In addition, a vehicle library with the dimensions and specifications of the lorries and low loaders used is stored in the software. However, despite the modern technology’s utmost precision, Beckedorf does have to make a concession to especially fastidious customers: “Our three-dimensional model works with a guaranteed tolerance of two centimetres.”

Dilapidated bridges are putting a strain on the heavy transport industry. This is why the Federal Ministry of Transport and Digital Infrastructure is providing around 520 million euros for bridge renovation measures in 2017.

defined based on the goods' final destination: forwarders consider the target location, search for a geographically suitable receiving port and then choose a shipping company that serves that port. However, the more specific the logistical needs of those involved in the transport are, the more likely it is that the manufacturer or recipient will name a port that is tailored to their needs, he says. According to Heinrich Smidt, CEO of Ems Port Agency and Stevedoring (EPAS) in Emden, there is a considerable difference depending on whether the customer is a shipper or forwarder. "Whilst forwarders cover the entire process from door to door, and therefore have their own preferred ports and service providers, shippers are often more flexible in direct contact with those involved – and therefore in the choice of destination port."

### Highlighting locational advantages

Alongside the scheduled departures offered, the transport infrastructure around the port and up to the final destination often plays a key role. Both the ports of the city of Bremen and the seaports of Lower Saxony feature ideal conditions in this respect. For instance, Kaplan summarises the advantages of Brake as follows: "With its attractive trimodal connection to the European hinterland, it is one of the leading ports for piece goods in northern Europe. Thanks to special road transport without police escorts and effective integration of inland vessels and coasters into the transport logistics, several thousand large components are handled here every year in addition to piece goods. The combination of a heavy-duty pier for XXL loads, highly specialised handling and transport equipment with cranes able to lift up to 210 tonnes and extensive storage space and halls ensures the perfect operative workflow."

Smidt paints a similar picture for Emden: the A31 means quick access towards the Ruhr region, as well as covering the Osnabrück area. At the same time, he says, Emden offers a direct connection to the European network of inland waterways and a double-track, fully electrified rail link. There is also a modern infrastructure available for break bulk, which – in addition to powerful handling cranes – provides large pieces of equipment such as reach stackers, forklifts and mafi trailers. Riekers believes ■■■



### Master plan for heavy goods

The "Masterplan Schwergut" (master plan for heavy goods), published on 29 September 2015, contains a major call for politicians to improve the dilapidated national transport infrastructure, and therefore ensure Germany's long-term ability to perform as an economic hub. The main aims of the plan – which has been developed by the Bundesfachgruppe Schwertransporte und Kranarbeiten (federal working group for heavy-duty transport and crane work, BSK) and the German Mechanical Engineering Industry Association (VDMA) in conjunction with federations, ministries and businesses – include a sustainable increase in the transport budget, a revision of the approval procedure and development of reliable heavy-load routes for all modes of transport. "In the short and medium term, expansion of the existing road network – particularly the renovation of bridges – is right at the top of our members' wish list. In the long term they would like more to be done to help the shift to other modes of transport, especially rail," emphasises VDMA's Principal Director, Thilo Brodtmann.

"Increasing multi-modal transport chains is essential to Germany's survival as an economic hub," agrees BSK's Principal Director, Wolfgang Draaf. Just under 16 months after the publication of the plan, he believes that the current market situation is being influenced primarily by low demand for large-scale and heavy-duty transport in the machinery and plant building industry. At the same time, he assures politicians that implementing the master plan is a step in the right direction. In October 2016 the conference of transport ministers (Verkehrsminterkonferenz) asked the working group for road building policy to investigate the possibilities of corridor solutions to secure multi-modal transport chains – both on motorways and away from motorways, from departure points and to destinations. Another aspect of the master plan addressed by the conference of transport ministers was the optimisation of the approval procedure. "It is suggesting an investigation into vehicle clustering and a 'from/to regulation' for information on widths, lengths and/or heights in the approval notice. This should bring greater flexibility for the industry," says Draaf.

Thomas Cord,  
Managing Partner at Arkon  
Shipping & Projects



## Project and heavy-lift loads are a niche industry

### Interview with Thomas Cord, Managing Partner at Arkon Shipping & Projects

**In collaboration with American shipping company Intermarine, Arkon Shipping & Projects recently developed a series of four new-generation multi-purpose/heavy-duty vessels. These were constructed at Huanghai Shipbuilding in China and delivered between July 2016 and January 2017. What is it that characterises these ships?**

The new builds, which go by the name “Ecolift 500”, are a version of the well-known “Beluga F” type, but with a number of optimisations. They are 147 metres long, have a load-bearing capacity of 12,500 tdw and feature many improvements as compared with existing vessels. The 76.5 metre-long, 17.6 metre-wide box-shaped main cargo area, with its flexible, height-adjustable intermediate decks, provides the perfect conditions for any project or heavy-duty transport. The intermediate deck hatch covers can also be used as a transverse bulkhead, quickly transforming the ship into a bulk carrier. In addition, if working together, the two heavy-duty cranes attached to the port side can lift up to 500 tonnes without a stability pontoon having to be brought out.

**How environmentally-friendly are the new ships?**

Structural optimisations to the hull line and the drive system using a rudder and propeller system, as well as a modern two-stroke principal engine, guarantee maximum energy efficiency. They consume around only 16 tonnes of heavy oil per day at a speed of 15 knots. That’s almost ten tonnes less than many comparable vessels.

**Does Arkon Shipping & Projects’ portfolio of services extend beyond the provision of ships?**

Yes, as a commercial ship manager, we currently have over 25 heavy-duty vessels of 7,000 to 14,000 tdw with lifting capacities of up to 800 tonnes. Alongside this, we act as an exclusive broker or commercial agent for various customers on the load side, and handle – for example – the transport of oil and gas equipment, generators, windmills, and even yachts for them.

**You have conducted extensive market analyses and compiled your own personal break bulk statistics. What exciting developments have you observed over recent years?**

Compared with the big container and bulk goods segments, project and heavy-lift loads are a niche industry. The sector had around 200 ships with 60 or 80-tonne cranes in 2000. At that time, only a few units had crane capacities of 120 or as much as 500 tonnes, and you could count ships with a large lifting capacity on two hands. In the boom years between 2006 and 2009, so many new builds were ordered that the entire fleet now comprises around 500 vessels, with lifting abilities also having increased considerably. There are now around 80 vessels that can lift between 300 and 500 tonnes, and around 150 units that can lift over 500 tonnes.

**To what extent has consolidation in shipping found its way into the break bulk business?**

The consolidation process is already at quite an advanced stage. I would even go as far as to say that the number of market players has about halved in recent years. A few major carriers have remained and continued to grow. Generally it is smaller ship owners that are finding it much harder to survive.

**When do you think things will be on the up again?**

Some colleagues are predicting the break bulk market to be poor, or even worse than that, over the next two years. However, it currently appears that the bulk goods market is beginning to pick up. That’s a good sign. If the trend follows my experience, the break bulk and project load segments will follow a little further behind. The reason for this is clear: if you order a new generator, first you work on the financing, then it has to be built and tested. There can be a good 12 to 18 months between purchase and transport by ship. So this time delay is characteristic of the break bulk market.

According to Dynamar, the market leaders' break bulk fleet has an average age of nine years.

■ ■ ■ that Bremen and Bremerhaven are well-placed as compared with the international break bulk competition: “On the one hand, break bulk and ro-ro ships link the BLG terminals there with over 200 ports worldwide with regular departures, and on the other, when it comes to conventional handling there is essentially nothing that we can't cope with using the technology and equipment there.” He explains that crane capacities of up to 200 tonnes and a self-propelled modular transporter (SPMT) are available, among other facilities. Use of the port is becoming increasingly important for packaging services and as a storage area for bulky piece goods and project loads. “As Europe's biggest terminal for piece and heavy goods, Bremen's Neustadt port offers a wealth of different possibilities,” says Riekers. He says that 1.2 million tonnes of break bulk loads were handled there last year, for which there was over 240,000 square metres of covered storage space and around 450,000 square metres of open storage and operating space available.

### A change of image with a young fleet

The “Breakbulk IV” study also comes to the conclusion that the break bulk market has long shaken off its earlier image of a “transporter of dirty loads” and is now generally perceived as a “prospering and innovative industry”. Among other factors, Dynamar puts this down to the fact that the industry has brought over 640 new, modern ships onto the market over the last 16 years. Of the over 800 ships currently owned by the top 25 break bulk and ro-ro shipping companies alone, just five per cent are more than 25 years old.

Dirk Visser, Senior Shipping Consultant at Dynamar, is not expecting a trend towards larger ships. “The average multi-purpose vessel has a load-bearing capacity of 16,000 tdw. However, semi-liner shipping companies such as Chipolbrok and Rickmers tend more towards units of between 25,000 and 35,000 tdw, whilst the tramp sector favours ships of between 8,000 and 18,000 tdw.” Visser believes that drawing parallels with the current consolidation



trend in container shipping is illogical: “Break bulk and heavy lift differ from the container business in many ways, not least in terms of the size of the market players.” He believes that smaller companies tend to accept economic failure rather than merge with other partners. “Generally we are seeing a greater willingness to cooperate – brought about in part by the market situation – among NOOs (non-operating owners) than in the operative sector,” says Visser. However, he does not share the prognosis of British consultancy firm Drewry, which last year forecast an average growth of 2.7 per cent per year up to 2020 for the break bulk sector: “I don't want to be pessimistic, but I don't foresee significant growth on the break bulk market before the middle of 2018.”

So who could breathe a new lease of life into the weak break bulk market? Raymond Fisch is pinning his hopes on several regions at once: “In terms of demand, Cuba and Iran will be coming onto the world stage. However, India and many Southeast Asian economies could also develop into interesting markets for the project business in the medium term. How the North American market will develop with the new government remains to be seen. It's going to be interesting in every respect.” (bre) ■

More information:  
[www.jmueller.de](http://www.jmueller.de)  
[www.blg-logistics.com/BLGCargo](http://www.blg-logistics.com/BLGCargo)  
[www.bbc-chartering.com](http://www.bbc-chartering.com)  
[www.epas-emen.de](http://www.epas-emen.de)  
[www.dynamar.com](http://www.dynamar.com)  
[www.c-polzin.de](http://www.c-polzin.de)  
[www.atlantik-brh.de](http://www.atlantik-brh.de)

# Travelling through the night with a rocket upper stage

In spring a telecommunications satellite will transport it into space from the Kourou space centre in French Guiana. But first, the upper stage of the Ariane launch vehicle has to be transported from the Airbus factory in Bremen to Neustadt port.



The time frame is tight: a maximum of three hours are planned for the large-scale transport operation with police escort as it is only possible at night when there are no trams or trains and there is little traffic on the roads. Should the oversized container fail to reach the terminal in Neustadt port by four o'clock in the morning, it will have to stay where it is and will only be able continue its journey the following night at the earliest – as long as the forwarding company receives the appropriate permissions on time. That would cost a lot of time and money. After all, the engineers at the European space centre in Kourou, French Guiana, are waiting on the upper stage of the launch vehicle Ariane 5, which is costing over 50 million euros and has been preassembled in Bremen. So everything must go to plan on this December night.

## Precise planning

Florian Bremermann, a dispatcher with international forwarding company W & F Franke Schwerlast, began planning the transport run over a month ago. The police, the fire brigade, the rail network (Deutsche Bahn, DB), bremenports, Bremen's tram network (Bremer Straßenbahn) and the local traffic technology provider (Weser-Ems Verkehrstechnik, WEV) have all been informed. No-stopping signs were erected at bottlenecks four days ago. The required authorisations have long since been obtained. This even includes a special permit for the transport of the few milligrams of explosive that the upper stage contains. Throughout the preparations a whole folder of important documents has been put together, which Bremermann has at his disposal at all times. Despite the careful and meticulous planning, he is a little apprehensive: "If it goes quickly, we will be at the port at about 3:15, so we have a 45-minute buffer." That is not a lot when it comes to a large-scale transport operation like this, even though the route – which Bremermann has calculated – is only around 15 kilometres long.

## Teamwork

The police drove the route once more at 10 o'clock. However, because new obstacles could pop up at any time, Bremermann also checks the entire route again from midnight. He ensures that all of the no stopping signs are in place and that there are no vehicles in the way. He lays out ramps at a traffic island so that the big transporter can later drive

straight over the kerb. This is actually the responsibility of WEV, but today, by way of exception, it is being done by the forwarding company.

When Bremermann arrives at the Airbus Safran Launchers factory, the lorry and special trailer are there ready. The imposing 13 metre-long container with the upper stage is on the trailer. It is six metres in diameter.

By one o'clock twelve men have gathered outside the factory gate with their vehicles: the driver of the gritter, five police officers, a logistics expert from Airbus, two of Bremermann's colleagues, including the lorry driver for the heavy load, the driver of the tow truck and an employee from WEV. Tonight they will form a team, connected by radio. When the police give the go-ahead at 1:20, the flashing convoy slowly begins to move. The oversized transporter is not allowed to exceed 25 kilometres per hour.

## Road closure

There are already police vehicles with blue lights on blocking the carriageway on Neuenlander Straße because the trailer will have to use the opposite side of the road as soon as it exits Neuenlander Ring. After manoeuvring between two traffic lights, the convoy slowly approaches a tram crossing. There, 5.90 metre-long spacers are inserted into the overhead line to lift it and allow the transporter to safely pass through. ■■■

Completing a large-scale transport operation within a short period of time is only possible with well-coordinated teamwork.



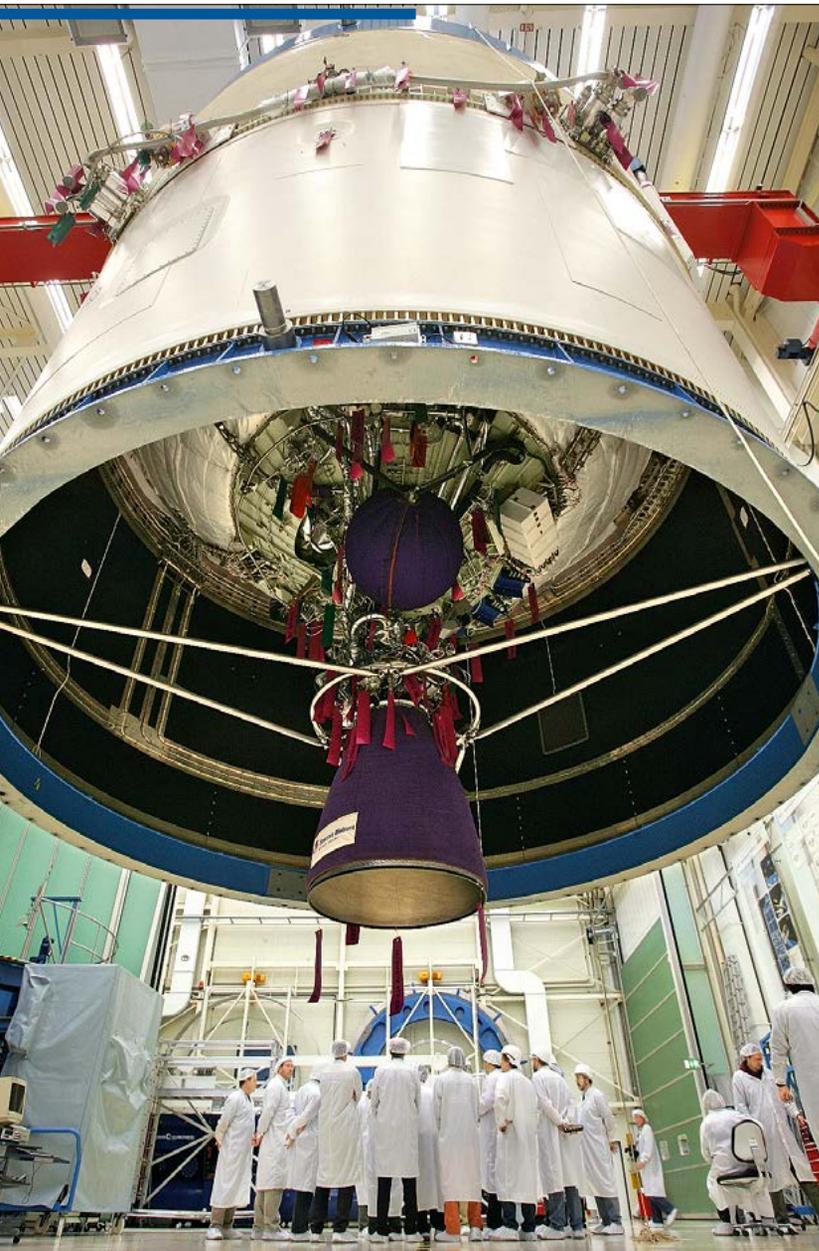


PHOTO: AIRBUS SAFRAN LAUNCHERS

The upper stage of the Ariane 5 launch vehicle is 3.36 metres long, can hold over 14 tonnes of fuel and has a combustion period of 1,100 seconds.

■ ■ ■ The convoy can only access Bundesstraße 75, a section of which has now been fully closed off by the police, via the exit because it would not fit under the 4.50 metre-high bridge that leads to the entrance slip road. Despite the crash barriers having been removed, it is very tight: there is only a few centimetres' clearance from the bridge.

The convoy then continues on the opposite carriageway before switching over to the right-hand side of the road just before the exit, where the crash barriers have once again been removed, allowing it to leave the road and head towards Neustadt port.

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

## Traffic obstructions

A little later, the convoy reaches the traffic island that Bremermann has prepared. He quickly jumps out of the car and removes the road signs. Once the island has been crossed at walking pace, he puts the signs back in place; he will collect the ramps on the way back.

The transporter then continues on, this time straight along a long street. Once again, Bremermann has taken a close look in advance: if trees or branches are in the way, they have to be felled or cut back. Bremermann is not allowed to do this himself, but was instructed on how the branches and trees were to be marked.

A few minutes later, it is time for the first rail crossing. Only once authorisation has been received from DB and the overhead line has been lifted can the transporter pass through Wardamm, extremely carefully. At the next rail crossing, already in the port area, there are two employees from bremenports already waiting on the convoy. First it must pause as a train passes through the port railway station.

At 2:41 the stretch of railway between Bremen-Neustadt and Bremen-Grolland is closed. Over the telephone, a DB employee in Lehrte confirms that the overhead line is being disconnected. Using a five metre-long voltmeter, an employee checks on the right and left of the rail crossing that the power has really been cut. An earthing system is inserted at each side to be sure. The line is then hydraulically lifted from 6.10 to 6.70 metres and the convoy can finally continue on.

## On the home straight

For the big transporter, getting into Neustadt port is only possible via the slightly wider exit. It then passes a car park, where several trailers are parked up despite the no stopping regulation. It becomes very tight; there is only a few centimetres' leeway. Very slowly, the giant container squeezes by and just manages to not touch the parked vehicles.

At the terminal, the driver once again shows what his machine can do: the trailer is not manoeuvred by pulling, but rather connected at the front and pushed carefully into its resting place, from where the container can be rolled onto the ro-ro ship "MN Colibri" and depart for Kourou in four hours.

It is half past three in the morning and Bremermann can breathe a sigh of relief. The seventh upper stage transport operation of 2016 has been a success. (cb) ■



# CALLING ALL MUSCLEMEN!

Dennis Feldhusen, gantry crane driver at the BLG general cargo terminal at Neustädter Hafen in Bremen

The specialist terminals at the ports of Bremen can even handle huge components weighing up to 600 tons each. Numerous specialist companies, extensive operating and storage areas and excellent hinterland connections make Bremen one of the leading project cargo and break bulk terminals in Europe.



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[www.bremenports.de/en/location](http://www.bremenports.de/en/location)



# Attacks from the web

It is not just digitalisation that is on a continual upward trend: the number of attacks on computer networks is also increasing. It is for this reason that the ports in northern Germany are expanding their security systems. The Bremen-based “PortSec” project aims to support them in this.

In one incident in Antwerp a few years ago, the culprits were particularly imaginative. It became apparent, after some delay, that entire containers – supposedly laden with bananas and timber – were simply disappearing. The investigations that were then launched showed that international drugs gangs had been collaborating with hackers. The criminals obtained the passwords needed to approve the containers using malware and keyloggers, which record every keystroke. This meant that exports could be registered and the containers picked up at the terminal without any other physical hurdles.

## A new level of cyber attacks

The press are now reporting of serious cyber attacks almost daily. This shows how vulnerable the economy has become as a result of digitalisation. Complex IT systems have indeed

sped up the flow of communications and goods considerably; however, at the same time, given the large number of users, it is difficult to make them secure both internally and externally.

The extent to which the quality of the risk has changed is also demonstrated by the situation report published by the Federal Office for Information Security (BSI) in November last year: increasing digitalisation and networking through developments such as the Internet of Things, Industry 4.0 and Smart Everything are constantly offering cyber attackers new ways to uncover information, sabotage business and administrative processes and get rich by criminal means at the expense of others. The Federal Criminal Police Office (BKA) registered over 45,000 cases of cyber criminality in 2015. According to the 2015 federal situation report on cyber crime (“Bundeslagebild Cybercrime”), published in July 2016, the resulting damage is over 40 million euros in Germany alone.

More information:  
[www.dbh.de](http://www.dbh.de)  
[www.tzi.de](http://www.tzi.de)  
[www.isl.org](http://www.isl.org)  
[www.datenschutz-cert.de](http://www.datenschutz-cert.de)  
[www.bsi.bund.de](http://www.bsi.bund.de)  
[www.bka.de](http://www.bka.de)

However, there is a large dark figure: police statistics only represent a small snapshot of the actual extent of the problem. The “Cyber-Security – Managing threat scenarios in manufacturing companies” study published by corporate consultancy Roland Berger back in March 2015 estimated the annual damage to the global economy at around 350 billion euros.

## Protection for ports is essential

In modern ports such as Bremen/Bremerhaven and Wilhelmshaven, handling has long since been controlled completely digitally. As such, protection is needed in many different directions. A failure of the port infrastructure through sabotage would be particularly serious as it could lead to supply bottlenecks for citizens. After all, over 90 per cent of goods traded worldwide are transported by sea. The situation could even become dangerous if hazardous goods are not handled and monitored properly. Even offences against property would be anything but minor, given the average goods value of around 100,000 euros per container and the fact that approx. 3.8 million containers were handled in Bremerhaven alone between January and August 2016.

Thankfully the German seaports have only ever experienced threat situations. “Nothing has happened yet,” emphasises Karsten Sohr, Senior Researcher at the Center for Computing and Communication Technologies (TZI) at the University of Bremen. “However, there have been several attempts.”

## “PortSec” research project

The “PortSec” project was launched in September last year in order to be able to continue to successfully protect the ports against IT attacks in future. It is receiving around 1.28 million euros of support from the Federal Ministry of Education and Research (BMBF). However, up until August 2018, the consortium – made up of players from the worlds of business and science – will be concentrating not on detecting and fighting attacks, but on prevention. Coordinated by the Institute of Shipping Economics and Logistics (ISL), the TZI is joined by two further service providers: software firm dbh Logistics IT (dbh), which operates the port community system in the



The parties involved from ISL, TZI, dbh Logistics IT and Datenschutz Cert meet regularly for project meetings.

ports of Bremen and Wilhelmshaven, and the testing and certification company Datenschutz Cert. Together they are investigating how existing port telematics systems can be extensively and automatically tested for weaknesses. “The major challenge here is facilitating secure access to the systems for the many clients,” explains Bernd Huckschlag, Authorised Representative and Head of the Port Solutions Division at dbh. Around 750 customers are connected to dbh’s port community system alone. “To begin with we will automatically analyse all interfaces to determine whether they are, and will remain, secure,” says Annabelle Vöge, Project Manager for “PortSec” at dbh. In another step, Datenschutz Cert’s results will be evaluated in order to be able to derive recommendations for action. “We need to develop a corresponding standard so that operators can have the security of their port telematics systems certified,” explains Frank Arendt, Professor at ISL.

It is not just the cyber attacks that have occurred that show that there is a need for action. Due to the new law on IT security (BSI-Gesetz), in future operators of what are classed as “critical infrastructures” will have to ensure that they are protected in accordance with the current state-of-the-art. Whether and the extent to which the transport sector will be affected will be decided in spring 2017, when the qualitative and quantitative criteria are set out in the second part of the BSI ordinance on critical infrastructures (BSI-Kritisverordnung). (cb)

“The risks posed by digitalisation, including cyber attacks, need to be countered by means of joint security strategies from the federal government, the states and the business world.”

Hendric Maasch,  
Leader of Commercial Affairs at NPorts

## New DLR institute for the protection of maritime infrastructure

In Bremerhaven there is soon to be an institute of the German Aerospace Center (DLR) that will deal with research on the protection and security of maritime infrastructure. The Bundestag’s budget committee gave the green light in November 2016. In future it will develop methods for compiling risk analyses.



## Auxiliary police officers make heavy-duty transport easier

Lower Saxony's Ministry of Internal Affairs and Sport launched a pilot project a year ago: since then, 70 auxiliary police officers have been helping the police to escort large-scale and heavy transport vehicles.

The German traffic regulations state that large-scale and heavy-duty transport operations over a certain weight and certain width and height must be escorted by the police. Over recent years, this has led to a considerable additional workload for officers. The guardians of the law were called out to 19,563 transport runs of this type in Lower Saxony in 2014. "I am happy that we have finally found a pragmatic – if temporary – solution for accompanying large-scale and heavy-duty transport vehicles. At 50 transport runs per day, anyone can see how great a burden is placed on the police," commented Lower Saxony's Minister for Internal Affairs and Sport, Boris Pistorius, on the start of the pilot project, which has initially been designed to last two years.

Unlike the police, the auxiliary police officers only have limited powers: they can intervene in road traffic and stop and direct vehicles, for example. Road users must follow their instructions, although auxiliary police officers

Lower Saxony's police were involved in 14,092 large-scale and heavy transport jobs in 2015 – around 5,500 less than in the previous year. This reduction has been the result of the fact that – among other measures – the state's Ministry of Transport has set up additional pilot routes than can be used with special advance vehicles or a light system and a corresponding catalogue of stipulations, without requiring a police escort.



are not authorised to impose fines if their instructions are not followed. In appropriate cases, or where safety is at stake, they can always bring in the police. They wear yellow jackets with reflective stripes marked with “Hilfspolizei” (“auxiliary police”) on the back. They use a police traffic paddle to control traffic. Their vehicles are labelled with magnetic plates and lettering saying “Hilfspolizei”.

## Support from private firms

One of the Ministry's partners is the company Universal Transport from Paderborn. It has set aside 14 auxiliary police officers for this project, which have thus far been used around 500 times. “At present we are completing 90 heavy-load transport runs a night for the wind power sector alone, and around 550 overall. The fact that we can simultaneously support the police force and contribute towards achieving more operational safety is a great expansion of our range of services,” says Frank Schütt, Operative Head of the Universal Transport Group. Primarily thanks to the many assignments from the wind power industry that lead to numerous large-scale and heavy transport operations in Lower Saxony, Schütt says that his company is extremely experienced in this area. In addition, he and his employees provide the transport of aircraft parts, prefabricated homes, bridge components, agricultural machinery and forestry machinery. As part of these activities, over 3,500 escorts from the port in Brake to the hinterland have been handled together with the police over the last three years.

## Training from the police academy

With these abilities up its sleeve, Universal Transport was one of 13 companies selected by the Lower Saxony Office for Traffic and Road Transport for the pilot project at the start of 2016. The people deployed all have several years of experience in accompanying large-scale and heavy transport vehicles and are prepared for their tasks by the police academy in Lower Saxony over the course of four five-day training sessions – followed by a written exam. “The conclusion after the first year is extremely positive: no incidents and a high

level of acceptance among the population,” summarises Schütt. He sees the project as a first step in finding a Germany-wide solution that will put more police back on the roads in the long term. “This transitional regulation involving the auxiliary police is currently limited to Lower Saxony. However, the plan is for administrative assistants to take over these tasks across the whole of Germany in the foreseeable future, in order to fully transfer the escorting of large-scale and heavy transport operations to private companies,” says Schütt.

## Avoiding additional costs

ENERCON, Germany's biggest manufacturer of wind turbines, has also had good experiences with auxiliary police offers. “In the past, large-scale and heavy transport has often seen delays due to police officers not being available. Auxiliary police officers relieve the pressure on the police and on businesses in equal measure: the police can take care of more important tasks, whilst we can get our transport operations underway as scheduled and avoid any additional costs caused by disruptions,” explains Hendrik van Hettinga, Head of Supply Chain Management at ENERCON Logistics. ENERCON primarily makes use of the help of auxiliary police officers between its factories in Aurich, Emden and Haren and motorway entrance slip roads – as well as from motorway exit slip roads to the relevant wind farm construction sites. The escorts cover rotor blades and hubs as well as generators and nacelles. The various components can be up to 50 metres long and up to 70 tonnes in weight. Van Hettinga also welcomes the pilot project in Lower Saxony: “We very much hope that other states will take the solution as an example and follow suit.” (bre)

More information:  
[www.mi.niedersachsen.de](http://www.mi.niedersachsen.de)  
[www.universal-transport.com](http://www.universal-transport.com)  
[www.enercon.de](http://www.enercon.de)

# A common cause

In an interview with LOGISTICS PILOT, Lucius Bunk, Managing Director and Founder of shipping company Auerbach, and Managing Director (COO) of Briese Schifffahrt since August 2016, spoke about the strategic alliance between the two shipping companies and the current market situation.



**Mr Bunk, the beat of the drum seems to be speeding up throughout the entire shipping sector. The break bulk segment is also being shaped by new collaborations and mergers. What made you decide to form a strategic alliance with Briese?**

Auerbach had been in touch with Briese for some time because our existing fleet is loaded by BBC Chartering, which belongs to the group, and I had already had many conversations about the matter with Mr Briese and other employees. So when we began looking for partners to get new ships out, it made sense to consider the idea with Briese. The closer collaboration in project development and ship operation will allow us to gain strength in this area.

**You now have your hand on two rudders – as Managing Director at Auerbach and as COO at Briese. How did this come about?**

Over a year ago, Roelf Briese came to me because there was about to be a change of generation within his shipping group. Because the collaboration had been really good up to that point, we intensified it in that respect. Since September 2016 I have largely been working in Leer and take care of the majority of operative business. Cooperation with the Auerbach team works really well long distance because we have an experienced staff and a dedicated on-site Managing Director in Rafal Mirski.

**You just mentioned a change of generation. How will the management be composed in future?**

Roelf Briese is a real character. We cannot aim to replace the person, but rather to distribute the responsibility. Alongside the operative directors of the units, we are now going to share the role among three of us; that is to say, I will be working with Frank Dreyer, who has played a considerable role in shaping the company over many years as CFO, and Wilke Briese, the founder's 36-year-old son, who has been actively steering the direction of the company since 2010.

**Mr Roelf Briese believes that ships will have to be taken out of operation in the break bulk segment in order to stabilise the persistently low rates. Do you believe the same?**

We consider the options daily and are investigating measures that could combat this trend, which is dangerous for the whole industry. Laying up tonnage to reduce the problem of excess capacity is one possibility. However, it must be remembered that other segments – such as bulkers and containers – are under a lot of pressure. They are trying to get a piece of the cake in the project and piece goods sector in order to compensate for their own difficult situation. Ro-ro ship owners are different; they should be seen as permanent competitors.



Lucius Bunk, Managing Director and Founder of Auerbach Schiffahrt and Managing Director of Briese Schiffahrt

we work both counter-cyclically and cyclically. However, the purchase of new ships should, of course, ideally always take place in market phases in which the prices are low. What is important for us is to keep the average fleet age low in order to ensure that we are able to remain profitable in the long term.

**Let's talk about rate policies once more. Would your customers be understanding of higher prices, and could they afford them?**

Forwarders still earn good money. And although a few extra euros for transport still leaves business profitable for the cargo's owner, the profit centre mentality generally prevails. Sometimes people choose to accept the risk that the load may not arrive at its destination in perfect condition.

**And what could tramp ship owners do to bring about change in rates themselves?**

Unfortunately rate discipline is more difficult to achieve in tramp shipping than it is in the scheduled business. In the current market environment, often it is the final load of many to be taken on board that is poorly paid. The fewer owner-oriented interests are in play, the more ruinous the competition can become.

**What trends can you see in the development of ship sizes?**

Whilst container ships are becoming ever bigger, there is no such development among multi-purpose vessels. The load capacity for international tramp business is stable at 10,000 to 20,000 tonnes load weight. The focus is on compact and flexible types of ship, in order to meet the market's handling and loading requirements.

**And how would you rate the further development of the market?**

It's a difficult conflict situation. I am assuming that consolidation will continue and that there will be more headlines like those about Hapag-Lloyd and Hamburg Süd over the coming year. We have not yet reached the end of the crisis. Nevertheless, the oil price is currently going up, so I am expecting positive impetus for the project business. I am cautiously optimistic for the coming 12 to 24 months.

FACTS

**Briese Schiffahrt shipping group**

Founded in 1984 by Captain Roelf Briese

Field of business: Project loads and bulk goods, as well as intermodal logistics models

225 employees on land and over 2,000 at sea

120 own multi-purpose, heavy-duty, container and bulk cargo vessels, as well as operating research ships

Company headquarters: Leer, making it the biggest shipping company at the second-largest German shipping site

As part of the strategic alliance in 2016, Roelf Briese became a shareholder in Auerbach and Lucius Bunk took over operative responsibility as COO on the management board at Briese Schiffahrt.

**In terms of the market environment, how are things currently looking for break bulk?**

On the bulker market, the rates have increased considerably in recent weeks as compared with the first quarters of the year. However, this is not yet having an impact on rates on the multi-purpose vessel market. The market share for container ships in project loading and break bulk is, in any case, limited to small, heavy loads on flat racks. Overall there is enough volume for us in the project business.

**If you had to give the current business situation for project loads and break bulk a school grade, what would it be?**

Overall a solid C, if you do not only consider the fall in chartering rates. There are longer waiting times for ships and ballast voyages in our segment, but, unlike in container shipping, there are no ships out of operation. At the same time, in many cases the current rates are not sufficient to cover operating and capital costs. However, both the current situation and the future prospects are comparatively better in the multi-purpose and project business.

**At Auerbach you invested counter-cyclically. What is the situation at Briese?**

In a big company like Briese, which is active worldwide,

PHOTO: WWW.OLIVER-REETZ.COM

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

SUMMARY NEWS



**HONOUR.**

Germany's best shipping agent for 2016 comes from Schleswig-Hol-

stein: following two-and-a-half years of training at Brunsbüttel Ports. **Lena Postel** has successfully completed her qualification as a shipping agent specialising in tramp shipping with the Chamber of Industry and Commerce. To mark her outstanding achievements, in December 2016 she received an award from Federal Minister of Family Affairs Manuela Schwesig (SPD party) and Eric Schweitzer, President of the German Chamber of Industry and Commerce, in Berlin. "It was a fantastic end to my exciting training experience," says Postel, who "has always found shipping fascinating".



**ELECTION.** The head of the port of Dublin, **Eamonn O'Reilly**, is the new President of

the European Sea Ports Organisation (ESPO). The Irishman was unanimously elected for the next two years at ESPO's general meeting in Brussels in November, and succeeds Santiago Garcia-Milà, who had held the post for the previous four years. O'Reilly has been at the head of the Dublin Port Company since 2010.

## New Managing Directors for Eurogate in Bremerhaven and Hamburg

**DOUBLE CHANGE.** Peter Zielinski was Managing Director of Eurogate Container Terminal Hamburg from 1999 until 2016: he retired at the end of last year. **Wolfgang Schiemann** took over the leadership in Hamburg at the start of 2017, returning to the Elbe from the Weser after twelve years. Schiemann was Operations Manager of Eurogate Container Terminal in Hamburg between 2000 and 2004, before taking over the role of Managing Director at the container terminal in Bremerhaven in 2004. The new Managing Director at the Bremerhaven site as of 1 January 2017 is **Manuela Drews**, who was previously Operations Manager and Authorised Representative. She is also responsible for customs and sits on the board of the Bremerhaven-based Hafentunnel association.



## A breath of fresh air for the WAB network

**GIRL POWER.** **Irina Lucke**, Managing Director of EWE Offshore Service & Solutions, officially took over the role of Chair at the members' meeting of wind power network WAB in December 2016. She has replaced Klaus Meier, Managing Partner at wpd windmanager, who has taken over the role of Vice-Chair. Lucke is considered a first-class offshore expert and has been on the board of WAB since 2011. This change of leadership sees a woman take on the highest leadership position within the industry association for the first time.



## Hetterscheidt takes the helm at Saacke

**SUCCESSION.** **Bernd Hetterscheidt** became the new Managing Director of Saacke in Bremen in November 2016. The qualified engineer previously held leading roles within various companies, most recently as Managing Director with a supplier for the process industry. He succeeds Frank-Uwe Schulz, who has left the company at his own request after over eight years. Saacke is one of the world's leading manufacturers of firing technologies for industry, shipping and offshore plants.

## Peter Thomas Hansen has died

**DEPARTURE.** The German Shipowners' Association (VDR) is mourning the loss of one of its former Presidents, **Peter Thomas Hansen**. He passed away on 4 November 2016 and held the position between 1994 and 1996, succeeding Dieter Ulken (1990 to 1993). Hansen also worked as a commission member and chairman and on the VDR's Board of Directors. Hansen's successors as President of the VDR have been Frank Leonhardt (1996 to 2008), Michael Behrendt (2008 to 2014) and Captain Alfred Hartmann (since 1 January 2015).





## Captain Wegner new to Mariko

**GROWTH.** Captain **Sebastian Wegner** became the new Head of Training at the Maritime Competence Center (Mariko) in Leer in November 2016. Mariko's Managing Director Katja Baumann believes that the nautical expert will be a real addition to the team: "We have found a highly dedicated and competent training manager who, alongside his many different qualifications, demonstrates a commitment to the region."

## Heinrich stands for continuity

**ELECTION SUCCESS.** **Petra Heinrich** was re-elected as Chair at the members' meeting of Reederverein Unterelbe in November 2016. She has been at the head of the association since it was founded in May 2010. The aim of the association of ship owners, based in Stade, is to represent the interests of ship owners in the Unterelbe region and promote mutual exchange of information. The current 47 member companies manage a total of around 390 sea-going vessels in all different classes.



## ZDS unanimously elects Frank Dreeke as new President

**APPOINTMENT.** The members' meeting of association of German seaport companies, ZDS unanimously elected **Frank Dreeke**, the Chair of the Board of Management at the BLG Logistics Group, as the President of the association in November 2016. Dreeke has been part of the five-strong executive committee of the federal association since the end of 2013. "I take the responsibility of representing the multifaceted interests of the seaport and logistics economy in the north very seriously. The port operating companies are facing a range of challenges, which are best handled by addressing politicians with one voice," says Dreeke.

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# 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

From Shanghai to Munich and from break bulk to wind power – there are numerous trade fairs coming up over the next few months, many of which are not only relevant for the maritime industry in northern Germany, but also attract an international audience of experts. For example, the seaports of Lower Saxony and Bremen will be exhibiting at “Intermodal South America” in Brazil under the umbrella brand of “German Ports”.



Joint trade fair appearance under the brand of “German Ports”

 Joint trade fair appearance under the umbrella brand of German Ports

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| <b>Breakbulk China</b><br><a href="http://www.breakbulk.com">www.breakbulk.com</a> | <b>13. – 16.3.2017</b><br>Shanghai, China |
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- |   |   |
|---|---|
| <b>Intermodal South America</b><br><a href="http://www.intermodal.com.br">www.intermodal.com.br</a> | <b>4. – 6.4.2017</b><br>São Paulo, Brazil |
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| <b>Breakbulk Europe</b><br><a href="http://www.breakbulk.com">www.breakbulk.com</a> | <b>24. – 26.4.2017</b><br>Antwerp, Belgium |
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| <b>transport logistic</b><br><a href="http://www.transportlogistic.de">www.transportlogistic.de</a> | <b>9. – 12.5.2017</b><br>Munich, Germany |
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|---|---|
| <b>Offshore Wind Energy</b><br><a href="http://www.offshorewind2017.com">www.offshorewind2017.com</a> | <b>6. – 8.6.2017</b><br>London, England |
|---|---|

## Customer events

Want to get to know us better and discuss the latest market developments with experts? One good opportunity for this is “Hafen trifft Festland” (“Port meets mainland”), the joint event format of port marketing organisation Seaports of Niedersachsen and Container Terminal Wilhelmshaven JadeWeserPort-Marketinggesellschaft. Or perhaps you would like to take part in the “logistics talk” series of events organised bremenports in various regions of Germany and in neighbouring European countries.



Alongside the panel discussions, the focus of the “logistics talk” series of events is the subsequent get-together.

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| <b>logistics talk</b><br><a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a> | <b>2.3.2017</b><br>Düsseldorf, Germany |
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| <b>Hafen trifft Festland (port meets mainland)</b><br><a href="http://www.seaports.de">www.seaports.de</a> , <a href="http://www.jadeweserport.de">www.jadeweserport.de</a> | <b>23.3.2017</b><br>Dortmund, Germany |
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| <b>logistics talk</b><br><a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a> | <b>5.4.2017</b><br>tba, Germany |
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| <b>Niedersachsen-Abend (Lower Saxony evening)</b><br><a href="http://www.seaports.de">www.seaports.de</a> , <a href="http://www.jadeweserport.de">www.jadeweserport.de</a> | <b>10.5.2017</b><br>Munich, Germany |
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| <b>Bremen reception for transport logistic</b><br><a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a> | <b>11.5.2017</b><br>Munich, Germany |
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| <b>logistics talk</b><br><a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a> | <b>1.6.2017</b><br>Enns, Austria |
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## Other highlights

Professional exchange with like-minded people, the ability to present yourself in an industry environment and targeted networking – good reasons to take part in the following events.

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| <b>Cruise Europe Conference</b><br><a href="http://www.cruiseurope-conference.com">www.cruiseurope-conference.com</a> | <b>24. – 27.4.2017</b><br>Bremerhaven, Germany |
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| <b>PPI Symposium</b><br><a href="http://events.risiinfo.com/transport-symposium">events.risiinfo.com/transport-symposium</a> | <b>25. – 27.9.2017</b><br>Savannah, USA |
|--|---|



From left: Matthias Hartmann (Head of Transport Department, Dresden Chamber of Industry and Commerce), Felix Jahn (Managing Director of Seaports of Niedersachsen), Joachim Wöhlkens (Sales and Marketing Manager at DFDS Seaways in Cuxhaven), Oliver Bergk (General Manager for Sales at Eurogate), Michael Moehlmann (Head of Sales at Gesellschaft Container Terminal Wilhelmshaven JadeWeserPort-Marketing) and Tobias Rost (Project Manager at Emons-Rail-Cargo)

## Review of events

### “Port meets mainland” in Dresden

**MEETING.** Numerous representatives from the logistics and shipping sector took up the joint invitation of port marketing organisation Seaports of Niedersachsen, Container Terminal Wilhelmshaven JadeWeserPort-Marketing-gesellschaft and Dresden’s Chamber of Industry and Commerce to the third edition of the “Hafen trifft Festland” (“Port meets mainland”) event of 2016 held on 9 November in Dresden. The event’s successful concept – brief specialist presentations from port representatives, shipping company clients and logisticians on the abilities of the seaports of Lower Saxony – was met with a lot of interest among the audience in Saxony’s state capital. The organisers’ joint aim was to provide the multifaceted economy in the Dresden region with new impetus in planning its logistics chains. After all, Lower Saxony’s seaports have the potential to efficiently handle these goods flows and effectively deal with increasing sizes of ships in container transport.

### “VIA BREMEN-Fachforum Projektlogistik” in Bremen

**SUCCESS.** For two days, from 16 to 17 February, everything was about the transport of large-scale plants at the third VIA BREMEN-Fachforum Projektlogistik (specialist forum for project logistics) at Bremen’s parliament. Around 110 experts from the worlds of business, science, politics and administration engaged in exchange under the motto of “Successful project logistics – combatting challenges together”. After a welcome from Martin Günthner, Senator for Economics, Labour and Ports in Bremen, several industry experts provided extensive insights into current market developments with their presentations on the first day of the event. On the second day VIA BREMEN offered the option of an excursion for the first time. This provided an opportunity to experience project logistics live in Bremerhaven, including visiting systems for the offshore wind industry, heavy-duty handling, vehicle handling and high-and-heavy logistics. “The trend towards increasingly large and heavy plant parts and structural components means that the project logistics sector is facing increasingly big challenges,” says Günther Hörbst, Managing Director of the VIA BREMEN Foundation. “The situation is being compounded by digitalisation, a shorter time-to-market and worldwide relocation of markets and production capacities. With this in mind, this year there has been plenty of need to engage in exchange with other professionals.”



The interesting presentation given by Oliver Errichiello (2nd from r.) and Arnd Zschiesche (r.) on the topic of “brand or myth” delighted not only Robert Howe, Berit Börke and Martin Günthner (from l.), but also the numerous other guests to the “logistics talk” new year reception in the German capital.

### New year reception for “logistics talk” in Berlin

**LAUNCH.** The 2017 event calendar began on 12 January with the traditional “logistics talk” new year reception in Berlin. Around 150 guests took up the invitation from port management company bremenports and logistics firm TFG Transfracht to the Bremen state offices in the capital. Martin Günthner, Senator for Economics, Labour and Ports in Bremen, Robert Howe, Managing Director of bremenports, and Berit Börke, Managing Director of TFG Transfracht, welcomed the guests. The subsequent presentation on the topic of “brand or myth” by Oliver Errichiello and Arnd Zschiesche, both from the office for brand development (Büro für Markenentwicklung) in Hamburg, really held the guests’ interest – after all, it contained interesting tips for strategic and operative brand management.

### “FRUIT LOGISTICA” in Berlin

**JUBILEE.** Bremen’s port and logistics site has exhibited at the leading international trade fair for fruit in Berlin for the tenth time. bremenports was represented in the capital from 8 to 10 February on a joint stand shared with DAL Deutsche Afrika Linie, OHB Logistics Solutions, Heuer Logistics, Cargosoft and Fruit Insurance. “Our continuous presence at FRUIT LOGISTICA has a sound reason,” says Michael Skiba, Head of Marketing at bremenports. “Bremerhaven is the most important handling site for temperature-controlled goods in Germany. This means that the trade fair in Berlin is ideal for us to get our products and services out to a wide audience.”



All editions are also available as an e-paper in German and English. Scan the code or go to [www.bremenports.de/logisticspilot](http://www.bremenports.de/logisticspilot)

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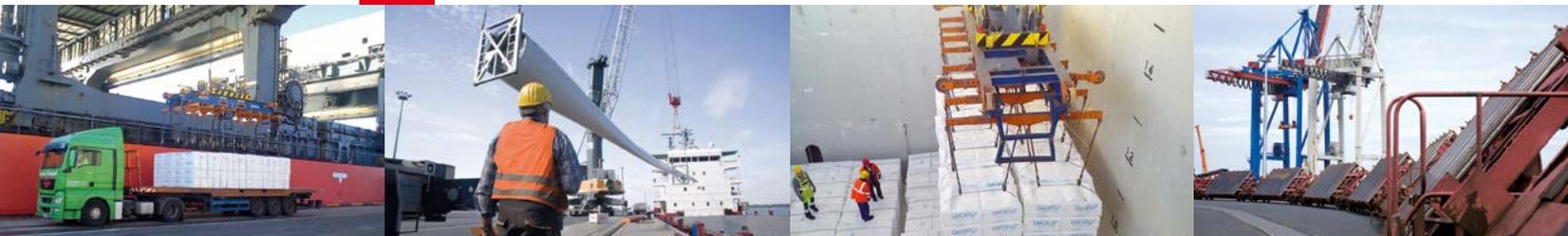
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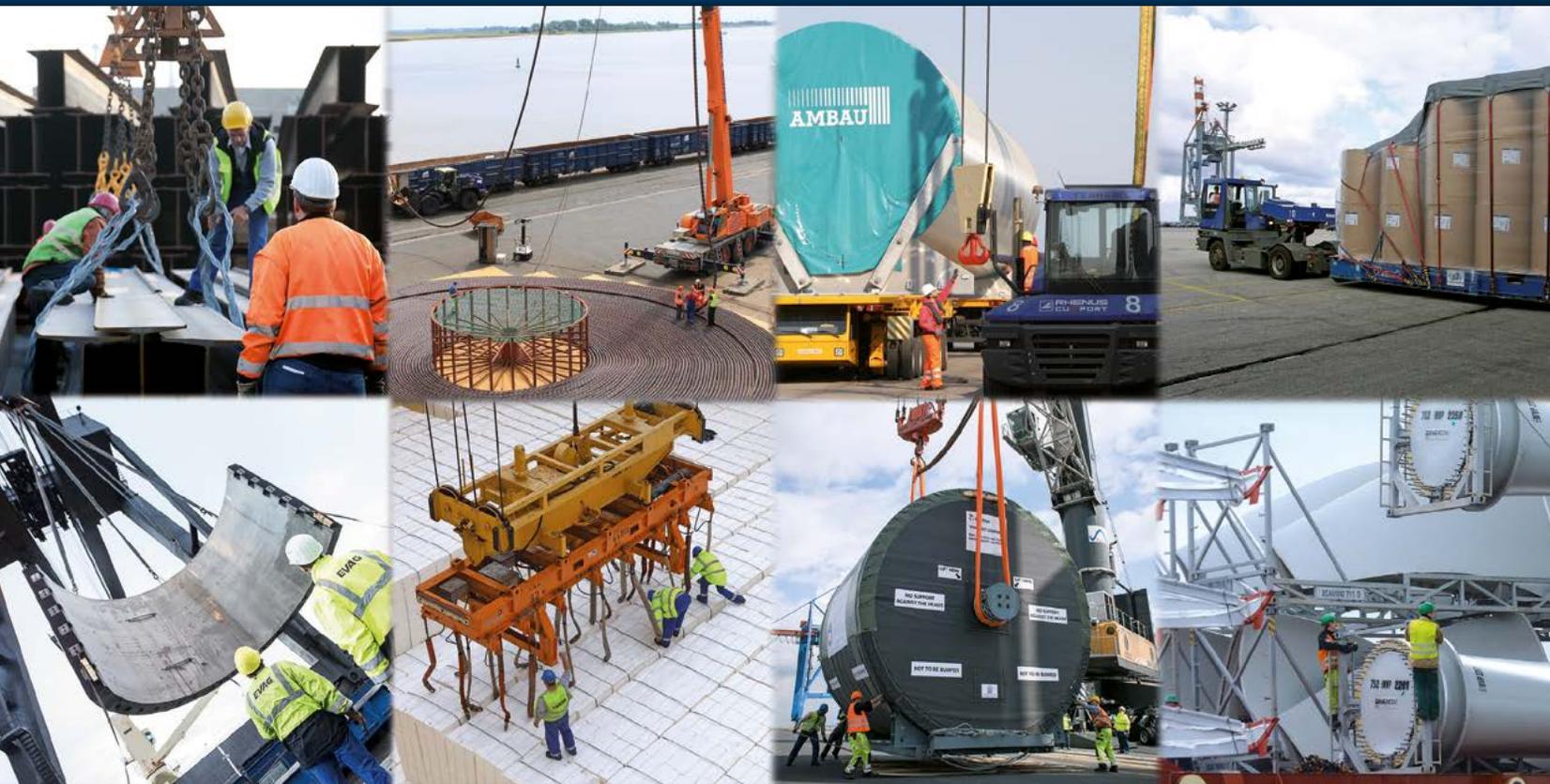


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