

EDITION  
**DECEMBER**  
**2018**



# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



## TRANSPORT & TECHNOLOGY

**Main topic: ro-ro**

### **Keep on rollin'**

New environmental regulations and the Brexit will have an impact on the ro-ro segment

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### **Isabella gets things moving**

Intelligent system to optimise loading processes for cars

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### **Well stowed and safely loaded**

Stauerei Heinrichs has been successful on the market for almost 160 years

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## ***Season's greetings and all good wishes for 2019!***

An intensive and successful year for the ports in Bremen and Bremerhaven is now coming to an end.

Many people have shown great commitment in contributing to that success. At the end of the year, it is time to say thank you for the enjoyable cooperation. The entire bremenports team wishes you a peaceful and relaxing festive season, good fortune and good health for the year 2019.

We look forward to facing the challenges that lie ahead together with you.

***Your team at bremenports***



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## North German ports are important partners of the automotive industry

Bernhard Mattes, President of the German Association of the Automotive Industry (VDA)

Dear Readers!

Ports are of crucial importance for the globalised logistics chains of German manufacturers and suppliers. For many companies, they are the gateway to the world, because roll-on/roll-off transport ships in particular enable vehicles to be transported cost-efficiently worldwide. Of the approximately 4.4 million passenger cars exported from Germany last year, a large proportion left the country via waterways.

The north German ports are making an important contribution to ensuring that motor vehicles and automotive parts are Germany's number one export goods. With a 240-hectare car terminal, Bremerhaven is a hub for intercontinental vehicle trade. Every year, 2.2 million vehicles are handled here. Emden was also able to underscore its importance as a car port in 2017: more than 1.4 million vehicles were loaded here.

But successful cooperation between industry and logistics is not a matter of course. So the public authorities promote the development of hinterland port connections in line with demand. One example is the overloaded railway junction in Bremen. Only with the right infrastructural framework conditions can Germany maintain its role as the world's automotive export champion. Enjoy the read!

Yours, Bernhard Mattes



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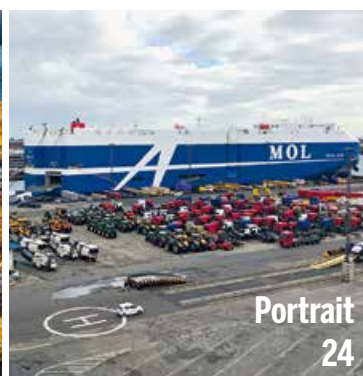
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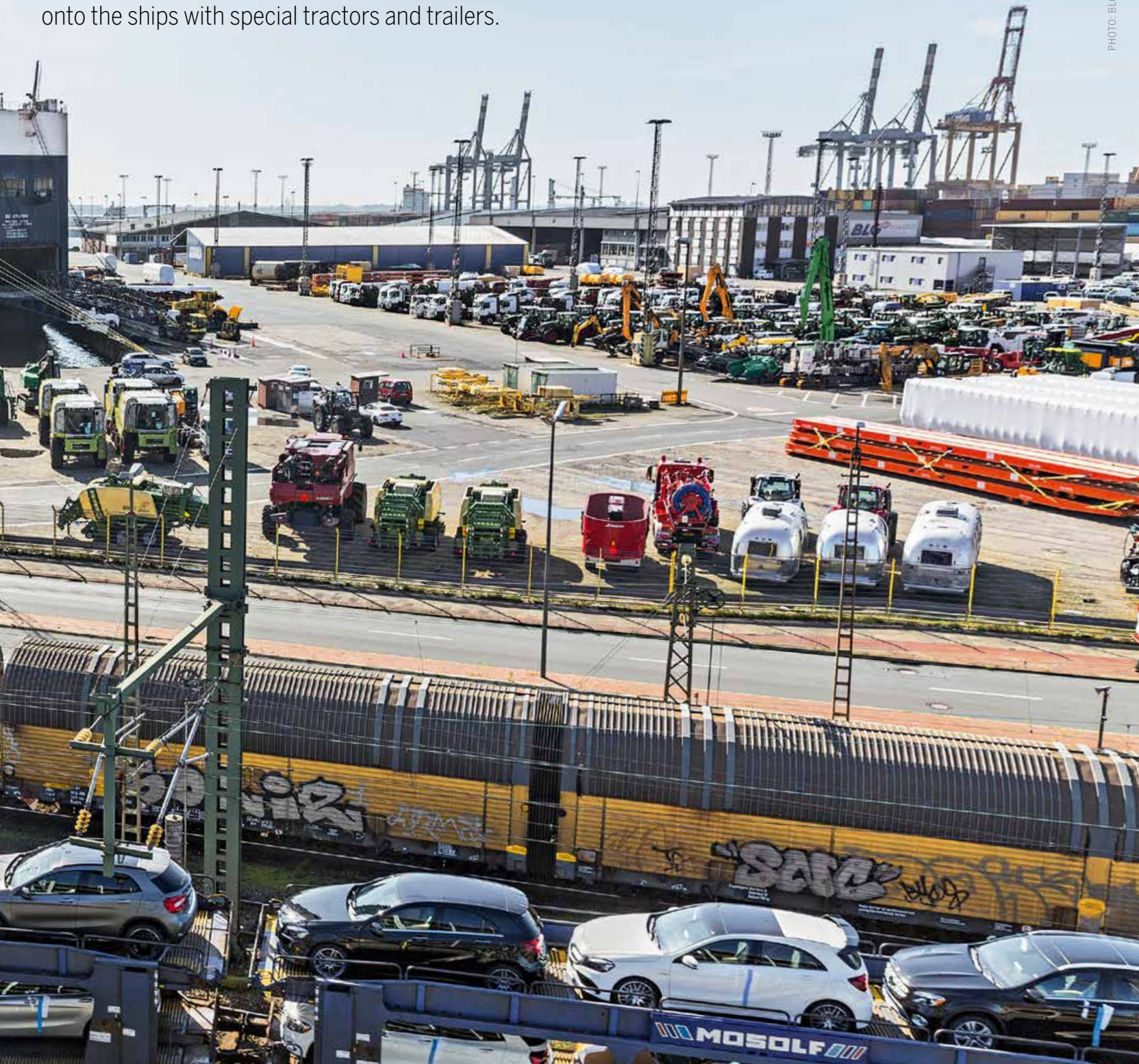
# Rolling variety





Not only passenger cars but also trucks, construction and agricultural machinery, locomotives, generators and offshore elements are loaded onto the ro-ro carriers calling at Bremerhaven. The colourful cargo mix must either be transported on board or rolled onto the ships with special tractors and trailers.

PHOTO: BLG LOGISTICS GROUP





## COMPACT

**BRAKE.** The L. I. T. Group from Brake integrated CLI air and sea freight into its group in September and is now **offering as L. I. T. Air & Sea air and sea freight services**, too. In future, the logistics specialist will control its international transports from the freight transport centre in Bremen. "The Air & Sea division completes our service portfolio," says Michael Borowski, Operations Manager at L. I. T. Air & Sea.

**BREMEN/ICELAND.** In October, **bremenports reached an agreement** with its Icelandic partner EFLA and the municipalities of Langesbyggð and Vopnafjarðarhreppur on a concrete timetable **for the establishment of a Finna fjord Port Development Company (FFPD) and a Finna fjord Port Authority (FFPA)**. It should provide the basic framework for development and administration of a planned port in north-eastern Iceland. Robert Howe, Managing Director of bremenports, presented the main features of the agreement at the Arctic Circle in Reykjavik. By the end of the year, a partnership agreement will have been signed under which bremenports will have a significant influence on the development of the project.



## Important milestone for the port of Lower Saxony

**CUXHAVEN.** Following the inauguration of the new Berth 4 in September, the **terminal operator Cuxport now has 8.5 hectares more handling area available** for heavy cargo and rolling cargo (see page 13). The inauguration ceremony marked the end of a two-year construction phase in which an investment sum of 36 million euros was invested. For this purpose, four heavy-duty blocks were used at the berth, each of which can be loaded with 20 tonnes per square metre. Cuxhaven's Lord Mayor Dr Ulrich Getsch, Lower Saxony's Minister for Science and

Culture, Björn Thümmler, and Enak Ferlemann, Parliamentary State Secretary in the Ministry of Transport were guests at the opening ceremony. "Berth 4 is an important milestone for the port of Lower Saxony," emphasised Thümmler (third from left) at the opening ceremony. Since July, the new berth has served as a storage and transshipment location for monopiles and transition pieces for the offshore wind farm "Deutsche Bucht". In addition to regular cargo handling, further projects are already planned at the Cuxport terminal.



## New mobile harbour crane in operation

**BREMEN.** Since June, Weserport has been using a new Konecranes mobile harbour crane for handling general cargo and project cargo at Terminal 1 in Bremen. **The "Gottwald Model 6" has a lifting capacity of 125 tonnes and is thus more than twice as strong as the preceding portal slewing crane.** "This means that individual heavy cargo handling operations can now also be carried out with our own equipment. This increases our flexibility and range of services," says Heiner Delicat, Managing Director of Weserport. In addition, the new acquisition is eco-efficient due to a new drive system.



## 60th anniversary of NWO

**WILHELMSHAVEN.** Together with numerous business partners as well as representatives from politics and the mineral oil industry, Nord-West Oelleitung (NWO) celebrated its 60th anniversary on 28 September. Dr Jörg Niegisch, Managing Director of NWO, looked back on a long-standing success story in which his **company handled more than one billion tonnes of mineral oil with more than 19,000 tankers in Germany's only container deep-water port.** According to NWO, with just under 20 million tonnes of cargo handled per year, it not only supplies 20 per cent of the Federal Republic of Germany, but is also the quantity guarantor for the ports of Lower Saxony.



## VW banks on packaging centre at JadeWeserPort

**WILHELMSHAVEN.** VW will pack car parts at the JadeWeserPort in the future. Construction work on the packaging centre, which Imperial Logistics will operate, began in July. **From April 2019, car parts are to be transported from there to over 25 locations in 15 countries.** "The decision in favour of Wilhelmshaven is of strategic importance for us. With the packaging location there, we are creating a direct link to a port that enables us to transport our parts with the world's largest ships," explains Thomas Zernechel, Head of Volkswagen Group Logistics.



## Prepared for the upcoming Brexit

**BERLIN.** On 15 October, the **Hafenwirtschaftsgemeinschaft (HWG) invited Cuxhaven to a parliamentary evening** in Berlin to discuss possible solutions for the Brexit with representatives from politics, administration and industry. "We have achieved our goal of creating understanding for the special situation of Cuxhaven in order to develop joint solutions. Cuxhaven will be Brexit-ready on 29 March 2019 and thus continue to be a reliable partner for fast supply chains to and from England," says Hans-Peter Zint, HWG's CEO.



## BLG LOGISTICS stores and ships for Ikea

**BREMEN.** The BLG LOGISTICS GROUP commissioned a **distribution centre for Ikea in Elsdorf, Lower Saxony**, at the beginning of October. Online orders for customers from the Hamburg, Kiel, Lübeck, Bremerhaven, Bremen and Oldenburg areas are dispatched via the **35,000 square metre facility** in the district of Rotenburg (Wümme). The Swedish furniture store chain owns the 36,000 parking spaces and has invested around 60 million euros in the project, according to its own figures. BLG LOGISTICS has been operating an Ikea distribution centre in Erfurt since 1997.



## Important major investments

**BREMERHAVEN.** In November, the Bremen Senate launched two important invention projects for the port infrastructure in Bremerhaven with the **construction of the new North Pier and the replacement of the quay 66.** The northern pier has been securing and protecting the access to the fishing port for over a hundred years. Due to their structural condition, a replacement new building is urgently required. The safety of the Kaje 66's location is also no longer fully guaranteed.



## Successful heavy lift premiere

**CUXHAVEN.** On her route between Immingham and Cuxhaven, the "Jutlandia Seaways" was touching at the **port of Esbjerg** in August for the first time **to take project cargo on board for the Siemens Gamesa plant in Cuxhaven** (see page 13). "With the start-up in Esbjerg, the components were delivered to their destination as quickly as possible, saving several truck tours," explains Marcus Braue (right), branch manager of DFDS in Cuxhaven.



## Weser tunnel to come

**BREMEN.** In October, the Federal Ministry of Transport released the funds for the construction of the Weser Tunnel. The costs should amount to 345 million euros. For the port locations of Bremerhaven and Bremen, the **4.9-kilometre-long tunnel on the A281** will significantly improve accessibility. The Bremen Chamber of Commerce spoke of "good news", but demanded that the gap to the A1 be closed as quickly as possible by construction section 2/2.



## COMPACT

**BREMEN.** In September, the companies J. Müller in Brake and Oorburg Intermodaal in Nieuwege, the Netherlands, started their joint venture **Müller & Oorburg Logistics.** The new German-Dutch alliance, headquartered in Bremen, offers not only the classic chartering of inland waterway vessels but also comprehensive services along the entire supply chain. Through the specialised terminals in Brake and Bremen with a total water-side transshipment volume of around eight million tonnes per year and the bundling of logistical sub-areas such as transport, storage and transshipment, the partners aim to provide their customers with genuine added value.

**BREMERHAVEN.** Another ship exhaust gas measuring station of the Federal Maritime and Hydrographic Agency (BSH) has been located on the bremenports site in Bremerhaven since October. It measures the plumes of exhaust gases from passing ships so that it is possible to calculate exactly what the burned fuel consists of and whether violations have occurred. This is because unpurified heavy fuel oil containing sulphur has been banned in the North and Baltic Seas since 2015. Before Bremerhaven, the BSH in Germany already operated measuring stations in the approaches to the ports of Hamburg and Kiel.



## Exploring potentials for SMEs

**BREMEN.** Around 130 participants attended the **ISL Maritime Conference 2018** in Bremen in October, where they experienced exciting lectures and discussions on the situation and prospects of the maritime industry. This year's speakers from business, science and politics focused on digitisation approaches in the maritime industry and their potential for SMEs in the areas of maritime markets, logistics chains, technology and the environment, including the aspect of cyber security.

## First special simulator for research navigation

**LEER.** In September, the first simulator course was held in Leer, which is specially tailored to the requirements of research shipping. Under the guidance of experienced instructors, six navigators were trained on a model of the research vessel "Sonne". The company Nautitec and the research ship department of the Briesse shipping company, Briesse Research, had set this premiere in motion. In addition to practical exercises from everyday research (positioning, recovery and deployment of equipment), the course also conveyed theoretical knowledge.



## Ten years in the Champions League

**BREMERHAVEN.** Container Terminal 4 in Bremerhaven was launched ten years ago. In the course of this major project, the quay was extended by a further 1,680 metres to around five kilometres. "Europe's longest power quay is still well on the market and offers sufficient potential for further growth," summarised Bremen's Senator for Economics, Labour and Ports, Martin Günthner, on the occasion of the anniversary in September. With the new port tunnel and the continued optimisation of road traffic, a further important milestone will be set in order to improve the sea-side connection of the terminal. In addition, the deepening of the Outer Weser is still at the top of the to-do list. Günthner: "Not only in sports does it hold true that if you want to play in the Champions League permanently, you have to invest continuously."



## Bremen's ports are pioneers in environmental protection

**BREMEN.** Carbon dioxide emissions in Bremen's ports have been significantly reduced: the CO<sub>2</sub> load fell from 7,000 tonnes in 2011 to 2,065 tonnes in 2016. This is the conclusion of the **2018 environmental report of Bremen's ports**, which was recently published. There you can also read that the limit values of various air pollutants measured in the vicinity of the ports have been complied with for years and in some cases fallen well below. The environmental report is the core of the **renewed certification of Bremen's ports according to the international PERS standard**.



## Nordfrost: cool expansion strategy

**WILHELMSHAVEN.** Nordfrost will continue to invest at the JadeWeserPort. The logistics company wants to develop the plant in Wilhelmshaven into the new food hub in Germany, said company boss Horst Bartels on the occasion of the inauguration of the General Cargo Terminal for dry goods there in September. **So far, around 100 million euros have been invested in the seaport terminal and a further 100 million euros are to be made available for the expansion by 2020.** But Nordfrost also remains true to its expansion course elsewhere. In October, the company from Schortens near Wilhelmshaven acquired three more houses from the cold store operator TKC from North Rhine-Westphalia. The sites are located in Bocholt on the Dutch border, in Everswinkel near Münster and in Unna.



## WHV informs Qatars Ambassador about LNG

**BERLIN.** In September, a **delegation of the Wilhelmshavener Hafenwirtschafts-Vereinigung (WHV)** headed by President John H. Niemann (third from right) **visited the Ambassador of Qatar**, Saoud Al-Thani (fourth from left), in Berlin. This was a return invitation from the Arab-German Chamber of Commerce, which had acquainted itself in July in Wilhelmshaven about the possibilities for an LNG terminal. Since LNG seems to be an attractive topic for investors from Qatar, Al-Thani also asked in detail about the project status in Wilhelmshaven.



## Maritime Coordinator visits JadeWeserPort

**WILHELMSHAVEN.** The Maritime Coordinator of the Federal Government, **Norbert Brackmann** (left), visited the JadeWeserPort Wilhelmshaven for the first time at the end of October. During presentations at the freight traffic centre and the EUROGATE container terminal as well as during a tour of the terminal, he learnt about the latest developments. Brackmann then attested that the JadeWeserPort had good conditions and a **"super perspective" for the development of the container port location with the existing space potential.**



## 140-metre-long quay inaugurated

**NORDEN/NORDDEICH.** The eastern guide dam in the harbour entrance in Norddeich has recently been extended to 140 metres in length. **This provides shipping with four additional berths independent of the tide.** Lower Saxony has invested around 1.4 million euros in the expansion through its port company NPorts. "With this measure, we are taking big steps towards the ideal that we are striving locally for a future-oriented port development," emphasised NPorts Managing Director Holger Banik (centre) at the inauguration ceremony in October.



# Keep on rollin'

New environmental regulations and the Brexit will have a significant impact on the ro-ro segment. However, the industry has done its homework and initiated appropriate strategies for rolling cargo.





For the past two years, worldwide ro-ro and ferry traffic has recorded steady growth, combined with a large number of newbuilding orders. “More than 1,600 ro-ro ships are currently in service worldwide. In addition, there are over 60 new ro-ro units on the shipyards’ order lists, and even more for ro-pax ferries,” reports Jan Philip Eckmann, publisher of the international magazine “RoPax – The world of Ferry and RoRo shipping”. In his view, the fact that the ro-ro shipping companies have done their homework against the background of the increased requirements for emission values is one of the decisive factors for the current increase in incoming orders. Since 2015, for example, ships in the North Sea, the Baltic Sea and the English Channel have not been allowed to emit more than 0.1 per cent sulphur in their exhaust gases. “These requirements have put the shipping companies in a waiting position. Many of them were faced with the decision to retrofit exhaust gas purification systems or to continue with marine diesel, which is considerably more expensive,” says the expert.

Based on this situation, Eckmann sees a rapid further development in the recent past with regard to exhaust gas purification technology and bunker options for the alternative fuel liquefied natural gas (LNG). In his opinion, there are two main trends in the industry: firstly, shipowners such as Grimaldi Lines and Stena Line are ordering new ferries with scrubber technology, and secondly Balearia, Viking Line and Brittany Ferries are opting for LNG-powered ferries. “LNG is a real alternative. The first tankers are already making this fuel available in the Baltic Sea ports. In

Germany there are still no floating petrol stations and no LNG import terminal. But the first one will come soon, and Brunsbüttel seems to have the best chances,” says Eckmann.

But hybrid ferries, such as those operated by Scandlines and smaller Norwegian shipping companies, also represent a market-ready future solution for him. The ships in the port and coastal area will switch from diesel propulsion to emission-free electric propulsion. And what if the maximum permissible value for sulphur content is reduced to 0.5 per cent worldwide from 2020? “Then the ro-ro segment will be much better prepared than other shipping companies,” of this Eckmann is certain. “After all, the North Sea and the Baltic Sea have already gained extensive experience which could easily be transferred to the Mediterranean and other trade lanes,” he says.

## Brexit causes worry

In addition to future environmental regulations, Brexit in particular is a topic that is intensively discussed in the ro-ro industry. Britain’s withdrawal from the European Union (EU) has been announced for 29 March 2019. In view of this date, the lines of concern are growing among those responsible in the ports of Lower Saxony and Bremen. This is because their vehicle turnover is heavily dependent on maritime transport with the United Kingdom (UK). “In Emden, about half of the shipping volume goes to the UK, and Cuxhaven is even more dependent on traffic with the country. Approximately two thirds of Cuxhaven’s export vehicles go there, and a large proportion of them

When it comes to exhaust gas purification, many shipping companies rely on scrubbers or LNG. Scandlines, on the other hand, has opted for hybrid ferries that combine traditional diesel drive with battery operation.





■ ■ ■ comes from there,” explains Klaus Harald Holocher, Professor of European Transport Economics and Port Management at Jade University in Emsfleth. In Emden, 1.45 million cars were handled in 2017, in Cuxhaven it was around 476,000. Emden thus ranks third among the Northern Range ports. Cuxhaven competes for fifth place with Vlissingen (Netherlands), which does not publish exact figures. In addition to automobile handling, Cuxhaven also has frequent ro-ro departures for truck trailers and other rolling cargo to England. According to the Cuxhaven Port Authority, this would affect a total of 70 to 80 per cent of the port’s traffic through Brexit.

After Zeebrugge in Belgium, Bremerhaven is the number two for car transshipment in the Northern Range ports. More than two million vehicles have been handled here every year since 2011. By the end of June 2018, the figure was around 1.1 million cars. This is only 1.4 per cent below the half-year figure for the record year 2017, in which more than 2.2 million automobiles were shipped by sea by the end of the year. However, since Bremerhaven is not turning towards the UK, Andreas Hoetzel, Head of Corporate Communications at BLG LOGISTICS, does not expect the Brexit to have any impact on the location. However, he makes it clear: “As unclear as it is what future relations between the UK and the EU will look like, it is very clear that there will no longer be any business as usual after that.” The Brexit will not bring added value, but will create problems and new bureaucracies.

Hoetzel warns therefore: “It can temporarily interrupt the complex and closely timed supply chains of many manufacturers. Jaguar Land Rover and BMW have already announced that they will reduce production at their plants in England.”

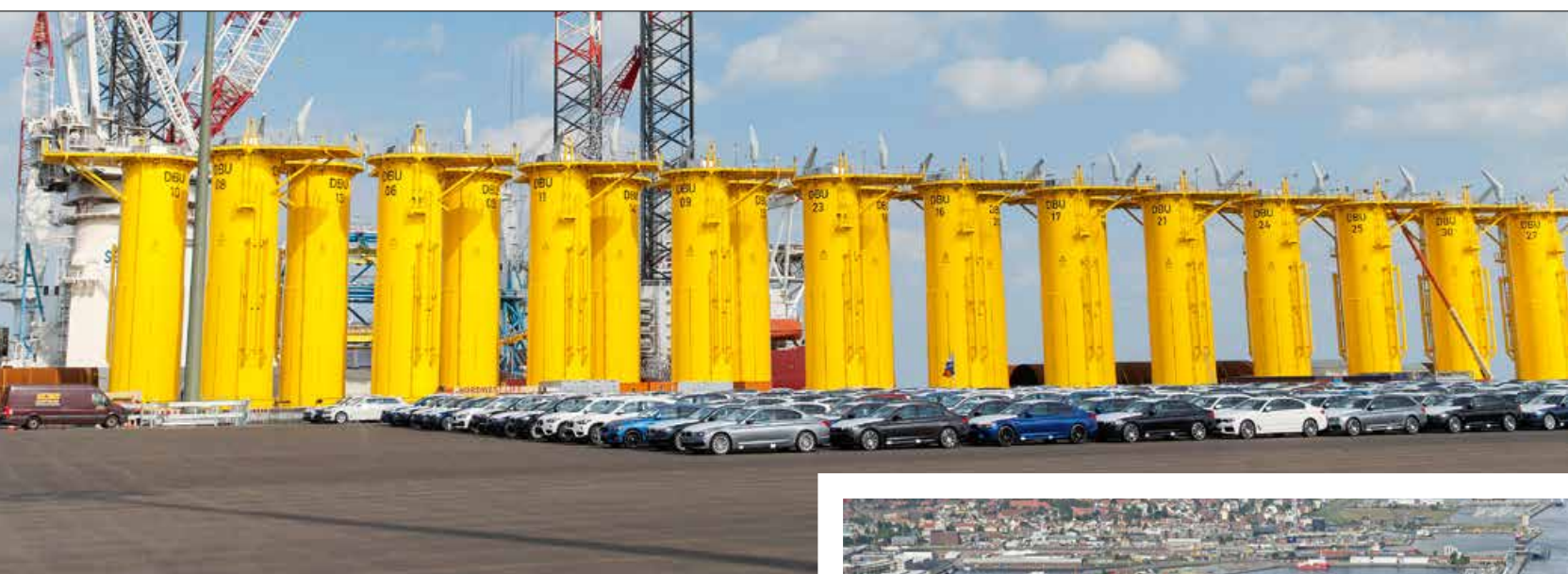
### Three exit options

According to Professor Holocher, three possible Brexit variants are currently emerging: a detailed withdrawal agreement signed by all EU member states by 29 March, a three-year transitional period to allow time for the negotiation of new modalities, or a hard Brexit, where neither an agreement nor a transitional period comes into force. “In the latter case, Britain would be temporarily treated as a third country with which no specific foreign trade arrangements have been made. Accordingly, controls in ports of destination and dispatch should be stepped up. This in turn would, among other things, lead to a delay in the otherwise so fast ro-ro traffic,” says Holocher. From his point of view, the French, Belgian and Dutch ports are likely to be particularly affected, so that even a partial transfer of this cargo to the ports of Lower Saxony would be possible. “Upheavals in foreign trade relations can always also mean new market opportunities that are taken up by agile companies and port locations,” predicts the university professor. Nevertheless, he is certain: “The bottom line is that the Brexit will not have a positive effect on German ports.”

With 1.45 million cars handled in 2017, Emden came third behind Zeebrugge and Bremerhaven in the ranking of the Northern Range ports.



PHOTOS: AUTOPORT EMDEN, EVAG, ANDREAS BURMANN – NPORTS, CUXPORT

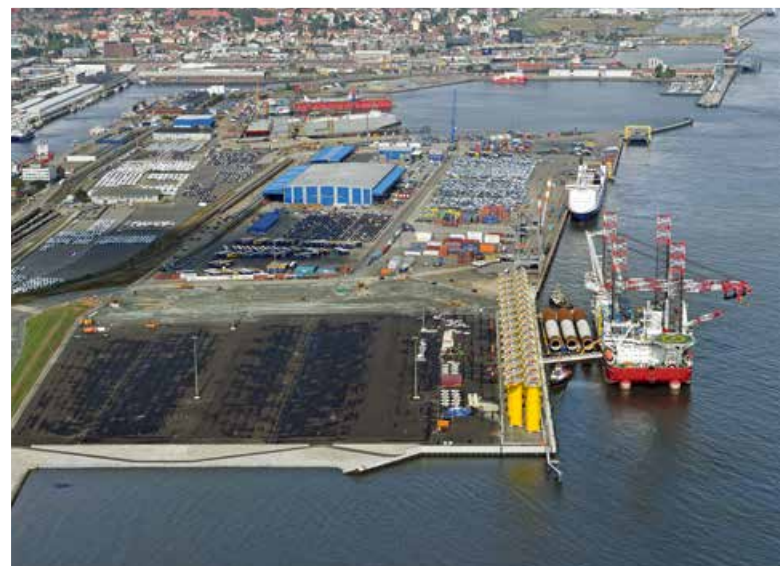


The new Berth 4 in Cuxhaven with an area of 8.5 hectares expands both the possibilities for heavy cargo handling and the transport of rolling cargo.

## Cuxhaven has multiple tracks

Despite all the Brexit speculations, the optimisation of ro-ro traffic in Lower Saxony and Bremen is being worked on at full speed. Since the official inauguration of the new Berth 4 in Cuxhaven in September, 8.5 hectares more space have been available. “True to our multipurpose principle, our terminal areas can be used for handling a wide range of goods. At Berth 4, we continue this with the possibility of heavy cargo handling and with the appropriate equipment for the transport of rolling cargo,” says Cuxport Managing Director Hans-Peter Zint, explaining the significance of the increased handling area. And Oliver Fuhljahn, Head of Automobile Logistics at Rhenus Cuxport, adds: “During the construction of the new berth, we made another cut at the pier edge for the quarter ramps of Deepsea ro-ro ships. In addition to our current short-sea liner services, this additional service will for the first time also enable us to target worldwide cargo flows in ro-ro traffic.”

Just a few days before the inauguration ceremony, Cuxhaven demonstrated the perfect combination of ro-ro and heavy lift. The Danish port of Esbjerg was called for the first time on the daily short sea route between the British port of Immingham and Cuxhaven with the ro-ro cargo ship “Jutlandia Seaways” of the DFDS shipping company. On board were up to seven metres long and 32 tonnes heavy offshore wind turbines of the manufacturer Valmont SM. They were loaded onto the “Jutlandia Seaways” in Denmark by Mafi trailers using the ro-ro method and unloaded at the



Cuxport terminal only six hours later. The components are stored there temporarily so that they can be transported on call to the neighbouring Siemens Gamesa Renewable Energy factory. After the successful premiere, an expansion of this traffic is under discussion.

## The pressure has shifted

In Bremerhaven, too, the ro-ro experts have kept their finger on the pulse of the times – and since the end of last year have identified significant changes in the market. “From the car manufacturer to the shipowner, everyone is currently called upon to act even more flexibly. The well-established processes in finished vehicle logistics have been thrown off balance by new regulations,” says Stefan Nusch, Key Account Manager Marketing & Sales at BLG Automobile Logistics. Responsible for the additional work steps ■■■



## Suitable for all voltages and frequencies

Interview with Thomas Kopel, Sales Engineer at Siemens Energy Management in Hamburg

### The first shore power plant in Lower Saxony went into operation in Cuxhaven in May. How do cargo ships usually refuel with electricity there?

The core of the shore power system is a frequency converter and the associated transformers and medium-voltage switchgear. They ensure that the alternating voltage fed in from the land grid is converted with ten kilovolts and a frequency of 50 Hertz to the voltage level of 440 Volts with a frequency of 60 Hertz required in the vehicle electrical system. The cable feed system is located on an approximately ten-metre-high, movable truss construction and is operated by instructed on-board personnel. If the plug connection is made manually, the network coupling is semi-automatic. The diesel generators on board can then be switched off.

### Are there any differences in the electricity refuelling of cargo ships and ro-ro ships such as the “Rotra Vente”, which regularly moors in Cuxhaven to transport components for offshore wind farms?

The basic distinction is made by the existing and internationally valid standard IEC/IEEE 80005 for shore power systems. It differentiates between container ships and other cargo ships, among other things. This also includes ro-ro ships such as the “Rotra Vente”. Essential feature: in container ships the cable feed is on board for space reasons, in cargo ships the cable feed system is ashore. Otherwise, the electrical parameters of the ships, such as power, frequency and voltage level, must be taken into account and adapted to the respective shore network. This is done by our Siemens SIHARBOR system.

### What are the environmental benefits of the plant?

By switching off the on-board diesel generators, local emissions such as fine dust and nitrogen oxides in the port are essentially avoided. Greenhouse gases are significantly reduced depending on the energy mix of the feed-in. If regenerative energy generation is used, these even lie at zero.

### The shore-side power plant in Cuxhaven is the third Siemens plant after Lübeck and Hamburg. How have the requirements and the technical standards changed since their completion in 2008 and 2015 respectively?

Since 2013, the IEC/IEEE 80005 standard already mentioned has existed, according to which all subsequent plants should be built. Essentially, it specifies the safety precautions specific to the different types of ship, the electrical parameters, for example the voltage level, and the shape and size of the connector. The Hamburg and Cuxhaven plants were built according to this standard.

### Are plans already underway for further shore-side power plants in Germany?

We are in intensive talks with some German seaports. Specifically, we are now implementing a customer-specific shore-side power plant for the Color Line shipping company at the Norwegenkai in Kiel. In this context, I would also like to mention that the cooperation in Cuxhaven with our clients NPorts and EWE Netze was excellent. I would like this to serve as a model for further land power projects in Europe.



The first shore power plant in Lower Saxony went into operation in Cuxhaven in May.



At the BLG AutoTerminal in Bremerhaven, the heavy rollers for the grinding plant in Mumbai were transferred from the train to a roll trailer and brought on board a ro-ro ship.

■ ■ ■ that have to be integrated into the logistics process, is among other things a multitude of new certifications. This also includes the WLTP (Worldwide Harmonised Light-Duty Vehicles Test Procedure). Since September 2017, this test procedure has applied to new vehicles and precisely determines their exhaust emissions and fuel consumption in the wake of the exhaust scandal.

But regional measures such as a penalty tax for cars with high fuel consumption, which has been in force in Sweden since the beginning of July, or changes in import regulations have also changed the processes. For example, vehicles exported to Australia have had to undergo heat treatment since 1 September in order to prevent the marbled tree bug from making a sea voyage as a “stowaway passenger”. This is because the agricultural pest that is widespread in Europe likes to attach itself to vehicles and machines. “These are only a few reasons that lead to a significantly shorter planning horizon. However, they play a decisive role in ensuring that the ports no longer act merely as transshipment points, but increasingly take on a buffer function in order to regulate access to the ships,” says Nusch. “The pressure to store vehicles on time has thus shifted to the transshipment companies in the seaports,” he explains. For this reason, BLG has already intensified its coordination with shipowners and manufacturers in order to better manage the fluctuating volumes.

## Success in the shade of passenger cars

At the BLG AutoTerminal in Bremerhaven, however, not only cars are loaded by ro-ro transshipment, but also high-and-heavy goods (H & H) such as trucks, self-propelled construction machinery, general cargo on Mafi trailers and entire train systems. “I don’t know why the public usually only reduces our services to small cars,” Sven Riekers, Managing Director of BLG Cargo Logistics and Sales Manager for the high-and-heavy segment, sums up with a wink. “In 2017, we handled 1.35 million tonnes in the H & H segment at our car terminal. It doesn’t include a car.” At the end of this year, Riekers expects H & H to grow by a further four per cent. In his opinion, the generally good global economy and high raw material prices are having a particularly positive effect on the market. This leads to companies in the USA and Australia in particular investing in construction machinery and mining equipment for the extraction of raw materials, as does the oil processing industry. Heavy cargo handling is also developing positively at present. Recently, six 90-ton rolls for a grinding plant with Hoegh Autoliners were shipped to Mumbai (India) using the ro-ro process and a 135-ton dryer for paper production with Wallenius Wilhelmsen Logistics was shipped to Savannah (USA). “We have a decisive competitive advantage in Bremerhaven,” Riekers describes. “Customers can deliver their cargo to a single terminal that covers all ro-ro traffic, all carriers and thus all trade lanes. In other ports, they usually have several different points of call.” (bre)



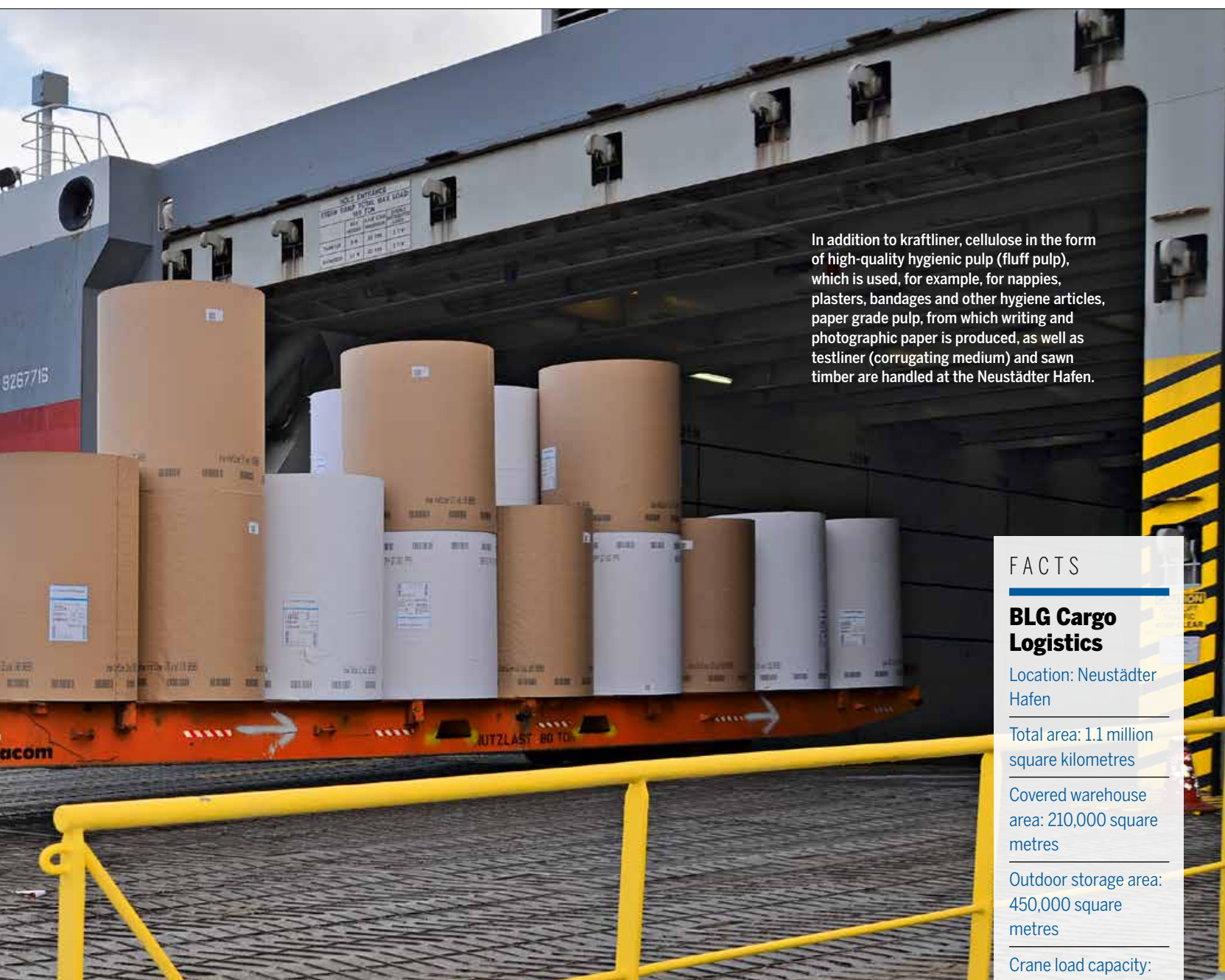
# Logistics plays a large roll



From the tree to the paper product it is a long way, on which much care is required during handling. For decades, BLG Cargo Logistics at Neustädter Hafen in Bremen has specialised in handling heavy but sensitive paper rolls.

**T**he Neustädter Hafen on the left bank of the Weser is sometimes somewhat overshadowed by its big brother in Bremerhaven with its container terminals. Europe's largest terminal for general cargo and heavy goods is located here, and last year a total of 1.38 million tonnes were handled at its 2.4-kilometre-long quays. The general public is also unaware that forest products such as paper, pulp and sawn timber are among the main commodities. Here BLG can offer a fairly constant 600,000 tonnes of transshipment per year. "Our business, for example in wind energy, is not as cyclical as steel and project cargo," explains Horst Kaupke, who has been responsible for

PHOTO: CLAUDIA BEHREND



In addition to kraftliner, cellulose in the form of high-quality hygienic pulp (fluff pulp), which is used, for example, for nappies, plasters, bandages and other hygiene articles, paper grade pulp, from which writing and photographic paper is produced, as well as testliner (corrugating medium) and sawn timber are handled at the Neustädter Hafen.

## FACTS

### BLG Cargo Logistics

Location: Neustädter Hafen

Total area: 1.1 million square kilometres

Covered warehouse area: 210,000 square metres

Outdoor storage area: 450,000 square metres

Crane load capacity: 200 tonnes

Forklift trucks with a lifting capacity of up to 52 tonnes

One floating ro-ro ramp

Track length: 18 kilometres

forestry products as Sales Manager at BLG Cargo Logistics for 22 years. The Bremen-based logistics service provider has been operating in this business segment for around half a century.

## Powerful cooperation

Customer relationships spanning decades also exist for forest products that are transported by ro-ro ship, such as kraftliner. This is a type of paper similar to kraft paper which is not used directly for packaging purposes but as cover paper for paperboard. The producers are from Russia, Sweden, Finland,

Portugal and the USA. One of BLG's regular customers is Smurfit Kappa, based in Ireland, which claims to be one of the market leaders in the development and production of corrugated, solid and cardboard packaging. Among other things, the company operates the largest paper mill for kraftliners in Europe. The moisture-resistant cover paper, which consists of softwood sulphate pulp and has the highest strength of all corrugated board papers due to its large proportion of long fibres, is used in particular for (transport) packaging. It includes, for example, cartons for food and parcels used in shipping. Unlike graphic paper, which is the second most frequently produced type of paper in the world, ■■■





The rolls are transported to the BLG warehouses. 160,000 square metres of this space are designed for forestry products.



The large and heavy castors look stable, but must be handled very carefully.



**Horst Kaupke, Manager Sales & Marketing at BLG Cargo Logistics**

but whose production volume is declining due to declining sales of printed books, magazines and newspapers, kraftliner is a growing market due to the booming e-commerce business and the increasing replacement of plastic by paper. “For Smurfit Kappa alone, we handle more than 150,000 tonnes from Sweden every year,” explains Kaupke. Each week, up to 4,000 tonnes are transported by one of the ro-ro ships “Balticborg” and “Bothniaborg” of the same design to the Neustadt port on scheduled service. They were built in 2004 and are specially designed for the transport of forest products and, due to their ice reinforcement, for traffic on the Baltic Sea. Some of the ships, each 154 metres long and 22 metres wide, have a carrying capacity of 8,600 tonnes and a gross tonnage of 12,635 and are also used for other cargo such as car exports from Cuxhaven.

## International Forest Products Transport Association (IFPTA)

IFPTA is the International Transport Association for Forest Products. It has set itself the task of facilitating the exchange of information for efficient cooperation between the national transport of forest products. This includes forestry as well as mill managers, chemical and clay producers, and transport and logistics managers, representatives of railways and transport companies, ships, stevedores, port and terminal operators and manufacturers of transshipment equipment. For over 40 years, the PPI Transport Symposium has been held every two years in different cities worldwide – in October 2015 for the first time in Bremen, then in 2017 in Savannah (Georgia, USA) and in September 2019 in the Spanish city of Tarragona.

## Special equipment

On a Monday at the end of October, BLG will be unloading around 1,500 rolls of kraftliner from the “Bothniaborg” in the northern Swedish town of Piteå. “On board, the rolls, which are standardised in widths of 2.10 to 3.35 metres and have paper lengths of up to 8,000 metres, are conventionally stowed from wall to wall, but are unloaded with the aid of Mafi trailers,” says Kaupke. The reason: “Shipping the reels on Mafi trailers, as we did in the past, no longer pays off due to the high prices for the equipment. It’s cheaper to load and unload the trailers.” However, not every Mafi trailer is suitable for this. The paper rolls used at BLG have a special feature: “They have a payload of 80 to 100 tonnes especially for transporting the paper rolls, each weighing an average of 2.2 tonnes, and are ground very smoothly to prevent damage to the sensitive goods,” explains Kaupke. “On board, where the castors are stored standing up, the side walls are therefore panelled.” For unloading, the Mafi trailers are driven backwards on board the ship, where they are stowed below deck, via the floating ro-ro ramp, which can be moved up and down by the pontoon according to the tidal range varying between three and a half and four metres. There they are placed on the Mafi trailers using forklifts equipped with paper clamps and transported to the storage areas via the ramp. At low tide, particularly powerful tractors must be used due to the steep inclination of the ramp. Despite the individual reloading onto the trailers, this happens quickly: “We usually need a little more than one shift, i.e. around eight to nine hours, for unloading,” says Kaupke.

PHOTOS: CLAUDIA BEHREND, BLG CARGO LOGISTICS

## High manual effort in case of damage

The rolls are then transported from the ship to the BLG warehouses. 160,000 square metres of which are designed for forestry products. "For the customer Smurfit Kappa alone, we have 18,000 square metres ready," reports Kaupke. For short-term storage of the kraftliner, even a drag roof is sufficient. "The rollers absorb relatively little moisture, that's why this is possible," explains Kaupke. However, in order to avoid "elephant feet", i.e. deformation due to moisture, the floor space must be dry. The warehouses also have a smooth ground floor to ensure gentle storage of the goods until they are called off by the customers. Of course, it is not possible to completely prevent rolls from being damaged during transport and especially during handling. The outer five to seven kraftliner layers count as packaging and are used elsewhere," says Kaupke. In the case of major damage, on the other hand, employees incur considerable manual effort. First of all, in the event of tears and pressure points that would cause problems when the roll is clamped in the customers' machines, rolls up to 3.35 metres wide and weighing up to four tonnes must be placed on the floor. Then the damaged layers are cut off and removed, also known as "slimming down". Since the transport labels indicate not only the barcode, the length and the width, but also the weight that changes as a result of "slimming down", a new label with the new roll weight must also be generated and stuck to the roll along with the other information



About 25 per cent of the kraftliner rolls are transported to customers throughout Germany by rail.

mentioned on the label, for example the grammage (basis weight per square metre).

Around 75 per cent of the kraftliner rolls are transported on to customers throughout Germany by truck and the rest by rail. "Although many of our customers, including ourselves, would like to get more onto the railways, this is usually only economically viable from a distance of over 400 kilometres," reports Kaupke. "The majority of the recipients, however, are located near Bremen." (cb)

More information:  
[www.blg-logistics.com](http://www.blg-logistics.com)

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# Precision under the banner of Zorro

With the conversion of the ferry “Peter Pan” German Dry Docks realised a special challenging project. The ship’s hull was cut into z-shaped pieces – similar to the trademark of Zorro, hero of the novel.

In December 2017 the car and passenger ferry “Peter Pan” of the German-Swedish shipping company TT-Line came to Bremerhaven. In Dock 5 of German Dry Docks (GDD) it was extended from 190 to 220 metres by inserting a pre-produced middle section. During her time at the shipyard she also received a new, flow-optimised bead bow and an additional car deck in the aft section of the ship. On 30 May 2018, the ship returned to its original liner service and since then has connected Trelleborg in Sweden with Travemünde, Rostock and Swinemünde in Poland with increased vehicle capacity and in a more environmentally friendly way than before.

“This was an extremely demanding expansion project, which we mastered with flying colours thanks to our ex-

tensive know-how in the modernisation of ships. TT-Line is highly satisfied,” summarised Guido Försterling, CEO of GDD. The particular challenge was that the hull of the Baltic Sea ferry could not be cut vertically alone, as was the case with other projects of this kind. Rather, a vertical Z-cut was necessary because the passenger area in the foredeck had to remain untouched when the 30-metre-long centre section was inserted. “For this purpose, the ship was launched from the ground, 17 metres vertically cut upwards, then a 35 meter long horizontal cut followed, before it was cut again, 18 metres upwards,” explains Project Manager David Porath. He adds: “We not only extended the ‘Peter Pan’, but also installed an additional vehicle deck and a ramp, as well as cut and reassembled another ramp.”

1,000 specialists were involved in the conversion of the “Peter Pan”. An additional 2,300 tonnes of steel were used.



GDD offers three floating docks and two dry docks. In Dock 5 the middle section and the stern were joined together.



For the 841 tonnes heavy forebody, GDD developed a special support system consisting of hydraulic rams and sliding tracks.

## A feat of strength and precision work

For about a year, the GDD engineers planned every technical detail and process of the project before the work could begin with the three heavyweights. At 1,500 tonnes, the middle section was still the lightest compared to the fore and aft sections, which weighed 8,500 and 6,500 tonnes respectively. A support system consisting of hydraulic rams and sliding tracks was specially installed for the fore ship, with the help of which six supports were used to secure the 35 metre long and 841 tonnes of the passenger area, which protruded like a balcony over the end of the cut-off front fuselage half. For the aft ship, which had to be pulled out of the dock and then moved back in again, the shipyard constructed a pontoon, which was carried by 15 airbags with a length of between 4 and 32 metres. "At the end of this feat of strength, real precision work was called for," says Porath. "Because we had to assemble the two old sections and the new centrepiece to a precision of five millimetres." First the midship section was floated in and welded to the forebody before the stern was floated in and attached to the new part.

## Nose exchange for lower emissions

"In contrast, the replacement of the 40-tonne bulbous bow was no big deal for us," says Försterling. The measure has already had an impact: the new bow reduces fuel consumption

and thus significantly improves the environmental balance of the "Peter Pan". TT Line says that the ship's emissions per transported vehicle unit have been reduced by up to 25 per cent. According to the company, the "Peter Pan" delivered in 2001 was one of the most environmentally friendly ferries in the Baltic Sea thanks to its diesel-electric POD propulsion system even before the conversion. Following the extension and installation of the additional cargo deck, the ferry now has a cargo capacity of approximately 3,000 lane metres. This is about 25 per cent more than before the reconstruction work at GDD.

## Scrubber and diesel instead of LNG

Before the "Peter Pan" GDD also worked on the "Wes Amelie" of the Wessels Reederei from Haren/Ems (see LOGISTICS PILOT, issue October 2017). She was the world's first container ship to be retrofitted as part of a pilot project for the use of liquefied natural gas (LNG) and received a 500,000 litre LNG storage tank in Bremerhaven. "From the point of view of sustainability, retrofitting ships with LNG is a good solution – but one that is disproportionately expensive," says Försterling. "That is why I see LNG more as an option for new buildings in the future. As far as the conversion market is concerned, shipowners are likely to rely more on scrubbers and diesel technology in the wake of stricter environmental regulations for ships from 2020." (bre)



Guido Försterling, CEO



David Porath, Project Manager

More information:  
[www.germandrydocks.com](http://www.germandrydocks.com)  
[www.ttline.com](http://www.ttline.com)





# Isabella gets things moving

A woman's name to keep things tidy: from 2020, "Isabella" wants to optimise loading processes for cars and increase efficiency in logistics processing.

**W**ith a turnover of over 2.2 million vehicles per year, Bremerhaven is one of the largest car ports in the world. More than 1,400 car carriers call at the BLG AutoTerminal there every year, which offers parking facilities for up to 95,000 cars on an area of 350 football pitches. Up to now, car loading has been carried out with IT support, but still largely manually. This means that the drivers are taken by buses and taxis to the appropriate parking spaces in order to bring the cars onto the ship, train or truck according to prior planning. But that is to change in the future – with "Isabella". The melodious woman's name is

an acronym for "automobile logistics in sea and inland ports: interactive and simulation-supported operational planning, dynamic and context-based control of equipment and cargo movements". This is an intelligent system that uses real-time status messages, material flow simulations and networked communication to enable interactive planning and control of car transshipment in seaports and inland ports – with the aim, for example, of sensibly distributing transport orders via smartphones or avoiding idle time and unproductive shuttle transports. In short, "Isabella" is intended to ensure greater efficiency in logistics processing.





Bremerhaven (picture left) is one of the largest car ports in the world. The “Isabella” project is intended to optimise the processes on the BLG AutoTerminal site and help ensure that vehicles can be loaded even more efficiently. The name was chosen following the popular car of the same name, which Borgward built in Bremen from 1954 to 1961.

## Three partners in interaction

This project, which started on 1 July 2017 and will run for three years, brings together three partners: the BLG AutoTerminal Bremerhaven, the Bremen Institute for Production and Logistics at the University of Bremen (BIBA) and the Bremen technology provider 28Apps. While BIBA contributes its knowledge to the planning and control of logistics processes and BLG is responsible for the use cases and the practice-oriented orientation of the system as project leader 28Apps is responsible for the development of the software application. The project is funded by the Federal Ministry of Transport and Digital Infrastructure (BMVI) as part of the “Innovative Port Technologies (IHATEC)” funding programme. It has a total project volume of 3.56 million euros.

## Positive interim result

“We have already been able to make a difference in the first year,” says Michael Görges, Project Manager for “Isabella” at BLG LOGISTICS. This includes in particular the visualisation of the actual situation of the terminal on a multitouch table. In this way, the planners involved get an overview of the current situation – with arriving and departing ships and trains, with import and export orders or with requested technical services on the vehicles. Since “Isabella” is designed as a development project in which new findings are contin-

uously incorporated, the system will soon be able to show different scenarios and evaluate their effects – for example in the event that certain parking areas are not available due to construction work or that additional volumes are expected as a result of new customer enquiries. “Behind it is a so-called discrete event simulation software. It takes numerous criteria into account and evaluates the planning alternatives with regard to certain logistical target parameters,” explains BIBA Director Professor Michael Freitag.

## A wide range of applications

BIBA is also working on an algorithm for controlling vehicle movements at the terminal that allows individual process control depending on the respective location of the car. In this way, the routes could be optimised and a short-term response option created if changes are required. At the same time, the three partners are currently concentrating on a positioning system that determines the location of vehicles in real time. At the end of the three-year project period, a prototype is to have been developed that is powerful enough to also remain effective during the operational test mode. “We want to use ‘Isabella’ not only in Bremerhaven, but also at our other locations that specialise in automobile handling,” says Görges. “I think the system could be of interest to other ports, logistics service providers or airports in the long run. (bre)

## FACTS

### Isabella

Coordinator:  
BLG LOGISTICS

Project partner:  
28Apps Software,  
BIBA – Bremen  
Institute for Production and Logistics

Project duration:  
July 2017 to June 2020

Project volume:  
3.56 million euros

More information:  
[www.blg-logistics.com](http://www.blg-logistics.com)  
[www.biba.uni-bremen.de](http://www.biba.uni-bremen.de)  
[www.28apps.de](http://www.28apps.de)



# Well stowed and safely loaded



Consulting, stevedoring and securing – with these three fields of activity the Bremer Stauerei Heinrichs has been asserting itself on the market for almost 160 years.

If one safety belt is sufficient for a passenger car, a whole range of load securing equipment is required on board. The purpose, however, is the same: to ensure the greatest possible security. As in a car, inadequate load securing can also have serious consequences on a ship. One example is the sinking of the “Pamir” in 1957, in which the Lübeck Maritime Office estimates that the largely loosely stowed barley slipped as a result of a hurricane. The stevedores in Buenos Aires had gone on strike, and the second officer responsible for supervising the stowage on board, who criticised that a steamship would not leave in this way, remained unheard.

## Individual consultation essential

About 100 years earlier, in 1859 to be exact, the ship carpenter Dietrich Heinrichs observed something similar. At that time the sailors caused some chaos due to the not always professional loading to the disadvantage of the cargo owners and the shipowners. Heinrichs saw this as a gap in the market, made it his profession and founded a company. Despite technical progress, safe stowage on board is indispensable

almost 160 years later. This applies in particular to ro-ro ships, which are particularly sensitive to cargo slippage due to the huge storage space on several decks and the large number of cargo units they carry. This has also led to tragic accidents in recent years, such as the 2016 case of the ro-ro ship “Modern Express” of the Belgian shipping company Karim Export. An important part of the services of D. Heinrichs Stauereibetriebs is therefore consulting. “Working together with our customers to develop a solution and an optimum stowage concept for them and to find efficient solutions for ships and cargo,” is how Managing Director Matthias Wagner explains the offer. “Our nautical officers and shipbuilding engineers will advise the captain, the shipping company and the freight forwarder on all stowage issues.” If requested by the customer, the cargo is inspected ashore or at the production site, stowage plans are drawn up and coordination in the port is taken over. Every cargo is individual and every ship something special,” says Wagner, who has been at the head of the full-service provider for over a year. In addition to conventional stowage, special emphasis is placed on ro-ro, project and general cargo loading, in particular steel and



A wagon for the Metro Riad is towed by tractor on a Mafi trailer aboard the "Bahri Jeddah".

Static cargo with a high unit weight must be lashed on board elaborately with chains.

tubes. When things get big, difficult and complicated, the company relies on the experience of its employees. "Especially when the load is special, we stevedores are in demand as specialists," says Wagner.

The largest ro-ro customer of the stevedoring company is the Japanese shipping company MOL. "We have been working for MOL for almost 40 years," Wagner emphasises. Mainly passenger cars, high and heavy, roll trailers, also known as mafi trailers, and static cargo, for example large crates that are rolled on board with the help of forklifts and other vehicles are stowed and secured for the shipping company. In 2015, the Bremen-based shipbroker TOS (Transport Overseas Shipping) was added as a customer, for whom the company is responsible for stowing and securing on board the RoCon ships of the Saudi Arabian state shipping company Bahri. The cargo includes, for example, railway wagons for the Saudi Railway Company (SAR) and Metro Riyadh. Another major customer is Deugro, for whom Heinrichs is damming and lashing the Siemens nacelles and towers for offshore wind turbines on the ships in Cuxhaven.

PHOTOS: D. HEINRICHS

Wagner's employees must work closely with the other service providers in the port to ensure that the rolling cargo is properly accommodated: in the case of passenger cars, for example, BLG ensures that these are carried on board. The stevedoring company assigns the drivers their respective "Point of Rest", i.e. the parking space on board, and takes over the lashing. D. Heinrichs' inspectors have the most important role to play here. "They coordinate stowage planning with the shipping company and are thus the decisive interface between ship and terminal," explains Wagner. How exactly this coordination takes place depends on the organisational structures of the respective shipping company. "At MOL, the stowage planners are based in Hamburg, coordinate regularly with our inspectors in Bremerhaven and are also on site for almost every ship," reports Wagner. "Our inspectors then assume the function of port captains and are responsible for the concrete implementation of the stowage plan in consultation with the planners, the captain and the helmsman. In addition, the inspectors take care of coordinating the process organisation with the terminal and decide where, when and how which cargo is to be stowed.

## Flexibility and cooperation

Even if the processes are well established, a lot of flexibility is required from all port service providers involved in loading the ship. "Short-term changes, whether through subsequent bookings, different arrival times of the ship and deviations from the stowage plan in the previous port, are part of our everyday life," says Wagner. For example, individual cargoes may first have to be rolled off board before they can be re-loaded or, in the case of high-and-heavy cargo, it may turn out that it is slightly higher than specified and can therefore no longer be stowed in the intended place.

What worries Wagner, however, is the lack of skilled workers, which makes it increasingly difficult to find employees for the companies belonging to the group in Bremen, Bremerhaven, Brake and Hamburg. This is another reason why he hopes that all port service providers will work together even better in the future. "The price pressure exerted by customers such as automobile manufacturers, which they pass on to shipowners and in turn to us, should not lead to a further intensification of the competitive situation in the port." After all, it is about the Bremerhaven location, which needs high productivity in order to hold its own against other ports. (cb)

## FACTS

### D. Heinrichs Stauereibetrieb

Foundation: 1859

Head office: Bremen and branch office in Bremerhaven

Business areas: consulting as well as stowage and securing of cargo

Employees in the group with nine companies: 380

Turnover 2017: 35 million euros

More information:  
[www.heinrichs-stauerei.de](http://www.heinrichs-stauerei.de)



## COMPACT



**HAMBURG.**  
**Heinz Brandt**,  
member of the  
Executive Board of  
Hamburger Hafen

und Logistik AG (HHLA), will leave the company for personal reasons on 31 March 2019. Although his regular term of office would not have ended until the end of 2021, Brandt makes use of a contractually agreed option for early resignation. Dr Rüdiger Grube, Chairman of the Supervisory Board of HHLA, commented: "On behalf of the Supervisory Board, I would like to thank Mr Brandt for the work he has done, which has made a decisive contribution to the successful development of HHLA and the entire Port of Hamburg."



**HAMBURG.**  
Since September  
**Søren Poulsen**  
**gaard Jensen** has  
been the new

chairman of the Danish Shipowners' Association's Ferry Division. The CEO of the German-Danish shipping company Scandlines has succeeded John Steen Mikkelsen (Danske Færger), who retired after eleven years in office. Carsten Jensen (Molslinjen) also became Poulsen's deputy at the General Assembly of Ferry Owners.

## BSH: Kammann-Klippstein follows Breuch-Moritz

**HAMBURG.** As of 1 November, **Dr Karin Kammann-Klippstein** is the new President of the Federal Maritime and Hydrographic Agency (BSH). The lawyer, who has already worked in various federal ministries, authorities and German missions abroad, has succeeded Monika Breuch-Moritz, who has headed the BSH since 2008. On 23 October Breuch-Moritz was seen off in the Hamburg City Hall by Andreas Scheuer, Federal Minister for Transport and Digital Infrastructure, and Frank Horsch, Hamburg Senator for Economics, Transport and Innovation, among others, and Kammann-Klippstein was introduced to the public. The BSH promotes safety at sea, conducts its own research, issues official nautical charts and is committed to environmental protection.



## Lloyd Werft expands management team

**BREMERHAVEN.** **Carsten Sippel** joined the management team of Lloyd Werft Bremerhaven in October. There, the business graduate is the third managing director alongside Rüdiger Pallentin and Carsten J. Haake and is responsible for finance, controlling and IT. Over the past 25 years, Sippel has held senior positions in various companies in the ship supply industry. Most recently, he was Managing Director and CFO of Wärtsilä SAM Electronics in Hamburg.



## Plaß elected at DSLV top

**BERLIN.** The members of the German Freight Forwarding and Logistics Association (DSLVL) elected **Axel Plaß** as their new president for three years in September. The 52-year-old managing partner of the Hamburg-based freight forwarder Konrad Zippel has been a member of the Executive Committee since 2016 and will continue to serve as Chairman of the Rail Freight Transport Committee for the time being. Plaß follows Mathias Krage, who headed the DSLVL for nine years but did not stand for re-election.



## Hellmann restructures its personnel

**OSNABRÜCK.** On 1 December, **Reiner Heiken**, most recently head of Europe at DB Schenker, took up the position of CEO of the Hellmann Group. With the arrival of Heiken as successor to Dr Thomas Knecht, the new appointment to the Management Board of the transport and logistics company is complete. Dr Michael Noth (formerly CFO of Nordzucker AG) was appointed to the CFO position in August. Jost Hellmann will resign from his position as Chief Sales Officer at the end of the year due to his age.



## New BÖB President

**BRAUNSCHWEIG.** Since September, **Joachim Zimmermann** has been the new President of the Federal Association of Public Inland Ports (BÖB). At the BÖB annual meeting in Braunschweig, he was elected successor to Rainer Schäfer, who had decided not to run for office again due to his age. Zimmermann has been the sole managing director of the Bayernhafen Group with its six inland ports of Aschaffenburg, Bamberg, Nuremberg, Roth, Regensburg and Passau since 2005.



## Eckelmann hires Beyer


**HAMBURG.** With effect from 1 November, **Michael Beyer** was appointed to the management of Carl Robert Eckelmann Holding. The Hamburg port company has appointed the former managing director of various companies of the Buss Group as responsible manager for all subsidiaries in the fields of transport & logistics, industrial services and rail freight transport. With Beyer, the family business will for the first time be managed by an experienced external manager.



## BVL strengthens Management Board

**BREMEN.** The Bundesvereinigung Logistik (BVL) filled its Executive Board in September. Stephan Wohler, Member of the Management Board for IT and Logistics at Edeka Minden-Hannover, Member of the Management Board for DB Logistics **Alexander Doll** (photo) and Christian Jacobi, Managing Partner of Agiplan, will join the committee. They are proposed to the general meeting for election to the board. In June, Jürgen Gerdes had already resigned his BVL honorary position as part of his retirement from the Board of Management of Deutsche Post DHL. Currently, the Executive Board, chaired by Robert Blackburn, including the co-options, consists of 16 members.





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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

In the coming months, numerous interesting trade fair dates are on the agenda: while "FRUIT LOGISTICA" in Berlin is all about fresh fruit and vegetables, "Breakbulk Middle East", which is taking place for the first time in Dubai, offers an exciting overview of the topic of project cargo. At the "Intermodal South America" in São Paulo, the North German coastal countries will present themselves with a joint stand under the umbrella brand "German Ports".



At the "Intermodal South America" in São Paulo, the seaports from Bremen and Lower Saxony presented themselves for the twelfth time with a joint trade fair stand under the umbrella brand "German Ports".



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

<b>FRUIT LOGISTICA</b> <a href="http://www.fruitlogistica.de">www.fruitlogistica.de</a>	<b>6. – 8.2.2019</b> Berlin, Germany
<b>Breakbulk Middle East</b> <a href="http://www.breakbulk.com">www.breakbulk.com</a>	<b>11. – 12.2.2019</b> Dubai, UAE
<b>Intermodal South America</b> <a href="http://www.intermodal.com.br/en">www.intermodal.com.br/en</a>	<b>19. – 21.3.2019</b> São Paulo, Brazil
<b>Breakbulk Asia</b> <a href="http://www.breakbulk.com">www.breakbulk.com</a>	<b>20. – 21.3.2019</b> Shanghai, China
<b>Breakbulk Europe</b> <a href="http://www.breakbulk.com">www.breakbulk.com</a>	<b>21. – 23.5.2019</b> Bremen, Germany
<b>transport logistic</b> <a href="http://www.transportlogistic.de">www.transportlogistic.de</a>	<b>4. – 7.6.2019</b> Munich, Germany

## Customer events

You want to get to know us better and discuss the latest developments with industry experts? A good opportunity for this is the "logistics talk" series of events organised by the port location marketers bremenports, which will also take place at regular intervals in 2019. Or you can take part in the joint series of events "Port meets mainland" organised by the port marketing organisation Seaports of Niedersachsen and the Container Terminal Wilhelmshaven JadeWeserPort-Marketinggesellschaft.



The bremenports event series "logistics talk" will soon take place in Berlin, Brussels, Prague and Budapest.

<b>logistics talk-Neujahrsempfang</b> <a href="http://www.bremenports.de/veranstaltungen">www.bremenports.de/veranstaltungen</a>	<b>17.1.2019</b> Berlin, Germany
<b>Jahrespressekonferenz der niedersächsischen Seehäfen</b> <a href="http://www.seaports.de">www.seaports.de</a>	<b>4.3.2019</b> Oldenburg, Germany
<b>logistics talk</b> <a href="http://www.bremenports.de/veranstaltungen">www.bremenports.de/veranstaltungen</a>	<b>27.3.2019</b> Prague, Czech Republic
	<b>28.3.2019</b> Budapest, Hungary
	<b>9.5.2019</b> Brussels, Belgium
<b>Hafen trifft Festland (Port meets mainland)</b> <a href="http://www.seaports.de">www.seaports.de</a> , <a href="http://www.jadeweserport.de">www.jadeweserport.de</a>	<b>12.3.2019</b> Leipzig, Germany

## Other highlights

With the "Fachforum Projektlogistik 2019", Bremen is handing over its business card in XXL logistics for the fifth time. Due to the growing international importance of Guangzhou, the Chinese port city is host for the "IAPH World Ports Conference".

<b>Fachforum Projektlogistik 2019</b> <a href="http://www.bhv-bremen.de">www.bhv-bremen.de</a>	<b>14.1.2019</b> Bremen, Germany
<b>IAPH World Ports Conference</b> <a href="http://www.iaphworldports.org/iaph-conference">www.iaphworldports.org/iaph-conference</a>	<b>5. – 11.5.2019</b> Guangzhou, China

# Review

Important representatives of the maritime industry met in Berlin, Munich, Mannheim, Vienna and Graz in recent weeks to set the course for the future.

## Evening reception for the DLK

**BERLIN.** Around 150 guests from politics, business and science accepted bremenports' invitation to the traditional port reception at the Bremen state representation in Berlin on 16 October. They experienced an entertaining evening in the course of which Norbert Brackmann, the Maritime Coordinator of the Federal Government, demonstrated the economic importance of the ports and stressed the necessity of cooperation between the German seaports. Bremen's Senator for Economics, Labour and Ports, Martin Günthner, shed light on Bremen's positive development in the cruise segment and made it clear that further investments would be made in the port. Robert Howe, CEO of bremenports, underlined the importance of the topic of "digitisation".

## 35th Supply Chain Conference (DLK)

**BERLIN.** Under the slogan "Digital meets Real", the doors to the "35th International Supply Chain Conference" opened from 17 to 19 October. More than 3,000 participants from all over the world discussed topics related to the logistics industry. After the successful debut last year, the port and logistics locations Bremen/Bremerhaven and Hamburg once again presented themselves together with HANSE LOUNGE. In a relaxed atmosphere, the guests were able to establish contacts and enjoy a multi-faceted programme, including an expert talk on the subject of "Digitalised logistics chains in maritime reality".

## Hafen trifft Festland (Port meets mainland)

**MANNHEIM.** On 14 November, numerous logisticians from the Rhine-Neckar economic region took the opportunity to find out about the latest developments in the seaports of Lower Saxony at "Hafen trifft Festland" on the Hockenheimring. After the welcoming address by Sebastian Kolb, Regional Manager TFG Transfracht, a guided tour of the famous race track was on the agenda. Afterwards, the evening continued with a presentation about Germany's only deep-water container port in Wilhelmshaven. The speakers responsible for this were Michael Moehlmann, Sales Manager Container Terminal Wilhelmshaven, Oliver Bergk, General Manager Sales EUROGATE and Nikolaus Gossmann, Regional Sales Manager TFG Transfracht.



Maritime Coordinator Norbert Brackmann stressed the need for cooperation between German seaports.



At the start of the conference, Federal Economics Minister Peter Altmaier called on the German logistics industry to devote itself to the establishment of a worldwide transport and logistics platform.



"Hafen trifft Festland" provides information on the latest developments in the seaports of Lower Saxony with the container deepwater port of Wilhelmshaven.

## COMPACT

### EXPO REAL

**MUNICH.** The "EXPO REAL" (8 to 10 October) set a new record this year: 44,536 participants and 2,095 exhibitors attended the trade fair for real estate and investments. "Focused on the new Atlantic One multi-user hall project, we presented ourselves with the freight traffic centre at the joint stand of the State of Lower Saxony, because in Munich we were able to exchange ideas and information closely with all important decision-makers and players in the national and international real estate industry within a short period of time," says Andreas Bullwinkel, Managing Director Container Terminal Wilhelmshaven JadeWeserPort-Marketing.

### logistics talk

**GRAZ/VIENNA.** The numerous guests who accepted bremenports' invitation to the "logistics talk" in Vienna and Graz (in October) received important information on the range of services offered by Bremen's ports. In the Austrian metropolises, experts from EUROGATE Container Terminal Bremerhaven, Kloosterboer BLG Coldstore and Heuer Logistics presented the competencies of their companies.



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## Main topic: international

Due to the increasing interconnection of the global economy, the tasks of seaport logistics have changed considerably, especially in the last 100 years.



## Point of View

**Robert Howe, Managing Director of bremenports**  
on the threat to free trade

“ Trade issues are highly political issues. This has not only been the case since a trade agreement with the USA was vehemently disputed in Germany or since an American President used the issue to underpin his ‘America First’ strategy with economic policy. Trade issues already had a major influence on relations between peoples and states in the Middle Ages. They have driven researchers and explorers into the remotest corners of the world, with villages growing into world metropolises along the trade routes. Trade has promoted cultural diversity, led to wars and to alliances that stabilise peace. The World Trade Organisation (WTO), based in Geneva, was set up in 1995 to deal with the impact of globalisation in the last century on the division of labour in the world. On behalf of its approximately 160 member states, the WTO has the task of reducing trade barriers and providing a binding framework for free trade. In view of the trials and tribulations that nationalist-oriented promises of salvation cause, the international relations understanding bound in treaties provide a stable anchor for economic-political reason. Free trade is a reliable stabiliser and constant driver for the development of international relations. It will also be crucial for ports, as interfaces for global transport routes, that international regulations are strong enough to withstand national attacks. ”

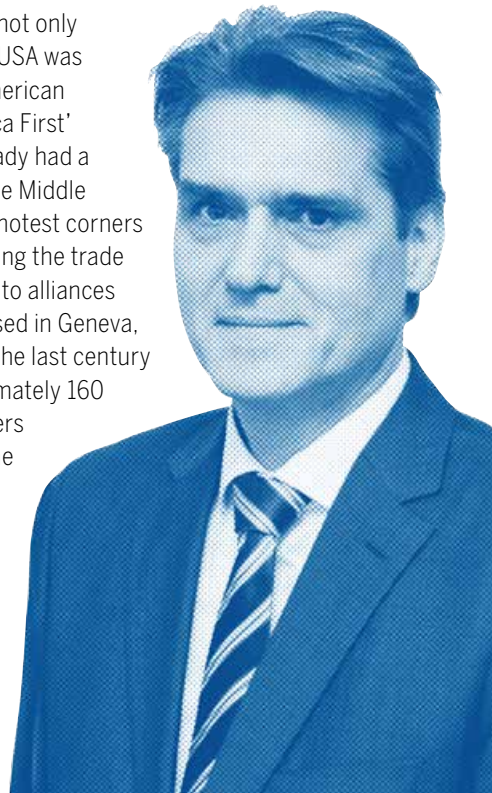


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Hafenstraße 49, 28217 Bremen, Germany  
www.bremenports.de  
Michael Skiba  
Phone: +49 421 30901-610  
Fax: +49 421 30901-624  
Email: marketing@bremenports.de

### Project management and advertisement:

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

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### Project management:

Karin Kennedy  
Email: karin.kennedy@dvmedia.com

### Editors:

Thorsten Breuer (bre), responsible editor;  
Claudia Behrend (cb)  
Email: redaktion.logisticspilot@dvmedia.com

### Layout:

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