



LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics

December 2017

Wheels & Ramps

Focus Topic: Ro-ro

Control to the max 16 | A clean future 20





bremenports

Bremen  Bremerhaven

Season's greetings
and all good wishes for 2018

We should like to thank you for the close and constructive cooperation over the past year. We wish you an enjoyable and peaceful time over the holidays and happiness, good health and contentment in the coming year.

In 2018, we would be more than happy to help you with your marketing activities once again and organise a professional trade fair stand where you can successfully present your corporate portfolio in Germany and abroad. Another attractive advertising platform is the "Logistics Pilot", a magazine for the ports, shipping and logistics business, which is published every two months.

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“Strengthening collaboration on state level”

Olaf Lies, Minister for Labour, Economics and Transport of Lower Saxony

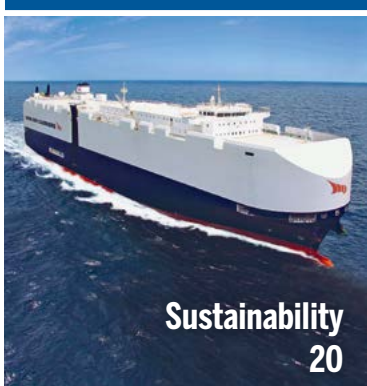
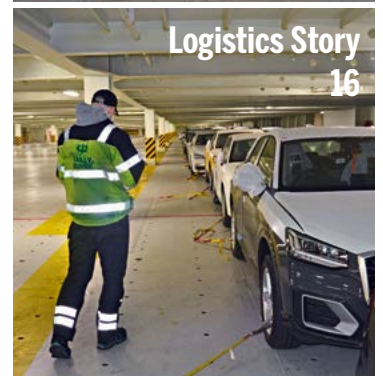
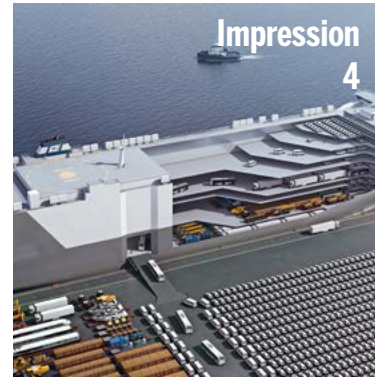
Dear readers,

The German seaports are a lifeline in the world of globalised competition. And in order to ensure that everyone is on the same page, in the medium to long term it is essential to ensure that the northern German states work hand-in-hand on port policy. Competition between ports is irrelevant here, as working together will strengthen awareness of northern Germany as a location.

The umbrella brand “German Ports”, coordinated by the port marketing organisations of the coastal states, already exists as an effective tool for advertising our seaports on international markets. Over and above this, one goal must be to achieve clever interweaving and networking of sites in order to combat the competition in Belgium and the Netherlands and enhance the international competitiveness of the northern German ports even further.

Ro-ro transport has a considerable role to play in this. A total of 22 ro-ro facilities at five sites make Lower Saxony one of the key partners for vehicle handling in Europe. With Emden, Cuxhaven and neighbouring Bremerhaven, northern Germany already has three ports standing among the biggest European players when it comes to vehicle handling. This shows that our seaports in Lower Saxony and Bremen are attractive partners in flexible port logistics.

Yours, Olaf Lies



News	6
People	26
Appointments	28
Preview	30
Imprint	30

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The biggest car transporters in the world

Norwegian shipping company Høegh is one huge big family, in the truest sense of the word: its “New Horizon” fleet – comprising the “Target”, “Trigger”, “Tracer”, “Trapper”, “Traveller” and “Trotter” – includes what the company claims are the biggest pure car and truck carriers (PCTC) in the world in terms of load capacity. Each of the six vessels is 200 metres long and 36 metres wide and can hold up to 8,500 vehicles on 14 decks, like a floating multi-storey car park. This includes not only passenger cars, but also lorries, construction vehicles and other heavy machinery that can fit through the 6.5 metre-high, 12 metre-wide loading hatch.





SUMMARY NEWS

BREMEN. **bremenports** is offering eleven new training places for August 2018 – in fields such as industrial mechanics, construction drawing, IT, office management and electronics. The port company currently provides a total of 36 training places, putting it far beyond the national average in relation to the total number of employees.

CUXHAVEN. The ministers and senators for economic affairs and energy of the northern German states of Lower Saxony, Schleswig-Holstein, Mecklenburg-Western Pomerania, Hamburg and Bremen signed the **Cuxhaven Appeal 2.0 (Cuxhavener Appell 2.0)** on 11 September, along with representatives of the offshore cities and the industry. In it they call upon the German government to improve the conditions for expansion of the offshore wind sector.

BREMEN/HAMBURG. In September, inland shipping, logistics and warehousing group **Dettmer** took over the biggest freight handling company at Hamburg Airport, **LHU Luft Hafens Umschlag**. "The fact that LHU is affiliated with LUG Aircargo Handling opens up opportunities to utilise the international links between LUG and the airlines, and attract additional cargo to Hamburg," says Owner and CEO Heiner Dettmer.



“Isabella” to optimise vehicle logistics

BREMERHAVEN. In future, BLG Logistics plans to control and handle the currently largely manual operational workflows at Autoterminal Bremerhaven by means of real-time status reporting and mobile data capture – that is the aim of the three-year **“Isabella” research project. The abbreviation stands for “Automotive logistics in the sea and inland port:** Interactive and simulation-based operational planning, dynamic and context-based control of equipment and load movements”. The project is receiving 2.6 million euros of financing from the Federal Ministry of Transport and Digital

Infrastructure (BMVI) as part of the programme for innovative port technologies (IHATEC). The total scope of the project is 3.7 million euros. There are three partners involved in the project, which aims to optimise the planning and control of vehicle handling: **BLG AutoTerminal Bremerhaven** as application partner and overall project manager, **BIBA**, with its knowledge in the fields of planning and control of logistical processes and independent decision-making, and **28Apps**, which is responsible for developing the software application for the planned multi-touch table.

NPorts and JadeWeserPort exhibit their space at EXPO REAL



MUNICH. Niedersachsen Ports (NPorts) and Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG presented together at the **specialist trade fair for property and investment, EXPO REAL, in Munich** at the start of October. Properties and available space in Wilhelmshaven, directly beside the container terminal, as well as at the other seaports in Lower Saxony owned by both companies were the focal point of the trade fair appearance. Potential customers can also gain a quick overview of commercial land and property available all over Lower Saxony online on the website www.komsis.de.

Construction of a warehouse begins at Wilhelmshaven freight village



WILHELMSHAVEN. In mid-October the **company AE Trade Online** commenced the construction of a warehouse measuring around 1,800 square metres on a 1.1-hectare piece of land at Wilhelmshaven freight village. The company, based in Schortens, **is investing around a million euros in the warehouse, which will be equipped with the latest warehousing technology.** AE Trade Online sells planters, baskets, garden furniture and home accessories online to over 50,000 business and private customers. The goods arrive directly at Container Terminal Wilhelmshaven in containers from Asia, and the future proximity to the terminal, with the associated shorter routes, will improve AE Trade Online's logistics processes.



BREB: A quartet of ships to expand the fleet

CUXHAVEN. In October, shipping company BREB took over four 7,800-tonners in the “UBC M” class. The company, founded in 1951 as Bremer Reederei Eilemann & Bischoff, has taken on the 105 metre-long **multi-purpose vessels “BREB Cuxhaven”, “BREB Countess”, “BREB Courtesy” and “BREB Courageous”** as part of the further expansion of its fleet. The respective shipping associations, “MS Cuxhaven”, “MS Kugelbake”, “MS Duhnen” and “MS Döse”, are entered in Cuxhaven’s shipping register. BREB uses the network of Leer-based shipping company Briese Schifffahrt for its nautical and technical management and crewing.



German expertise in demand in India

MUMBAI. Container Terminal Wilhelmshaven JadeWeserPort-Marketing Gesellschaft took **the “Maritime Nation India” trade fair**, which took place in Mumbai between 14 and 16 September, as an opportunity to both **intensify links with industry and trade firms on the Indian market** and make new contacts. Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven Jade-WeserPort-Marketing, also travelled to the capital of the state of Maharashtra to contribute his expertise to a discussion panel on the further development of India’s maritime infrastructure taking place as part of the trade fair.



greenports Award goes to Bit Okland

BREMEN. bremenports gave out its “greenports Award” for the fourth time at the “Sustainable Shipping” conference. The **prize for the most environmentally-friendly vessel that visited the Bremen/Bremerhaven port group in 2016** went to chemical and product tanker “Bit Oakland”, owned by shipping company TBS Tarbit Shipping. The Swedish company also won the accolade for most environmentally-friendly shipping company. In both categories the award is based on the Environmental Ship Index (ESI). This is a voluntary system that classifies ships according to their emission values.



Double anniversary for Leschaco

SHANGHAI/SINGAPORE. Along with over 200 invited guests, the Leschaco Group celebrated two anniversaries in the Asia-Pacific region in August and September: first its **25-year anniversary in Singapore**, then **10 years of being in China**. The forwarding company, which is headquartered in Bremen, offers intercontinental logistics solutions in the fields of air and sea freight, contract logistics and tank containers.



Crystal Symphony converted

BREMERHAVEN. Following extensive **conversion work carried out at the Lloyd Werft shipyard** in Bremerhaven, the “Crystal Symphony” has been back on the move since 15 October. Alongside the regular maintenance work to ensure operation of the vessel, the 238 metre-long cruise liner, which now holds around 850 passengers, underwent conversion of several smaller cabins into luxurious penthouse suites. The ship also gained two new restaurants.



Safely to Juist

NORDEN/NORDDEICH. Port company Niedersachsen Ports (NPorts) and shipping company Reederei Norden-Frisia announced the **successful completion of their construction project** in Westhafen in Norddeich in September. As part of the work, the traffic management around the Juist ferry terminal has been redesigned, therefore increasing safety for passengers. At the same time, a continuous logistics zone has been created with the new access route to the Mole area.

SUMMARY NEWS

BREMEN. Around **one in five jobs in the state of Bremen is dependent on the ports of Bremen**: that is the result of a study that the Institute of Shipping Economics and Logistics (ISL) has compiled on behalf of port company bremenports. "The ports are the heart and driving force of Bremen's economy. Despite slight changes, this segment has grown over recent years," says Martin Günthner, Senator for Economics, Labour and Ports in Bremen.

OLDENBURG. In October, **Rhein-Umschlag enjoyed the topping out ceremony for its new administrative building** on Dalbenstraße in the port of Oldenburg. Completion will mark the end of a several-year investment programme, in the course of which the group has invested around twelve million euros in the port.

BREMERHAVEN. On 26 September, Maritime Cluster Northern Germany and Bremen's Chamber of Commerce extended an invite to Bremerhaven for the **4th Maritimer Marktplatz Nordwest (maritime marketplace north west) event**.

Together with representatives of the nearby EUROGATE Container Terminal and BLG AutoTerminal, moderator Dr. Iven Krämer, Head of Division with the Senator for Economics, Labour and Ports in Bremen, provided the latest insights into container and vehicle handling in the area.



A jumbo strategic merger

LEER. Consolidation in project and heavy-duty shipping is advancing constantly. In October, **Jumbo and BBC Chartering agreed a strategic collaboration**, with the two shipping companies founding the **Global Project Alliance**. The two partners will remain legally independent, but will work together to offer their capacities and expertise on selected projects. BBC is to bring its knowledge as a forerunner in the volume segment, with Jumbo contributing its skills in the super heavy lift segment.

A wealth of experience in wood

SAVANNAH. Both the Lower Saxony seaports from Brake, Emden and Wilhelmshaven (J. Müller, ANKER, Container Terminal Wilhelmshaven JadeWeserPort-Marketing) and bremenports (together with BLG Cargo Logistics and Alexander Global Logistics) used **joint stands at the 22nd PPI (Pulp and Paper) Transport Symposium** to highlight their skills in the handling, storage and distribution of forestry products. At the three-day event, which took place from 25 to 27 September in Savannah, the trade fair teams from Lower Saxony and Bremen engaged in exchange with experts from all over the world regarding wood and paper logistics, making new contacts along the way.



Breakbulk: no time to sit back and relax

HOUSTON/BREMEN. Port management company bremenports once again used the specialist international trade fair "Breakbulk Americas" in Houston (17 to 19 October) as an opportunity to discuss the general cargo and project loading business – as well as advertising its high level of skill in this market segment. bremenports once again had a joint stand with BLG Cargo Logistics, Sloman Neptun and Menzell & Döhle Group. No sooner had bremenports **returned from the USA, than its sights turned to "Breakbulk Europe", which will take place in Bremen for the first time between 29 and 31 May 2018**. All of the 28 exhibition modules on bremenports' joint stand are already taken – despite the fact that, at 192 square metres, the stand is more than double the size than at previous appearances at "Breakbulk Europe" in Antwerp. "The demand was amazing, and exceeded the space that we had to offer," says Michael Skiba, Head of Marketing at bremenports.





For more sustainability

BREMEN. On 20 and 21 November, Bremen played host to the **“Sustainable Shipping” conference** for the third time. The organisers – the Senator for Economics, Labour and Ports, Maritime Cluster Northern Germany and Bremen University of Applied Sciences – placed the focus on technologies and efficiency assessments for more sustainability in shipping. In the Hanseatic city, numerous experts from Germany and abroad worked in three workshops to discuss the future issues of ship propulsion systems, recycling in accordance with the IMO Hong Kong Convention and ballast water/bio-fouling.



First arrival of the next ocean giant

WILHELMSHAVEN. The **biggest container ship in the world, the “OOCL Germany”**, moored in the city of Wilhelmshaven on the river Jade on 16 October. “Although the biggest container ships in the world now come into Wilhelmshaven on a weekly basis, it is always a special sight to behold,” said Mikkel Andersen, Managing Director of EUROGATE Container Terminal, located there. “We are delighted that the world’s biggest container ship – measuring 21,413 TEU – is coming into Wilhelmshaven. This is a sign that our customer, OOCL, is very satisfied with the performance of the container terminal,” added Andersen. The “OOCL Germany” is the second new build in OOCL’s series of six G Class vessels. In the meantime, three of its sister ships have already called in to Wilhelmshaven: the “OOCL Hong Kong”, the “OOCL Japan” and the “OOCL United Kingdom”.



Nordfrost expands its portfolio of services

WILHELMSHAVEN. During the topping out ceremony for the new Nordfrost freezer warehouse in Wilhelmshaven, local City Councillor Oliver Leinert gave the provider of logistics for temperature-controlled foods another building permit. This meant that, alongside the festivities, work for Nordfrost’s new General Cargo Division could begin. This will see the construction of **two cargo halls and a heavy goods hall, each measuring 10,000 m²**. All three halls are to be completed by mid-2018.



Five millionth tonne handled

CUXHAVEN. “RailRoCargo”, the joint product of Cuxport, DFDS Germany and TRANSA Spedition, celebrated a milestone in September: **the five millionth tonne of cargo destined for transport on to the UK was handled at the terminal in Cuxhaven.** The “RailRoCargo” cooperation has been in place since 1982 and includes the pre-transport of goods, primarily by rail, to Cuxhaven – implemented by TRANSA. At the Cuxport terminal, the goods are moved onto Mafi rolltrailers and shipped to Immingham by ro-ro cargo ferry. There, DFDS takes care of storage and distribution.



Offshore industry centre constantly growing

CUXHAVEN. Together with Lower Saxony’s Economics Minister Olaf Lies, port operator Niedersachsen Ports (NPorts) celebrated two milestones at once in Cuxhaven in October. The first was the **completion of berth 9.2**, and the second was the **first pile driven for berth 9.1**. Both are part of the German Offshore-Industry-Center (OIZ), and come under the eastern expansion plan. NPorts is investing around 3.5 million euros in berth 9.1. The aim? A heavy-duty quay that is 142 metres in length and has a water depth of 7.4 metres.



Rocking 'n' rolling

The ports of Lower Saxony and Bremen are combatting growing competition by creating further capacity and coming up with new ways to ensure full utilisation of ro-ro ships.

In 2016, around 9.3 million vehicles passed through the top ten North Range ports. This represents a decrease in handling of 1.2 million compared with 2015. That is the finding of an analysis published in August this year by Klaus H. Holocher, Professor of Port Management at Jade University of Applied Sciences in Elsfleth. According to his research, in 2016 the most cars were handled in Zeebrugge, Belgium (2.8 million), followed by Bremerhaven in second place (2.1 million) and Emden in third place

(1.3 million). Bremerhaven and Emden showed a slight temporary drop, which Holocher primarily puts down to decreased demand for German cars overseas, particularly in America and Asia. The main reasons for this, he states, are the diesel crisis and global economic uncertainty. On the other hand, Cuxhaven, which takes sixth place in this ranking, handled eleven per cent more new vehicles than in 2015, at a figure of almost 480,000. "Cuxhaven primarily specialises in exchange with Britain. And because the



exchange rate of the pound fell as a result of the Brexit announcement, a larger number of British vehicles were exported to the euro zone via Cuxhaven last year,” says Holocher, explaining the differences in development at the three leading German sites for vehicle handling.

BLG relies on technical partnership

Despite recent developments in ro-ro business, BLG Logistics Group recently decided to pool together its expertise in the three divisions of Cargo Logistics, Wind Energy and Autoterminal Bremerhaven in a new team. Under the working name “XXL logistics”, this team will offer the customer complex handling concepts for the high and heavy sector. “We want to utilise our expertise in the project and heavy goods segment across disciplines, and therefore expand our range beyond that of a simple port handling company,” says Sven Riekers, Managing Director of BLG Cargo Logistics, explaining the idea behind these “technical partnerships”. One of the advantages is that

“thanks to stronger ramps and higher decks, the ro-ro ships are now also suitable for complex project loads, such as heavy goods, or even complete train systems.”

How such a technical partnership may look was recently demonstrated by the ro-ro shipping of a automatic press weighing over 200 tonnes from Bremerhaven to Port Hueneme in the US state of California for an American automotive manufacturer. It all began with an enquiry sent to BLG Auto Terminal’s customer service, which, after intensive inspection, gave the green light on the feasibility of the project and issued a method statement. This generally includes all aspects of handling for the planned transport chain. First this involved choosing the mode of delivery and unloading options in Bremerhaven. In this case, the project stakeholders opted for an inland vessel and use of a floating crane. This was followed by a lift plan, which describes in detail how the load is to be suspended from the crane, and a storage concept, which took into account aspects such as the height and weight specifications of the SPMT chosen instead of a Mafi trailer. The service ■■■

Eco-friendly vehicle transport

The “Auto Energy”, owned by shipping company United European Car Carriers (UECC), was christened in Malmö on 7 February this year. The 181 metre-long, 30 metre-wide ship is currently the world’s largest car transporter that can run its main power unit on liquefied natural gas (LNG). The ship is equipped with a dual-fuel engine, which permits the use of LNG, heavy fuel oil and marine gas oil. “With this development, UECC represents an ecological pioneer in maritime shipping,” said Bremen’s State Advisor for Ports, Jörg Schulz, during a customer event on board the cargo vessel in Bremen’s international port in May. After all, LNG is currently the most environmentally-friendly fuel in shipping: compared with heavy fuel oil, it reduces the emission of nitrogen oxide by 80 per cent. With its propulsion system, the “Auto Energy” can transport up to 4,000 cars and reach a speed of 18.6 knots. The ship is also designed for especially tall pieces of cargo: ten decks, which can be adjusted up to 5.30 metres, offer plenty of space for loads on Mafi trailers and heavy self-driving vehicles, such as mobile cranes, agricultural machinery and chain excavators. In UECC’s European operations, the “Auto Energy” serves the ports of Southampton, Zeebrugge, Bremerhaven, Malmö, Hanko, St. Petersburg and Gdynia. The ship has called into Cuxhaven in the past, although it is not firmly on the books of the port in Lower Saxony yet. On 15 March, 800 new BMWs bound for Southampton were loaded on board within seven hours.

■■■ was rounded off with a hazard and risk assessment, which uses a traffic light system to highlight possible weaknesses and corresponding solutions, followed by an evaluation of the method statement with customers and shipping companies. This always takes place in retrospective consideration of the transport chain. “Experience has shown that it is not helpful when the cargo arrives safe and sound in the destination port but there are no options for transporting it further,” explains Matthias Witte, Operations Manager in the High & Heavy division in Bremerhaven. BLG is expecting a handling volume of around 2.2 million cars and around 1.3 million tonnes of high-and-heavy loads this year for the car terminal in Bremerhaven, which sees the arrival of over 1,400 car carriers each year. “With a consistently high handling volume of well over two million vehicles a year, Bremerhaven is one of the biggest vehicle hubs in the world. The great effort being made to continually expand the infrastructure for vehicle handling is obvious,” says Holger Bruns, Press Spokesperson at bremenports.

Bremerhaven, Emden and Cuxhaven were the top players in German vehicle handling last year.



PHOTOS: EVAG, VOLKSWAGEN AG



Volkswagen has created 10,000 new vehicle spaces around the retention basin in the port of Emden in order to enhance the site.

Emden on a growth trajectory

Around 900 ships, 170,000 waggon and 30,000 lorries come to Emden each year to deliver or collect cars. “The port is Europe’s most important hub for the export and import of our brands’ vehicles,” says Thomas Zernehel, Head of Volkswagen Group Logistics, explaining the importance of the biggest city in East Frisia. Since the factory was founded there in 1964, the automotive manufacturer has produced over 11 million vehicles and sent them to over 150 countries.

To strengthen the site and create the conditions for further growth, Volkswagen Group Logistics recently worked with the Emden factory to create 10,000 more spaces for vehicles. The official opening was celebrated on 27 September along with representatives of Volkswagen Group Logistics, local politicians and involved logistics partners. “The volume imported and exported via the port of Emden has continually increased over recent years. For 2017 we are expecting a record handling volume of around 1.4 million vehicles,” said Manfred de Vries, Volkswagen Group Logistics and Managing Director of Autoport Emden, during the festivities. With the new area, the port of Emden has a total of over 70,000 spaces, making it prepared for continual rises in handling volume.

A multi-purpose strategy with a focus on ro-ro

In Cuxhaven, too, the signs are pointing towards the expansion of rolling cargo. “On the one hand, demand has grown on our premium market of the UK and in Scandi-

navia; on the other, we have managed to win over some new customers from the automotive industry with our additional services concerning pre-delivery inspection,” says Oliver Fuhljahn, Head of Automobile Logistics at Cuxport, explaining the key reasons for this development. Now, the plan is continue this success with the new berth 4, which will allow ships with a draught of up to 14.30 metres to moor from mid-2018. “With berth 4, Cuxport is gaining 290 metres of additional quay wall and 85,000 square metres of additional terminal space, and therefore further capacity for short and deep-sea transport. Thanks to the new recess for quarter ramps and the deep channels of the Elbe, soon ships of any size will be able to berth here and goods will be able to be handled as part of ro-ro and project business,” continues Fuhljahn. As such, the new berth fits perfectly into Cuxport’s multi-purpose strategy, which is based on varied use of the terminals for different load types – always keeping the focus on rolling loads, as well as trailer transport and new vehicles.

Cuxhaven has had a multi-purpose handling facility at Europakai, which offers two ro-ro berths and two automatic double-track ro-ro ramps, as well as a quarter ramp, since 1997. However, this facility is often busy with the handling and storage of vehicles, containers, heavy goods and project loads, meaning that berth 4 represents a useful additional option.

An equally important mainstay are the numerous scheduled services, which link Cuxhaven to the UK and various destinations in Sweden, Norway, Denmark, Estonia, Finland and Iceland with regular departures. This also includes the ferry link with the British port



Whether heavy construction machinery, offshore components or cars, ro-ro ships permit a more extensive load mix.

of Immingham, which has been in existence since 1982. In collaboration with the shipping company DFDS Germany and TRANSA Spedition, Cuxport operates the “RailRoCargo” product on this route, offering the transport, storage and distribution of goods such as steel, paper, construction materials, wood and project loads as rolling cargo. A successful project: in September 2017 the involved partners celebrated the five millionth tonne of cargo to be sent to the UK by ro-ro ferry since the start of 1982.

Trend towards bigger size and greater security

Andreas Mai has been responsible for security and environmental protection in port as Harbourmaster in Bremerhaven since October 1996 and in Bremen since October 2000. He deals daily with ro-ro ships, of which

“In the logistics services sector, all of the signs are pointing towards the offensive”

Interview with Axel Bantel, Managing Director of Wallenius Wilhelmsen Logistics, Head of Sales Germany

Wilh. Wilhelmsen and Wallenius completed their merger to form Wallenius Wilhelmsen Logistics ASA in April 2017. What has changed since then?

AXEL BANTEL: The merger of the two shipping companies with the three major brands Wallenius Wilhelmsen Logistics, Eukor Car Carriers and American Roll-on Roll-off-Carrier is a proactive step in light of the market situation and constantly changing customer requirements. Not a lot will change day to day for our customers to begin with; over time we will, of course, be providing a unique global network. Internally, however, we primarily hope to exploit the synergies that arise.

Your new strategy is based on operative separation of the segments of shipping and logistics services, as well as on standardisation of management. How did this decision come about?

The two segments operate in different environments. On the ro-ro market, which demonstrates growth of two to three per cent per annum on average, and is therefore relatively saturated, around a quarter of global capacity is under our responsibility. Here, the main focus is on continuous optimisation and controlled growth. Despite current turnover of over a billion US dollars, in the logistics and land-based services sector we were still relatively near the beginning. In short: for us, all the signs are pointing towards the offensive, as we are striving for strong growth. In strategic terms, our group will, of course, continue to be defined by the entire service portfolio.

Are there already initial synergies that can be exploited? What are you expecting for the coming years?

There are certainly some “low-hanging fruits” that we have already harvested, for example in the optimisation of tonnage and streamlining of structures. Overall, however, it is a continual process. We are expecting savings of between 50 and 100 million US dollars by the year 2019. These will come from different divisions, such as fleet, operative handling, finance and organisation.

In your opinion, how will freight rates and excess capacity develop on the ro-ro market?

In the short term, we are assuming a certain level of excess capacity, which will put pressure on freight rates. In the longer term, however, we are expecting capacity procurement to reduce considerably due to the poor profit situation in industry. In terms of volume, we are not exactly seeing what we want to see, but the majority of our core markets are developing in the right direction, and we, as a group, are well placed.



Axel Bantel, Managing Director of Wallenius Wilhelmsen Logistics, Head of Sales Germany

around 80 come into Bremen and 1,800 come into Bremerhaven each year. “Awareness of security has increased in this market segment over recent years, particularly in terms of stowage planning and load securing,” he says, summarising the positive development. At the same time, as in container shipping, he sees a trend towards larger ships: “Until the opening of the new Panama Canal last year, ships were becoming longer – ro-ro ships up to around 270 metres and con-ro ships up to around 300 metres. However, since the new dimensions of this artificial waterway have been known, there has been a tendency towards wider ro-ro ships – from around 32 metres to between 36 and 38 metres.”

He believes that this development, and the larger wind-exposed area already associated with ro-ro ships, is leading to an increase in the demands on handling firms and all other involved companies and institutions in the port, for example pilots and ship assistance companies. “Regardless of the service being rendered, we see security not as a standalone business process, but as an integral part of port operations. Only in this way can we achieve a high level of plannability in operations, and therefore ensure profitability,” says Mai. This calls for a high degree of “situational competence” among all involved. This primarily concerns last-minute decisions when there are disruptions to the planned workflows – whether due to a ro-ro vessel that departs late due to a technical defect or severe weather situations, such as sudden fog.

Prognosis after the diesel scandal and Brexit

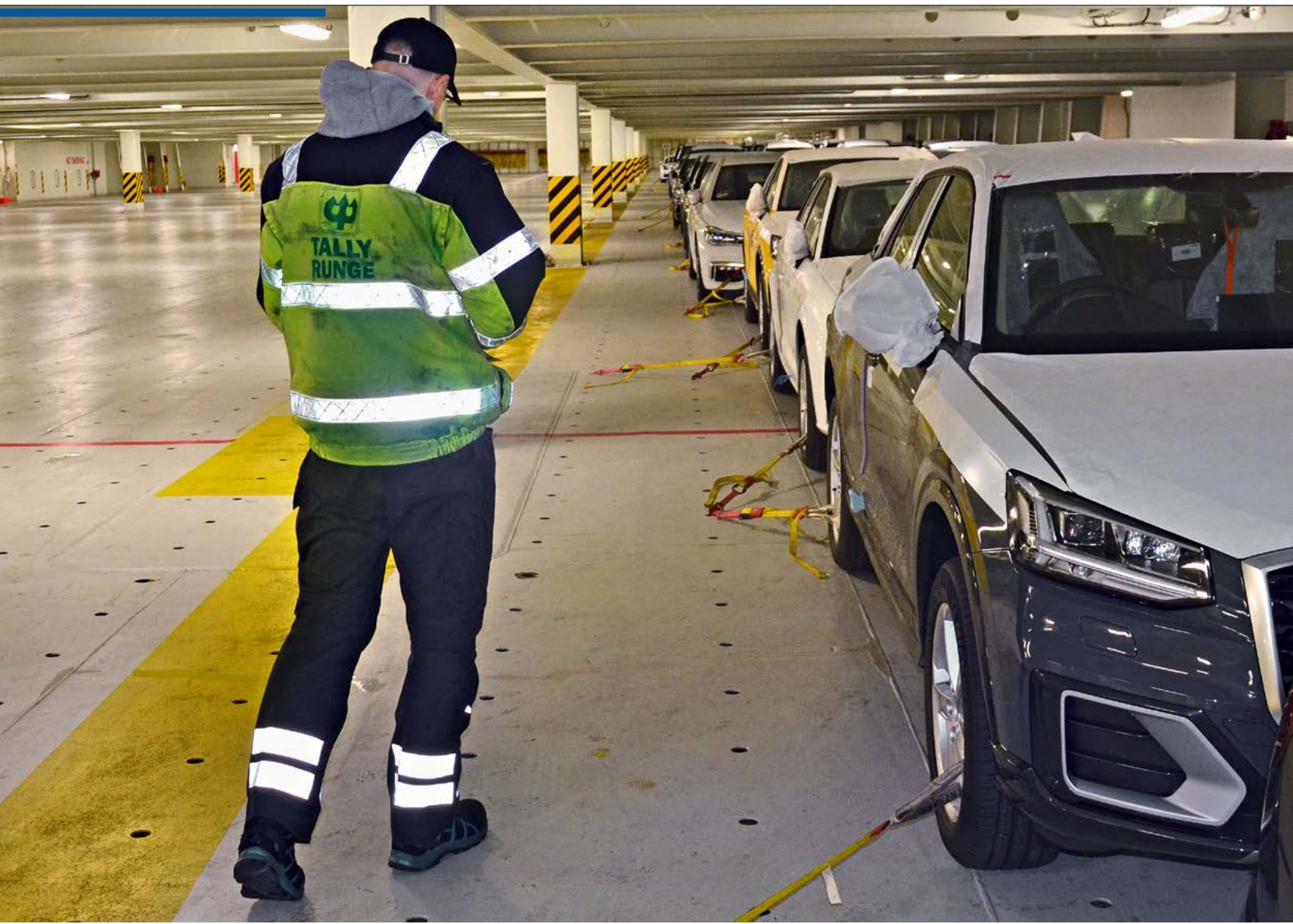
Like Mai, Holocher sees a clear trend towards larger ro-ro vessels. However, he primarily puts this down to growing demand for pure car and truck carriers (PCTCs), which, thanks to higher and height-adjustable decks, can hold a larger percentage of high-and-heavy loads – a development that BLG is also exploiting, as the aforementioned technical partnership shows.

At the same time, Holocher believes that the positive image of European vehicle manufacturers has been “tarnished” by the diesel scandal. This has led to decreases in vehicle sales, as well as in ro-ro business. Nevertheless, he retains a positive view of the future of vehicle handling: “In the short term, this crisis is being mitigated with price reductions; in the medium term, car buyers may forget the matter. If European automotive manufacturers focus on developing vehicles that are lower on consumption and emissions, featuring new drive technologies, handling may increase again,” believes the Professor. His concerns regarding Brexit also have their limits. Holocher would not rule out hard times for the vehicle ports, for which the UK is an area of focus. However, he expects Brexit agreements to be reached between the EU and the UK “which do not, or minimally, impair mutual external trade relationships, and therefore ro-ro business as well.” The key to the latter, he says, will be close intertwining of the automotive industries in the relevant countries. In this case, the aim will be friendly overtures rather than a rock’n’roll strategy. (bre) ■

PHOTOS: CUXPORT GMBH, HEINRICH HECHT, WWL



Cuxhaven has recently been celebrating increasing handling figures in new vehicles.



Control to the max

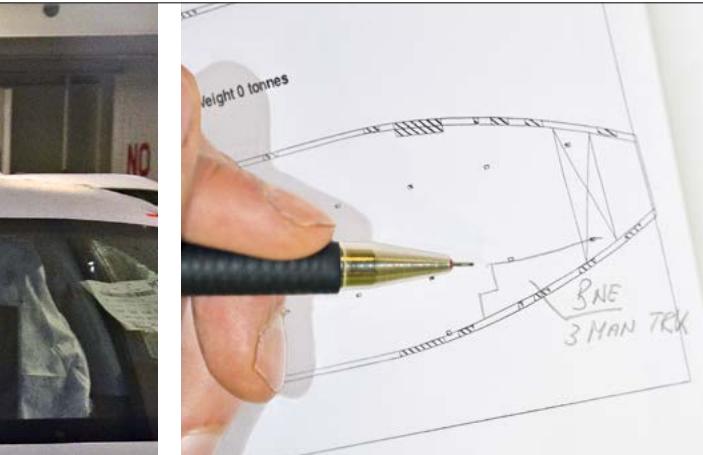
They are essential to handling in seaports: tallies check, measure and count the load during loading and unloading. A visit to Tally Service Runge in Bremerhaven.

In the famous Banana Boat Song by Harry Belafonte, the dock workers call for him: “Come, Mister tally man, tally me banana.” They want the tallyman to come and count the bananas loaded onto the ship so that they can end their shift and get their wages. The job title has changed several times since then – for some time it was “maritime merchandise inspector”, and now “specialist in port logistics”. However, the majority still prefer to be called tallies. “The name is understood in every port in the world,” emphasises

Björn Deis, Senior Tally at Bremerhaven-based Tally Service Hermann Runge, which was founded in 1644 and is one of the oldest port companies in Bremen.

Measuring is carried out before loading

In the case of handling of vehicles for transport on a ro-ro vessel, the inspectors’ work begins before the ship has even arrived: “We begin measuring the high-and-heavy load



On board, the tallies check where exactly each vehicle was stowed, and create a final stowage plan.



PHOTOS: CLAUDIA BEHREND

for the ship three to four days before,” reports Stowage Draughtsman Lukas Neumann of Tally Service Runge. Neumann and his colleagues have to measure the width, height and length of a variety of commercial vehicles at the car terminal. Accuracy is essential, as the figures calculated form the basis for the shipping company’s freight bill. Sometimes, the tallymen have to go looking for the vehicles to be loaded. “We do receive a placement list from BLG,” says Neumann, “but it is not always completely up to date, as there are often last-minute changes.”

Once the vehicle has been located in the terminal car park, it is time to measure it. Neumann cannot really measure a vehicle or another load on a Mafi trailer by himself, unless it is box-shaped or its limits can be seen from ground level. Usually, inspectors work together in pairs.

“Our most important tool is still the tape measure,” reports Deis. He explains that ten metres are usually enough; occasionally a measuring stick is used. It becomes challenging if, for example, the load on a Mafi trailer is not box-shaped and is so bulky that you cannot see the highest point. In this case, one of the tallymen climbs onto another vehicle to get an idea of the situation.

“We have tried a laser in the past, but it didn’t work well and takes longer,” reports Deis. “It works well indoors and for crates, but outside often the sun is just too bright.” Although many manufacturers supply new vehicles with dimensions, that is not to say that they are completely precise and correct. Deis doesn’t have to look far to prove his point: he and Neumann measure a tractor, the length of which is specified as 660 centimetres – it is actually 664 centimetres. This information is generally missing from used vehicles anyway. “For this reason, we always do our own measurements,” emphasises Deis. Experience with similar types of vehicle in the past is, of course, helpful here. Routine is also important, for another reason: the tallymen don’t have a lot of time to spend on each vehicle to be measured. Back at the desk, everything that was noted down by hand on site has to be documented precisely. Usually a few vehicles arrive late or are subsequently added to the booking, meaning that the inspectors always have to keep moving between their offices in the nearby gatehouse and the terminal.

Every car is scanned

Once the ship docks at the pier, as the ro-ro carrier “Höegh Trigger” owned by Norwegian shipping company Höegh Autoliners did on 2 October, the tallymen and women still have lots to do. Christina Froese stands in front of a wooden hut, which protects her from the wind and rain, and uses a hand-held device to scan every car before it is permitted to travel up the 45 metre-long ramp onto the 8,500 CEU (Car Equivalent Unit) ship with its 14 decks. BLG Logistics applies a sticker with a 17-digit barcode to the left-hand side of the cars’ windscreens to facilitate this process. This also contains the tally number, the chassis number of the vehicle and the vehicle’s weight. In addition, and in order to be certain, Froese compares the last six figures that the hand-held scanner shows ■■■

The word “tally” comes from “tally stick”. For centuries, tally sticks were used as a simple form of bookkeeping. Anyone that didn’t pay their debts had to them recorded by notches on the stick.



Whether commercial vehicle or passenger car – the tallies measure, count and check before loading.



FACTS

“Höegh Trigger”

Shipping company:
Höegh Autoliners from
Norway

Year of construction:
2015

Load capacity:
8,500 CEU

Decks: 14, of which
5 are adjustable

Gross tonnage:
77,000 mega-tonnes

Shipping area:
Europe–Africa and
Europe–Australia

■■■ with those on the sticker. By 10:45 there are already 251 cars on board; Froese has to record a further 193 vehicles by two o'clock. Cars from different German automotive manufacturers are transported to the ports of Durban (South Africa), Le Port (La Réunion), Port Louis (Mauritius) and Toamasina (Madagascar). The order in which they are driven on board and where they are stowed is decided by the shipping company's Port Captain, who is responsible for stowage planning.

Tallies draft the stowage plan and manifest

However, the tallies must ensure that the right load is put onto the right ship. On the car carrier, on the other hand, BLG Logistics takes care of marshalling and lashing. The load inspectors certainly have an important role to play here, too: as a stowage draughtsman, Neumann has to examine the loaded vehicles and Mafi trailers, compare them with his list, and then draw in exactly where the load was stowed on a map of the ship. In addition, for cars, he notes the number per destination and the average weight; for high and heavy, the volume is also noted, along with the actual weight this time. Over and above an ability to picture a situation three-dimensionally, a tally requires sound calculation skills, a good sense of proportion and a talent for drawing, as commercial vehicles, in particular, do not always sit in straight lines. What Neumann has already drawn fairly accurately with a pen in his sketch is then transferred to a final plan of the ship in the office. He must be able to write in very small lettering. “Anyone that works as a stowage draughtsperson has to be able to write the alphabet on the back of a cigarette packet,” says Neumann. “Using the computer isn't quicker or better, and Höegh always wants a handwritten stowage plan from us.” He says that this is also the case with other major shipping companies for which the tally service works.

The stowage spots assigned on board are not always fixed. Due to changes in bookings or removal of loads, the Port Captain occasionally has to make very short-notice changes to the stowage locations for individual vehicles. “Usually we are informed of this, but unfortunately sometimes there's not enough time; in any case we have to diligently take all changes into account,” reports Neumann. He therefore has to maintain an overview of the whole load during the entire loading period, constantly counting and ensuring that the actual stowage points comply with his drawing. “Sometimes it can get quite hectic. You have to stay calm,” says Neumann. Today there is uncertainty as to whether the customs formalities for export will be able to be concluded in time for nine cars that were booked on at the last minute. Should they be put on board in the afternoon, by which time the loading of cars should actually already have been completed and the ramp will be reserved for high and heavy, Neumann will have to update his drawing again at short notice. However, he is used to the hectic environment: “I travel back and forward between our office and the terminal up to ten times a day.” Normally, it is customary for Neumann, as the stowage draughtsman, to take the drawing and the manifest of the complete load on board the ship in good time before its departure. (cb)

PHOTOS: CLAUDIA BEHREND

More information:
www.tallyservice.com

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A clean future

Around 50 per cent of VW transport runs take place by sea. In future, two car carriers run on liquefied natural gas are to be operated on the route between Europe and North America – a key component in achieving greener logistics.

116

ships – including **5 ro-ro ships** and **37 ro-pax ships** – run on LNG are in use worldwide.

AS AT: 1 OCTOBER 2017.
SOURCE: DNV GL

In 2019, the time will come: Volkswagen will begin a new chapter in environmentally-compatible vehicle transport. The company will be one of the first vehicle manufacturers to use ships run on LNG (liquefied natural gas) in its logistics. Thomas Zernechel, Head of Group Logistics, explains: “Compared with other modes of transport, shipping is one of the most efficient choices.” According to Zernechel, the group already transports half of its vehicles by sea, and is continually working on optimising its ship-based transport. The two charter vessels already chosen will be the first milestone.

Until now, the car carriers used for VW transport have been run on traditional heavy oil. However, liquefied natural gas provides considerable advantages: using car transporters run on LNG reduces CO₂ emissions by up to 25 per cent, NO_x (nitrogen oxide) emissions by up to 30 per cent, emission of soot particles by up to 60 per cent and SO_x (sulphur oxide) emissions by up to 100 per cent per ship, per year as compared with traditional propulsion systems. In addition, emissions are reduced through use of an ultra-modern dual-fuel ship engine with direct fuel injection and exhaust gas treatment. The engines used, manufactured by MAN Diesel & Turbo and with an output of 12,600 kilowatts each, will therefore be considerably more environmentally friendly than those in use at present.

Capacity for 4,500 vehicles

Both LNG freighters, the construction of which is expected to begin in February 2018, are to replace two of the nine traditional ro-ro ships that the shipping company is currently using as of 2019. With a length of around 200 metres and a width of some 36 metres, they will each have

a capacity of 4,500 vehicles. This means that they will have comparable vehicle capacities to conventionally powered overseas cargo vessels – despite their tanks installed in the lower deck, each with a capacity of 3,000 cubic metres of liquefied natural gas.

Like the current car carriers, the new builds are to be used exclusively for the Volkswagen Group on a circuit in the North Atlantic, for markets in Canada, the USA, Mexico and Europe. “According to the current plans, the ports visited in North America will be Halifax and Davisville (Canada), Jacksonville (USA) and Veracruz (Mexico), as well as Emden in Europe,” reports Klaus Mennenga, Deputy Head of Vehicle Logistics at VW. The supply of the ships with liquefied natural gas in Emden is to take place by means of an LNG barge from Rotterdam.

They may also be used on other services. “We do not have any other routes fixed at present. However, alternative propulsion concepts will be examined and evaluated for every tender,” says Mennenga. Zernechel adds: “The switchover of other Volkswagen chartered vessels for vehicle transport to LNG on other routes will be dependent on the necessary infrastructure.”

Logistics to become more sustainable

In addition to liquefied natural gas as an alternative ship propulsion option, the group is working on other projects to continually make its logistics processes more environmentally compatible. For example, vehicle and material logistics in Europe is to be shifted more from traditional diesel-powered lorries to lower-emission modes of transport such as ships. “The Volkswagen Group stands by its responsibility for the environment. This applies to our cars as well as our production and logistics. We summarise all

The contract partner for the new LNG vessels is shipping company Siem Car Carriers, based in London, which specialises in ro-ro loads.



measures intended to improve environmental compatibility in logistics under the umbrella of ‘Green Logistics,’ says Wolfram Thomas, Head of Group Production at VW. One example is material from Turkey for the Volkswagen Autoeuropa factory in Palmela, Portugal, which has been shipped to Lisbon by sea from Izmir since the end of 2015. Shifting transport from road to sea will save 240 tonnes of CO₂ per year as compared with the previous transport by lorry. The costs for the company will also decrease. “Intelligent pooling will allow us to shift both vehicle and material transport from lorries to resource-saving transport options such as ships or trains, and therefore continue to improve our eco-friendliness in logistics,” summarises Zernechel.

Back at the start of 2014 the Volkswagen Group was the first German vehicle manufacturer to join the Clean Shipping Network, formed of shipping companies fighting for lower-emission shipping. Since then, VW has been using the CSI (Clean Shipping Index) evaluation tool to analyse and reduce the environmental impact of its transport by sea. Alongside chemicals and waste disposal, aspects such as carbon dioxide, nitrogen oxide, soot particles and sulphur dioxide are taken into account.

100 LNG lorries for northern Germany

Because lorries are an essential part of the logistics chain, the company plans to go a step further in future: together with Volkswagen Group Logistics, VW subsidiary Scania, several gas providers and 18 regional forwarders are fighting for more sustainable logistics by truck. The transport firms in northern Germany are to be provided with more than 100 Scania LNG lorries to help make this a reality. “LNG is interesting for long-distance lorries because technical advancements have facilitated greater ranges per tank, and because it offers more or less the cleanest combustion of all fossil fuels. With today’s LNG technology, a lorry can travel up to 1,600 kilometres,” explains Stefan Ziegert, Product Manager for Alternative Transport Solutions at Scania.

Both the Ministry of Transport and Digital Infrastructure (BMVI) and the Ministry for Economic Affairs and Energy (BMWi) are supporting the forwarders in purchasing the lorries with a funding package. The involved gas providers will be setting up the necessary LNG refuelling points in the region. The ultimate aim is for LNG trucks to also be shipped to customers all over the world using an LNG car carrier. (cb)

More information:
www.volkswagen.de

Students in Bremen design safe ferries

Experts around the globe are working on new safety concepts to help further reduce the number of accidents involving ships. At Bremen University of Applied Sciences (HSB), students of shipbuilding and maritime technology are working on designing safer ferries for countries in the third world.

Between the years 2000 and 2014 there were around 1,500 fatal accidents on ferries, with 97 per cent of accidents being suffered by developing countries. “Bangladesh, Tanzania, Indonesia, Senegal and the Philippines are particularly badly affected,” explains Professor Gregor Schellenberger. As a lecturer at HSB, over the years he has supervised many groups of students on their design projects. He explains that the main aim by the end of the degree is for the knowledge gained to be brought together and for ships that offer more safety than before to be developed. “Overloading, capsizing in bad weather and fires on board are among the weaknesses of ferries in the aforementioned countries,” says Schellenberger.

The ship designs of the students in Bremen have already borne fruit several times. For example, they have won awards – along with prize money – from the Worldwide Ferry Safety Association (WFSA) on three occasions. In 2015 two teams designed two ro-pax ferries for Indonesia, each with space for 185 passengers as well as cars, buses

and lorries. In 2014 it was a ro-pax ferry for Papua-New Guinea, which was designed for 200 passengers plus cargo, and in 2013 a passenger-only ferry was designed for Bangladesh. Schellenberger makes it clear that all of the three award-winning models are customised designs, and not blanket solutions: “The projects require the students to look in detail into the weather and swell conditions in the areas in which they are used, as well as the structure of the local ports. In addition, the balancing act between safety and affordability in the submitted concepts is always one of the biggest challenges of this competition.”

Increasing stability and preventing fire

Experts have identified overloading of ships as a major safety issue in ferries in developing countries. For this reason, one of the things that the students are focusing on in their designs is the fact that the ferries must have as little free space as possible in order to minimise poten-



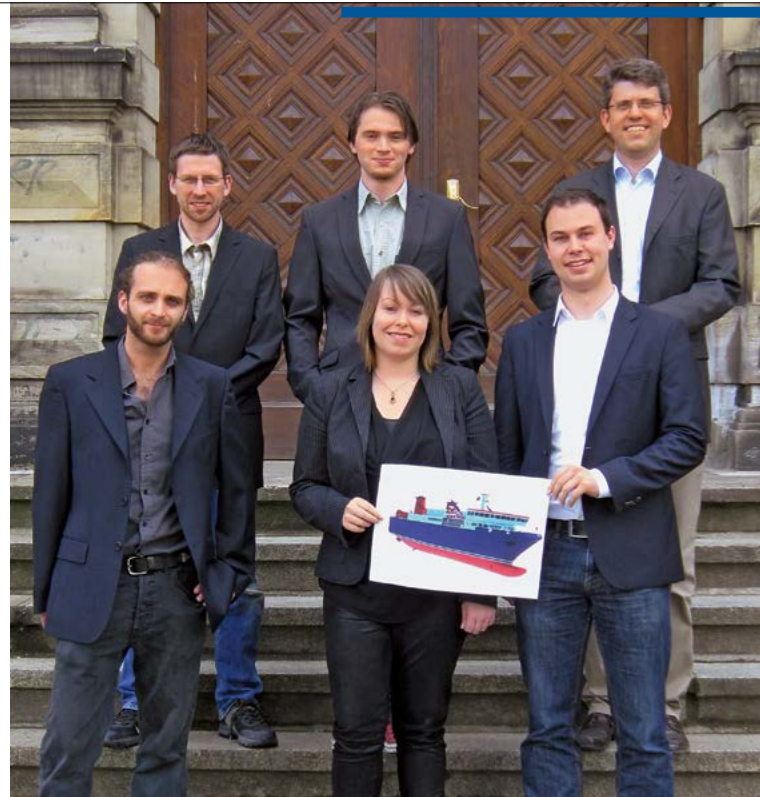
The ship designs from Bremen, which have won several awards, help to meet the often very different safety requirements of ferries.

tial overloading. In addition, when making their stability calculations they use greater vehicle weights and passenger numbers than are actually permitted in reality. This creates a buffer that provides additional protection from the risk of overloading. “However, this all remains purely theoretical if the relevant countries do not comply with or implement laws and safety procedures as we do in Europe,” adds Schellenberger.

A much more tangible element is the measures that the students have integrated in their plans to help prevent fire on board. These include smoke detectors, video monitoring and sprinkler systems, which prevent fires from taking and flames from spreading. However, experience shows that in the worst-case scenario tried-and-tested crew fire fighting procedures are at least as important as these technical features. In order to ensure rapid evacuation of ships in the event of an accident, the students in Bremen have optimised the dimensions of walkways and staircases, as well as the arrangement of collection points and lifeboat stations, using simulation software. One group also developed a design in which inflatable flotation devices keep the ship afloat for an extended period of time in the event of a leak, therefore increasing the evacuation time. Another team used low-maintenance, low-cost anti-roll tanks. These serve to reduce the movement of the ship in a heavy swell. For all projects, a propulsion system comprising two independent and separate drive trains was planned, in order to ensure that in the event of a water leak or fire the ferry is not left without an engine and can reach a safe port.

Inspiration for developing countries

The extent to which the models developed by the students in Bremen will be implemented in practice remains to be seen. “WSFA reserves the right



Displaying plenty of team spirit, the HSB students supervised by Professor Gregor Schellenberger (back row, right) have always found an appropriate design solution.

to pass on the concepts to the corresponding countries. First and foremost, our designs aim to serve as inspiration for how ferries can be made safer in future,” summarises Schellenberger.

Alongside the WFS design competitions, HSB feeds its expertise into other international projects, in order to drive forward development in shipping. A recent example is its participation in the European research project “HOListic optimisation of SHIP design and operation for life-cycle” – HOLISHIP for short – which is being funded by the European Union as part of the “Horizon 2020” transport programme. One of the aims of HOLISHIP is to design and trial a piece of software for holistic ship design, which takes the entire life cycle of a ship into account in the early stages of conception. This research project includes nine sample applications, using which the developed tools can be checked for practical feasibility under the leadership of European shipyards and system manufacturers. Among other things, HSB is involved in the development of tools for early ship design, and in the design of ro-pax and double-ended ferries. In total the HOLISHIP research project has over 40 partners from all sectors of the maritime industry in Europe – with HSB being the only German university. (bre)



More information:
www.hs-bremen.de



Cars leading the way on the road to success

When ship owner Albert Ballin founded Emden Verkehrs und Automotive Gesellschaft – EVAG for short – in 1913, he had one core vision: he wanted to make the port of Emden an important handling site for emigrants to the New World, and create new transport concepts with his company.

His strategy has long since proven to be a recipe for success. EVAG has been active in the field of port handling for over 100 years, and has established itself as an international logistics firm. It offers the entire range of services – from transport organisation, to loading and unloading of sea-going vessels, to depot maintenance and timely distribution. One type of goods stands right at the top of the list of priorities: the automobile. A key factor in this was the completion of the Volkswagen factory in Emden in December 1964.

More than half a century later, the current market situation is as follows: “Over 1.4 million new vehicles were handled in the port of Emden for the first time in 2015, and

the trend is on the up. This puts us in third place in Europe, after Zeebrugge and Bremerhaven,” says Manfred de Vries, Managing Director of Autoport Emden. Last year EVAG shipped 478,000 vehicles to Britain on sea-going vessels for Volkswagen Group Logistics. Emden is an import and export hub for the automotive manufacturer, with virtually all of the group’s brands being handled there – both from European production facilities and from overseas. In addition to the aforementioned core competencies, as a sort of “extended workbench”, EVAG offers its own vehicle service centre. Here, almost all conceivable services to do with vehicles are offered in four halls: from pre-delivery inspection (PDI) through to retrofitting work according

More information:
www.evag.com
www.autoport-emden.de
www.volkswagen-konzernlogistik.de



Every day up to 6,000 cars leave the port in Emden on ships, trains or lorries.

to individual customer requirements. EVAG's "automotive package" is topped off with just-in-sequence supply to assembly lines in the neighbouring VW factory, as part of which it supplies manuals for over 245,000 vehicles each year.

Two sites especially for ro-ro loads

EVAG has five sites in the port of Emden at which it provides handling of bulk and piece goods, project loads and wind power components as well as logistics services for the automotive industry. However, it has two main areas that it uses for its activities in the ro-ro business with Volkswagen Group Logistics: terminal 1, located between the Industriehafen and the new inland port, and the Außenhafen. Following an expansion completed in August this year, there are now 10,000 more spaces for vehicles of the Volkswagen Group – and therefore a total of 70,000 spaces for vehicle handling – in Emden. In comparison: every day up to 6,000 cars leave the port in Emden on ships, trains or lorries.

It expertise since 1985

In addition to the ability to serve all types of ship in Emden via ro-ro quarter, side and stern ramps, Jörg Tuitjer, Head of Operations at DB Schenker subsidiary EVAG, sees his company's expertise in IT as one of its unique selling points. "We not only have decades of experience in

handling vehicles, but also have our own IT experts that were presenting initial tailored data exchange solutions back in 1985. Today we are constantly exchanging EDI messages about the status of all vehicles – from the end of production in the manufacturer's factory to loading onto the relevant ship – with Volkswagen Group Logistics. The IT system also shows staff in Emden when which new vehicles are arriving, where spaces are occupied and where the best spaces are going to open up after loading or unloading a ship. After loading, ships' stowage plans and load lists are automatically forwarded to the ship owners, receiving ports and relevant shipping agents.

Looking towards Britain

"The Brits have developed a clever sales strategy, only bringing finished vehicles into the country once they have found a buyer for them," praises Tuitjer. "As soon as we have received the green light from Wolfsburg, we ship the car to the UK – to either Sheerness, Grimsby or Port of Tyne." The effect that the ongoing Brexit negotiations will have on business for Autoport Emden, EVAG and the Volkswagen Group remains to be seen. Those responsible are observing the developments very closely, but do not wish to speculate on possible consequences at present. Despite the focus on the automotive business, on Volkswagen as a customer and on Britain, EVAG continues to strive to offer logistical variety and remains open to new areas of business – staying faithful to Albert Ballin's motto "My field is the world". (bre)

Teamwork at Autoport Emden

In the port of Emden, over 250 different models of vehicle under virtually all of the Volkswagen Group's brands are imported from and exported to over 150 countries. Around 900 ships, 170,000 waggons and 30,000 lorries come to the mouth of the Ems each year to deliver or collect vehicles. Together with EVAG and Anker Schifffahrts-Gesellschaft, Volkswagen Group Logistics is responsible for vehicle handling and transport. The three shareholders' joint venture is called "Autoport Emden". Via Emden, Autoport distributes vehicles imported from Britain, Portugal, Spain, Mexico, Argentina and South Africa throughout Europe. Similarly, automotive manufacturers use the site to export their vehicles worldwide, for example to the USA, Canada, Japan, Taiwan, Britain, Spain and Portugal, as well as to Greece and Turkey as of recently.

FACTS

EVAG

Founded in 1913 by Albert Ballin

450 employees (incl. shareholdings)

Shareholder: Schenker AG, Essen

Shareholdings: Autoport Emden GmbH, Emden Lagerhaus und Automotive GmbH

Turnover: 47.5 million euros in 2016

SUMMARY NEWS

**BREMEN/
HAMBURG.**

Oliver Kähler has been the new Manager of the

Hamburg branch of DCP Dettmer Container Packing since October. Kähler is working on the management team of Bremen-based DCP along with Managing Directors Arnold Bindemann and Herbert Wallner, as well as Branch Managers Stefan Hinderks (Bremen) and Kai Schwarte (Duisburg). The new boss in Hamburg is very familiar with the port on the Elbe as after his training as a maritime merchandise inspector he gained professional experience as a cargo inspector, tally foreman, and vessel operations and port manager.

BREMEN. **Oswald Brinkmann** passed away at the age of 87 on the night of 24 August. Brinkmann was a member of Bremen's Senate between 1971 and 1987, making him the longest-serving Port Senator in the history of the Hanseatic city. Brinkmann was the "political driver of a prosperous port and logistics sector in Bremen," said the President of Bremen's Parliament, Christian Weber. Bremen's Mayor, Dr. Carsten Sieling (SPD), added: "Bremen's Senate will honour Oswald Brinkmann's memory."

Bremer Rhederverein ensures continuity

BREMEN. At its general meeting in September, Bremen's association of ship owners (Bremer Rhederverein, BRV) re-elected its existing Executive Board Members Achim Boehme (Lomar Deutschland) and Dirk O. Rogge (D. Oltmann Reederei) for another term. Their terms would have formally expired the same month. This means that the BRV's management body is made up as follows: **Michael Vinnen** (Chair, F. A. Vinnen), Peter Grönwoldt (Vice Chair, Harren & Partner), Joachim Zeppenfeld (Bremer Bereederungsgesellschaft), as well as Boehme und Rogge. Michael Vinnen has been at the head of the long-standing association – which was founded in 1884 – since March 2013. BRV's members include 29 companies, which together have a fleet of over 300 ships.



Landgrebe leaves Ernst Russ

HAMBURG/BREMEN. **David Landgrebe** left the Executive Board of Ernst Russ at the end of October. Since then, the maritime asset and investment management firm, based in Hamburg and Bremen, has been managed by Executive Board Members Jens Mahnke and Ingo Kuhlmann. The Supervisory Board thanked Landgrebe "for his extraordinary commitment and trusting partnership". He wishes to take on new challenges now that the realignment of Ernst Russ is on solid ground.



Janssen elected as new 1st alderman

WILHELMSHAVEN/BREMERHAVEN. There was a change at the head of Lotsenbrüderschaft Weser II/Jade in September: Captain **Jan-Helge Janssen** is now the 1st alderman at the pilot association. He succeeds Captain Jörn Hase. Lotsenbrüderschaft Weser II/Jade currently brings together 113 pilots. Germany has a total of nine pilot associations, which advise captains so that they can guide their ships carefully through the relevant areas.

VDA: Scheel succeeds Lindemann

BERLIN. **Kurt-Christian Scheel** will become Managing Director of the German Association of the Automotive Industry (VDA) at the start of 2018. He succeeds Kay Lindemann, who is moving to Deutsche Lufthansa where he will be the new Head of Group Policy from March next year. Scheel, who has a doctorate in law, has thus far spent his career handling the political work of conglomerate Bosh vis-à-vis the German parliament, government and states, as well as the European Union.



Briese without Bunk

LEER. **Lucius Bunk** left the executive board of Briese Schifffahrt at the end of September. According to information from the company, the separation was mutually agreed and amicable, apparently due to differing opinions on the future direction of the Leer-based shipping company. Bunk was only appointed to the managing board last year. The other Managing Directors of the shipping company, which specialises in multi-purpose, heavy-duty and container shipping, are company founder Roelf Briese and Frank Dreyer.



Double signatory authority

BREMEN. In September, both NWL Norddeutsche Wasserweg Logistik and Trimodal Logistik appointed **Tim Böttcher** as an authorised representative. The forwarding expert has been working for the Bremen-based joint enterprise, which specialises in inland vessel transport of containers on the river Weser and on the waterways of northwest Germany, for 17 years. Alongside this, NWL and Trimodal offer a daily container inland vessel shuttle between Bremen and Bremerhaven.



Change of leadership at Hellmann

OSNABRÜCK. At the end of October, Manager and Founder of Hellmann Automotive Logistics **Bernd Oevermann** (right) retired after over 30 years with the company. **Martin Wehner** took over the management of industry solutions for the automotive sector as Global Vice President. He has worked for the automotive logistics provider for some 15 years, handling transit by all modes of transport, as well as storage, procurement and customs clearance, for manufacturers and suppliers. During this time, one of the things that Wehner achieved was successfully establishing the Contract Logistics division on the market.



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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 new year will bring numerous exciting events that are not only interesting for the maritime industry in northern Germany. "FRUIT LOGISTICA" will mark the start, followed by "Intermodal South America". There the northern German coastal states will be exhibiting on a joint stand under the umbrella brand of "German Ports" for the twelfth time. Germany's highlight will be "Breakbulk Europe", taking place in Bremen in May.



Joint trade fair appearance of the seaports of Bremen and Lower Saxony under the umbrella brand "German Ports" at "Intermodal South America" in São Paulo last year.

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

FRUIT LOGISTICA

www.fruitlogistica.com

7. – 9.2.2018

Berlin, Germany

Intermodal South America

www.intermodal.com.br/en

13. – 15.3.2018

São Paulo, Brazil

Breakbulk China

www.breakbulk.com

26. – 28.3.2018

Shanghai, China

MODEX

www.modexshow.com

9. – 12.4.2018

Atlanta, USA

transport logistic China

www.transportlogistic-china.com

16. – 18.5.2018

Shanghai, China

Breakbulk Europe

www.breakbulk.com

29. – 31.5.2018

Bremen, Germany

Customer events

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



"Port meets mainland" is the joint event format of Seaports of Niedersachsen and Container Terminal Wilhelmshaven JadeWeser-Port-Marketing.

logistics talk new year reception

www.bremenports.de/veranstaltungen

11.1.2018

Berlin, Germany

Annual press conference of the seaports of Lower Saxony

www.seaports.de

26.2.2018

Oldenburg, Germany

logistics talk

www.bremenports.de/veranstaltungen

1.3.2018

Neuss, Germany

logistics talk

www.bremenports.de/veranstaltungen

18.4.2018

Prague, Czech Republic

logistics talk

www.bremenports.de/veranstaltungen

19.4.2018

Budapest, Hungary

Hafen trifft Festland (port meets mainland)

www.seaports.de, www.jadeweserport.de

tba, 2018

tba, Germany

Other highlights

Bremen will be something of a project loading capital over the coming year. Alongside "Breakbulk Europe", it will play host to "Fachforum Projektlogistik 2018 (specialist forum for project logistics)", as well as the three-day meeting of the "Global Project Logistics Network (GPLN)".

Fachforum Projektlogistik 2018

www.bhv-bremen.de

15.1.2018

Bremen, Germany

Global Project Logistics Network (GPLN)

www.gpln.net

26. – 28.5.2018

Bremen, Germany

Review

Over recent weeks, experts have been discussing various focal points of the maritime sector in Duisburg, Berlin, Munich and Leipzig, as well as Graz and Vienna.

HTG-Kongress (HTG Conference)

DUISBURG. From 13 to 15 September, the maritime industry looked towards Duisburg, where the German Port Technology Association (Hafentechnische Gesellschaft, HTG) had extended an invitation to the HTG Conference. The focus topics included national and international port construction projects and technical processes. Karsten Kowal, Manager of bremenports' project to renovate the quays at the west side of Kaiserhafen III, added to the event with a presentation on the new renovation works in Bremerhaven. bremenports' Head of Marketing, Michael Skiba, praised the work of the four-strong trade fair team on site and summarised: "Taking part in the HTG Conference is a must for us."

Night-before reception to the 34th International Supply Chain Conference

BERLIN. The International Supply Chain Conference took place in Berlin from 25 to 27 October under the motto of "Think Different – Act Digital". The port locations of Bremen and Hamburg presented jointly with HANSE LOUNGE for the first time at the conference. On the night before the event over 120 guests from the worlds of politics, business and science took up bremenports' invitation to a traditional reception at the Bremen state offices in Berlin. After the welcome from Martin Günthner, Bremen's Senator for Economics, Labour and Ports, and Robert Howe, Managing Director of bremenports, Prof. Christoph Burmann, Chairholder of the Chair of innovative Brand Management and Marketing at the University of Bremen, delighted with his presentation "Nothing but foul weather on the Weser? How towns develop a good image".

Hafen trifft Festland (port meets mainland)

MUNICH. Under the title "Bavaria – Lower Saxony: new routes to the north", marketing companies Container Terminal Wilhelmshaven JadeWeserPort-Marketing and Seaports of Niedersachsen collaborated with Eurogate and TFG Transfracht to provide information on the logistical services on offer in Lower Saxony's seaports on 10 October in Munich. One focal point was current developments in Germany's only deep-water container terminal in Wilhelmshaven. There, container handling has been continually increasing since May thanks to the new departures of Ocean Alliance, which is now coming into Wilhelmshaven on a regular basis alongside shipping alliance 2M. This is having positive effects on demand for space in the neighbouring JadeWeserPort freight village.



Numerous players from the field of hydraulic engineering and port construction came together to engage in exchange at this year's HTG Conference.



Prof. Christoph Burmann's interesting presentation at the night-before reception to the International Supply Chain Conference in Berlin was very well received by the over 120 guests.



From l.: Christian Süß (Head of Regional Division South, TFG Transfracht), Oliver Bergk (General Manager Sales at EUROGATE) and Michael Moehlmann (Head of Sales at Container Terminal Wilhelmshaven JadeWeserPort-Marketing) all spoke in Munich.

SUMMARY NEWS

logistics talk

VIENNA/GRAZ. bremenports' series of events came to Austria on 12 October. Christian Steindl, Managing Director of Cargo Center Graz, and Alfred Wolfram, bremenports' representative in Austria, extended an invitation to a professional discussion in Graz. In Vienna, Christoph Burmann gave the presentation that he made to the International Supply Chain Conference (see left) two weeks later to the public for the first time. At the subsequent get-together, the representatives from Bremen highlighted their ports' range of services to guests in a relaxed atmosphere.

Hafen trifft Festland (port meets mainland)

LEIPZIG. The joint event format of Seaports of Niedersachsen and Container Terminal Wilhelmshaven JadeWeser-Port-Marketing called into Leipzig on 8 November. After a welcome by the CEO of cooperation partner Netzwerk Logistik Leipzig-Halle, the many guests enjoyed several presentations showcasing the options open to them in Lower Saxony's seaports with Container Terminal Wilhelmshaven in terms of optimising their supply chains.



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

EDITION FEBRUARY 2018

Focus topic

Container logistics

Current developments
in the square box:
from new alliances
to container ships
without a captain.



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Focus topics of the upcoming editions:

February 2018

Container logistics

Closing date for submitting advertisements
15.12.2017

April 2018

Breakbulk

Closing date for submitting advertisements
23.2.2018

June 2018

Networking

Closing date for submitting advertisements
27.4.2018

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List of advertisements

BLG	Page 32
bremenports	Page 2
bremenports	Page 31
Cuxport	Page 27
Seaports of Niedersachsen	Page 19

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11 January	logistics talk – New Year reception	Berlin
7 – 9 February	fruit logistica	Berlin
1 March	logistics talk	Neuss
29 – 31 May	Breakbulk Europe	Bremen
20 September	logistics talk	Bielefeld
25 – 28 September	WindEnergy	Hamburg
10 & 11 October	Transport & Logistics NRW	Duisburg
16 October	logistics talk – evening reception before the 35th German Logistics Congress	Berlin
15 November	logistics talk	Munich

2 – 4 October 2018
Breakbulk Americas
Houston

9 – 12 April 2018
MODEX
Atlanta

11 October **logistics talk**
Graz & Vienna

14 June **logistics talk**
Linz

18 & 19 April 2018
logistics talks
Budapest and Prague

13 – 15 March 2018
Intermodal South America
Sao Paulo

17 – 19 May 2018
transport logistic China
Shanghai

AT YOUR SERVICE WORLDWIDE

The ports of Bremen keep in touch with business partners the world over at a number of events. In 2018, bremenports will again be responsible for maritime location marketing for Bremen and Bremerhaven. The activities range from a joint stand at the leading Asian logistics fair in Shanghai to customer events in Austria.

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