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GERMAN PORTS

LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics

LOADS & SOLUTIONS

Main topic: Breakbulk

Future strategies in XXL:

How companies plan to survive on the competitive breakbulk market

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Welcome to Bremen:

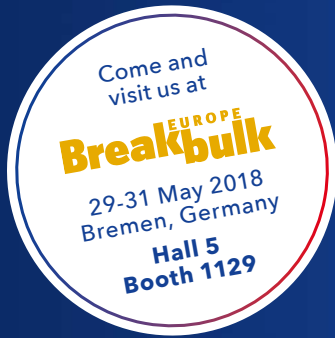
Premiere for the 'Breakbulk Europe' trade fair in the Hanseatic city

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Strength through collaboration:

Alexander Global Logistics brings project cargo experts together in one place

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'Be a good host'

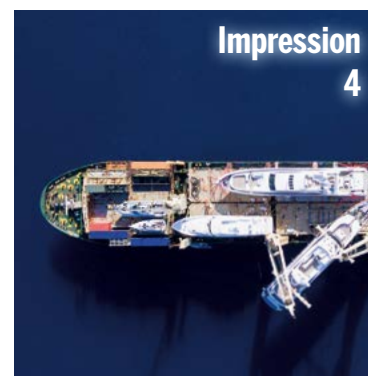
Robert Howe
Managing Director bremenports

Dear readers,

The trade fair and conference hub of Bremen has special highlights to offer this year. For instance, up to 10,000 guests from the very broad sector of transport and logistics are expected to descend on the trade fair centre at the end of May. This is because Breakbulk Europe will be setting up its trade fair stands in the Hanseatic city for the first time. This creates a wonderful opportunity to live up to the importance of the maritime sector in the state and the region, and to show the significance that breakbulk still has for everyday business in the port. After all, alongside container and vehicle handling, heavy and ultra-heavy loads that cannot be packed into containers are another mainstay of the ports in the state of Bremen. Neustadt port is particularly important, as Germany's most southerly seaport and one of the biggest terminals in Europe for piece and heavy goods. Increasing handling figures in the state of Bremen send out a clear signal that the Hanseatic city will remain an essential part of the ports of Bremen in future.

As such, breakbulk fits perfectly into the maritime profile of the state of Bremen and of the region. With successful organisation of the trade fair, we want to show the several thousand visitors that in Bremen they will find the perfect conditions for future events. Together with the partners of Messe Bremen and the tourist office (Touristikzentrale), we will be good hosts to guests from all over the world.

Yours, Robert Howe



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An aerial photograph of a cargo ship's deck. Several white yachts of varying sizes are being loaded onto the ship. A large crane is visible on the right side of the deck, lifting one of the yachts. The deck is cluttered with various equipment, containers, and structural elements. The ship's hull is green, and the water is a deep blue.

Piggyback over the seas

The list of breakbulk cargo shipped around the globe ranges from forestry and steel products, power plants and transformers, right through to yachts. Here, Rickmers-Line, part of the Zeaborn Group, is loading a 340-tonne mega yacht onto the 'Rickmers Jakarta'. In addition to that, the general cargo ship has nine further yachts on board, measuring between 11 and 50 metres in length and weighing between 16 and 340 tonnes – quite a logistical feat, as directly below the yachts are further piece goods, the discharge ports for which have to be aligned with the destination ports for the mega yachts to avoid re-stowing.



PHOTO: GEORGE GIANNAKIS FOR RICKMERS

SUMMARY NEWS

BREMEN. How can inland shipping benefit from digitisation? A project supported by the European Union is dedicated to exactly that question. The core element **#IWTS 2.0**, as the project is called, **is an innovation lab**, which will make it possible for students and young entrepreneurs to develop digital tools for inland shipping. **As part of this, bremenports is organising a competition** in which, following an induction, participants have six months to develop ideas and submit prototypes. These may cover areas such as simulation, planning and monitoring tools, data analysis and controlling applications, or intelligent information systems.

BREMERHAVEN. Following extensive **conversion work at German Dry Docks (GDD)** in Bremerhaven, the **Baltic Sea ferry 'Peter Pan'** has returned to its scheduled service between Travemünde and Trelleborg. Among other changes, the ship, owned by shipping company TT-Line, has been extended by 30 metres to 220 metres in order to increase its capacity to 3,000 loading metres. To achieve this, the ro-pax ferry was cut in two and a 30 metre-long section was inserted. On top of that, GDD gave 'Peter Pan' a streamlined, fuel-efficient bulbous bow.



Nordfrost expands its refrigeration options

WILHELMSHAVEN. Nordfrost put its frozen goods warehouse in the JadeWeserPort freight village into operation in January. The frozen logistics provider, based in Schortens, took just ten months to create the building, which offers 35,000 pallet bays. At the opening, Nordfrost also announced that it was already planning a second stage of construction in Wilhelmshaven due to the high utilisation rate. **The construction of a 35 metre-tall fully auto-mated high bay warehouse, connected directly to the new cold store, is apparently to be expected this year.**

Together with the fresh goods warehouse, set up five years ago, and the new frozen goods warehouse, the total capacity of the Nordfrost seaport terminal for temperature-controlled products would then reach as many as 100,000 pallet bays from the end of next year. On top of this, at the start of the year Nordfrost acquired the company Schütten & Lemmerholz, which is already operating successfully on the market under the name 'Kühlhaus Düsseldorf' and runs two cold stores in Neuss. Nordfrost states that the acquisition will increase the company's total freight volume by eight per cent.

170 additional jobs at BLG AutoTerminal

BREMERHAVEN. In January BLG AutoTerminal Bremerhaven and BLG LOGISTICS announced plans to hire up to 170 employees for the Auto-Terminal this year – around 100 of which will be on **a newly agreed part-time model with family and childcare-friendly shift times** and a shift duration of six hours. Udo Klöpping, HR Manager at BLG LOGISTICS: 'This agreement will allow us to create jobs in the port that are particularly attractive to women, and increase the number of women in the workforce.'



L.I.T. grows after Kieserling takeover

BRAKE/BREMEN. At the start of the year, L.I.T. took over shares in the corporate group Compass Logistics International (CLI). This includes Bremen-based forwarding company Kieserling and Kieserling Personallogistik. With 1,000 lorries, 2,000 swap bodies and 700 trailers, L.I.T. is one of Germany's market leaders in the complete load sector. **Thanks to the takeover, the Brake-based group claims that it is growing by around 800 to 2,400 employees,** with turnover increasing from 251.4 million euros in 2016 to over 300 million euros.



BLG operates new distribution centre for IKEA

ELSDORF. BLG LOGISTICS celebrated the laying of the foundation stone for its new distribution centre in Elsdorf on 18 December. From there, the logistics provider will be supplying goods to IKEA stores all over northern Germany from autumn 2018. **In the warehouse, comprising over 36,000 bays, around 110 employees will be picking and dispatching products from the areas of Hamburg, Kiel, Lübeck, Bremerhaven, Bremen and Oldenburg.** BLG has been working for IKEA since 1997 and, with the distribution centre in Erfurt, runs one of the biggest warehouse sites in the customer's worldwide network. With its direct motorway link and central location between Hamburg and Bremen, Elsdorf offers ideal conditions for rapid delivery in the region.



Handling of sea freight in the ports of Lower Saxony sees double-digit growth

OLDENBURG. With a total of approx. **53.4 million tonnes of sea freight handled**, in 2017 the nine ports of Lower Saxony recorded an increase of 10 per cent on the previous year (2016: 48.6 million tonnes). **This figure means that Brake, Cuxhaven, Emden, Leer, Nordenham, Oldenburg, Papenburg, Stade and Wilhelmshaven have even managed to beat the outstanding result of 52 million tonnes achieved in 2015.** The growth is based on increased volumes of both general cargo and bulk goods. The handling of new vehicles, containers, coal, crude oil and mineral oil products has shown particularly positive development. With approx. 12.82 million tonnes in 2017, this represents growth of 13 per cent from the previous year (2016: 11.39 million tonnes) with regard to general cargo handled by sea. Handling of containers in Wilhelmshaven (up 15 per cent to 554,449 TEU) and new vehicle handling in Emden and Cuxhaven made a considerable contribution towards this. New vehicle handling in Lower Saxony reached a new record value, at 1,923,432 million units.

Innovative port marketing with town musicians and full sails

BREMEN/BREMERHAVEN. The ports of Bremen will be stepping out under a new umbrella brand in future. In February, port company bremenports presented a comprehensive concept for port marketing to the port committee on behalf of the Senator for Economics, Labour and Ports. This concept foresees the ports of Bremen presenting itself in a visually impressive way with town musicians and tall ships. **'By taking on this brand architecture, the port and logistics sector is slotting in with its general public appearance within the brand family of Bremen and Bremerhaven.** I am delighted

that this suggestion from bremenports has met with such a good reception among the port sector,' says Martin Günthner, Senator for Economics, Labour and Ports. Over recent years, VIA BREMEN has – as a company-

BREMEN in 2018, bremenports was tasked with developing a new concept. 'Successful port marketing requires close and trust-based interaction between all players at a site,' highlighted bremenports' Managing Director, Robert Howe. With this in mind, a marketing committee is to supervise the marketing activities brought together at bremenports. This will



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neutral coordination and communication platform – taken on an independent role as an umbrella brand for marketing. However, after the Board of Trustees and the Executive Board of the VIA BREMEN Foundation unanimously agreed to cease the operative activities of VIA

include representatives of SWAH, BHV, ISH, BIS Bremerhaven and WfB Bremen, as well as Professor Dr. Christoph Burmann of the Institute for Innovative Brand Management at the University of Bremen, an external marketing expert.

SUMMARY NEWS

BREMEN. After opening branches in the USA and Asia, Bremen-based international logistics provider **Leschaco Group** has recently been strengthening its presence in Europe – with **offices in Paris and Valencia**. ‘France and Spain are two of Europe’s growth markets in logistics, and offer a lot of potential,’ explains Jörg Conrad, Owner and CEO of the Leschaco Group. ‘In light of this, increasing our presence there is a decisive step in our global expansion strategy.’

LEER. **Fehn Ship Management** has been taking part in an international programme run by the World Ports Climate Initiative (WPCI) to **reduce greenhouse gas emissions** since the start of the year. According to information from the Leer-based shipping company, all ships that take part in this voluntary project must give the specifications for their machinery, fuel consumption, type of fuel used and routes covered. This data is used to calculate the emissions, and the ship is given an Environmental Ship Index (ESI). The better the ESI, the more benefits the ports involved in the initiative offer the shipping companies – from discounts on port fees through to free use of harbour pilots.

Volkswagen Group sets up shop at JadeWeserPort

WILHELMSHAVEN. As of 2019, vehicle parts for the Volkswagen Group will be packaged and prepared for transport to countries such as Mexico, China and the USA at JadeWeserPort. The new packaging centre is the automotive manufacturer’s reaction to increasing demand for vehicles overseas. Because this development means that more vehicle parts, such as headlights, auto systems and steering wheels, also have to be exported for local production, Volkswagen has opted to set up a new logistics site at JadeWeserPort. According to the Group,

the construction project is to be completed in the form of four halls on a 100,000 m² plot.

‘We are proud and delighted with the decision of Volkswagen Konzernlogistik to set up a packaging centre for vehicle parts at Germany’s only deep-water container port in Wilhelmshaven. This decision is a milestone, and a good foundation to give a considerable developmental boost to the port and to Wilhelmshaven freight village,’ says Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort Marketing.



MCN finds expert group on ‘maritime safety’

ROSTOCK. Maritime Cluster Northern Germany (MCN) has founded a new expert group for maritime safety, which began its work in March – **with the aim of identifying key issues in maritime safety and initiating innovative projects**. The group complements the existing programmes run by other institutions and associations to ensure cross-industry networking. The inaugural meeting and the election of the group’s chair took place at the start of the year during MCN’s ‘Maritime Sicherheit’ (‘Maritime safety’) event in Rostock.



Annual record in automobile handling topped

EMDEN. The port of Emden handled more cars than ever before in 2017. The **1.45 million new cars** imported and exported via the site mean 40,000 more cars than in the previous record-breaking year of 2015. Last year, Autoport Emden registered 620,000 exported and 340,000 imported vehicles, as well as 490,000 new vehicles handled by EVAG for the UK. And Manfred de Vries, Managing Director of Autoport Emden, is confident that the 1.5 million mark will be reached this year.



Six new gantry cranes for NTB

BREMERHAVEN. Three new Liebherr gantry cranes have been in use on the premises of North Sea Terminal Bremerhaven (NTB) since the start of March. They each weigh around 2,225 tonnes (including ballast and spreader), are 135 metres in height and can span 73 metres on the waterside.

This allows them to load and unload even the largest container ships in the world.

Three further cranes of this type are to be ready to go on the quay in May of this year. All six gantry cranes were delivered in individual parts from Ireland, assembled in the terminal hinterland, and transported to the quay by heavy-duty vehicle. There they will undergo a final test run.



Diversification in food handling

BREMERHAVEN. Not long after the loss of banana handling for Chiquita, **Heuer Logistics** has reported the **acquisition of a new customer, Dewin**. The Chinese firm, based in Bremen, specialises in import of high-quality health products, and has been utilising the expertise of Heuer Logistics in import handling and storage of natural honey in drums since January. 'The new business is a double success for our state as the contact came about through Wirtschaftsförderung Bremen (Bremen's economic development agency),' says Jan Zobel, Head of Forwarding at Heuer Logistics. In addition, his company recently began handling imports of unrefined sugar from South America and Asia for a German customer.



Cuxport strengthens its position in automotive logistics

CUXHAVEN. Port operator Cuxport extended its contracts with a premium automotive manufacturer for the storage and handling of new vehicles in Cuxhaven on 1 January 2018. LOGISTICS PILOT's research shows that this customer is BMW. **One key factor is believed to be the seaport's good connections, with daily departures to Immingham in the UK and weekly departures to Southampton, as well as to ports in Sweden and Denmark.** The new vehicles arrive by train from production facilities in eastern and southern Germany, as well as Austria, and are destined for the British and Scandinavian markets. The transport is covered by shipping companies UECC, DFDS and KESS.



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SUMMARY NEWS

CUXHAVEN. The ro-ro vessel **'ML Frejya'** – used for a scheduled service between Harwich in England, Cuxhaven, Paldiski in Estonia and Turku in Finland – moored in Cuxhaven for the first time at the end of December 2017. **Along with this first visit, the shipping company Mann Lines celebrated its 25th year of this service**, which it has been operating since 1992. The 191 metre-long **'ML Frejya'** is used to ship new vehicles from Austria and southern Germany, as well as rolltrailers with breakbulk, project cargo, construction machinery and other loads on wheels.

BREMEN. Under the leadership of Bremen's **Senator for Economics, Martin Günthner**, a 15-person delegation of **representatives from the worlds of business and science visited the southern Vietnamese metropolis of Ho Chi Minh City** in January. The visit was organised for the opening of another foreign office of WFB Wirtschaftsförderung Bremen, Bremen's economic development agency. Alongside the official reception for the opening of the office, the delegation participated in numerous meetings with local companies and economic development institutes. Their aim? To develop networks, create contacts for the visitors from Bremen's economy, and raise awareness of Bremen as a site and source of business partners.



50 years on: a global port

BREMERHAVEN. Bremerhaven began its rise as a container port 50 years ago when, on 10 February 1968, Senator for Ports Dr. Georg Borttscheller drove a crawler excavator to the north of the Nordschleuse, symbolically launching the construction of the container terminal. After a difficult start in the early years and a total of six stages of expansion, the port facility now has around five kilometres of quay and over three million square metres of installation and circulation space. It offers 14 berths for large container ships and 90 connections for refrigerated

containers. Operations have been taken over by firms working closely with one another. North Sea Terminal Bremerhaven (NTB) works in the north, the middle section is operated by EUROGATE, and MSC Gate takes care of the south of the facility.

Over recent years, an average of around 5.5 million TEU have been handled at the container terminal each year. According to a recent ranking from Lloyds List, this makes Bremerhaven the number four container port in Europe, and number 26 in the world. The photos show the port today and 50 years ago.



Collaboration in ship management

DUISBURG/HAREN. Rhenus Maritime Services (RMS), based in Duisburg, and Wessels Reederei, located in Haren on the river Ems, are entering into an intensive collaboration. The aim is to bring the technical management of the RMS fleet, which currently comprises 15 coasters, under the umbrella of Wessels Reederei in the near future. That is what the partners announced in February. 'In the highly competitive business of short sea shipping, we are hoping that this collaboration will bring further financial benefits for our two shipping companies,' said Ralf Uebachs, Managing Director of Rhenus Maritime Services.

EUROGATE's handling remains stable

BREMEN. Despite numerous changes in shipping company consortiums, the EUROGATE Group managed to keep its container handling volume more or less stable in 2017. As the company announced at the end of January, **there were 14.4 million TEU handled at twelve sites in and around Europe last year** (2016: 14.6 million TEU). 'Bremerhaven and Wilhelmshaven have clearly benefitted from the realignment of the shipping alliances. Although 2017 was a good year, the results have shown that it has become more difficult to sustainably achieve positive results and maintain our market position,' summarised Michael Blach, Chairman of the EUROGATE Group Management Board.



Enormous sextet complete since March

WILHELMSHAVEN. The 'OOCL Scandinavia' and the 'OOCL Indonesia', the last two **21,413 TEU freighters in the 'G class', moored in JadeWeserPort** in January and March. All six units in this series are considered the biggest container ships in the world, and were constructed at Korean shipyard Samsung Heavy Industries. They will be running on the LL1 service between northern Europe and East Asia – with Wilhelmshaven being the only German site. Sister vessels 'OOCL Hong Kong' (photo), 'OOCL Germany', 'OOCL Japan' and 'OOCL United Kingdom' unloaded their goods or took on new loads bound for Asia in Wilhelmshaven for the first time last year.



LNG terminal: singing from the same hymn sheet

WILHELMSHAVEN. In February, the Managing Director of Wilhelmshaven's port association (WHV e. V.) invited Lower Saxony's Minister for the Environment and Energy, Olaf Lies, to an exchange of ideas. Following this, Lies announced that the potential analysis initiated by WHV e. V. and entitled 'LNG infrastructure on the German North Sea coast, considering especially suitable sites' formed a perfect basis for taking a structured and coordinated approach to **implementing Germany's first LNG terminal.** In addition, all of the participants in the discussion advocated the creation of an office for LNG infrastructure in Lower Saxony, **with the aim of ensuring implementation in Wilhelmshaven.**



'Port group has maintained a stable position on the market'

BREMEN/BREMERHAVEN. A considerable increase in vehicle handling, a slight increase in container handling and a small decrease in total handling: that was the outcome for the ports of Bremen in 2017. 'Our port group has maintained a stable position on the market,' summarises Bremen's Senator for Economics, Labour and Ports, Martin Günthner. In particular, he highlighted the strong result in vehicle handling: **2.3 million vehicles passed through the car terminal in Bremerhaven in 2017, meaning an increase of over 11 per cent** as compared with 2016. Container handling increased by 0.5 per cent to 5.514 million TEU, and bulk goods handling decreased by 5.3 per cent to 9.5 million tonnes.

Seaports of Niedersachsen are the experts in breakbulk and project cargo

LOWER SAXONY. Almost 4 million tonnes of 'real' breakbulk loads are handled at the seaports of Lower Saxony each year – and this figure is on the rise. With this in mind, **the Lower Saxony seaports of Brake, Cuxhaven, Emden, Leer, Nordenham, Oldenburg, Papenburg, Stade and Wilhelmshaven will once again be exhibiting at the 'Breakbulk Europe' trade fair, taking place in Bremen in May** – with their portfolio of logistics services for bulky piece goods, project cargo and large components. 'Since it began, Breakbulk Europe has been an integral part of our event planning, as it allows us to meet a large number of customers and partners

within a short space of time and discuss new services at our seaports, as well as current developments on the market. We are particularly delighted that once again this year important ship owner customers of our seaports will be using the stand as well, giving all those involved even greater added value,' explains Inke Onnen-Lübben, Managing Director of Seaports of Niedersachsen, which, as a marketing company, is organising the trade fair stand at 'Breakbulk Europe'. Thanks to their large heavy-duty load areas, their modern specialist equipment for handling long, heavy and sensitive goods, and their hall capacity for assembly and storage close to the quay, the ports of Lower Saxony have

numerous locational benefits to offer. Added to this are their excellent accessibility via road, rail and waterway, as well as many years of experience handling breakbulk and project cargo.



Future strategies in

X





Project and heavy load shipping remains highly competitive – that is one thing that the experts agree on. However, whilst some advocate extensive realignment of the market, others have already implemented measures to ensure that they continue to be well placed when it comes to handling breakbulk loads in future.

Olve Meyer believes that consolidation in the sector will continue, and that the fleet could lose its competitiveness. However, Meyer is not a pessimistic observer, but Managing Director of the Bremen-based Zeaborn Group. He knows what he is talking about, as his company has become a market leader in project and heavy goods shipping within the space of five years, taking over several companies with expertise in both heavy-duty and container shipping. These include E.R. Schiffahrt, Rickmers-Line, Nordana, IMM Shipping, EMS ConBulk and Rickmers Shipmanagement. With a fleet of around 165 ships in technical management and a multi-purpose fleet of around 40 ships, according to 'Toepfer Transport's Multipurpose Shipping Report', Zeaborn currently sits in sixth place in the international project and heavy-duty shipping rankings.

'The original contracts with unlimited terms came from financing via ship funds, and are no longer market-compliant. This means that in the long term they will be untenable for operators,' says Meyer, taking a critical view of the future. He believes that the same applies to the current definition of management, as well as to technical and financial reporting. The resulting new, higher requirements may – he suspects – only be able to be met by a handful of small and medium-sized shipping companies. 'A change in the business model will involve significant investment, and requires a minimum fleet size of 100 ships to be able to achieve an appropriate level of efficiency and profitability,' he reasons. ■■■



Breakbulk loads are bulky piece goods of different types. These may be giant pipes for the gas and crude oil industry ...



... or project cargoes, like these trains, each weighing over 38 tonnes. They were recently handled in Bremerhaven.

Performance guarantees wanted

At the same time, Meyer paints a sobering picture of the competitiveness of the around 450 ships that currently make up the international fleet in the multi-purpose and project segment: 'I fear that 360 of the ships are based on either an unstable credit relationship and/or limited liquidity.' In addition, he criticises the technical condition of many multi-purpose units, highlighting the lack of water-tightness of hatch covers, as well as problems with the main engines and crane wires. All of these, he says, are consequences of maintenance deficiencies due to long-standing financial difficulties for shipping companies. However, Meyer believes that many of these ships are going to gain new owners in the near future: 'These investors have high demands on transparency and reporting – requirements that a shipping company of the past cannot meet. The same applies to requirements for the charterer. The operator of tomorrow will have to have a strong balance sheet, and must be able to provide performance guarantees to its customers.' The key things here are safeguarding the ship and the load, particularly in terms of avoiding the risk of ship insolvency and the resulting stoppages.

In this changing market, all indicators are pointing towards change at Zeaborn, too. Following takeovers last year, Meyer is currently in the process of reorganising the administrative and operative units within the group. 'Our aim with the new organisational structure is to facilitate and accelerate further growth and seamless integration

of further tonnage and companies,' says Meyer. 'In light of this, we are, of course, open to further takeovers – if they make sense for our range of services and fit within the group.'

Joining forces for more success

'After several meagre years, the breakbulk business is going to liven up again in the course of this year,' believes Sven Riekers, Head of Sales for Breakbulk Activities at BLG LOGISTICS GROUP. He believes that the key factors here are the constantly increasing prices of crude oil and raw materials, as well as positive economic figures from the USA. In order to be able to continue to survive on the breakbulk market, BLG reorganised last year. Since then, the three individual firms of BLG Cargo, BLG AutoTerminal and BLG WindEnergy have been working together in the breakbulk sector. 'Before, everyone pretty much worked alone. The organisational merger means that we are able to offer our customers more solutions than before,' says Riekers, describing a principal benefit of this strategy.

How an efficient collaboration works is demonstrated by a current assembly project for a major industrial firm that BLG Cargo from Bremen is handling on the premises of BLG AutoTerminal in Bremerhaven under the leadership of BLG WindEnergy. The assembly of two crusher houses needed for the pre-treatment of iron ore has been ongoing at ABC-Halbinsel in Bremerhaven since February. In August, the 1,100 and 1,600 tonne parts are to be loaded onto a pure deck car-

PHOTOS: BERND LANGER – BREMENPORTS, BLG



A key characteristic of breakbulk is that, due to their size, weight or dimensions, the goods do not fit in a container.

rier and shipped to Canada. BLG LOGISTICS GROUP is providing the necessary space for the large-scale project, as well as organising numerous additional services – from steel structure supply by ship and lorry, to the provision of cranes, office containers and enclosures.

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However, this is not the only project that the three partners have already successfully completed together: around 70 underground trains for the Metro in Riyadh were recently loaded into Mafi trailers in Bremerhaven and transported to Saudi Arabia by ship. These trains were each made up of two individual waggons, weighing over 38 tonnes. German wind turbine manufacturer Enercon has been making use of BLG's handling expertise for a good two years, this time from Neustadt port. 'The port's good geographical location offers Enercon the op-

portunity to quickly get components to its construction sites in Germany, or export them to its factories abroad,' says Riekers. Last but not least, large modules for gas production in Russia, each weighing over 200 tonnes, are currently being assembled for Linde AG in the Neustadt port. This assignment for BLG will be running until 2021.

Popular port instead of dilapidated roads

'The dilapidated road infrastructure in Germany is making the transport of heavy goods increasingly difficult. For that reason, more and more customers are looking towards the ports, using the space there for their production,' says Riekers, outlining one of the current developments in the breakbulk business. This is where BLG comes into play with its range of services, meaning that the customer has nothing else to think about other than assembly. He says that a total of around 1.3 million tonnes of breakbulk were handled in Bremen and Bremerhaven in 2017. This means growth of around 20 or 7 per cent as compared with 2016. In Bremen it was primarily steel and forestry products that passed through, whereas in Bremerhaven it was all types of self-driving or movable units.



Around 150,000 cubic metres of sand were transported away in 10,000 lorry loads for the infrastructure work at berth 4 in Cuxhaven.

Playing with the big boys

In Cuxhaven, too, efforts are ongoing to be able to keep up with the larger breakbulk ports in future. One contribution to this will be the new berth 4 (LP 4), which NPorts says will be opened in September of this year. Following the timely completion of infrastructure work in December 2017, Cuxport is currently implementing the suprastructures. This includes paving and installing lighting. The project will give the site 290 metres of additional quay walls, including four heavy goods sections, each with a ground load of 20 tonnes per square metre, for the positioning of crawler cranes. The new terminal area will be 85,000 square metres. The draught by the pier is 15 metres.

‘We want to utilise LP4 as part of our multi-purpose strategy, gradually expanding our breakbulk activities,’ says Roland Schneider, Head of Sales at Cuxport. He explains that the focus is on shipping companies that work in the worldwide breakbulk business, not just short-sea transport. ‘We have already demonstrated several times that we are able to handle large and heavy goods with the arrival of Siemens and the handling of large components for the wind power sector. And we will soon have even

more space available,’ says Schneider. The latter is particularly important because in the recent past the available operational area in Cuxhaven was often put under pressure with the handling and storage of vehicles, containers, heavy loads and project cargoes, as well as various steel and forestry products.

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‘Heavy’ must be done without a hitch

According to Jörg Kaplan, Divisional Manager at J. MÜLLER Stahl + Projekt Terminal, several thousand large components are handled via Brake each year. These include cranes, railway vehicles, industrial presses and, in particular, large components for wind power plants. He sees the extensive heavy load areas and the many lifting options for final assembly of plants as key advantages of the site.

PHOTOS: HERO LANG, J. MÜLLER BRAKE



J. MÜLLER Stahl + Projekt Terminal in Brake has the necessary port infrastructure and special equipment to stand out on the breakbulk market.

'In addition, accessibility by road and water is another tick in the box for Brake,' adds Kaplan. 'This means that special transport runs, such as rotor blades for wind turbines, which can be up to 70 metres long, can be done on a special heavy load route from and to Brake without a

police escort, which leads to a high level of reliability.' In addition, with its fleet of inland vessels, J. MÜLLER Stahl + Projekt Terminal often takes on transport of large and heavy general cargo. 'Customers demand that the transport and handling of heavy pieces weighing 100 tonnes or more go as swiftly and easily as for goods of a normal weight,' says Kaplan, outlining a development corroborated by numerous other market participants. However, it is not only project loads that are handled in Brake. In the breakbulk sector, J. MÜLLER Stahl + Projekt Terminal has specialised in port logistics for forestry products, such as cellulose, paper and wood, as well as iron and steel. 'We are not mainstream, but we are strong in our niche areas. Our port infrastructure is designed for this, and ■■■

J. MÜLLER



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■ ■ ■ we have special equipment for it. After all, breakbulk goods, such as pipes or sheet metal, are very valuable goods,' explains Kaplan. With this strategy, J. MÜLLER Stahl + Projekt Terminal managed to hold its position as the big-

becoming increasingly attractive for iron and steel products. 'We are expecting promising development for 2018,' says Kaplan, optimistically.

'Breakbulk Europe' firmly in the sights

In a survey conducted by corporate consultancy Pro-Log Innovation during 'Fachforum Projektlogistik' in Bremen in January, the majority of experts have a similarly positive view of the future: 59 per cent rated the breakbulk and project logistics market as 'strong', with 33 per cent rating it as 'very strong'. The biggest challenges foreseen for this year were the issues of cost pressure and digitisation, as well as the problem of finding suitable specialists. Over 70 per cent of participants believed that over the next ten years digitisation would alter the business to a greater or lesser extent. Those present were convinced of both increasing use of digital options and of the importance of the 'Breakbulk Europe' trade fair, which will take place in Bremen for the first time from 29 to 31 May: 76 per cent said that they definitely planned to attend. (bre)

ADVERTISEMENT



gest German import port against the strong competition from the western ports in the field of cellulose once again in 2017. Kaplan believes that the trend of shifting production facilities for cellulose to South America will continue, meaning that flows of goods from there to supply the European market should also increase. In timber handling, he states that there have been regular shipments from Brake to the east coast of North America since mid-2017 – with volumes constantly growing. This route is apparently also

On the right track

Bundesfachgruppe Schwertransporte und Kranarbeiten (the federal working group for heavy-duty transport and crane work, BSK) is fighting for the time taken to approve heavy-duty transport in Germany to be shortened. Success: the state of Bremen has increased the number of staff at the office for roads and transport considerably. The local authority for Lower Saxony advertised ten positions, and has already filled some of them.

'Due to the extreme starting situation last year – processing times of up to eight weeks per application – BSK launched two joint initiatives. The first goal – bringing the approval process back down to a reasonable period of 14 working days – was achieved by the end of last year. Politicians have generally reacted openly to the initiatives' suggestions and, where necessary, implemented the corresponding solutions to sustainably increase numbers of staff. The necessity of improved training of office staff was confirmed in personal discussions, and improvements were outlined. The decisions made by the transport ministers'



conference are being followed up with a special state working group; initial results are expected soon. The effects of the new administrative provisions may not be able to be fully and properly assessed, as they have not really been implemented yet.'

Wolfgang Draaf,
Principal Managing Director of BSK

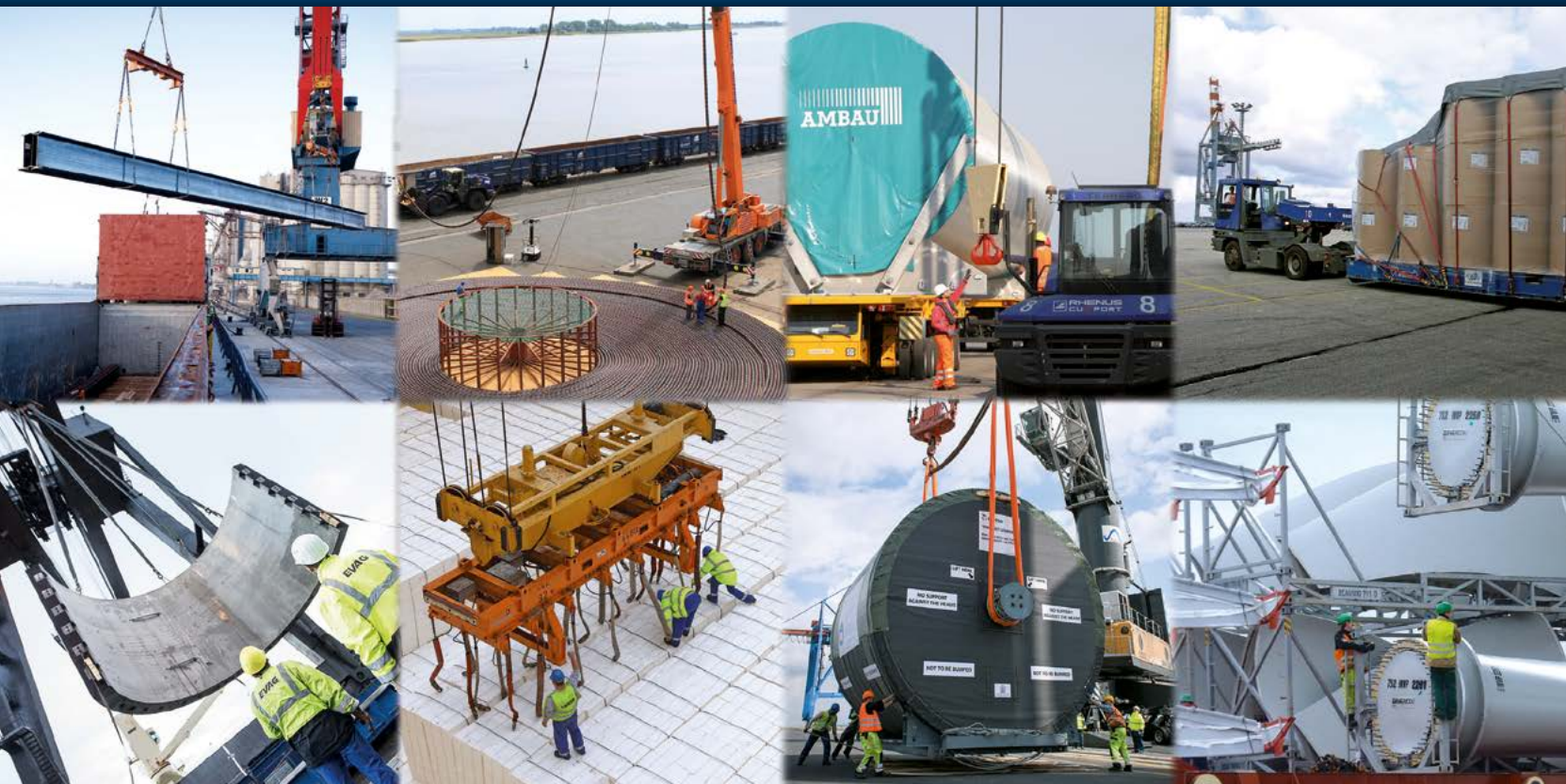
'Unternehmervverbände Niedersachsen (Lower Saxony business associations, UVN) have devoted themselves to the issues of decreasing bureaucracy and speeding up approval processes. We do, of course, also support projects such as the initiative to improve approval procedures launched by BSK. Matters such as important underground cabling also have a role to play here. After all, the transportation of these cables is also heavy-duty transport. Approval times of over five weeks are the rule. That makes the



business a gamble, especially for time-critical companies. We welcome every step towards quicker and easier approval processes, so that companies can do what they do.'

Volker Müller,
Principal Managing Director of UVN

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Welcome to Bremen

In Bremen, three committed partners recently came together to write history – by bringing ‘Breakbulk Europe’ to the Hanseatic city for the first time.

From 29 to 31 May, ‘Breakbulk Europe’, the world’s biggest event in the breakbulk community, will celebrate its debut in Germany – in Bremen. This is thanks to port management company bremenports, Messe Bremen and Bremen’s tourism association (BTZ). With their jointly developed event concept, last year they managed to convince British trade fair organiser Breakbulk Events & Media, a company of the ITE Group, to give the Hanseatic city the contract for the

specialist international trade fair. From its premiere in 2006 up until last year, the event was firmly bound to the site of Antwerp. However, the trade fair grounds there are unavailable due to renovation work – an opportunity that the Bremen-based partners used to their advantage with an attractive offer. After the successful acquisition in April 2017, bremenports’ Managing Director Robert Howe highlighted: ‘This is a great success, and is down to the joint efforts of all three partners. ‘Breakbulk Europe’

brings in everyone who's anyone in international general cargo and heavy goods logistics. Bremen impressed with its optimum conditions.' These are highlighted by Andreas Marquardt, Head of Sales at Messe Bremen: 'Above all, it was our all-round package of logistical expertise, an internationally recognised trade fair site and the maritime flair that won the Brits over.' He already sees the three-day trade fair in May 'as an international poster for the site, as it will bring numerous international guests to the city and the surrounding area.' He highlights that Bremen particularly stood out because of its short routes and modern, flexible exhibition site, which provide the best conditions for events of this type.

Second biggest handling site in Europe

Michael Skiba, Head of Marketing at bremenports, looks at the event from the point of view of the maritime expert: 'We have three ports in the region that make the ports of Bremen the second most important handling site in Europe for general cargo and heavy loads, after Antwerp. These are Neustadt port and the Industriehafen in Bremen, as well as the high-and-heavy facilities in Bremerhaven. A total of around four million tonnes of breakbulk loads were handled at these sites in 2016 – plus cars on top of that, particularly in Bremerhaven.'



With its central location, Messe Bremen is the ideal site for 'Breakbulk Europe', which will take place in halls 4, 5 and 6.

The trade fair site in Bremen also delivers impressive figures. 20,000 square metres of space have apparently already been rented for the event. That is around 4,000 more than last year in Antwerp. In addition, the organiser also has the option of using a further 5,000 square metres if required. 'The conditions in Bremen are perfect for such an event, and can withstand any competition,' says Skiba, highlighting the region's range of services. As part of its trade fair activities, bremenports will be represented on site with a 192 m² joint stand for which 30 companies from throughout the transport sector ■■■

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At the end of May, everyone who is anyone in international general cargo and heavy goods logistics will meet in Bremen. The organisers are expecting up to 11,000 visitors.

■■■ in Bremen and Bremerhaven have already signed up – from terminal operators and forwarders, to stevedoring companies and IT service providers (see overview).

Good hotels and attractive locations

Andrea Hess, Team Manager at BTZ Bremen Convention Bureau, believes that Bremen offers clear locational advantages thanks to its centrally located trade fair and conference centre, which has plenty of parking and, above all, a large selection of hotels reachable on foot. Added to this are many attractive venues and options for individual evening events. 'We also have excellent links to the airport and a well established motorway and railway network, which connects our guests quickly and easily with ma-

jor German and European cities,' she says, summarising further benefits of the site. She believes that a key factor in being able to bring 'Breakbulk Europe' to Bremen was the fact 'that bremenports, Messe Bremen and BTZ Bremen Convention Bureau have always acted as a joint, very committed team – and will continue to do so.'

Over the past eleven years, 'Breakbulk Europe' has become a real visitor magnet. For example, the number of visitors grew from just over 800 in 2006 to over 7,600 in 2017. Within the same period, the number of exhibitors increased from 46 to around 350. The latter represented a total of nine nations in 2006; last year the figure was over 100 countries. In Bremen, Skiba is expecting 7,500 to 11,000 specialist visitors from all over the world, and hopes that this will give a boost to the regional economy. Accord-

PHOTOS: MESSE BREMEN AND BTZ, BERND LANGER – BREMENPORTS

Co-exhibitors on bremenports' joint stand at "Breakbulk Europe"

- | | | |
|---|---------------------------------------|--|
| • Atermann König & Pavenstedt | • CHS Container Handel | • Heuer Logistics |
| • Alexander Global Logistics | • D. Heinrichs Stauereibetrieb | • Ipsen Logistics |
| • ATS International Projects Europe | • dbh Logistics IT | • LogDynamics |
| • Battermann & Tillery | • DVV Media Group | • Menzell & Döhle |
| • Bremische Hafenvertretung e. V. (BHV) | • EUROGATE | • PTS Logistics |
| • BIS Bremerhavener Gesellschaft für Investitionsförderung und Stadtentwicklung | • Friedrich Tiemann & Sohn | • SEKO Logistics |
| • BLG LOGISTICS GROUP | • Hafenstauerei Kpt. Wilhelm Schultze | • Share Shipping Agency (Bremen) |
| • CargoSoft | • Hansakai Umschlagbetriebe | • W & F Franke Schwerlast Internationale Spedition |
| • Carl Gluud | • Hansa Meyer Global Holding | • Bremeninvest |
| • Carl Ungewitter Trinidad Lake Asphalt | • HBH Logistics | c/o WFB Wirtschaftsförderung |
| | • Hermann Runge | |

Due to their dimensions, weight or volume, many breakbulk projects cannot be processed in the standard manner. As such, despite all of the technology available, individual solutions and extensive specialist expertise will remain a key prerequisite.



ing to experts, this could bring around five times the sum spent on participating in the event (exhibitors and visitors) to the city's coffers – particularly through hotels and catering outlets. 'We would, of course, be delighted if we managed to organise this year's 'Breakbulk Europe' so successfully that we are trusted to host it in subsequent years,' says Skiba, taking a hopeful look towards the future. For the British organiser of the trade fair, things are already looking up: 'We are confident that 'Breakbulk Europe' will continue

its success at its new site,' says Lyndon Baptiste, Senior Commercial Director for 'Breakbulk Europe' at Breakbulk Events & Media. During the application phase, he was particularly impressed by the fact that the event 'is enjoying strong support from the city, maritime business and the logistics sector.'

And in Bremen, work is already underway to put forward further reasons for 'Breakbulk Europe' to remain at its new site longer term. (bre)

More information:
www.bremenports.de
www.messe-bremen.de
www.bremen-tourismus.de



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Strength through collaboration

Bremen-based forwarding company Alexander Global Logistics was unable to find a suitable alliance in its field of project cargo, so it decided to found one itself.

Why Carsten Hellmers is interested in the project cargo business is something that the trained shipping agent is not really able to explain. 'Logistics and the maritime sector have always fascinated me,' says Hellmers, who initially worked for a liner agent, before moving to Reederei Bruno Bischoff and then working as Head of the Bremen branch of forwarding company Fr. Meyer's Sohn. 'Because a generation change was approaching, five former colleagues and I joined with four employees to go it alone, and founded Alexander Global Logistics (AGL) in 2006,' reports the Managing Partner.

The forwarding company's focus is on logistics concerning cellulose and paper, which makes up some 50 per cent of its turnover. 'We are particularly strong in the supply chain, and also take care of worldwide export shipment for customers of large producers in North and South America and Scandinavia,' says Hellmers. The range of services spans from goods receipt, to storage, to shipping, for example via Bremen and Bremerhaven. This also includes customs clearance, transshipment and organisation of pre and

post-transport. All modes of transport are used, i.e. train, lorry and inland vessel alongside sea-going vessels. AGL handles a total of around 80,000 TEU in export in this segment each year, and over a million tonnes of forestry products in import. The fields of general cargo and air freight jointly contribute ten per cent to the turnover.

Core field of business: project cargo

40 per cent of turnover is accounted for by the project cargo business, initiated three years after the company was founded. 'Alongside well-known German industry customers, including numerous multi-nationals, we are now much more international than we were a few years ago,' says Hellmers. 'AGL is now doing more and more cross-trade business, whereby transport decisions are made in Europe, but the goods are transported as part of customers' global sourcing, for example from China to Brazil or from the USA to Panama.'

This development has led to AGL now being present globally, with nine of its own offices. In Iran, two major projects were recently completed for the petrochemical industry; another is currently ongoing, in the field of renewable energies. 'This makes AGL one of the few project logistics providers doing business in Iran,' emphasises Hellmers. 'We have managed to find ourselves another niche in turnkey projects – used industrial plants that are ready to go, which also require special expertise. We have managed to successfully complete six extensive projects in this area in the last year alone.'

Good partners are indispensable

However, as a medium-sized company, AGL cannot maintain its own offices everywhere. On top of that, the company was not happy with its membership of other networks. 'There were more and more companies that didn't have any project experience,' reports Hellmers. And he was unable to find any alternatives for the project cargo business. Then



Carsten Hellmers (left) is the Managing Partner of AGL; his son Alexander manages the Project Logistics Alliance.

PHOTOS: CLAUDIA BEHREND, AGL



Large equipment consignments, such as this heat exchanger, are part of ACL's regular project business.

everything happened very quickly. 'In November 2016 we had the idea of launching a network specialising in project cargo that was exactly how we wanted it. By December we had founded the Project Logistics Alliance (PL-Alliance).' With costs only arising for the IT infrastructure, the risk was manageable, particularly because the PL-Alliance is managed separately by Hellmers' son Alexander.

Strict selection procedure

After 15 months, the network now has 130 members in 90 countries. 'However, quality is more important to us than rapid growth,' emphasises Alexander Hellmers, who now receives support from three employees. 'Unlike other networks, a potential member has to apply to us. Only those that can demonstrate the appropriate project experience are accepted.' This means that over 80 firms have already had to be rejected. In addition, the number of members is limited to two per country. 'The network lives by how committed the members are, not how many there are,' says the CEO. The concept includes personal meetings that take place several times a year, such as on 28 and 29 May in Bremen. It is also important to him that money is earned primarily through logistics, not the network. As such, the

membership fee has been set considerably lower than with other associations. 'Our members receive marketing and media campaigns, and benefit from an exclusive partner programme,' explains Alexander Hellmers. AGL itself does, of course, also benefit from the international network. For example, the forwarding company recently transported dumper trucks to Zambia. 'The handling wouldn't have been possible without the alliance,' says Alexander Hellmers, delighted.

Staffing challenge

Although charter rates, and in particular the coaster market, have picked up since December, there are further challenges to be overcome in forwarding. AGL is noticing that many other companies are also feeling the skills shortage more and more. 'We are now even having to look for clerks through headhunters.' This is another area in which good ideas are needed. Alongside three trainees each year, the forwarding company is now focusing more student employees. 'Because they are not fully integrated, they often have a good eye and can recognise tired processes,' believes Carsten Hellmers. 'Questioning the status quo is more important now than ever.' (cb)

FACTS

Alexander Global Logistics

Company headquarters: Bremen

Nine sites worldwide: Belgium, Brazil, China, Great Britain, Iran, Mongolia, Russia, Sweden and South East Asia

Founded: 2006

45 employees

Handling volume: 1 million tonnes/year

Turnover in 2017: 43 million euros

Project Logistics Alliance

Company headquarters: Bremen

Type of company: Digital network

Founded: 2016

4 employees

More information:
www.alexander-logistics.de
www.pl-alliance.com



Two giants for big tasks

EPAS in Emden is a real all-rounder in logistics. As part of its intensified involvement in the breakbulk sector, two new mobile port cranes are playing a central and important role.



Heinrich Smidt,
CEO of EPAS

Their booms reach up to 56 metres up into the sky. Like two giant puppeteers, they control the movements of different heavy goods that are stored temporarily on the grounds of port handling company Ems Ports Agency & Stevedoring (EPAS) in Emden with accuracy down to the last centimetre. Sometimes it is nacelles for wind turbines or rolls of underwater cable for the offshore industry that quickly disappear into the bowels of a ship. Sometimes it is rotor blades or small vehicles that are given a space on deck before being sent around the world.

This is made possible by two 'Liebherr LHM 420 Li-tronic' mobile cranes, which have been in use at EPAS since the start of the year. They each have a load capacity of

125 tonnes, and can handle a load weighing up to 250 tonnes when working in tandem. The duo replaces a now decommissioned gantry crane and a Gottwald mobile port crane, which was in use up until the end of 2017. The latter was able to lift a maximum of 150 tonnes and was sold as part of EPAS' two new purchases.

'The Liebherr cranes are just the beginning of a range of investments that we are planning in order to be able to offer our customers the best possible service in future,' says Heinrich Smidt, CEO of EPAS. For example, he says, the fleet – which currently includes four reach stackers, three 16-tonne forklifts, two 8-tonne forklifts, two ro-ro tractors and two extendable semi-trailers – will be expanded to include further special vehicles over the coming

months. In addition, the premises at the Nordkai, which currently has a 125,000 m² paved loading and handling area and a 3,900 m² warehouse, are to be expanded. 'There we are planning to set up another warehouse and additional open space that will be useful to us for many things, not just handling breakbulk projects,' adds Smidt.

Main handling port for Enercon

A key customer is wind turbine manufacturer Enercon, headquartered in Aurich, East Frisia. EPAS has been working as a handling company for this customer since 1997, storing and retrieving delivered onshore components – from tower sections, to nacelles, to rotor blades. 'Enercon needs the components that are temporarily stored here for its projects around the world. As soon as the customer requests them, we work in close collaboration with the stowage planners and shipping companies to ensure smooth, safe and effective loading of the sea-going and inland vessels used to transport them,' says Smidt. But it also works the other way around. For example, at the start of the year, 24 rotor blades, each 44 metres in length, arrived at the Nordkai on the multi-purpose vessel 'Orange River'. Enercon had imported them from Brazil and would plan their use once they arrived.

However, Emden breakbulk projects are not only handled for Enercon. 'We can do large, wide, heavy and long. That is our daily business, which we manage through routine and experienced staff,' says Smidt, describing his company. Here he is thinking particularly of the shipment of a deep drilling rig from Albania and of numerous underwater cable and project cargo transport runs for the offshore industry and its supply vessels. EPAS has also worked for the armed forces. For example, this year the new frigate 'El Fateh', owned by the Egyptian Navy, came into the Nordkai as part of its final fitting, loading various pieces of equipment. Heavy goods carriers also visit Emden on a regular basis. Last year the 'BBC Peru' took on numerous breakbulk components for Asia, particularly China.

In the course of such projects, customers often take advantage of other of the all-rounder's skills. After all, EPAS is a handling company, stevedoring firm, shipping agent, forwarder and expert in hazardous goods in one – and handles the affreightment of sea-going and inland vessels, as well as rail transport.



EPAS manages the handling of wind power components at the Nordkai in Emden with routine and experienced staff.

'The goods are getting bigger and bigger'

Smidt sees a clear trend in day-to-day business over recent years: 'The assignments are becoming ever more challenging, and the goods to be transported ever bigger'. He makes reference to the onshore rotor blades, which were initially 20 metres long and are now over 60 metres in length. The development has been similar when it comes to nacelles, which weighed in at 20 to 25 tonnes around the turn of the millennium and now weigh up to 70 tonnes. Another trend: components are now being dismantled into several individual parts to make them easier to transport. 'This is largely to do with difficulties associated with large-scale and heavy transport on German roads,' he says, highlighting a current weakness in project logistics.

In light of this, Smidt sees Emden as a handling site that 'is not yet being fully utilised by many customers and shipping companies'. EPAS often exhibits at specialist breakbulk trade fairs – including in Bremen in May – to inform people of the many options at Germany's most westerly seaport. 'The terminals here are tri-modally connected, which makes pre and post-transport of large and heavy components into the hinterland considerably easier – whether by inland vessel, rail or road,' says Smidt. 'The transport connections are outstanding. There is regular rail transport, for example a direct link towards Magdeburg, and we also don't have any traffic jams like in other ports,' he adds with a wink.

A total of 198,488 tonnes of wind power components were handled in Emden in 2017. This corresponds to an increase of 17.5 per cent as compared with the previous year. The figure for 2016 was 168,894 tonnes. (bre)

FACTS

EPAS

Founded in 1993

Full-service partner with a focus on port handling, agency and affreightment, stevedoring, project cargoes, forwarding and class 1 hazardous substances worldwide

Around 60 employees

More information:
www.epas-emden.de

Seeing clearly

It is still a pilot project, however in future use of augmented reality in project logistics may make a significant contribution towards process optimisation

Working out what constitutes project logistics is always a challenge: standardised containers are the exception; often it is bulky and voluminous system parts, for which the packaging and transport has to be planned and calculated individually. Typically, a technician measures the goods and designs an appropriate crate. Those involved in the logistics chain can then only see the crate from the outside. Wouldn't it be good if technology could be used to see into the crate for handling?

'That was the sentiment behind the idea of using smart glasses in project logistics,' reports Sven Hermann, Man-

aging Director of consultancy firm ProLog Innovation. The suggestion was well received by packaging logistics provider PTS Logistics. Together the Bremen-based companies decided to also involve customers and other technology partners. This gave rise to a cross-company collaboration, which also includes plant and machinery builder SMS Group and Bremen-based manufacturer of industrial wearable computing solutions Ubimax. This is where the worlds of logistics and IT come together, under the coordination of Sven Hermann. The result is the world's first practical example of use of the 'Microsoft Hololens' smart glasses in project logistics.

The employee workshops on further development of the augmented reality project are also supported by the association LogistikLotsen für die Metropolregion Nordwest.



A look inside

What the smart glasses can do is impressive: on the one hand, virtual information is shown in the user's field of vision; on the other, the 3D world and the surroundings merge together in real time. 'Thanks to its camera, the Hololens recognises the dimensions of the component and simulates packaging. The user then manually sets the details, such as the focus and the floor structure, whilst he is standing in front of the unpackaged component. That can save valuable time in the packaging business in future,' explains Hermann. 'A major advantage of the Hololens is that it is hands-free.' However, the smart glasses are still in development, and aren't exactly cheap, costing over 3,000 euros per device, plus the necessary software.

Alongside this, the project partners rely on use of smartphones. 'It isn't possible to have your hands free and the display is smaller. However, all you have to do is download an app, and it is considerably cheaper,' explains Hermann. Use across the board is therefore possible within a much shorter time frame. The concept is currently being developed as part of the 'Dialog- und Innovationsplattform DIGILAB' ('Dialogue and innovation platform Digilab') project run by Bremen's Senator for Labour, Economics and Ports and Metropolregion Nordwest, under the leadership of the association LogistikLotsen für die Metropolregion Nordwest. Within this scope, PTS Logistics is in the process of promoting augmented reality with smartphones and possible usage scenarios with this end device as an alternative to smart glasses.

'There have already been workshops with PTS staff, representatives of the SMS Group and Apits Lab for the smartphones, with support from the University of Bremen,' reports Hermann. 'In addition, in collaboration with Ubimax, Digilab Brenneri 4.0 at Bremen's agency and creative centre Alte Schnapsfabrik will soon be equipped with augmented reality so that the technology there can be used by logistics companies from the region,' says Hermann, delighted. 'That further supports the development of ideas.'

Testing and feedback desired

The new projects were also presented at the fourth Fachforum Projektlogistik (specialist forum for project logistics), for which the representative of the ports of Bremen,



An advantage of augmented reality smart glasses: they are hands-free.

Bremische Hafenvertretung, invited representatives from the project and heavy goods sector to the Hanseatic city in mid-January. There, and in other places, there were many positive reactions to the pilot project. As a result, the collaborating partners take an optimistic view of the future: 'We want to develop the next prototype and define the concrete usage options before the end of this year,' says Hermann. The range of applications is great, in any case: 'Whilst a part is being packaged, shots can be taken of the open crate, which will then be visible to the logistician as a data set. Another field of use is construction sites on which customers want to be able to use augmented reality to see the contents of a sealed crate. Smart glasses and smartphones may also be very helpful when pricing logistics services,' says Hermann. Another usage scenario is the packaging process at the manufacturer. 'For example, it is possible to store packaging stipulations for employees, making them much easier to follow than before. This would make it quick and easy to check whether the stipulations were complied with before handover of the goods.' It may also make the transport route much more transparent.

Hermann believes that it is very important to involve employees in the redesign of processes early on. 'The more they get involved, the better it is for the organisation.' Students are also involved in the pilot projects. 'Due to their age, they often have a better eye for the user-friendliness of IT applications,' believes Hermann. And there is another goal that he has clearly in his sights – whether with or without smart glasses: 'We want to show that Bremen can play a pioneering role in digitisation and that a regional logistics 4.0 hotspot can be created here.' (cb)

More information:
www.prolog-innovation.com
www.pts-logistics.de
www.ubimax.com
www.sms-group.com
www.logistiklotsen.de

SUMMARY NEWS



BREMEN. As part of his role as partner to Nautisches Buero Bremen, **Captain**

Matthias Meyer was publicly appointed and sworn in by Bremen's Chamber of Commerce as Germany's first expert in the field of nautical ship management and maritime transport at the end of December 2017. Meyer is also responsible for the field of shipbuilding and vessel damage. Nautisches Buero Bremen specialises in testing of new ships and determining speed and manoeuvrability figures.



ELSFLETH. **Brigitte Rohden**, the Chair of the Supervisory Board of Elsfler Werft,

passed away in January at the age of 77. A few days later, the shipbuilding firm stated that in 1996 she 'saved the company from insolvency, extensively revamping it and realigning it'. Up until recently, she carried out her duties on the Supervisory Board 'responsibly and to the benefit of the shipyard'. The company said that her death was a great loss to the company as well as to her family and friends.

Onnen-Lübben leaves Seaports of Niedersachsen

OLDENBURG. **Inke Onnen-Lübben**, the current Managing Director of Seaports of Niedersachsen, will leave the company at her own request on 30 April. She has stated that she wishes to devote herself to a new career in the industry. The qualified industrial engineer was appointed as Managing Director in 2013, after spending almost eight years as Head of Marketing for the port marketing company, which represents the nine ports of Lower Saxony. 'Inke Onnen-Lübben has made a significant contribution towards driving forward the strategic development of the Seaports of Niedersachsen brand over recent years,' emphasises Member of Seaports' Board, Karsten Dirks. At the time of going to press it was still not clear who her successor will be.



Tegeler new CFO at Buss Group

HAMBURG. The Hamburg-based Buss Group, which has also been operating a terminal in Stade since 2012, appointed **Carsten Tegeler** as another director at the start of the year. Since then, Tegeler has been managing the Group as Chief Financial Officer (CFO) alongside Dr. Johann Killinger as Managing Partner. Following his degree and training as a naval officer, Tegeler took on managerial tasks with the German Navy, before working in different managerial roles for several companies in the finance sector.



R+C appoints Botta as Director

BREMEN/HAMBURG. **Britta Botta** has been the Director of R+C Seetransport since the start of the year. In this role, she is responsible for commercial management for the international logistics firm, which has offices in cities like Hamburg and Bremen. The executive management also includes Regina Wicke, who is responsible for forwarding management, and Managing Partner Jörg-A. Cordes. Botta has been working for R+C Seetransport since 2010 and has been an authorised signatory since 2015.



BSK continues with dual leadership

FRANKFURT. The federal working group for heavy-duty transport and crane work, BSK has expanded its executive management: alongside long-standing Primary Managing Director Wolfgang Draaf, **Tim Feuerbach** has been a member of the association's management since February. Like Draaf, the 39-year-old is a civil and industrial engineer. This new dual leadership will allow the association to tackle the increased challenges of the sector. Following the departure of the former Managing Director, Draaf had had sole power of representation since 2015.



New Manager at MSC Gate Schepers retires

BREMERHAVEN. **Friedrich Stuhmann** was appointed as the Managing Director of MSC Gate Bremerhaven in February. He succeeds Ferdinand Möhring, who is going to be taking on other tasks within the BLG Group. Stuhmann began as a young manager at EUROGATE in 2007, and was Commercial Manager and Authorised Representative of Containerterminal Bremerhaven from 2011. The companies EUROGATE and MSC are shareholders of MSC Gate, each holding 50 per cent.



HAREN. Former Inspector of Wessels Reederei, **Gerd Schepers** (centre), was replaced by ship owner **Gerd Wessels** (left) and Managing Director and HR Manager **Willi Kathmann** in February, retiring after 38 years working for the company. 'We wish you all the best, especially health and happiness. Make sure you keep your sense of humour,' said Kathmann. As Inspector, Schepers was, among other things, responsible for sea and river-going cargo liners.



Excellent opportunities

LEER. 'You have made the right choice of career,' smiled Ingo Hesse, Chair of the Examination Board at the Chamber of Industry and Commerce for East Frisia and Papenburg (IHK) when he handed over certificates to eight candidates having completed their training as shipping agents. **Maren Coordes, Janek Grafenburg, Lisa Henning, Thomas Peters, Nina Rüting, Lara Sinning, Julie Stabel and Ralf Swart** had previously passed their oral examinations in Leer. Hesse emphasised that shipping was suffering from a lack of new talent, stating that those that opt for this profession have excellent employment opportunities.

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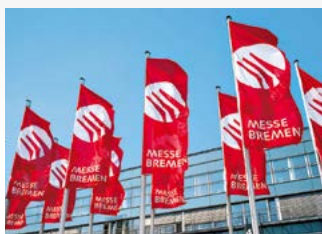


Save the Date

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

The coming weeks hold numerous trade fair dates for the industry: after 'transport logistic China', Bremen will be looking forward to hosting 'Breakbulk Europe' for the first time. It is also worth noting the 'Automotive Logistics Conference' in Bonn and 'WindEnergy' in Hamburg.



Premiere in Bremen: 'Breakbulk Europe' will be taking place in May.

transport logistic China

www.transportlogistic-china.com

16. – 18.5.2018
Shanghai, China

Breakbulk Europe

www.breakbulk.com

29. – 31.5.2018
Bremen, Germany

Automotive Logistics Conference

www.automotivelogistics.media/events

12. – 14.6.2018
Bonn, Germany

WindEnergy Hamburg

www.windenergyhamburg.com

25. – 28.9.2018
Hamburg, Germany

Customer events

Want to get to know us better and discuss the latest market developments with industry experts? Good opportunities for this are the '28th Lower Saxony port day' in Leer, the '54th Captains' Day' in Bremen and our 'logistics talk' series of events in Prague, Budapest and Linz, as well as 'Port meets mainland' in Erfurt, Augsburg, Bamberg and Ulm/Dornstadt.



The 'Port meets mainland' event provides information about the latest developments in the seaports of Lower Saxony, including the deep-water container terminal in Wilhelmshaven.

logistics talk

www.bremenports.de/veranstaltungen

18.4.2018
Prague, Czechia

19.4.2018
Budapest, Hungary

14.6.2018
Linz, Austria

Hafen trifft Festland (port meets mainland)

www.seaports.de
www.jadeweserport.de

18.4.2018
Erfurt, Germany

19.6.2018
Augsburg, Germany

20.6.2018
Bamberg, Germany

28.6.2018
Ulm/Dornstadt, Germany

28th Niedersächsischer Hafentag

www.seaports.de

31.8.2018
Leer, Germany

54th Kapitänstag (Captains' Day)

www.bremenports.de/veranstaltungen

7.9.2018
Bremen, Germany

Other highlights

Project loading specialists from all over the world will come together for the meeting of the 'Global Project Logistics Network (GPLN)' in Bremen in May, whilst the 'ShortSeaShipping Days' taking place in June in Lübeck will be aimed at representatives of the entire transport chain, such as shippers, forwarders, ship owners, ports, terminals and businesspeople.

Global Project Logistics Network (GPLN)

www.gpln.net

26. – 28.5.2018
Bremen, Germany

ShortSeaShipping Days

www.shortseashipping.de

20. – 21.6.2018
Lübeck, Germany

Review

Over the past few weeks there have been numerous important events around the world at which the ports of Lower Saxony and Bremen have managed to stand out with their skills.

logistics talk

NEUSS. bremenports' 'logistics talk' series of events was hosted at the Pegelbar in the port of Neuss on 1 March. Once Michael Skiba, Head of Marketing at bremenports, and State Advisor Jörg Schulz – who had stepped in for Bremen's poorly Senator for Economics, Labour and Ports, Martin Günthner – had welcomed the numerous guests, retired State Advisor Dr. Heiner Heseler presented the range of services offered by the ports of the city of Bremen. The Managing Director of Initiative Stadtbremische Häfen (ISH) showed how the interests of a range of different small and medium-sized companies can be pooled to provide impetus for locational development.

Annual press conference of the seaports of Lower Saxony

OLDENBURG. Partners involved in the annual press conference of the seaports of Lower Saxony in Oldenburg on 5 March were able to offer up a positive outcome. For 2017 they recorded two-figure growth in sea freight handling (see page 7). Dr. Bernd Althusmann, Lower Saxony's Minister for Economics, Labour, Transport and Digitisation, Inke Onnen-Lübben, Managing Director of Seaports of Niedersachsen, and Holger Banik, Managing Director of Niedersachsen Ports, not only presented the numerous journalists and shipping experts with the current figures, but also informed them of upcoming investments and the prospects of the state of Lower Saxony over the coming years.

Intermodal South America

SÃO PAULO. This year the seaports of Lower Saxony and Bremen made it a round dozen and exhibited for the twelfth time with a joint stand under the umbrella brand of 'German Ports' at 'Intermodal South America' in São Paulo. Running from 13 to 15 March, the specialist international trade fair for cargo transport, logistics and foreign trade once again proved to be a real showcase of the latest products and services – and therefore offered the teams from northern Germany an excellent platform for proving their abilities in import and export. After all, Brazil is Germany's most important trading partner in South America.



Record participation in Neuss: 150 guests took up bremenports' invitation to the logistics talk in North Rhine-Westphalia.



Presenting a positive outcome: (from left) Inke Onnen-Lübben, Managing Director of Seaports of Niedersachsen GmbH; Dr. Bernd Althusmann, Lower Saxony's Minister for Economics, Labour, Transport and Digitisation; Holger Banik, Managing Director of Niedersachsen Ports GmbH & Co. KG and JadeWeser-Port Realisierungs GmbH & Co. KG



Combined short-sea skills: joint trade fair appearance of the seaports of Bremen and Lower Saxony under the umbrella brand of 'German Ports'.

SUMMARY NEWS

FRUIT LOGISTICA

BERLIN. There was much discussion about the future of the value creation chain for fruit and vegetables from 7 to 9 February in Berlin. At the leading global trade fair for the fruit trade, bremenports – together with CargoSoft, DAL Deutsche Afrika-Linien, Fruit Insurance Services, Heuer Logistics and OHB Logistic Solutions – highlighted the site of Bremerhaven as the most important handling site for temperature-controlled goods in Germany. The six partners were represented on a 90 m² joint stand.

Breakbulk China

SHANGHAI. From 26 to 28 March, Seaports of Niedersachsen used the specialist trade fair in the economic hub of Shanghai to show the growing Chinese market the skills and experience that the seaports of Lower Saxony have in handling project loads and bulky general cargo. The port marketing organisation was also able to count on staffing support from EPAS in Emden and J. MÜLLER Stahl + Projekt Terminal in Brake.



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

EDITION JUNE 2018

Main topic: Networking

Hinterland connections
and infrastructure:
Challenges, areas for
improvement and
potential



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Main topics of the upcoming editions:

June 2018

Networking

Closing date for submitting advertisements
27. 4. 2018

August 2018

Wind power

Closing date for submitting advertisements
29. 6. 2018

October 2018

Communication

Closing date for submitting advertisements
31. 8. 2018

Your contact:

Ronald Schwarze, Marketing – bremenports GmbH & Co. KG,
Phone: +49 421 30901-612, Email: marketing@bremenports.de

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

Advertisement and project management:

Ronald Schwarze
Phone: +49 421 30901-612
Fax: +49 421 30901-624
Email: marketing@bremenports.de

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Project management:

Karin Kennedy
Phone: +49 40 23714-338
Email: karin.kennedy@dvvmedia.com

Editor:

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

Layout, photos and illustrations:

Design: Christine Zander,
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