



# TIEFGANG#2

## HINTERLAND

*We shadow train dispatchers  
Fevzi Sümer and Svenja Engel at work for  
JadeWeserPort – a report.* **Page 4–5**

## NORTH SEA COAST

*Interview with Managing Director of liner container  
shipping company MSC in Germany, Dittmar Vösterling.  
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## SHIPPERS

*B-Plast 2000 Kunststoffverarbeitungs-GmbH  
uses JadeWeserPort to ship raw materials  
to Asia.* **Page 7**



## TRAIN BY TRAIN

The Jade-Weser-Train links Wilhelmshaven with Bremen and Berlin. PHOTO: GENIUSSTRAND.DE

*JadeWeserPort is linked to all of Germany’s economic centres and the key industrial regions of northern Europe through a large and expansive rail network. 14 firms currently provide hinterland transport to and from Wilhelmshaven – with the “Jade-Weser-Train” being the latest offering.*

At Germany’s only deep-water port, shippers benefit from reliable hinterland connection services for transporting their goods several times a week. JadeWeserPort’s contract partners can provide tailored transport solutions to suit the load and destination.

Right at Container Terminal Wilhelmshaven (CTW), there is a six-track station for combined transport; the 16-track formation sidings provide the network connection to the rail route between Wilhelmshaven and Oldenburg, which has already been expanded to include two tracks. There are also links to the intermodal networks of various rail operators. The latest link on offer for combined transport is the “Jade-Weser-Train”

from Locon AG. It has been possible to book container transport between CTW and Bremen-Roland – with a direct link to Großbeeren near Berlin – on a weekly basis since the start of August.

The trains leave JadeWeserPort at 3 p.m. on Mondays and Fridays, arriving at Roland-Terminal in Bremen at around 7 p.m.. From there they continue, on the same day (as well as on Wednesdays) at 10 p.m., to Großbeeren, where the Jade-Weser-Train comes in at 4 a.m. on Tuesdays and Thursdays. It travels back at 9 p.m. in the evening. Trains from Berlin always reach Bremen at 5 a.m. on Wednesdays and Fridays. On Fridays and Mondays at 7 p.m. they depart for JadeWeserPort, arriving at 10 a.m..

## NORDFROST INVESTS 40 MILLION EURO IN WAREHOUSE AT JWP

Nordfrost intends to invest 40 million euro in a new freezer warehouse on the port grounds in Wilhelmshaven. The refrigerated logistics expert was the first to set up shop at JadeWeserPort’s freight village, and has been running a frozen and fresh goods terminal there since 2012. “I am delighted that Nordfrost have decided to invest further in the site,” said Lower Saxony’s Economics Minister Olaf Lies when the plans were announced at the end of July this year, emphasising that this is a good sign for the development of the port. Speaking in Hanover, Lies said that the indications were good for Germany’s only deep-water port. “The port has really proven its capabilities over the past few months. Business in the third year is going better than ever.”

## CTW SHOWS CONSIDERABLE INCREASE IN HANDLING

Lower Saxony’s seaports handled almost 26 million tonnes of maritime goods in the first half of 2015 – 13 per cent more than in the same period of the previous year. Seaports of Niedersachsen say that the strong growth in the piece goods sector is primarily due to considerable increases in volume at Container Terminal Wilhelmshaven, where 197,013 TEU were handled between January and June. Only 39,294 TEU were recorded in the same period of the previous year. A total of 14.6 million tonnes of maritime cargo crossed the quay in the first half of 2015.

## STRONG PARTNERS FOR TRANSPORT BY RAIL

- boxXpress.de GmbH
- DB Schenker Rail Deutschland AG
- DistriRail B.V.
- ecco-rail GmbH
- e.g.o.o. Eisenbahngesellschaft Ostfriesland-Oldenburg mbH
- ERS Railways BV
- EVB Eisenbahnen und Verkehrsbetriebe Elbe-Weser GmbH

- Havelländische Eisenbahn AG
- HSL Logistik GmbH
- Locon Logistik & Consulting AG
- MWB Mittelweserbahn GmbH
- OHE Cargo GmbH
- OHE Ostthannoversche Eisenbahnen AG
- ProLok GmbH

## EUROGATE GOES BRAZIL

Terminal operator and port logistics provider Eurogate holds 16.67 per cent in Contrail Logistica S.A., a provider of intermodal transport solutions based in Cubatão/Brazil, in the hinterland of Santos. With more than 3.6 million TEU, Santos is Brazil’s largest seaport and the biggest container port in South America.

BEEKEN-LOGISTIK ALSO IN POLE POSITION IN WILHELMSHAVEN

Logistics and transport firm Meta & Peter Beeken, owned by Bernd Beeken, has had its company headquarters in Hamburg for more than 100 years. However, with a branch at JadeWeserPort, the company has also worked its way into pole position in Wilhelmshaven: the office in the “Pacific One” administration building provides the overland transport specialists’ dispatchers with the ideal conditions for managing freight and containers coming into and going out of northern Germany. The storage areas and container bays allow the company to handle flows effectively.



LÖFFLER USES MODERN IT INFRA-STRUCTURE FOR CONTAINER TRUCKING

Kurierdienst Löffler, a specialist in container trucking at JadeWeserPort, is using a modern telematics system to process jobs quickly and at short notice. When connected to Löffler’s scheduling software, customers are informed of container numbers and shipment statuses in real time. As a data hub within a modern IT infrastructure Wilhelmshaven Hafen Telematik (WHT) takes care of recording and processing of efficient, smooth handling of all goods shipments. Terminal operators, port authorities, shipping companies and other forwarders are also networked within WHT.

NEW LINKS TO ASIA



IMAGE: JADEWESERPORT

From Wilhelmshaven to the Far East even more often: the 2M Alliance between liner shipping companies Maersk Line and MSC is providing shippers with new options via JadeWeserPort. In place of the AE1/Shogun (Maersk/MSC) and AE5/Albatros (Maersk/MSC) service, Germany’s deep-water port will now be used by AE2/SWAN (Maersk/MSC) and AE6/LION (Maersk/MSC). The AE2/SWAN service provides further links to Xingang (China), and visits Shanghai once more per week. The AE6/LION will primarily provide more intensive coverage of eastern and southern China.

You can access Maersk Line (<http://bit.ly/1JzvJP8>) and MSC’s (<http://bit.ly/1KCWwYL>) Asia schedules directly here.



“We use Germany’s only deep-water container port because for us – in one of the biggest milk-producing regions in Germany – it is the best solution in logistical terms due to its geographical proximity; loading and shipping via JadeWeserPort saves time and money and runs completely smoothly. We look forward to every new line that comes into Wilhelmshaven!”

Dr. Lars Schildwach, Director of Sales and Marketing, Molkerei Ammerland eG



Reed beds and bodies of water at Oberhammelwarden on the Unterweser.

PHOTOS: JADEWESERPORT

# FIRST PERS PORT IN LOWER SAXONY

*JadeWeserPort has become the first port in Lower Saxony to be awarded the PERS certificate for its outstanding environmental management.*



The Port Environmental Review System (PERS) is an instrument for detailed analysis and monitoring of environmental management in ports. With the help of modern technologies, JadeWeserPort has managed to reduce the environmental impact of port operation, as well as creating natural coherence and compensation areas. Examples include the reed beds and bodies of water in Oberhammelwarden or the compensation measures at Langwarder Groden in the Butjadingen municipality, for which JadeWeserPort won second prize in the “Environment” category at the 29th World Ports Conference of the IAPH (International Association of Ports and Harbors) in Hamburg.

“Environmental protection was given a high priority right from the start of the planning phase for the construction of the port. The PERS certification strengthens our commitment to environmental protection and sustainability,” says Holger Banik, Managing Director of JadeWeserPort Realisierungs GmbH & Co. KG and Niedersachsen Ports. “The certification is an important step for our port. We consider this to be confirmation of our success and the efficiency of our environmental management, and will continue to fully prioritise this aspect in the future as well,” adds Jan-Hinnerk Faida, Environmental Coordinator at JadeWeserPort.

## WE WEATHER THE STORM

Come wind, rain or shine – we in Wilhelmshaven are resilient. In every respect. Not only did we manage to wait out the long time it took for things to really get going, but during the many months in which we were working towards improving our order situation, solidarity among the staff grew. This solidarity allowed us to manage the first challenges in handling our new liner services with bravura. I am very proud of this.

The 2M Alliance has been using Wilhelmshaven for two Europe-Far East services since February. Thanks to the 2M Alliance, Wilhelmshaven’s container port has gained a second shipping company as a customer alongside Maersk Line: MSC Mediterranean Shipping Company. Shippers can now expect a broader range of services, making the site more attractive for new customer business. Alongside the 2M Europe-Far East routes, Maersk line offers a third liner service – the ME1 service with direct connections to the Middle East and India. Directly from Wilhelmshaven to Asia once and back.

Due to increases in ship sizes towards transport capacities of 20,000 TEU and more, there is confidence that Wilhelmshaven will conquer its market. As Germany’s only deep water port, the site offers outstanding nautical conditions. Large container ships can moor at the quay at any time – regardless of the tide and weather conditions. We have no nautical limitations – or any weather-related ones. We are accessible around the clock, even for the biggest ships in the world. This is why more and more shippers are showing interest in our site. There are lots of opportunities for companies to design their own transport and logistics solutions in Wilhelmshaven.

The summer has passed and autumn has arrived, bringing its storms. But that doesn’t bother us.



PHOTO: EUROGATE

## MIKKEL ANDERSEN

Managing Director of EUROGATE Container Terminal Wilhelmshaven GmbH & Co. KG



# NEXT STOP: HINTERLAND



*The track and signalling technology for railway transport is controlled centrally at JadeWeserPort’s signal box.*

For many people, job satisfaction is about practical application with a concrete result. It makes you feel good if, at the end of the day, you can see what you have achieved or made. And Svenja Engel is no exception. “I can see what I’ve done when a goods train goes right past me,” explains the 26-year-old, who works as a train dispatcher in JadeWeserPort’s signal box. The grey flat-roofed building in the northern area of the port is where all track and signalling technology for railway hinterland transport for Germany’s only deep-water port is centrally controlled. The signal box is manned around the clock. During the day the train dispatcher works with a scheduler.

The view from the window of the signal box leads over a vast landscape of tracks with switches, signals and dozens of grey to which ten-metre-high light masts are attached at exact distances along the track. The 16-track formation sidings assume a buffer function between the container port and the hinterland, with connections to key economic centres in Germany and the industrial regions of northern Europe. Up to twelve full-length trains can be handled here at the same time.

At 1.45 p.m., 15 minutes before the next goods train arrives, the telephone rings in the signal box. It is a call from Sande, the next train station down. Svenja Engel

and her colleague Fevzi Sümer from the late shift are sitting in front of a semicircle of PC monitors showing the individual tracks, switches and level crossings on the route before the formation sidings. Svenja Engel accepts the train from Sande via the electronic train identification system, and sets the signals to green and the running line to on. The level crossings on the route close. Signal box employees have the job of safely directing a complete goods train to where it needs to be through telephone calls and clicks of the mouse. To a certain extent, Svenja Engel’s future was already set out for her: her father is also a railwayman. The trained wholesale and foreign trade expert joined JadeWeserPort when it was opened in



Expansive landscape of tracks: the 16-track formation sidings act as a buffer between the container port and the hinterland, with connections to key economic centres in Germany and the industrial regions of northern Europe.

September 2012, after six months of retraining as a train dispatcher.

Amongst all of the modern train control technology inside Wilhelmshaven’s signal box, the binoculars on the building’s windowsill are like a relict from past eras of railway operation. “They can be quite helpful when it comes to keeping an eye on things further away,” explains dispatcher Fevzi Sümer. A few kilometres away, we see the promised train from Bremen-Grolland, entering the formation sidings a few minutes later. A diesel locomotive and wagons position themselves on line number 3, with a length of 600 metres. Although the train is not loaded, it weighs around 900 tonnes. “When there are containers on the train it can weigh up to 1800 tonnes,” says Svenja Engel, who telephones terminal operator Eurogate when the train arrives to obtain permission to enter. The trains are loaded and unloaded using portal bridges at the six-track facility for combined transport.

The locomotive is unattached within the formation sidings, and travels back up to the wagons from behind on another track. Fevzi Sümer: “The locomotive pushes the train forward onto Eurogate’s terminal grounds, where it is then loaded or unloaded.” Out on the tracks, train driver Hartmut Grunewald orders a shunting operator. A young man with a helmet and orange uniform sits on the front of the first wagon and shunts the train into the transshipment area by means of radio contact with the train driver. The shunting process in the formation sidings is expected to take a maximum of one hour, whilst the loading process at Eurogate can take up to six hours.

Alongside their duties as dispatcher, one colleague per shift also has the responsibility of being an emergency manager. Should she wish to take the next career step, Svenja Engel could train as a railway manager, which would involve such responsibilities as staff management, training and technical innovations. However, if this were the case, she would very rarely see the heavy goods trains that she has guided passing her by.



Terminal operator Eurogate provides a six-track facility for combined transport (top left). Trains are loaded and unloaded via portal bridges (top right). Fevzi Sümer and Svenja Engel work as train dispatchers within JadeWeserPort’s signal box.

PHOTOS: JADEWESERPORT



*“We are using Germany’s only deep-water container port because it offers competitive advantages in terms of the logistics of shipping our goods for export – for example, through direct container loading on site and shorter transit times for many destinations. With even more destinations on offer, we could see ourselves handling virtually all of our overseas export business via JadeWeserPort in future.”*

Klaus Rücker, Managing Director of Rücker GmbH



# “FOR US, WILHELMSHAVEN HAS UNBEATABLE ADVANTAGES”

*JadeWeserPort will play a key role among Germany’s seaports in future, says Dittmar Vösterling. Speaking to TIEFGANG, the Managing Director of MSC Germany also talks about the increasing size of container ships and new shipping options in Wilhelmshaven.*



**Mr Vösterling, as part of the 2M collaboration, MSC is now the second liner shipping company to use Container Terminal Wilhelmshaven for two services between Europe and Asia. You made a clear statement by deciding to use Wilhelmshaven for MSC Oscar’s maiden call. What has been the market reaction?**

We celebrated MSC Oscar’s first visit to Wilhelmshaven in March. The feedback from our customers has been very positive and we look forward to the long-term development of the port site of Wilhelmshaven.

**The size of ships continues to grow. What do you see as the critical size?**

We assume that we have reached the maximum for the moment, with ship sizes of around 20,000 TEU. MSC has entered into a clear commitment – we will be running a total of twenty of these units by the end of 2016.

**For shipping companies, it is beneficial to be able to transport as much tonnage as possible on a single large container ship. However, not every port is able to cope with the enormous container volume of a fully loaded mega carrier.**

For us, Wilhelmshaven has clear benefits when it comes to accessibility; we can reach this port with fully loaded ships through a relatively short approach – which is an unbeatable advantage.

**Does the size of a ship have an impact on the number of loading and discharge ports that it can enter?**

Large container ships can’t enter many ports due to various restrictions, including the width of the access and the container terminals’ capabilities, for example, the

properties of the container cranes. Often people only talk about one factor – depth. However, we shouldn’t forget that ships with a capacity of around 20,000 TEU are 59 metres wide – which brings challenges for many ports.

**Alongside the Europe-Far East transport routes, shippers can also book direct connections via Wilhelmshaven to the Middle East and India. Would it not make sense to set up further lines between Wilhelmshaven and other continents in order to**

**sustainably improve the services on offer for forwarders and shippers?**

We serve Wilhelmshaven as MSC with our Far East services, and will be expanding this service in October with options for shipping to the Middle East. So, we are already in the process of expanding the variety of destinations offered from Wilhelmshaven.

**Can the current general set-up of freight rates still be seen as business or is it already seen as charity?**

We are an owner-run commercial firm. We see the current development of freight rates as a major challenge for all container shipping companies.

**If you could ask politicians to do one thing to strengthen your business with German ports, what would it be?**

To create a joint presence as “German Ports” in the area of port marketing. Throughout the world, we are thinking less about individual ports and more about regions. For example, if I want to ship a container from northern China to Munich, then it’s not just the port of entry that is key, but the entire transit time from door to door and the cost over the entire route. From a local, German point of view, we would be well advised to position ourselves more clearly in this area.

**Still looking to the future, please complete this sentence for us: In 2025 JadeWeserPort will...**

... play a key role among Germany’s seaports. We firmly believe that the new build programme of many shipping companies that use large ships will contribute to this development.



PHOTO: MSC/JAN C. BRETTSCHEIDER

**DITTMAR VÖSTERLING**

Managing Director of MSC Germany



Theo Bohlen and his sons Arne (left) and Stefan Bohlen run the family business.



PHOTOS: JADEWESERPORT



# B-PLAST 2000 COUNTS ON JADEWESERPORT

*B-Plast 2000 Kunststoffverarbeitungs-GmbH is one of the leading firms on the European plastics recycling market – and is using JadeWeserPort to ship raw materials to China and Hong Kong.*



The medium-sized company has specialised in accepting and recycling plastic residues from well-know plastics producers and plastics processors in western and eastern Europe. B-Plast 2000 has been continually tapping into new markets in order to expand its area of business. “Today, we supply to customers in 30 different countries across four continents,” reports Managing Director Theo Bohlen.

The certified plastics recycling and trading company has been transporting its high-quality plastic products directly

to JadeWeserPort in Wilhelmshaven from its headquarters in Aurich for more than two years. The monthly volume is up to 400 standard containers (TEU), which then go to Asia using Maersk and MSC’s liner services.

“The advantageous geographical location means that the port represents a favourable transport connection for B-Plast 2000,” says Bohlen. The ambitious target is now to ship all containers via JadeWeserPort. “It would be great if we could go to other European, and even Indian, ports via JadeWeserPort in future.”

*“We are using Germany’s only deep-water container port because we believe that we are helping to write a piece of regional history, and hope to soon be able to convince our customers of this unique project. After all, the development of new large ship capacities shows us all that we are on the right track and that JadeWeserPort is part of northern Europe’s maritime future!”*

Jörg Albers, Managing Director of Albers Logistik Varel GmbH

## MORE CONTAINERS FOR GERMANY



Whilst container ships are becoming larger and larger and the planned deepening of the Elbe and the Weser seems more uncertain than ever, more and more goods are being handled in Wilhelmshaven. JadeWeserPort is “the port in the sea” – built for the future and already firmly anchored in the schedules of the largest liner shipping companies. No wonder, as the largest mega carriers in the world can moor here at any time, fully loaded, without any nautical restrictions. The direct links to the Middle East, as well as India and Asia, are being met with great interest among shippers.

Find out more in this issue of **TIEFGANG**, which you can also download free of charge in German and English from the **iOS Store and Google Play**. You will also find interesting facts about container shipping and exciting maritime news at [www.mehrcontainerfuerdeutschland.de](http://www.mehrcontainerfuerdeutschland.de). Why not have a look?



**“We don’t like their sound,  
and guitar music  
is on the way out.”**

Reason given by record company Decca,  
which turned down the Beatles in 1962.

### Even experts can make mistakes!



The Beatles are now considered the most successful  
band in musical history – and JadeWeserPort is also ahead  
of its time.

Built for the future, Germany’s only deep-water container  
port still has plenty of potential in the truest sense of the  
word – for example, in Wilhelmshaven’s freight village,  
which has around 115 hectares of free set-up space.

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Container Terminal Wilhelmshaven  
JadeWeserPort-Marketing GmbH & Co. KG  
Pazifik 1  
D-26388 Wilhelmshaven  
Tel.: +49 (0) 44 21 - 4 09 80-0  
Fax: +49 (0) 44 21 - 4 09 80-88  
[info@jadeweserport.de](mailto:info@jadeweserport.de)

Managing Director: Andreas Bullwinkel

Main Office: Wilhelmshaven  
HRA 130829 Amtsgericht Oldenburg

#### Realisation

DVV Media Group GmbH  
Nordkanalstr. 36, D-20097 Hamburg

Project Leader & Editor: Benjamin Klare  
Editorial Assistant: York Schaefer  
Design: Andreas Gothsch

Tel.: +49 (0) 40 - 23714-01  
Fax: +49 (0) 40 - 23714-309  
Email: [info@dvvmedia.com](mailto:info@dvvmedia.com)  
Internet: [www.dvvmedia.com](http://www.dvvmedia.com)

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