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GERMAN PORTS

LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics

An aerial photograph of the Hong Kong skyline, featuring the Victoria Harbour, the Bank of China Tower, and other skyscrapers. The image is used as a background for the main section header.

WORLD & ECONOMY

Main topic: international

World trade in transition

Where will increasing trade restrictions and sanctions lead?

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Centralised control

The German Armed Forces coordinate their world-wide logistics from the town of Wilhelmshaven.

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Safely through the ice

Route recommendations based on satellite images.

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International commerce and maritime trade

Daniel Hosseus, chief executive of the German Ports Association (ZDS)

Dear readers!

The German seaports are hubs for the international flow of goods. Large or small, they move around 300 million tonnes of containers, bulk goods, general cargo and much more around the world every year. Germany is considered a world leader in logistics and its seaports play a significant role in imports and exports.

Twenty-two ports from Emden to Ueckermünde annually process around 15 million TEU containers, 24 million tonnes of grain, oil seeds and animal feed, 38 million tonnes of coal, natural gas and crude oil and around 11 million passengers. Altogether the German ports of the North and Baltic Seas provide a wide range of competitive services.

The German port economy is extremely efficient, innovative and forward-looking. Most recently, the industry has invested hundreds of millions of euros in port and transport logistics, sustainability projects, digital services and highly innovative research projects. Ports are preparing for the future, and politicians should help us by ensuring the best possible market conditions, such as sound transport infrastructure.

Daniel Hosseus



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Worldwide connections

Looking at international trade flows, the trade in goods is mainly between the countries of the northern hemisphere. The most important economic centres are the USA, China, the EU and Japan. But it's already apparent that growing trade conflicts and economic sanctions will take their toll.

Worldwide trade



Quelle: World Trade Statistical Review 2018



Source: World Trade Statistical Review 2018

Largest economies

Countries with highest GDP in 2018 (in US\$ bn)



Source: Statista

International flow of goods (exports and imports in US\$)



Key figures relating to the German economy (2018 compared to previous year)

1.8%

Increase in GDP



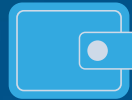
2.8%

Increase in exports



1.7%

Increase in consumer
expenditure



1.4%

Increase in
workforce



Source: Bundesministerium für Wirtschaft und Energie, as of: August 2018

IN BRIEF

BREMERHAVEN. As part of a **pilot study, the port companies bremenports and NPorts have compared different light sources** in order to make more sustainable use of energy at the ports. The results were published in November. In new installations, LED lights are preferable to other lights, as their warm white light is more insect-friendly. Robert Howe, managing director of bremenports, stated that close cooperation between the port companies had already reduced emissions in the public port infrastructure by two thirds. Harald Ludwig, branch manager of NPorts, emphasised that the study had provided a good basis for making investment decisions.

HAMBURG. The German port industry is counting on growth. **“We expect growth in all cargo sectors by the end of 2019,”** said Frank Dreeke, president of industry body ZDS, at its annual press conference in Hamburg in November. Having handled 299.5 million tonnes in 2017, it became apparent that the volume of goods handled by the German port industry would settle at around 300 million tonnes in 2018.



Recognising weaknesses and avoiding risk

BREMERHAVEN. October 29 saw the opening of the **Institute for the Protection of the Maritime Environment** in Bremerhaven. Against the background of energy system transformation, digitalisation and global networking, the Institute has set itself the task of protecting ports and offshore wind farms from terrorist attacks, accidents and technical faults. The aim is to identify weak points and avert dangers, said the director of the Institute, Dennis Göge. The Institute has an annual budget of six million euros and is part of the German Aerospace

Centre (DLR). The new facility will initially employ 20 experts who will work with partners such as the Federal Police, the German Shipwreck Rescue Society, the University of Bremen and the Bremerhaven University of Applied Sciences. “DLR already has an excellent track record in research into aerospace, energy and transport, security and digitalisation,” said Professor Pascale Ehrenfreund, Chairman of the Executive Board of DLR. “We are now opening up a new dimension for ourselves – the protection of maritime infrastructure on and under water.”



Stable high-level turnover

BREMEN/BREMERHAVEN. The twin ports are expected to handle **around 74 million tonnes of goods by sea in 2018**, said Bremen's senator for economics, labour and ports, Martin Günthner, in December. The figures are based on processing by the port facilities in Bremen (11.4 million tonnes, down 14.2 percent from 2017) and Bremerhaven (62.7 million tonnes, up 2.9 percent on 2017). Overall, with 74.2 million tonnes having been processed in 2017, results are now stable at a higher level.



MCN – the latest member of DMZ

NORTH GERMANY. The Northern Germany Maritime Cluster (MCN) was admitted to the German Maritime Centre (DMZ) in November. Acting on a national and international level, the DMZ provides a link between business, science and the public sector and a central point of contact for the maritime industry. **“Here at MCN we are active across industries and will represent the interests of our members, who come from the entire maritime economy, within the DMZ,”** said Knut Gerdes (left), who is responsible within MCN for co-operation with the maritime federations. Right: Dr. Wolfgang Sichermann, managing director, DMZ.



Breaking ground

BREMEN. On 10 January, Bremen's mayor Carsten Sieling, transport senator Joachim Lohse and state secretary Enak Ferlemann (Federal Ministry of Transport) presided over the breaking of ground for construction section 4 of the A 281 motorway corner connection. This will enable the A 281 to be connected to the A 27 by 2024. A **new Weser tunnel** forms the heart of the 4.9-km section of the route. Demolition and clearing work will now be carried out in the construction area and soil disposed of appropriately.



Partnership with Busan

WILHELMSHAVEN/BUSAN. On the occasion of the Busan International Port Conference in November, Ingo Meidinger, sales manager of the Wilhelmshaven container terminal JadeWeserPort-Marketing, **signed a memorandum of understanding** with the Busan Port Authority. Cooperation was agreed with the aim of informal exchange on current developments and the strengthening of commercial ties. The terminal in Wilhelmshaven enjoys regular connections to Busan via the scheduled services AE5 (Maersk Line) and Albatross (MSC).



Set aside for nature

CUXHAVEN. In 2017 a set-aside area for **the construction of berth 4 in Cuxhaven was built** on an area near Hemmoor the size of 42 football fields. As a survey commissioned by NPorts in November confirmed, there are now **50 species of birds** on the site. "It is important for us to take responsibility for our construction work and to contribute to the preservation of nature," said Knut Kokkelink, head of the technical department at NPorts in Cuxhaven and Stade. "It's a real achievement that so much has developed just one year after the end of the project."

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IN BRIEF

BREMERHAVEN. How can inland navigation become more competitive? The EU-funded **project #IWTS 2.0** addresses this question and aims to develop innovative solutions for the handling of goods via inland waterways over the next three years. **The project will be launched at the conference Inland Waterway Transport 2.0: Innovation and Competence Delivered, which takes place on 8 May at the T.I.M.E. Port II in Bremerhaven.** This event, which is organised by bremenports and Maritime Academie Harlingen, is aimed at decision-makers in business, administration and politics. In four English-language keynote lectures, it will focus on all aspects of inland navigation.

BREMEN. In November, **Leschaco's sustainability management was once again awarded a silver medal** by EcoVadis. According to information provided by the Bremen-based logistics company, the analysis system on which the review was based comprised 21 criteria relating to the environment, fair working practices, corporate ethics and supply chains. EcoVadis provides companies with CSR ratings via a cloud-based SaaS platform.



Network meetings for new NPorts employees

OLDENBURG. The popular annual New at NPorts day took place on 22 November. For new employees **from 15 different locations across Lower Saxony**, the get-together is their first opportunity to meet and exchange ideas. "A good network is important," said Holger Banik, managing director of NPorts, at the welcome address. "With today's event we are creating the basis for such a network."



Jade Dienst invests €2.5 million euros

WILHELMSHAVEN. In the freight traffic centre on 4 December, in the presence of invited guests, **ground, was broken** on the 1.25-hectare Jade-Dienst site for the new logistics centre of the Wilhelmshaven-based service provider. A large hall, offices and around 11,000 square metres of traffic and transshipment space are scheduled for completion by September 2019. In addition to supply and mooring services, the company will expand its range to include a container service centre and truck handling facilities. The investment will cost 2.5 million euros.



Input required from Cuxhaven

CUXHAVEN. The site in the North Sea at the mouth of the Elbe is regularly visited by international delegations eager to learn about the local port infrastructure and the management of offshore wind projects. In November, Hans-Peter Zint, HWG chief executive and Cuxport managing director, **welcomed a group of representatives from China Nuclear Power Engineering.** The company from South China is developing large offshore wind energy projects and visited Cuxhaven to obtain ideas for the design of an offshore base port. **A Japanese and an Indian delegation group visited the site** in September.

ISL – entire size categories will disappear

BREMEN. In December, the Institute of Shipping Economics and Logistics (ISL) published a **paper entitled Effects of the Panama Canal: Development of the Full Container Fleet and the Cascade Effect.** It concludes that the fleet of full container ships will increase from around 22 million TEU today to around 32 million TEU by 2030. At the same time, ISL expects that various size classes of container ships will soon disappear from the market. The paper can be requested free of charge at www.isl.org/de/thesenpapiere



Environmental awards for MSC Anzu and Yang Ming

BREMEN/BREMERHAVEN. Shortly before Christmas, the Bremen ports presented the fifth **Green Ports award for the ship with the lowest emissions and the shipping company with the most environmentally friendly fleet.** The former prize went to the container ship MSC Anzu of the Mediterranean Shipping Company (MSC), which docked at the Bremen/Bremerhaven port group several times in 2017. The other award went to Yang Ming Transport Corp in recognition of their efforts to reduce emissions of air pollutants (nitrogen, sulphur and particulate matter) and carbon dioxide in international shipping. The awards were presented by Robert Howe, managing director of bremenports (left).



Site benefits in India

KANDLA/MUMBAI. Container Terminal Wilhelmshaven JadeWeserPort-Marketing Gesellschaft (CTWM) recently gave two presentations in India. In Kandla and Bombay, managing director of CTWM Andreas Bullwinkel and sales manager Ingo Meidinger emphasised the location advantages of the port of Wilhelmshaven, including connection via the Middle East service of Allianz 2M, **to 80 representatives of the port and logistics industry.** The event was organised by Neelam Choudhary, CTWM's India representative.



Flettner rotor exceeds expectations

LEER. As recently announced by Fehn Ship Management, the Flettner rotor, as tested on the Fehn Pollux, has performed well across the board. "The data that we have evaluated so far are significantly better than our model calculations," says Professor Michael Vahs, who is researching the subject of wind propulsion for seagoing ships at the Emden/Leer Technical College: **"Under optimal conditions, this prototype provides more thrust than the main engine."** Fifteen companies from the region were involved in the development and construction of the sailing system. The project is funded by the EU and coordinated by Mariko in Leer.



NPorts – emission-free and quiet on the road

CUXHAVEN. The NPorts office in Cuxhaven renewed its fleet of cars in December and partially converted to electric vehicles. **Five further electric cars have been in use since then, alongside two electric transporters that have been in use since 2016.** In addition, NPorts has invested around €25,000 in on-site charging stations. Depending on the vehicle type, the batteries can be charged to a maximum load of 22 kilowatts of green electricity. This is how NPorts intends to make an active contribution to the reduction of CO₂ emissions.

International commerce in flux

How will the global economy grow in the future? How is northern Germany reacting to the growing number of trade disputes? And what are the implications of policy initiatives such as the New Silk Road? We asked industry experts for their assessment of the international economy.



The pace of globalisation has slowed. At the same time, the increase in trade restrictions and economic sanctions is placing a burden on the cross-border movement of goods. Not only leading economies such as the US, China, Japan and Germany are feeling the effects. Felix Jahn, managing director of the Oldenburg Chamber of Industry and Commerce and spokesman for the Foreign Trade Working Group of the Northern Chamber of Industry and Commerce, predicts “rough seas in transatlantic relations” but also sees potential for developing northern Germany as a global business location. Trade and sanctions policy has gained new momentum in the past year thanks to tariffs between the US and the EU, the trade conflict between America and China, and Brexit. “These developments particularly affect export-oriented economies such as ours,” says Jahn. Nevertheless, surveys of the German Chamber of Industry and Commerce suggest that trade with the Asian economies has increased in recent years and that, for northern Germany, the US remains one of the most important trading partners outside the EU. Looking at recent history, however, Jahn makes it clear that in the long term only open markets work for the benefit of all participants and that the current isolation process will cause markets to suffer. “The number of consultations in which the north German chambers of commerce are helping companies deal with old and new hurdles is currently at record levels,” says Jahn. This also shows how seriously current market developments are being taken. ■■■

Communicating our strengths together

Economic experts predict that the way in which the region of northern Germany competes in the future to leverage key technologies, such as artificial intelligence, advanced energy storage or the Internet of Things, will be crucial for its success. But first the right conditions have to be created. These include efficient digital infrastructure, a start-up culture and better dialogue between science and industry. A further building block is the IHK North project entitled Future of Northern Germany. "This initiative is intended to help us - politics and business - communicate northern German strengths even more confidently together," says Jahn. "We are leaders in renewable energy and there is potential for large-scale development. Our ports provide the gateway to world markets." At the same time, says Jahn, the initiative should serve as a roadmap and help set common goals for creating the right environmental conditions, such as efficient transport and digital infrastructure, which will in turn lead to enhanced competitiveness and added value. "I am



"German firms can profit from the One Belt One Road initiative."

Lisa Flatten, China-specialist at
Germany Trade & Invest (GTAI)

sure that improved cooperation will make us more visible internationally as a north German business location that has many strengths to recommend it."

The New Silk Road – a blessing or a curse?

One of the greatest international challenges in the coming years is likely to be the New Silk Road infrastructure programme initiated by China in 2013, also known under its official project name of One Belt One Road (OBOR). The routes of the historic Great Silk Road are being revived to promote trade between the Far East and Western Europe. While its supporters hope for commensurate economic growth and that China will gradually adapt to Western rules and laws, sceptics fear Chinese domination, with no agreed framework conditions, no commitments to environmental



"Through even better cooperation, we will enhance our international profile as a north German business location that has much to recommend it."

Felix Jahn, managing director, IHK Oldenburg



“The New Silk Road will bring the economies of Europe and Asia closer together.”

Chen Si Hellmann, Head of Rail Solutions
at Hellmann Worldwide Logistics

or social standards and no open tenders.

“German companies can benefit from the initiative in three ways,” says Lisa Flatten, China expert at Germany Trade & Invest (GTAI). “Firstly through new and faster transport routes, secondly through various indirect effects such as new markets for German products, and thirdly through direct investment in infrastructure projects.” But she warns of a lack of transparency: “It is particularly difficult for SMEs to obtain information. In addition, almost all projects financed on the Chinese side usually go to Chinese contractors without proper tenders.” In order to increase Germany’s chances of success, Flatten advises cooperation with partners from China or in the markets concerned.

For international transport and logistics company Hellmann Worldwide Logistics, which is based in Osnabrück and provides land, sea and air freight services, the New Silk Road will further increase the importance of rail as a transport route. “The Iron Silk Road will become the third pillar of transcontinental traffic,” says Chen Si Hellmann, head of rail solutions at Hellmann. “The rail connection to China enables us to target destinations in

Central Asia and China with a short transit time and fixed transport costs. We are thus opening up new markets for German SMEs.”

In Hellman’s view, the OBOR initiative will be accompanied by fundamental changes in economic global networking. These include the increased integration of transit countries such as Georgia, Azerbaijan and Iran into the Eastern and Western economies, as well as new goods hubs for countries that cannot be optimally connected by maritime routes. “In any event, the New Silk Road will ensure closer integration of European and Asian markets, especially against the background of protectionist tendencies in the US,” says Hellmann.

Hellmann Worldwide Logistics is well prepared for this eventuality. It has just opened a hub in Chongqing in southwestern China. From this base, goods from the entire Southeast Asia region are already being transported to Europe by rail. ■■■

PHOTOS: IHK OLDENBURG, RHEINFOTO, HELLMANN

Education in Europe

The EU’s Erasmus programme offers millions of young Europeans the opportunity to study abroad, train and participate in learning experiences. They can develop an awareness of Europe and at the same time improve their employment prospects. Since its launch in 1987, more than nine million students, trainees and volunteers have participated. The €14.7bn Erasmus+ programme runs until 2020. For the period 2021-2027, the European Commission has proposed doubling its budget. This is an ambitious goal that aims to involve young people from poorer areas and to triple the number

of participants. The German government also wants to increase the number of internships abroad from four percent of training places to ten percent. Applications to the programme are currently time-consuming, especially for small companies, schools and volunteer organisations. For this reason, the state of Bremen is calling for significant simplification and increased visibility of the programme. It is not widely known, for example, that the programme is open not only to students but also for education, training, informal learning and sporting purposes.

Cuxhaven is already a popular international transshipment hub. The ports community is convinced that the location will also be one of the terminals of the New Silk Road.



Cuxhaven as terminal option

Last September, with a view to adapting to the requirements of the New Silk Road, Cuxhaven established an additional regular link between the UK and China via Cuxhaven by means of its longstanding DFDS service. The shipping company, which is also a member of the Cuxhaven ports association, transports goods arriving from China by road from the rail terminal in Hamburg to the Cuxport terminal and then by sea from Cuxhaven to Immingham. Two ships, the Jutlandia Seaways and the Stena Foreteller, will make five to six departures a week depending on the cargo volumes.

There is also demand for delivery services in the other direction from the UK via Cuxhaven to the Far East. This mainly involves supplier parts for the automotive industry. “The connection has been warmly welcomed,” says Marcus Braue, branch manager of DFDS Germany in Cuxhaven. And Peter Zint, chief executive of HWG, adds: “More and more freight operators are starting to use rail transport between Europe and China for goods that require faster transit time than can be achieved via sea transport. Cuxhaven is the ideal transit point. This European bridgehead can become a terminal for the New Silk Road and, with its high-frequency liner services, also integrate the UK into fast-moving supply chains.”

Support where it's needed

For many companies, an important strategic element in global trade is the development of foreign agencies, offices and representatives. bremenports, for example, has offices in Vienna and Prague. "The Vienna office of bremenports was the first to establish an international port in Austria," says Alfred Wolfram, the bremenports representative in Austria. His role includes supporting customers on site, especially for the shipping of cargo via Bremen and Bremerhaven and for making new business contacts. In partnership with the shipping companies MSC, CMA CGM and Hapag-Lloyd, he is also involved in annual logistics meetings in Graz and Vienna and in campaigns to attract young talent. His opposite number in Prague is Peter Hrbik. "The German-Czech Chamber of Commerce and Industry and bremenports support German companies entering the Czech Republic and advise Czech companies wishing to gain a foothold in the German market," says Hrbik. "We are therefore actively promoting economic exchange between the two countries." In the future, the company intends to further intensify trade relations in both directions through consulting, contact mediation and brokerage.

Similar strategies are being pursued by the Bremen Economic Development Corporation (WFB) and the JadeWeserPort. WFB operates under its international brand Bremeninvest and has offices in China, Vietnam and Turkey. Staff there actively promote Bremen as a business location and support cooperation with Bremen companies. The focus is on the clusters of maritime economy and logistics, aerospace, automotive and renewable energy. JadeWeserPort has for the past nine years employed a sales rep in the Chinese market. "Our colleague Hui Zhang expands our network there with new contacts and keeps our existing customers informed about the status of projects in Wilhelmshaven," says Andreas Bullwinkel, managing director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing. In addition, the company recently established a second office in India (staffed by Neelam Choudhary) and initiated a partnership with the local chapter of the German Logistics Association (BVL) in South Korea.



Alfred Wolfram

bremenports representative in Austria



Peter Hrbik

bremenports representative in the Czech Republic



Hui Zhang

JadeWeserPorts representative in China



Neelam Choudhary

JadeWeserPorts representative in India



Mission control

From its logistics centre in Wilhelmshaven, the German army coordinates all its operational and transport logistics.



Logistics needs to be well managed. In many cases, this means centralised coordination. This is especially true for the German army, or Bundeswehr. Prior to 2012, the various branches of the armed forces were responsible for their own logistics planning and control, but since then the 1,000 soldiers and civilian employees at the Wilhelmshaven logistics centre (LogZBw) have provided all logistics services from a single source. This takes place across four divisions: Supply Chain Management, Scheduling, Maintenance and Manufacturing, and Traffic and Transport. In addition, there is the newly established area of fixed logistics facilities with associated personnel in various offices at home and abroad.

The Bundeswehr Logistics Centre, which has been managed by Colonel Klaus Frauenhoff since June 2018, reports to the Bundeswehr Logistics Command in Erfurt. The projects planned and managed in Wilhelmshaven range from operations in Afghanistan and Africa to exercises and humanitarian operations. All transport is provided by road, rail, sea and air, but varies according to availability. While the German Air Force will soon have more than 40 Airbus A400M transport aircraft ready for future

use, the Navy does not have its own transport ships. “As a rule, our naval vessels only carry freight for their own use unless capacity is available,” says Lieutenant Colonel Harald Struzyna. “95 percent of transport services are provided by civilian ships.” In 2017 a total of 542 TEU, 1,168 military vehicles and around 35,000 cubic metres of general cargo were transported by sea. By 2018, however, these figures had risen significantly, as a total of 8,000 vehicles and around 750 containers alone were moved to and from Norway in October and November for NATO’s major Trident Juncture troop rehearsal exercise. As the second-largest troop contributor after host country Norway, the Bundeswehr, with around 10,000 participating soldiers, required thirteen ships, six trains and a vehicle convoy. In addition, 50 flights were operated from Germany. Everyday objects such as adhesive tape and computer cables were shipped as well as 30 Leopard 2 battle tanks.

Emden – central transshipment port

The Bundeswehr’s plans for multinational large-scale manoeuvres began in early 2018. According to Captain Lieutenant Sven Fiebelkorn, the special challenge, in addition to the enormous number of people, material and vehicles, was that “we had to adhere to NATO specifications for transport to Fredrikstad and the coordination of when which ship sails and how it is piloted.” For transport to Norway, the central transshipment point was Emden. “The port was deliberately chosen by us as a transshipment port because it is particularly suitable for RoRo ships and has several berths,” says Fiebelkorn. Both the south quay and the Emskai quay were used. “This had the advantage that vehicles and containers could be delivered to one quay or the other during loading, so that more material could be shipped in a shorter time.”

In total, more than 4,000 Bundeswehr vehicles, such as tanks, trucks, trailers and small vehicles, were shipped from Emden to Norway from the beginning of September. At the south quay alone, within only six hours (including time allowed for animal disease prevention procedures) 300 military vehicles – including heavy tanks – and about 100 containers were loaded onto the Ark Germania.

Since Germany has no maritime transport of its own, the Bundeswehr has secured access to commercial transport capacities within the framework of cooperation agreements.

FACTS

Bundeswehr logistics centre

Location:
Wilhelmshaven

Established: 2012

Employees: 1,000
(military and civilian)
excl. staff of the fixed
logistics facilities

Premises: 3 properties

Management: Col.
Klaus Frauenhoff

Logistic departments:
supply chain management,
scheduling,
maintenance and
manufacturing, traffic
and transport, and
site-specific logistics
facilities

The Bundeswehr has signed a contract with the Danish shipping company DFDS for the provision of sea transport capacity



PHOTOS: BUNDESWEHR – AXEL BIEWER



In 2017, the Bundeswehr loaded 542 TEU. In 2018 100 boxes were loaded for NATO exercises alone.

■ Within this framework, the Danish shipping company DFDS Seaways provides sea transport capacities 365 days a year and these have also been used for the NATO exercise. However, this conditional agreement also allows Germany to meet its obligations to NATO and the EU on a permanent basis. The contract provides for staggered access to a total of around 10,500 metres with lead times of 15 and 30 days. The pool currently includes not only the Ark Germania but also the RoRo ships Suecia Seaways and Ark Dania. The Bundeswehr also has access to further ships, with a lead time of 60 days and a loading capacity of around 8,300 metres, from the Danish ship pool and the spot charter market. If these capacities are available from the Ark project, third parties and other NATO members can use them to generate revenues to reduce charter costs.

Working with logistics service providers

The Bundeswehr also relies on partners for much of its transport outside of such large-scale exercises. Cargo might include field post, ammunition or spare parts. In addition there are large-volume, heavy loads such as the Panzerhaubitze 2.000 and combat helicopters. Weapons are transported by air freight, as are temperature-sensitive medicines, in order to ensure the necessary security and refrigeration. "The biggest difference between military and civilian transport is the wide range of goods to be transported," says Lieutenant Colonel Struzyna. For all these cargoes, the right route and the right means of transport must be found. In the case of sea freight, services are



Bremen company CHS Spezialcontainer – Shelter and Engineering produces special and functional containers for the Bundeswehr.

provided by civil logistics providers on the basis of calls for tender and approximately 50 framework agreements. Who the Bundeswehr cooperates with depends on the goods being transported.

One of the partners for special boxes and solutions is Bremen-based CHS Spezialcontainer Shelter and Engineering. Part of the CHS Container Group, the company designs and produces a wide range of functional and special containers for worldwide land- and sea-based Bundeswehr operations. Appropriate framework agreements have been put in place for this purpose. "We offer a wide range of services for extreme climatic conditions and enhanced protection requirements," says managing director Stefan Kanowski. "This includes comprehensive support and assistance from the initial idea through to after-sales service." Their product range includes transport containers for the Patriot anti-aircraft missile system and protected Internet cafés to ensure support communication for soldiers in the country of deployment. In addition, they also offer mobile workshop systems for the maintenance and repair of military vehicles of all kinds, including trucks. Other products supplied include transport racks for pioneer forces and transport and storage containers for the small-aircraft target location.

PHOTOS: BUNDESWEHR – AXEL BIEWER, CHS SPEZIALCONTAINER - SHELTER AND ENGINEERING GMBH



The port of Emden played a leading role in the RoRo loading of a total of 8,000 vehicles as part of NATO's large-scale Trident Juncture exercise.

Working closely with German ports

At the Bundeswehr's logistics centre, plans are underway for tactical firing exercises, in which German and American anti-aircraft missile specialists will jointly take part in spring 2019 on the Mediterranean island of Crete. For this exercise the vehicles and containers will be shipped to Travemünde. Larger-scale sea shipments are usually handled within the framework of a contractual relationship via the port of Emden, which also provides the necessary equipment such as Mafi trailers, while individual tenders are handled in Bremerhaven. Also carried out (partly via the Kaiserhafen port in Norway) was the return transport of Bundeswehr materials from the NATO exercises in Norway. The ABC island was even temporarily cleared for Trident Juncture in order to create parking space for the vehicles subject to further loading by rail and truck. ■

More information:
www.bundeswehr.de
www.chs-containergroup.de

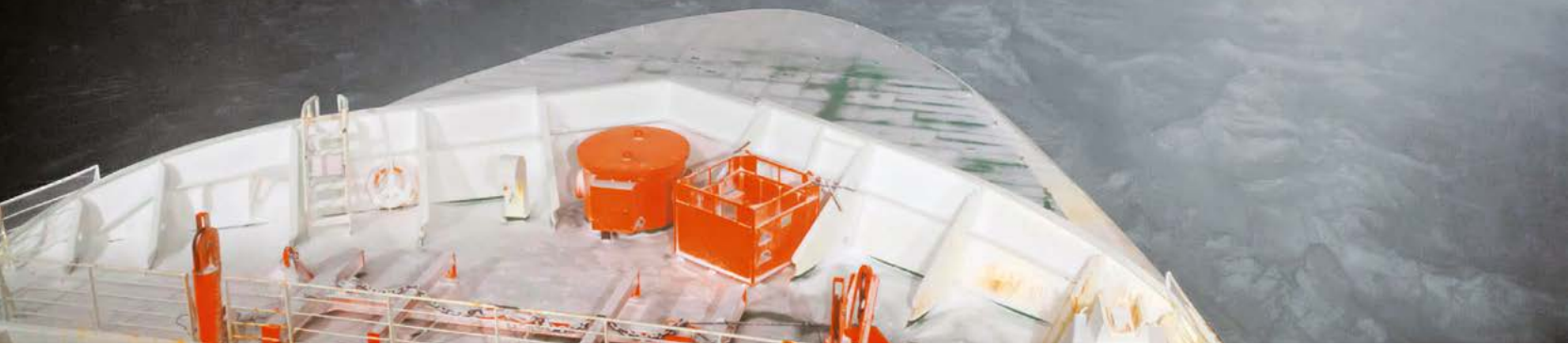
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Safer shipping over ice

Even if the number of ships in the Arctic is still manageable, this is likely to change in the long term in view of the increasing number of ice-free days. Navigation safety needs to be addressed today.



Lasse Rabenstein,
co-founder of Bremen
start-up Drift & Noise
Polar Services

According to forecasts, the North Pole could be ice-free several weeks of the year by the 2040s. Over the next 15 years, a significant increase in the number of ships is expected as shipping companies will save 10 days of transit time between Asia and Europe by using the shipping routes through the Northeast Passage (Northern Sea Route). The first trial voyages by the major container shipping companies have already taken place. The container ship *Venta Maersk*, with 660 reefer containers on board, departed from the South Korean port of Busan on 28 August last year and, after several stopovers, reached Bremerhaven on 22 September. The ship delivered in July 2018 used the Bering Strait as well as the Northeast Passage, which was opened as an international shipping lane in 1967. For the latter route, the International Maritime Organisation (IMO) approved new transport routes on 1 December 2018. However, navigating safely in Arctic waters is extremely challenging, even if they are ice-free: 'ice-free' does not mean that there is no ice, only that the ice cover is not closed. The demands on the ship and crew are significant. Ships must be of a suitable ice class and the crew need special training. The *Maersk* crew had previously undergone such training and were supported throughout the entire transit by ice pilots certified for the Northern Sea Route. In addition, the shipping company was in close contact with the ice-

breaker companies and the Russian administration for the Northern Sea Route (NSRA), which is responsible for navigation on the Northeast Passage. "The ice information from authorities, some of which is subject to a fee, is often not tailored specifically to users and is sometimes not available after work or during weekends," says Lasse Rabenstein, co-founder of the Bremen start-up Drift & Noise Polar Services. "In addition, many ships have problems receiving sufficient satellite data."

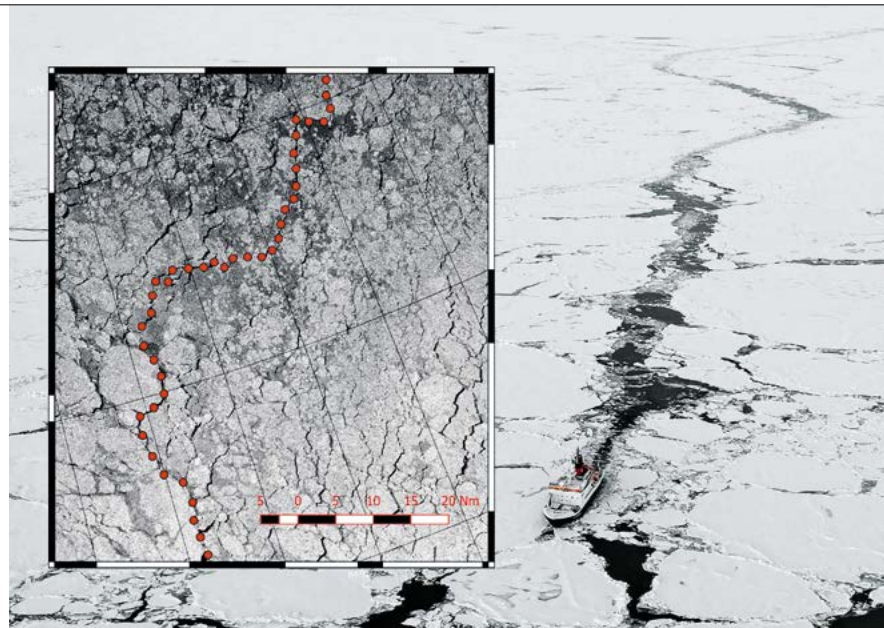
Route recommendations based on satellite images

Drift & Noise Polar Services, a spin-off of the Alfred Wegener Institute for Polar and Marine Research (AWI) in Bremerhaven, therefore offers its customers high-resolution, round-the-clock images. These are based on the Copernicus Earth observation programme, are individually compiled for each customer and can be received with minimal bandwidth. The range of services also includes a forecasting system for the best possible route through the ice. The company is currently working on animated ice forecasts on the basis of weather model maps and satellite images for an even more accurate forecast of ice development and appropriate route recommendations. So far, customers have mainly included authorities, institutions

and cruise lines such as Hapag-Lloyd Cruises. "Cruises in the Arctic and Antarctic are becoming more and more popular," says Rabenstein.

With its processed satellite data, the start-up has already impressed the crew of Polarstern, an AWI research and supply vessel designed as an icebreaker. "The ship navigated northeast of Greenland through heavy ice, and according to the very experienced captain the journey usually took four days," reports Rabenstein. "With the help of our satellite images, we were able to spot channels of open water in the ice cover that made it possible to shorten the route to two days." With operating costs of 70,000 euros per day, this is a significant saving. A further plus point is the instrument for measuring ice thickness, which was co-developed by the company founders at AWI. The portfolio could also be expanded in the future to include route optimisation on the non-polar oceans.

"Our business is still a genuine niche market," emphasises Rabenstein, who holds a PhD in geophysics. Struggling to find investors, his company has been financing itself since its launch in 2014. "Two thirds of our business is contracts, one third research projects," says Rabenstein. Although the commercial shipping companies have been approached, they have so far proved reluctant. This assessment also corresponds to Maersk's summary: "At present, we do not see the Northern Sea Route as a practical alternative to the existing East-West routes," says chief technical officer Palle Laursen. "In general, we plan new



Satellite images can be used to predict the best possible and fastest route through the ice.

services based on trade flows, population centres and the needs of our customers."

According to Rabenstein, there were only 27 transits through the Northeast Passage in 2017. In the same year, 17,550 ships passed through the Suez Canal. In any case, some key points in the Northeast Passage could only be navigated by ships with little draught (up to about 8,000 TEU). "I am therefore a little sceptical that the volume of transit container shipping will increase rapidly." But there is hope. "Currently the market is still small, but if we show staying power, we will definitely have an enormous advantage in the future."

Port project in Iceland

This line of thinking is reflected at bremenports, which aims to take a majority stake in the construction of the new universal harbour at Finna fjord (FFP) in north-eastern Iceland, which has a potential quay length of six kilometres. Given the scale of the project, the contractors expect the FFP to take 40 years to complete. "The port project in Iceland offers a concrete long-term perspective for a development that will certainly last for several decades. It creates conditions for the sustainable development of the Arctic and contributes to making new shipping routes safer," says Martin Günthner, Senator for Economics, Labour and Ports. "In addition, the project offers great development opportunities for a region lacking in infrastructure. bremenports is proud to play a leading role in this project at Iceland's request."

FACTS

Drift & Noise Polar Services

Founded: 2014

Location: Bremen

Staff: 6

Services offered: sea ice consultancy, sea ice geophysics and sea ice mapping



With the help of high-resolution satellite images, crews can steer ships safely through the ice.

More information:
www.driftnoise.com
www.bremenports.de/finnafjord



In the mix

Everyone is talking about logistics 4.0. ZOBA Zollberatung und -abwicklung reflects this trend with a range of services that allows the customer to decide how much digitisation is required.

More and more companies are placing great emphasis on digitising their international supply chains in order to increase the transparency of goods movement, accelerate processes and reduce costs. At the same time, however, they also need to complete a large number of import and export formalities in order to avoid legal sanctions. In view of this double challenge, many companies call on the services of ZOBA. This Bremen company was founded in 1995 with the central idea of providing small and medium-sized enterprises with the necessary customs know-how so that they can concentrate on their core business. “We are an extension of a company’s foreign trade desk,” is how managing director Birgit Gröning describes ZOBA. Her co-director Angelika Merk adds: “It’s all about the mix of services. We offer our services both as a classic service and a fully automated service. The customer can therefore decide how much digitisation they require.”

Differing requirements

The two examples of Timbercoast and Kloska Group show how different the needs of ZOBA customers are. The Timbercoast shipping company, which operates the gaff schooner *Avontuur* for the purposes of ecologically sustainable freight shipping under sail, relies on the right support for the customs clearance of fairly traded and organic goods such as coffee, cocoa and rum. Service partner and systems provider Kloska Group uses a whole range of digital services, especially for its in-house ERP software for resource planning. With ZOBA’s help, supplying AIDA ships with all necessary consumables, from KWC brushes and food to engine spare parts, can be coordinated. The ERP system generates a delivery note for each container, which is automatically transmitted to the ZOBA customer portal i-TMS,[®] where a parametric division into the categories of Union Goods, Tax



19 ZOBA employees process over 32,000 transactions per month. Assuming a normal mixture of general cargo consignments and containers, the resulting quantity should produce a fully loaded medium-sized container ship.



Warehouse Goods, Non-EU Goods ex Customs Warehouse or Temporary Storage takes place. The appropriate customs declarations are also generated automatically and forwarded to the authorities. "Of course, the inlets into the various customs procedures, for example EMCS consignments, are also electronically supported," explains Gröning.

The customer portal i-TMS® is the core element of the company's own digitisation strategy and has been offered by ZOBA since 2003. The particular advantage of this form of data entry is the multiple use of the data entered or transferred from the merchandise management system via an interface: from order entry through payment transactions to customs clearance. Plausibility checks are also integrated into the process so that errors can be further reduced and fewer queries from ZOBA staff are required. This in turn leads to an accelerated clearance

process. A further advantage is that by using the portal the customer not only benefits from ZOBA's know-how, but also from the expertise of two other partners who, together with ZOBA, have developed the i-TMS®. NWI Northwest International contributes consulting and services in all areas of import, export and payment processing within the framework of i-TMS®, while Import-Export IT-Service is responsible for the failsafe 24/7 operation of the IT infrastructure, IT administration, support, software and interface development.

Digitising customs clearance

"Many small and medium-sized enterprises cannot afford their own in-house customs specialists. On the other hand, more and more questions of compliance arise as to how requirements are to be met." This is how Merk explains the current market situation and why ZOBA's services are increasingly in demand. She considers the digitisation of customs clearance to be highly advanced. "Today, import and export consignments and dispatch procedures at almost all companies are already carried out via digital systems such as ATLAS, including NCTS and AES," says Merk. However, there are still market segments lagging behind in digitisation. Customs, for example, needs to create the necessary technology so that in the next few years all documents can be uploaded for inspection. ZOBA's system has been geared to this development for over five years now. Only the output of evaluation is still done via CD instead of via direct data transmission. "All in all," says Gröning, "our digital customs clearance is secure and up-to-date across the Hanseatic ports."

FACTS

ZOBA

Founded: 1995

Location: Bremen

Staff: 19

Portfolio: digital customs processing and support for import and export formalities and all other customs duties and legal matters

Special feature: in 2008 ZOBA became Germany's first certified AEO (authorised economic operator)

More information:
ilikeLP@i-tms.de
www.i-tms.de



ZOBA's management duo: Birgit Gröning (left) and Angelika Merk



“Global logistics requires a global presence”

Founded in 1852 as a tobacco trading company, Röhlrig Logistics offers a broad range of services with more than 2,200 employees in over 30 countries.

As industrialisation was taking off 167 years ago and steamships were conquering the oceans, Carl Röhlrig laid the foundation in Bremen for a company that has since developed into a global logistics service provider for sea and air freight and that also specialises in project and contract logistics. When it was founded, the company’s business was tobacco distribution and insurance brokerage. Successive generations built the



Air and sea freight are Röhlrig Logistics' core business. The Bremen company supports its customers using its worldwide network, including in the field of project and contract logistics.

family business into a service provider for loading companies and manufacturers throughout Germany. Trading soon expanded overseas, and offices in South Africa and Australia followed in the 1960s and 1970s. Parallel to the expansion of its sea freight business, Röhlig Logistics also developed its international air freight operations. The following decades were marked by dynamic growth, in the course of which the Bremen company opened branches all over the world. Today, the Röhlig network has more than 2,200 employees in over 30 countries. Most of them are deployed in Europe (28 percent), followed by South Africa (26 percent) and Asia (21 percent).

America and Asia in their sights

“Global logistics requires a global presence. In order to ensure proximity to our customers, we have recently invested heavily in the expansion of our infrastructure,” explains Philip Herwig, managing partner of Röhlig Logistics. Together with his colleagues Hylton Gray, Hans-Ludger Körner and Ulrike Baum, he now manages the Röhlig Group, which since 2015 has restructured from a country-specific to a product-oriented organisation. The main focus has recently been on the markets in Asia and America. Since 2017, six new offices have been opened in China (Shanghai, Ningbo, Qingdao, Beijing, Dalian and Tianjin). Other branches have opened in Taiwan, Indonesia and Vietnam. In Mexico, Röhlig increased its presence last year and opened another office in Monterrey in addition to the existing Mexico City branch. Extra warehousing capacity was recently created in South Africa and New Zealand for the Contract Logistics division. “This puts us in a stronger global position than ever before,” says Herwig.

Stability through breadth

Like other companies, Röhlig has felt the effects of current trade disputes and sanctions. “Of course, this has an impact on our business. While we experienced increased demand for freight capacity at the end of 2018, we can imagine that this will weaken even further as a result of



Philip Herwig, managing partner of Röhlig Logistics, sees the company's broad customer base as giving them a competitive advantage.

the sanctions,” says Herwig. However, he is not unduly concerned: “We are repeatedly affected by changes in the global economy and in individual countries. But even if there is a problem in one country, the stability of the company is ensured by our broad customer base.”

Optimism for the future

Looking forward, this sixth-generation logistics company will continue to focus on digitisation. Here Herwig sees great advantage in the fact that, as an international player in Australia and the USA, they began using digital technologies earlier than their European counterparts. In addition, Röhlig has been implementing its Blue Future growth programme over the past three years to capitalise on the digital future. The includes Röhlig Real Time, an in-house track-and-trace tool that enables customers to manage shipments online, and the cloud-based vendor management system Sirius.VM. This is a digital ecosystem that enables customers to optimise their procurement processes in close cooperation with their suppliers and logistics service providers.

Yet despite moves towards increased digital networking, Herwig is adamant that “personal contact is always the focus of our attention. We develop tailor-made solutions in which customers themselves decide whether they want digital or analogue access to us.” This applies both to the delivery of individual spare parts and to the roll-out of entire factories, for which Röhlig cooperates with a large number of well-known carriers in the sea freight and air freight sectors. The company's motto is “Creating chains of trust” for good reason.

FACTS

Röhlig Logistics

Founded: 1852

Staff: 2,200, of which 150 in Bremen

Core services: air freight, sea freight, project logistics, contract logistics

Group sales 2017: €871m

More information:
www.rohlig.com

IN BRIEF

**DUISBURG.**

At the general meeting of the Association for

European Inland Navigation and Waterways (VBW) in November, **Patricia Erb-Korn** was elected as the new president. The lawyer, who is also the director of the Karlsruhe port, is the first woman to head the 140-year-old association. She succeeds Heinz-Josef Joeris, who ran as deputy president.

**BREMEN.**

Uwe Beckmeyer, ex-senator and

former member of

the German Bundestag, has replaced Klaus Wedemeier as chairman at the general meeting of the Weser Economic Association in November. After 20 years as chairman, **Wedemeier**, the former mayor of Bremen, had himself proposed a change at the top. **Beckmeyer** has also been parliamentary state secretary in the Federal Ministry of Economic Affairs and Energy and maritime coordinator for the Federal Government.

Change of leadership at EUROGATE Container Terminal

HAMBURG. On 1 January, **Tom Eckelmann** took over the management of the EUROGATE Container Terminal Hamburg. He succeeded Wolfgang Schiemann, who had been advising the group. Eckelmann had headed the company's Strategy and Energy and Sustainability Management divisions since 2012 and was also involved in the development of the EUROGATE container terminals in Germany. "With Tom Eckelmann, we have found a successor from within our own ranks who will continue our efforts to increase capacity utilisation of the Hamburg terminal and who will also push forward important initiatives at the Hamburg site," says Michael Blach, chairman of the EUROGATE group management board.



New manager for Schenker board

ESSEN. At the end of November, the supervisory board of Schenker appointed three new managers to its board in order to make the company more international and customer-oriented. Economist **Thorsten Meincke**, who was in charge of worldwide sea freight at the forwarding company Kühne + Nagel, was appointed to the executive board as head of the Air and Sea Freight division, while Xavier Garijo (contract logistics) and Christian Drenthen (land transport) complete the new management trio.



Wiebke Clement strengthens MCN

HAMBURG. **Wiebke Clement** has been deputy managing director of the Maritime Cluster Northern Germany (MCN) since November. She supports managing director Jessica Wegener in central cluster management and deputises for her during parental leave. Clement has a background in PR and has held senior positions in industry and foundations. "I believe in networked structures and I am looking forward to developing this idea with the MCN in the maritime sector in northern Germany," says Clement.



Von Taube takes over at Zeamarine-Ruder

BREMEN. At the turn of the year, **Kai von Taube** took over the management of Zeamarine Carrier, the joint venture of the Bremen-based Zeaborn Group and the US shipping company Intermarine. He succeeded Ulrich Ulrichs, who was in charge of the line and tramp services and who departed at the end of 2018. Together with Frank Fischer and Nicki Schumacher, Von Taube is now responsible for Zeamarine's core results.





Labahn succeeds Stehmeier

WILHELMSHAVEN. Sven Labahn took over the role of managing director at Jade-Dienst in November. He succeeded Lutz Stehmeier, who had headed the Wilhelmshaven-based port service provider since December 2016. Labahn has been part of management as a consultant since the beginning of 2017 and has contributed to the current direction of the company and its business plan. Managing director Jan Gijsbertus Koop and authorised signatory Thomas van der Laan remain part of the management team.



Battermann & Tillery appoints additional managing director

BREMEN. Nico Nöldner was appointed managing director at Battermann & Tillery in December. Together with the managing partners Percy Tillery and Patrick Tillery, he manages the company's 20 German branches as well as its sister companies and subsidiaries in Germany and abroad. Battermann & Tillery is headquartered in Bremen and deals with the assessment of transport and goods damage of all kinds, in particular on behalf of insurance companies.



Fourteen new logistics ambassadors for Bremen

BREMEN. Since November 28th, the state of Bremen has had around 70 logistics ambassadors from 30 nations. On that date, **fourteen logistics students from the University of Bremen and Jacobs University** received their diplomas from economist and port senator Martin Günthner at the Bremen Baumwollbörse. An iconic building for the international raw materials business, the Baumwollbörse provided the perfect setting for the international study programme's award ceremony, which was organised by the Bremen Port Authority. In addition to their studies, students from Morocco, China, India, Pakistan, Iran, Kazakhstan, Kyrgyzstan and Ukraine also acquired logistics knowledge during the course of various field trips.

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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

Numerous trade fairs are taking place over the coming months, with several of them focussing on the issue of project cargo (see Breakbulk Middle East in Dubai, Breakbulk Asia in Shanghai, and Breakbulk Europe in Bremen in May). The north German coastal regions will be represented at the Intermodal South America in São Paulo under the umbrella brand of German Ports.



At Intermodal South America in São Paulo, ports from Bremen and Lower Saxony were again present under the umbrella brand of German Ports.

Breakbulk Middle East
www.breakbulk.com

11 – 12.2.2019
Dubai, UAE

Intermodal South America
www.intermodal.com.br/en

19 – 21.3.2019
São Paulo, Brasil

Breakbulk Asia
www.breakbulk.com

20 – 21.3.2019
Shanghai, China

Breakbulk Europe
www.breakbulk.com

21 – 23.5.2019
Bremen, Germany

transport logistic
www.transportlogistic.de

4 – 7.6.2019
Munich, Germany

HUSUM Wind
www.husumwind.com

10 – 13.9.2019
Husum, Germany

Customer events

If you'd like to meet us and discuss the latest developments with industry experts, two series of events, logistics talk and Port Meets Mainland, offer the perfect opportunity. logistics talk will soon be coming to Prague, Budapest and Bielefeld, while Port Meets Mainland will be at Leipzig, Regensburg and Berlin. In addition, the annual press conference for the ports of Lower Saxony will take place in Oldenburg in March.



Port Meets Mainland provides information on the latest developments at the port of Lower Saxony and the deepwater container port of Wilhelmshaven.

Annual press conference for the Lower Saxony ports **4.3.2019**
www.seaports.de Oldenburg, Germany

Port Meets Mainland **14.2.2019**
www.seaports.de, www.jadeweserport.de Regensburg, Germany

12.3.2019
Leipzig, Germany

28.3.2019
Berlin, Germany

logistics talk **27.3.2019**
www.bremenports.de/veranstaltungen Prague, Czech Republic

28.3.2019
Budapest, Hungary

9.5.2019
Bielefeld, Germany

Other highlights

In selecting Guangzhou as the venue for the IAPH World Ports Conference 2019, the event's organisers are recognising the growing international importance of this Chinese port city.

IAPH World Ports Conference
www.iaphworldports.org/iaph-conference

5. – 11.5.2019
Guangzhou, China

Review

Issues affecting the maritime economy have recently been discussed in Munich, Bremen and Berlin.

logistics talk

MUNICH. Featuring a moderated panel discussion, the latest logistics talk event took place in Munich on 15 November. Experts from six companies (Linde, Mund + Bruns, CHS Container Handel, Ipsen Industrial Packing, Hansa Meyer Global and Friedrich Tiemann) represented the wide range of services offered by the maritime industry at the Bremen ports. The discussion was moderated by Radio Bremen editor Hilke Theessen. "The new format was very well received by the guests in Munich. I am sure that we will repeat this in a similar format at other locations this year," said Michael Skiba, head of marketing at bremenports.



Multi-faceted away game: features and attributes of the Bremen ports were discussed in Munich.

Project logistics expert forum

BREMEN. On 14 January, the project logistics community met for the fifth time in Bremen to discuss current trends and developments in the industry. This year's forum title was The US and the World of Project Logistics. In addition to the digitisation strategies of freight carriers and service providers, market conditions in the NAFTA region were high on the agenda. Once again, the Bremen Port Authority was able to attract a large number of experts from Germany and abroad to the event. Richard Yoneoka, US Consul General in Hamburg, spoke on economic and political developments in the US and Prof. Dr. Katja Wind, member of the management board of SMS Group, spoke on the logistics potential of digitisation in plant engineering. The forum featured nine presentations and a panel discussion on the future of project logistics.



As in previous years, Klaus Platz (left), managing director of Bremische Hafenvertretung, welcomed international industry experts to the Haus der Bürgerschaft in Bremen. Dr. Patric Drewes, board member of Bremische Hafenvertretung, gave the closing address.

New Year's logistics talk

BERLIN. In 2019, bremenports once again saw in the new year with its traditional reception at the Bremen regional assembly in Berlin. Over 150 guests from business, politics and administration attended the event on 17 January. After a welcome address by managing director of bremenports Robert Howe, a talk was given by Markus Hoffmann, senior first officer and Lufthansa flight safety officer, entitled Decision-Making in Complex Environments, giving guests a fascinating insight into the world of aviation. The subsequent get-together offered an ideal networking opportunity.



As in the previous year, Robert Howe welcomed the invited guests, who were addressed by Lufthansa's Markus Hoffmann.

EDITION APRIL 2019

Main topic breakbulk

Where flexibility is required, it is usually in project loading. The region has much to offer in this respect, as can be seen from the Breakbulk Europe trade fair.



Point of view

Timo Schön, managing director of Seaports of Niedersachsen,
on Breakbulk Europe 2019

“**“Anyone can do it”** ... unless of course the “it” is project loading. There are no one-size-fits-all solutions; everything needs to be tailor-made and requires highly qualified specialists, state-of-the-art and durable equipment, suitable infrastructure and perfect timing. All loads are different, and rapid developments are being made in the way goods are measured and weighed. What was considered high and heavy many years ago is now often considered to be additional packaged goods. Project carriers, heavy lift shipping companies and terminals, as well as manufacturers of transshipment and transport equipment, are constantly confronted with new challenges and need to maintain a high degree of flexibility and ingenuity. The ports of Lower Saxony and Bremen have a well-earned reputation as centres of excellence for project logistics, whether through well-connected terminals suitable for heavy loads, a large number of locally based high-and-heavy carriers or experienced project-forwarding agents. It is therefore gratifying once again to welcome the leading service providers of the global project transport industry, and their clients, to the largest get-together in the industry, the Breakbulk Europe of our region. As was the case last year, over 10,000 visitors and 500 exhibitors will use the fair and its conference events to exchange information and ideas on trends and new technologies.”

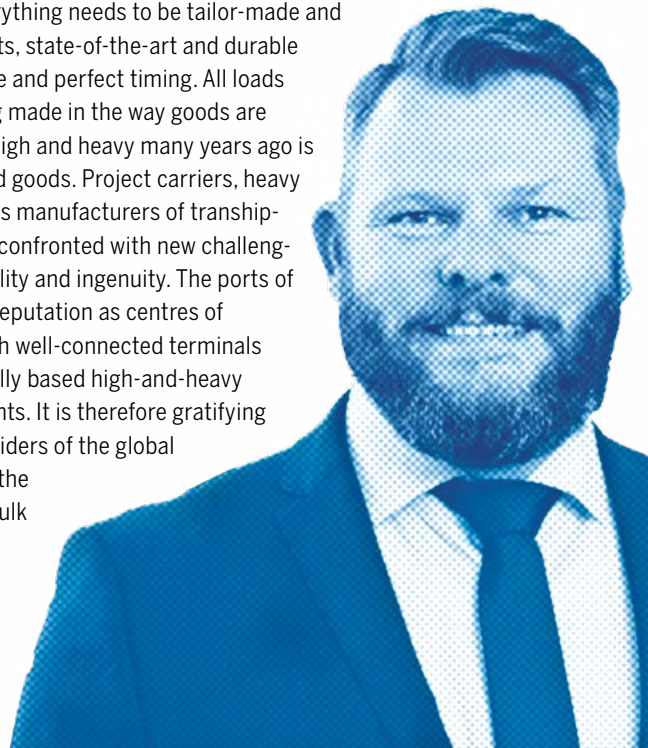


PHOTO: SEAPORTS OF NIEDERSACHSEN

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