



TIEFGANG#8

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2018!

HINTERLAND

There are currently 120 train connections per week from Wilhelmshaven to destinations in the DACH (German speaking) region. **Page 4-5**

OCEAN FREIGHT

Interview with Claus Freytag, Head of Ocean Freight at DB Schenker for the Germany-Switzerland Cluster. **Page 6**

FREIGHT VILLAGE

A multi-user warehouse is being developed at the freight village. Building starts in spring. **Page 7**

READY FOR THE NEW SILK ROAD



Container Terminal Wilhelmshaven has the best Eurasian trade links, both on land and by sea.

PHOTOS: GENIUSSTRAND.DE, AXEL BIEWER

By sea or by land: with the 21st Century Maritime Silk Road and the Silk Road Economic Belt, China is pushing forward the development and expansion of intercontinental trade and infrastructure networks between the People's Republic and other countries in Asia, as well as in Africa and Europe.

The new Silk Road should secure China's access to global markets and open up new growth opportunities for the country. The "One Belt, One Road" initiative, or OBOR, is worth billions, but from the perspective of China's partners, it should not become a one way street, as all the countries along the new trade belt are

keen to be part of the project, not least the world leader in export and logistics, Germany.

Located on the trade route with the most large container ships with transport capacities of more than 10,000 TEU, Germany's only deep-water container port, Container Terminal Wilhelmshaven, seems predestined to become the hub for the transport of goods between Asia and Northern Europe. Thanks to its geographical location, the container port in Wilhelmshaven could also become the first port of call for an Arctic polar route of the New Silk Road, for which China already has concrete plans, as rising sea temperatures and ice-free passages mean that Arctic waters could also offer interesting opportunities for international merchant shipping.

"The seaport site in Wilhelmshaven with its modern container terminal is a reliable partner in the national and international port industry, and it is in the best possible position to play a significant role in the 'One Belt, One Road' project," says Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG. The largest container vessels of the shipping company alliances 2M and Ocean Alliance moor regularly in Wilhelmshaven on their Asia services, and on land, the weekly rail freight service with the Duisburg port offers direct access to the largest logistics hub in Europe. 30 freight trains per week currently travel between Duisport and various destinations in China.



"The CMA CGM network in Germany includes all the major ports. Since Ocean Alliance began calling at Container Terminal Wilhelmshaven, it has become part of this network and completes our portfolio."

Peter Wolf, Managing Director CMA CGM (Germany) GmbH

PHOTO: CMA CGM

THREE QUESTIONS TO...

Katja Baumann, Managing Director of Mariko GmbH in Leer, explains the results of the potential assessment study “LNG Infrastructure on Germany’s North Sea Coast: consideration of particularly suitable sites”.



PHOTO: MARIKO

Why does Germany need its own LNG infrastructure?
Germany needs an LNG import infrastructure to ensure we can meet our natural gas requirements for the next ten years. This would not only guarantee security of supply, but would also allow us to expand the number of providers in the gas market, and therefore prevent suppliers having a monopoly. The import of renewable natural gas also helps to compensate for the expected reduction in the use of fossil natural gas in Germany from 2040.

What makes Wilhelmshaven the ideal site for an import terminal?
The competing site in Brunsbüttel is particularly well situated for catering to the small scale LNG market around the Elbe and on the Kiel canal. However, when it comes to supplying other regions with small-scale LNG, Wilhelmshaven has distinct advantages in terms of distance, and when you also consider the marine and network connections overall, Wilhelmshaven has the best features.

What is currently being planned?
In Leer and Wilhelmshaven there are currently concrete plans for an “LNG Infrastructure” office, where infrastructure options for the supply of LNG-powered vessels will be developed from autumn 2018, and the Wilhelmshaven site will be prepared for becoming one of the LNG terminal options in Germany. In addition, we hope to attract a consortium of investors and set up a terminal development company. The office will also coordinate all activities in the supply chain, from LNG sea transport to landing and distribution to buyers.



PHOTO: AXEL BIEWER

NORDFROST MULTIFUNCTIONAL HUB FOR FOOD PRODUCTS

Nordfrost GmbH & Co. KG has significantly expanded its capacities in the Wilhelmshaven seaport terminal. The existing fresh produce centre (middle building section), which has been on the site since 2012, is at full capacity with 30,000 pallet bays for fruit, vegetables and general fresh produce (0–7 degrees) and for food products which need to be stored at 14 to 18 degrees. The new deep-freeze facility (right building section) with 35,000 pallet bays and a freezing capacity of up to 450 tons of frozen goods per day is already 70 percent full after only seven months. This includes a large, modern 2,500 square metre clean area for processing food products, where a tubular bag packaging line for agricultural products is also being built. At the end of September, the Cargo Terminal (left building section) was opened for goods of all kinds, providing two warehouses with a total of 20,000 square metres, to customers from all industries to use as export or distribution centres. As well as transshipment and warehousing, services such as order picking, packaging and other value-added services are also part of the portfolio. With its own vehicle fleet, Nordfrost offers truck transportation and container trucking, as well as project logistics with seaworthy packaging of machines and components. Since August, the company has also had their own empty container depot where containers can be stored, repaired and washed for customers.



The “CMA CGM Antoine de Saint-Exupéry” is the French shipping company’s current flagship. The mega-carrier with a transport capacity of 20,776 TEU was delivered on 25 January 2018. PHOTO: CMA CGM

CMA CGM LAUNCHES MEGA-CARRIER WITH LNG

CMA CGM is the first container shipping company to use liquefied natural gas (LNG) to fuel ultra large container vessels.



All nine 22,000 TEU carriers due to be launched at the start of 2020 will be fitted with an LNG engine. Only a small amount of marine diesel fuel will be required for ignition in the combustion chamber. According to CMA CGM, using LNG improves the energy efficiency design index (EEDI), which measures the ecological footprint of a vessel, by 20 percent, resulting in a drastic reduction in emissions. When compared with heavy oil burned as a marine fuel, there is 25 percent less CO₂, 85 percent less nitrous oxide and 99 percent less sulphur and fine particulates. The CMA CGM Group is therefore already going beyond the requirements of existing environmental regulations which, from 2020, give an upper limit of 0.5 percent sulphur content in marine fuels.

“It is a pioneering decision to fit all of our 22,000 TEU vessels with engine technology in future, and marks a clear drive towards climate protection,” says CEO Rodolphe Saadé. In December 2017, the shipping company came to a strategic agreement with Total Marine Fuels Global Solutions to supply the new mega carriers with LNG, amounting to an annual total supply of around 300,000 tons of LNG. The agreement comes into force from 2020 and will initially run for ten years. Between 2005 and 2015, the CMA CGM Group was able to reduce its fleet’s CO₂ emissions by 50 percent, and in the last year they have also been able to reduce the carbon dioxide emissions per container and kilometre by a further 10 percent. By 2025, they aim to reduce their emissions by another 30 percent.

Europe-Asia service at Container Terminal Wilhelmshaven

Since May 2017, vessels belonging to Ocean Alliance, of which CMA CGM is also a member, have regularly moored at Container Terminal Wilhelmshaven. With the Europe-Asia service FAL 5, the French shipping company offers weekly services to Singapore and the most important ports in China. A total of eleven Ocean Alliance vessels make the round trip: mega carriers of the China Shipping Group (CSCL) with 18,982 TEU and the largest container vessels of OOCL with a transport capacity of 21,413 TEU. In Germany’s only deep-water container port, CMA CGM also offers a feeder service to the Russian ports of St Petersburg, Bronka and Ust-Luga.

CONTAINER TERMINAL WILHELMSHAVEN IS THE IDEAL OBOR PARTNER

The New Silk Road, also known as the “One Belt, One Road” (OBOR) project, or more recently the “Belt and Road” Initiative (BRI), is the largest global infrastructure investment programme there has ever been. Since the Chinese president Xi Jinping announced the plans in 2004, projects worth more than 900 billion US dollars have entered into the implementation phase all over the world. There are further plans with a total value of 4 billion dollars on the project wishlist of the countries along the global Silk Road. In Europe and the EU, this is not only about developing energy, road building and rail projects but also about maritime initiatives too. The most well-known is of course the sale of the Piraeus port; in Germany, the Duisburg port also springs to mind, which is currently the end of the rail link between China and Europe. Thanks to the regular shuttle train links between duisport and Container Terminal Wilhelmshaven, Wilhelmshaven is already connected to the New Silk Road by rail.

The political discussion in Germany and Europe is currently marked by scepticism and restraint. Due to the dynamic OBOR is developing around the global, this could mean European countries risk lagging behind as potential equal partners. However, many countries along the new Silk Road want to see Germany as a partner in their projects. These opportunities should not be missed. As the only deep-water container port in Germany, Container Terminal Wilhelmshaven meets all the necessary requirements of a partner and important element in the global maritime logistics chain, and our Chinese and European partners know this. The Federal Association of German Silk Road Initiative (BVDSI) supports all the efforts of the German maritime industry to secure its future – and with it, part of Europe’s future too.



PHOTO: BVDSI

HANS VON HELLDORFF

German Silk Road Initiative (BVDSI)
Spokesman

EXCELLENT, HIGH PERFORMANCE RAIL CONNECTIONS

Sea ports' hinterland connections are becoming an increasingly important competitive factor. Container Terminal Wilhelmshaven boasts 120 connections per week to the DACH (German speaking) region.



PHOTO: AXEL BIEWER

Thanks to its direct connection to the storage tracks, the multi-modal transport terminal is the perfect logistics hub for efficient rail transport.

In the whole of 2013, only 19 trains called at Container Terminal Wilhelmshaven; by 2017, this had risen to 869. This year too, the trend is on the up. The German deep-water container port currently registers more than 20 train arrivals per week, so by the end of 2018, more than 1000 trains will have transported their cargo to Wilhelmshaven, or from there to the hinterland. With the number of trains, the number of rail operators has also increased: TFG Transfracht, Necoss, WBT Weets Bahntransport and Roland Spedition have all started to run container shuttles between Container Terminal Wilhelmshaven and the major economic centres of Germany and Europe.

A weekly train service also runs between Wilhelmshaven and the largest inland port in the world in Duisburg, and the rail connections are completed by Roland Umschlagsgesellschaft and Eurogate Intermodal (EGIM), who have also included the site in their networks. "Wilhelmshaven boasts a total of 120 connections per week to destinations around the DACH region," says Mikkel Andersen, Managing Director of Eurogate Container Terminals Wilhelmshaven. "In addition, there are trains run by individual companies, known as dedicated trains. It's also possible to schedule special trains at short notice, as there are plenty of slots available."

It is precisely this variety of options that shippers and forwarders appreciate, since it not only guarantees punctual delivery of goods before the departure of a vessel, but also ensures quick onward transport after the arrival of a mega-carrier. The most common destinations most frequently visited by trains from Container Terminal Wilhelmshaven are Bremen, Dortmund, Hamburg, Duisburg and Mannheim. Some operators also offer onward transport to important logistics hubs in Germany, Austria and Switzerland.

With its comprehensive services, Wilhelmshaven scores highly on the railway too. Two tracks link the port to the Deutsche Bahn network, and the Rail Terminal Wilhelmshaven (RTW), the onsite railway station for combined cargo transport, has six tracks and offers the possibility for moving containers from road to rail and vice versa. In addition, the 16 storage tracks offer space for the composition of trains up to the maximum block train length. There are already plans to expand the port railway with 2.5 kilometre platforms with three track switches which ensures direct connections to the plots in the northern area of the Freight Village at Container Terminal Wilhelmshaven. Construction work is being carried out by Stefen GmbH & Co. KG in Oldenburg and will be concluded by the end of 2018.

"Links to the hinterland, especially by rail, are an increasingly important factor in the choice of port – both for shipping companies and for forwarders," reports Bernd Pahnke, Managing Director of TFG Transfracht. "With its links to the Albatros Express Network, Container Terminal Wilhelmshaven has excellent, high performance rail connections." Christoph Holtkemper, Managing Director of Roland Umschlagsgesellschaft, also knows the rail links to Wilhelmshaven like the back of his hand. On 21 September 2012, his company organised the first container train from Container



Terminal Wilhelmshaven to Bremen, and Roland Umschlag has been a regular in Wilhelmshaven ever since. “With Roland Umschlag, the Freight Village in Bremen is the hub for Container Terminal Wilhelmshaven’s hinterland. In the first half of 2018, we ran 185 trains with almost 34,000 TEU to and from Wilhelmshaven. That’s the equivalent of a daily service of around 280 TEU that we’re taking off the motorways,” says Holtkemper.



The regular programme of “Port meets Mainland” events serves to raise awareness of the partnerships and transport capacities that Wilhelmshaven shippers offer on the railway. “The further you get from the coast, the less our guests know about the service portfolio and good connections to the hinterland Wilhelmshaven offers,” says Susanne Thomas, who is responsible for organising these events on behalf of Container Terminal Wilhelmshaven. In order to change this, JadeWeserPort-Marketing, Eurogate and Seaports of Niedersachsen joined forces four years ago to put together these events and, since then, they’ve been touring the most important economic regions of Germany with their partners such as TFG Transfracht. The events have been a great success: “The reaction to “Port meets Mainland” has been overwhelmingly positive,” says Thomas.



PHOTO: MICHAEL NEUHAUS

“WILHELMSHAVEN WOULD THEN BE THE NEW GATEWAY TO THE WORLD”

In a TIEFGANG interview, Head of Ocean Freight at DB Schenker, Claus Freytag talks about the growing challenges in ocean freight, new competition in hinterland transport and the advantages of Container Terminal Wilhelmshaven.



Mr Freytag, DB Schenker Ocean Freight ships more than 5,500 containers to ports all around the world. That makes the Deutsche Bahn subsidiary one of the top forwarders for ocean freight shipments. What do you think is the key to success these days?

Speedy communication and the smooth flow of shipment data have become just as important as the actual physical transport of goods. Exception management is and remains a key unique selling point, allowing us to

use our expertise to make the right decisions in the case of any disruption within the transport chain, which remains a delicate and complex operation. A strong network with engaged employees who go the proverbial extra mile for our customers guarantees a successful position in the market. By a strong network, I mean our global presence with 2000 locations worldwide, as well as our technical solutions and IT networks, which are of course essential these days.

Increasingly the large liner shipping companies also want to get involved in hinterland transport to expand their carrier's haulage operations with door to door services. How does the Head of Ocean Freight at DB Schenker stand up to this competition?

I don't see the shipping companies as competition. They are our partners, transporting ocean freight and providing container vessels to shippers. Some shipping companies are increasingly attempting to manage the flow of equipment with carrier's haulage arrangements and get closer to shippers. This makes things more complex on the side of the shipping companies – and dealing with these complexities has been one of the forwarders' main areas of expertise for decades. Let's not forget that the shipping companies do not run their own trains or lorries, but work with the same haulage firms and train operators as we do. As a result, I can't see any added value for shippers, but there's likely to be a deterioration in service.

Alongside numerous carriers, lots of start-ups are also trying to strengthen their influence along the maritime supply chain. With digital tools such as on-line freight exchanges they are also bringing in new ideas. What do you think of these developments – and what are you doing about them?

It's true that these additional digital services mean there are new business enterprises popping up on the scene every day. It's important to differentiate yourself. The services offered by a carrier can indeed have an influence on our business. For example, the shipping company MSC already transports far more than a million TEU door to door and is now trying to take over the complete transport chain with smaller customers too. Online platforms that only publish prices are nothing more than an additional middle-man making the process more complicated. However, the traditional forwarders then have to keep up and provide competitive digital services in combination with their strong networks and established services. With DB Schenker's special ocean freight tool "Connect 4 Ocean", we are now going on the offensive, thus improving the service we offer to our customers. I find that tremendously exciting and exhilarating.

Container Terminal Wilhelmshaven is a port that's all about efficiency – on the sea, as well as on road and rail. What advantages does Germany's deep-water container port have for DB Schenker and for shippers who want to make use of your ocean freight forwarding services?

Container Terminal Wilhelmshaven has sufficient capacity to guarantee the smooth running of the transport chain. Bottlenecks like those at other ports, such as at customs or traffic infrastructure under strain, don't arise at Container Terminal Wilhelmshaven. If those responsible can also become the first port of call for shipping companies on inbound services, and the last for outbound services, Germany's most modern port should rise above its neighbours in a few years.

What are you hoping for in the next few years, both from and for Container Terminal Wilhelmshaven?

Personally, I think that Container Terminal Wilhelmshaven, as the only deep-water port in Germany, should have been pushed a lot more politically. Especially when it comes to relations with the Far East, good coverage has been achieved with several alliances. I would like this to be expanded to other regions, extending services to North America and LATAM too. This would make Container Terminal Wilhelmshaven the new gateway to the world.

NEW LOGISTICS CENTRE IN THE FREIGHT VILLAGE

“Atlantic One” is the name of the multi-user warehouse due to open at the end of next year on 2.6 hectare plot at the entrance to the Freight Village at Container Terminal Wilhelmshaven.



Construction of the new logistics centre starts in spring, tenants can move in from the fourth quarter of 2019. The property is expected to become the top address for anyone looking for small and medium-sized spaces of 500 to 4,500 square metres for logistics, transport or value added services at Container Terminal Wilhelmshaven. The developer and investor is Peper & Söhne Projekt GmbH, with Robert C. Spies Gewerbe and Investment GmbH & Co. KG responsible for real estate marketing.

“It is important to us that we also provide space for businesses who don’t need such large areas, for example, those making their first step at Container Terminal Wilhelmshaven,” explains project developer Christoph Peper, referring to the excellent collaboration between those responsible for the site. Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG, is excited about the round-the-clock logistics centre being built in the port, in close proximity to the container terminal.

The total area of the 10 metre high multi-user warehouse amounts to 12,000 square metres. The floor can withstand loads of more than 50 kilonewtons per square metre. The property can be divided into up to nine units from 540 square metres, each with at least one ground level entrance. The building is fitted with ten ramps and three yards with a total of ten dock levellers. There are also up to 745 square metres of office space available in the multi-user warehouse, which benefit from the optimum supply of daylight inside the logistics centre.



VISUALIZATION: KRÜGER ANIMATION



INFORMATIVE, INTERACTIVE AND **STRONG ON SERVICE**

The new Container Terminal Wilhelmshaven website is online and offers lots of useful tools, including a virtual tour of the port.

The www.freightvillage-wilhelmshaven.com website went live on 15 August 2018 with a new design, offering customers and other interested visitors a host of new services. For example, under “Ship Arrivals”, there is now a list of all the individual liner services transporting box carriers into the deep-water port; another new feature is the list of train arrivals and departures on the 16 storage tracks.

Virtual tour of Germany’s deep-water container port

The “360 degree aerial view” tool offers a virtual all-round panorama of Container Terminal Wilhelmshaven. Here, visitors can find status information about the plots as well as current and planned construction projects in the Freight Village. Available plots are green, while spaces which are already assigned or developed are

marked red. In addition, relevant information about hinterland connections, the distance to various destinations by rail and road, and the details of the occupants of the “Pacific One” service centre are also available.

Visitors interested in finding out which mega-carriers are currently moored at Container Terminal Wilhelmshaven can visit www.mehrcontainerfuerdeutschland.de. With the “interactive ship position service”, you can follow container ships live or search for a specific freighters. On the website, which was launched in spring 2015, there are also lots of exciting articles covering everything to do with container shipping and current reports on issues related to the maritime industry. There are more than 350 entries overall, and every week there’s something new, so it’s worth taking time to check regularly!



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