



TIEFGANG#5

HINTERLAND

The hinterland connection at Germany's deep-water port is ready for increasing handling rates. **Page 2**

FREIGHT VILLAGE

Rhenus Midgard takes on container logistics for Symrise, a supplier to the food and cosmetics industry. **Page 4–5**

SHIPPERS

Hase Safety Group believes that JadeWeserPort offers many advantages over Rotterdam or Hamburg. **Page 7**

OCEAN ALLIANCE SETS A NEW COURSE



OOCL mega carriers are now going into JadeWeserPort. According to the shipping company, in future this will also include the 21,100 TEU freighter that is currently under construction and is expected to be delivered in the second half of 2017.

PHOTO: DIETMAR HASENPUSCH

Six further shipping lines are going to be using Germany's deep-water port: following the 2M Alliance comprising Maersk Line and MSC, the newly founded Ocean Alliance has integrated JadeWeserPort into its schedule. To begin within, Wilhelmshaven will be visited by large container ships once a week as part of the "Asia – North Europe 1" scheduled service.

This represents an expansion in what JadeWeserPort has to offer, particularly for export shipments to Asia. The new container line links up the Asiatic ports of Shanghai, Ningbo, Xiamen, Yantian and Singapore with Rotterdam, Felixtowe, Gdańsk and Wilhelmshaven. Alongside the shipping companies Cosco Shipping, OOCL, CMA CGM and Evergreen, which make up the Ocean Alliance,

Wilhelmshaven has another two arrivals: Hamburg Süd and Hyundai Merchant Marine (HMM) will be moving freight within the 2M network, but not operate any of their own vessels under the alliance.

Find out more in our interview with Eurogate boss Michael Blach on page 6.

KÖSTER USES JWP FOR EXPORTS TO CHINA

Since the start of the year, Köster Bauchemie AG in Aurich – one of Lower Saxony's top exporters, operating in over 50 countries worldwide – has been using JadeWeserPort to ship valuable waterproofing systems to China, where they are used in building and industrial construction. The East Frisia-based specialist in waterproofing from basement to roof, whose products have been used as far away as the Pentagon in Washington, the National Stadium in Beijing and the parliament building in The Hague, previously exported via Hamburg. "We opted for JadeWeserPort because it offers a lot of advantages for us," says Managing Director Jens Bries. "Alongside the short, traffic jam-free routes, what won us over were the seamless handling and rapid direct links." The containers make it from Wilhelmshaven to Xingang in 34 days.

ALBATROSEXPRESS NOW ALSO TRAVELLING TO THE JADE

The AlbatrosExpress run by TFG Transfracht has integrated JadeWeserPort into its schedule. The new service links the German seaports with the most important economic centres in Germany, Austria and Switzerland by means of direct trains, as well as via the Hamburg-Maschen hub. TFG Transfracht transports containers for ship owners and freight forwarders from the seaports direct to hinterland final consignees and from first shippers to the seaports. There are daily links between Wilhelmshaven and the 20 inland terminals.



"JadeWeserPort's rail links can already be described as good."

Dr Bernd Pahnke,
Vice President for Port Development, DB Cargo AG

PHOTO: CHARLOTTE SCHREIBER

SPACE FOR MORE GOODS TRANSPORT BY RAIL



A modern handling terminal with access for deep ships: three gantry cranes on the six 700 metre-long tracks take care of loading sea containers onto trains.

PHOTO: EUROGATE

Whilst work is still ongoing to ensure the success of Germany's only deep-water port, located on the river Jade, the hinterland connection is already equipped to deal with increasing handling volumes.

In light of the growth in sea freight handling predicted by the 2030 shipping forecast, the desire to relieve pressure on roads caused by goods transport and, not least, the demand for greener transport logistics, seaports' rail-based hinterland connections are becoming ever more important. JadeWeserPort has a two-track feed route, which can even be used by heavy goods trains travelling at up to 120 kilometres an hour. "The Wilhelmshaven site can be served by 56 goods trains a day in total," reports Dr. Bernd Pahnke, Vice President for Port Development at DB Cargo AG. As one of the many railway companies represented in JadeWeserPort, DB Cargo facilitates regular operations at the Wilhelmshaven site in line with customer expectations.

"If you were to assume full utilisation of JadeWeserPort at 2.7 million TEU and compare the site with Europe's leading rail-

way ports in Hamburg and Bremerhaven, you would find a capacity of 540,000 to 730,000 TEU for rail transport with the same modal split," explains Pahnke, adding: "Because at JadeWeserPort we have to expect a feeder proportion that is at least on the same level as Bremerhaven, the maximum volume to be transported by rail is 540,000 TEU." 19 trains a day transport containers to and from Wilhelmshaven – meaning that, with a capacity of 56 trains a day, the current route is far from being fully utilised.

Pahnke is convinced that JadeWeserPort's chances of increasing handling volumes will improve in the context of the growing number of large container ships and new shipping alliances. "Wilhelmshaven's water-side links are excellent for ship owners," emphasises the port expert.



PEELED, CHOPPED, SLICED

NEW TRENDS IN FRESH FOOD LOGISTICS

Fresh and ready to go: new packaging systems such as “Fresh-R-Pax” absorb the moisture from portioned fruit, keeping it fresh for longer – which is good for both retailers and consumers.

PHOTO: BALTIMORE INNOVATIONS

Around 1.23 billion tonnes of vegetables and some 800 million tonnes of fruit were grown worldwide last year. And Fruit Logistica 2017 in Berlin provided information on the latest trends in fresh food logistics: Germany, the biggest sales market in Europe for fresh fruit and vegetables, was both a focus and partner country for the 25th edition of the specialist international trade fair. The items exhibited included new superfoods, such as Kalettes, a cross between brussels sprouts and kale, and innovative packaging systems that keep onions fresh, even once peeled, or considerably increase the shelf life of cut and portioned fruit.

Meanwhile, Nordfrost has also greatly expanded its Europe-wide logistics network. The expert in frozen food logistics, which operates a state-of-the-art fruit terminal at JadeWeserPort and plans to expand the German deep-water port into a logistics hub for foodstuffs, has entered into an alliance with STEF. The French firm is more or less as well placed as Nordfrost in the deep-freeze sector, and also operates extensively in fresh food logistics. The two companies have linked up their international operative structures as part of the alliance, but will continue to run as independent companies. Fresh products currently make up around 15 per cent of business activity at Nordfrost – and its work in this area is to be increased in collaboration with STEF.

PORT COLLABORATION MORE LOGICAL THAN EVER

I am often asked why, as Spokesperson for Transport Policy within the SPD parliamentary group, I campaign for JadeWeserPort and its hinterland connections. Thinking in the long term, this project was the right strategic decision. Wilhelmshaven’s container port is helping to carry Germany forward as a logistics hub.

Wilhelmshaven is the only site in Germany that large ships with capacities of over 18,000 TEU can get into effortlessly, regardless of the tides. The focus is on innovation: another thing that is being tried out is autonomous driving in cranes, which could help to optimise workflows.

Containers are distributed by road and rail via a sustainable hinterland connection. The expansive rail network links JadeWeserPort with all of Germany’s economic centres. The most important industrial regions of northern Europe are also within reach through the transport hubs of Maschen, Lehrte and Duisburg – and this will include Nienburg and Osnabrück in future.

The two-track expansion of the Oldenburg–Wilhelmshaven route was the prerequisite for efficient transport logistics. It connects up economic centres, as well as industrial and commercial sites. The first three stages of expansion have already been completed, and the route is to be electrified and optimised by 2022.

All of the German ports have to work together closely in order for Germany to be competitive as a top destination for shipping. Close collaboration between all those involved means a logistical advantage for the entire German coastal region. The key to moving more ship containers to Germany is a joint rather than a competitive approach. The future belongs to the Germany’s ports.



PHOTO: MARCO URBAN

KIRSTEN LÜHMANN, MdB

Spokesperson for Transport and Digital Infrastructure within the SPD parliamentary group

CONTAINER LOGISTICS AT ITS BEST



More and more shippers are integrating JadeWeserPort into their supply chain. Supplier to the food and cosmetics industry Symrise handles key parts of its US business via Wilhelmshaven. And the Rhenus Group has commissioned a new container store in the freight village to help facilitate this.

Holzminden-based supplier to the food and cosmetics industry Symrise is now utilising capacity at JadeWeserPort for its US business. The focus is on storage and transport of tank containers with imported raw materials for perfume oils, as well as the storage of a raw material for methanol production that is destined for export. The approx. 30,000 products sold by the listed company – primarily fragrances, flavourings and cosmetic raw materials and active ingredients, as well as functional constituents and product solutions for enhanced sensorics and nutrition – are largely manufactured on the basis of natural raw materials such as vanilla, citrus fruits, flowers and plant matter. These materials are generally central functional components in the end products of Symrise's customers. The firm's customers include perfume, cosmetics and food manufacturers, the pharmaceutical industry, as well as producers of food supplements, animal feed and baby foods. Its range breaks down into the three divisions of "Flavor", "Nutrition" and "Scent & Care".

Rhenus Midgard handles several thousand tonnes of various products from this portfolio at the new site in Wilhelmshaven, and stores full containers temporarily in the container store at JadeWeserPort until they are transported on elsewhere. Logistical requirements especially need to be taken into account when handling the products: "Alongside secure and careful storage of the tank containers, we have to provide warehouse management with a direct connection to our SAP operating system," says Reinhard Nowak, Managing Director of Symrise's logistics subsidiary Symotion. "In addition, part of the store is used as a customs warehouse." And correct and safe handling of hazardous substances does, of course, also have an important role to play with this type of product. The ability to transport tanks to customers in Europe at short notice completes the requirements profile. If needed, the stored quantities can be loaded and shipped quickly. Import/export handling does not presently take place in JadeWeserPort because there is not yet a direct scheduled connection to the destinations in Charleston, Jacksonville and Savannah on the south-east coast of the USA.

Rhenus store provides space for 120 standard containers

"One of the reasons that we decided on JadeWeserPort is that our service providers can quickly access available capacity and the entire logistical infrastructure," says Nowak. "The location is very beneficial in terms of serving our customers, and the rapid, structured decision-making procedures support our processes perfectly."

The seaport service provider, which is already working with Symotion in container logistics at other sites, is Rhenus Midgard Wilhelmshaven GmbH & Co. KG. The company offers extensive services in handling, stevedoring, storage and distribution at Rhenus Multipurpose Terminal Wilhelmshaven (MTW) and Rhenus Bulk Terminal Wilhelmshaven (BTW). "We take care of container storage across up to 120 TEU container bays for Symrise at the JadeWeserPort freight village," explains Matthias Schrell, Managing Director of Rhenus Midgard Wilhelmshaven. To help facilitate this, Rhenus has commissioned a new container store directly beside the deep-water container terminal in the northern area of the freight village in Wilhelmshaven. As a Wilhelmshaven-based company, Rhenus has, of course, always had JadeWeserPort in its sights in the past, which is why the firm is so delighted that the first project has been a success: "We store standard full containers as well as hazardous material containers at our new site in Wilhelmshaven. If needed, containers can even be weighed by reach stacker," says Schrell. "In addition, we offer our customers whole logistics packages for their containers, including packing and unpacking, re-stowing, pre and post-transport, as well as customs services."

Expansion of activities in the pipeline

Capacity is already there for future growth – for external customers as well as for a potential expansion of Symrise's business. The aim is to actively help shape the development of the deep-water port. Rhenus Midgard hopes that the new offering will pique the interest of a wide range of customers that want to ship their products via Wilhelmshaven. There is almost no limit to how far the services offered at the terminal in Wilhelmshaven can be scaled up. Although there are not yet any concrete plans to expand business with Symrise, and although Rhenus will need to keep an eye on the general development of JadeWeserPort, a gradual expansion of container activities at the Wilhelmshaven site definitely seems to be on the cards. According to Schrell, the logistics expert's growth strategy is quite simple: "The pace will always be set by our customers and their concrete requirements."

"Expansion of transport volumes in Wilhelmshaven may end up on our agenda very quickly if the corresponding ship routes are offered," says Symotion's Managing Director, Nowak. "Alongside the existing Asian lines, the main thing that we would be looking for would be a direct connection to the south-east coast of the USA."



WILHELMSHAVEN'S SMART FREIGHT VILLAGE GETS OFF THE GROUND

The development of the freight village in Wilhelmshaven is (finally) making visible progress. This success is thanks to the dedication of the on-site personnel responsible for the freight village. There are two aspects that are playing a pivotal role at present: firstly, the outstanding multi-modal infrastructure, combined with immediately available, market-compliant settlement areas and professional settlement management; secondly, the fact that the site is increasingly managing to expand the way that it is marketed from a simple interface to a fully-fledged deep-water port. This opens up prospects for shipping alliances to be less dependent on port developments, which are difficult to influence.

Those responsible for the freight village in Wilhelmshaven have also supervised or initiated important accompanying activities. For example, they have been getting involved in application-oriented research and development projects. This means that the Wilhelmshaven freight village is developing into a smart freight village, with the constant generation of ideas being extremely helpful. One example is the concept of “autonomous driving on the road”, or “supply control” to the freight village/terminal. This is all the more important since, because of digitalisation, the demands placed on sites are rising and the “traditional” locational advantages are no longer enough. Investors are expecting additional arguments to be put forward in favour of a site. And the Wilhelmshaven freight village is able to provide these arguments.



The handling of food and cosmetic products requires specific logistical expertise. JadeWeserPort provides Symrise with the right conditions for this.

PHOTOS: AXEL BIEWER, SYMRISE/SYMOTION | VISUALISATION: NORDFROST



NORDFROST EXPANDS ITS CAPACITY

Frozen food logistics expert Nordfrost is expanding its seaport terminal at JadeWeserPort to include a cold store. The new building, which has cost 25 million euros, has over 35,000 pallet bays and is expected to be commissioned in January 2018, will be used to process meat for export to Asia. With the aim of also adapting its offering in fresh, non-frozen food logistics to take account of increasing demand, Nordfrost hopes to convert the existing cargo hall into another fresh food terminal and set up a new, 10,000 m² cargo terminal.



PHOTO: DGG

DR THOMAS NOBEL

Managing Director of Deutsche GVZ-Gesellschaft (DGG) mbH, Bremen

“A NEW BOOST IN GROWTH FOR WILHELMSHAVEN”



In an interview with TIEFGANG, Michael Blach talks about the new scheduled services at JadeWeserPort, increasing handling rates, as well as the opportunities and risks of the wave of consolidation sweeping across container shipping lines. The former Maersk manager has been working at the helm of Eurogate since the start of the year.

How are the German Eurogate sites placed in terms of the international competition and in what is now the ninth year of the shipping crisis?

The German Eurogate sites are very well placed in structural terms. We are now seeing a lot of upheaval and change. The relationship between supply and demand is less balanced than before the financial crisis; the enormous growth rates that we had up to 2008 will, in all likelihood, not be coming back. We need to get used to the growth rates that are common in most other sectors. The shipping industry is volatile and has always been subject to fluctuations. This is nothing new, but now these fluctuations are especially pronounced. So it's important to be vigilant, whilst also remaining calm.

The 2M Alliance has been coming into Wilhelmshaven since it was created at the start of 2015. Another major shipping alliance is going to be adding JadeWeserPort to its schedule as of May 2017.

We are delighted that with Ocean Alliance we have attracted four additional shipping lines to Wilhelmshaven. On top of this are the services that Hamburg Süd and Hyundai Merchant Marine will be offering via Wilhelmshaven as part of their recently launched operative collaboration with Maersk Line and the 2M Alliance. Having six further container shipping companies place their trust in the port is a great success, and one that we have worked long and hard for. The fact that two out of three of the big shipping alliances are coming into Germany's only deep-water port will provide Wilhelmshaven with a renewed boost in growth – which will also have knock-on effects on the range of transport and logistics services.

So have the ship owners now recognised the benefits of JadeWeserPort when it comes to handling mega carriers?

The advancing development of ship sizes was and is a big opportunity for Wilhelmshaven. Given the increasingly large ships being deployed in services between Asia and



PHOTO: EUROGATE

MICHAEL BLACH

Chairman of the Eurogate Group Management Board

northern Europe, it is especially great that Wilhelmshaven has stood out among so many shipping companies for its excellent nautical conditions. The hinterland connections are also impressive: there is a direct motorway link and an intermodal container railway station right on the terminal grounds. The railway link has two tracks. This means that we are able to offer our customers tailored transport solutions.

And obviously with growing success, as can be seen from the increasing handling figures.

We were able to increase our handling significantly in 2015, and we achieved further growth in 2016. At the

same time, railway transport into the seaport hinterland has increased by 38 per cent, whilst lorry transport has gone up by as much as 65 per cent. We will also be striving for growth in 2017.

The trend of consolidation among container shipping lines is still going strong. What impact is this having on the terminals?

A lot more consolidation has gone on recently than most of us expected – myself included. I don't believe that the wave of consolidation is over yet. The associated restructuring of alliances brings both opportunities and risks for Eurogate. The market is controlled by a few major alliances. If one of these big alliances leaves a location, the port will lose large handling volumes straight away. If an alliance integrates a port into its network, it will mean a variety of shipping companies and large volumes for that port. A port must be equipped to handle the large volumes of containers that a big alliance can potentially bring. Eurogate, with its choice of three terminal sites in Germany, is excellently placed in this regard; in Wilhelmshaven, in particular, we have a lot of additional potential when it comes to handling options.

What are possible parameters for ports' success in light of fewer and smaller alliances?

The parameters for success are suprastructures, hinterland connections and well-trained, dedicated employees. This secures a high level of handling quality and provides flexibility. On the one hand, a shipping alliance ideally wants to visit as few ports and terminals as possible, in order to keep the ship network costs down. On the other hand, network density, variety and market proximity offer benefits in terms of customer relationships. As such, network planning and optimisation is a continuous task for shipping companies. We at Eurogate are always available to discuss these considerations and adjustments, and are delighted to be able to offer a wide range of possible solutions.

TIME IS MONEY



Hase Safety Group believes that JadeWeserPort is the ideal handling site – offering considerable advantages over Rotterdam or Hamburg.

Anyone looking for a strong grip or to be able to do delicate work whilst keeping their fingers protected is in the best hands with Hase Safety Group: for 80 years now, the medium-sized firm has been developing and selling work gloves of all shapes and sizes, as well as other personal protective equipment, such as safety boots and overalls. Production is split across several European countries, as well as Asia and Africa. The aim is for the company's own production facilities and long-standing contractual partners to get closer to the headquarters in Jever, East Frisia, wherever possible. "With JadeWeserPort, we have an outstanding port practically on our doorstep. It is the ideal handling site, not only for us, but for many businesses here in the north west – with considerable advantages over Rotterdam or Hamburg," says Hase's CEO Theodor Wagner.

Up to 550 containers of safety gloves come into Jever each year – and this figure is very much on the up. "In the beginning we worked with 20-foot containers, but now we are needing more and more 40-foot containers," reports Frank Ristau, who is responsible for strategic purchasing and supply chain management at Hase. At the 10,000 m² logistics centre, goods are made up in accordance with orders and dispatched to customers in up to 120,000 packages a year. Alongside protective work gear retailers, the firm delivers to 40 to 50 big industrial clients, including well-known groups that can easily purchase 30,000 to 40,000 pairs of gloves at once. "Many of these customers have been partners of ours for a long time," says Theodor Wagner. "And, of course, we can only keep them if we deliver good quality in good time."

However, quality isn't something that Wagner needs to worry about. The production facilities abroad have been affiliated with the company for many years. The experts from Jever visit regularly, checking the work and the employees' working conditions. The company places as much emphasis on sustainability as it does on quality. "We work hand in hand and know that we can trust one another." This trust is good,

but doesn't replace monitoring and control: in its own lab in Jever, the Hase Group not only defines the quality standards for its products, but also meticulously monitors compliance with the same: "The health and safety of many thousands of workers depends on our products – you can't leave anything to chance," emphasises Wagner. And the same applies to punctuality: "We have no desire nor the intention to make our customers wait on something that they urgently need," promises Ristau. The company always produces ahead of schedule in order to avoid bottlenecks in supply. However, should an item not be available in sufficient quantity, "we have goods brought in by plane too", says Ristau.

In order to keep the distance from production to the customer as short as possible, the Hase Group decided two years ago to have container deliveries made through JadeWeserPort in Wilhelmshaven wherever possible. The time factor was a clear argument in favour of Germany's only deep-water port: "If containers are landed at JadeWeserPort, the goods can be with us within a few hours, or the next day." That is not the case if the containers are unloaded in Rotterdam or Hamburg: "It can take several days – sometimes even more than a week – for our gloves to even leave the port and get on their way to us," says Ristau.

Theodor Wagner knows that the situation is similar for many companies in the north-west of Lower Saxony, meaning that they would likely prefer container handling in Wilhelmshaven. And Wagner seems to be right, as six of the world's biggest container shipping companies have just opted for JadeWeserPort: "I bet that the shipping companies will also recognise the benefits of JadeWeserPort and call into the terminal more and more in future," he says. His very plausible reasoning? "The shipping companies have the same motto as us: Time is money."



All in hand: Supply Chain Manager Frank Ristau doesn't want Hase Safety's customers waiting on their products any longer than they absolutely have to. JadeWeserPort makes this possible.

PHOTOS: AXEL BIEWER





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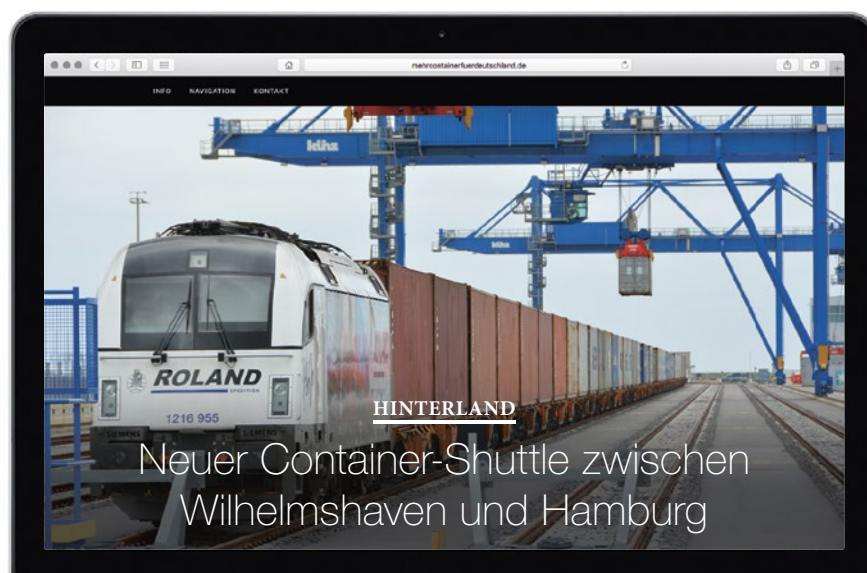
MORE CONTAINERS FOR GERMANY

*A new shuttle train will transport containers between the Eurogate terminals
at JadeWeserPort and the port of Hamburg.*

The trains run by Roland Umschlag of Bremen travel from Hamburg on Thursdays and Saturdays and from Wilhelmshaven on Mondays and Fridays. There, containers destined for Hamburg can be placed on the train immediately after being unloaded from the ship. The container shuttle can also be booked for transport between Wilhelmshaven and Bremen, and there is a link to the entire German and European rail network.

The new hinterland service is aimed primarily at the new scheduled service between Asia and northern Europe run by Ocean Alliance, which has integrated JadeWeserPort into its schedule. Industry experts see the container shuttle between Wilhelmshaven and Hamburg as a way of dividing up the workload between the northern German seaports. On the market, the expansion of the rail-based hinterland offering is being perceived as a reinforcement of Wilhelmshaven as a port site.

Learn more about this – and many other topics relating to the container shipping industry at www.mehrcontainerfuerdeutschland.de. The website is updated on a regular basis – why not have a look?



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WILHELMSHAVEN

Publisher

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

Managing Director: Andreas Bullwinkel

Registered Office: Wilhelmshaven
HRA 130829 Oldenburg Regional Court

Realisation

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

Project Leader & Editor: Benjamin Klare
Editorial contributions: Thomas Wöhrle,
Wolfgang Heumer
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Tel.: +49 (0) 40 23714 01
Fax: +49 (0) 40 23714 309
E-mail: info@dvvmedia.com
Web: www.dvvmedia.com

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